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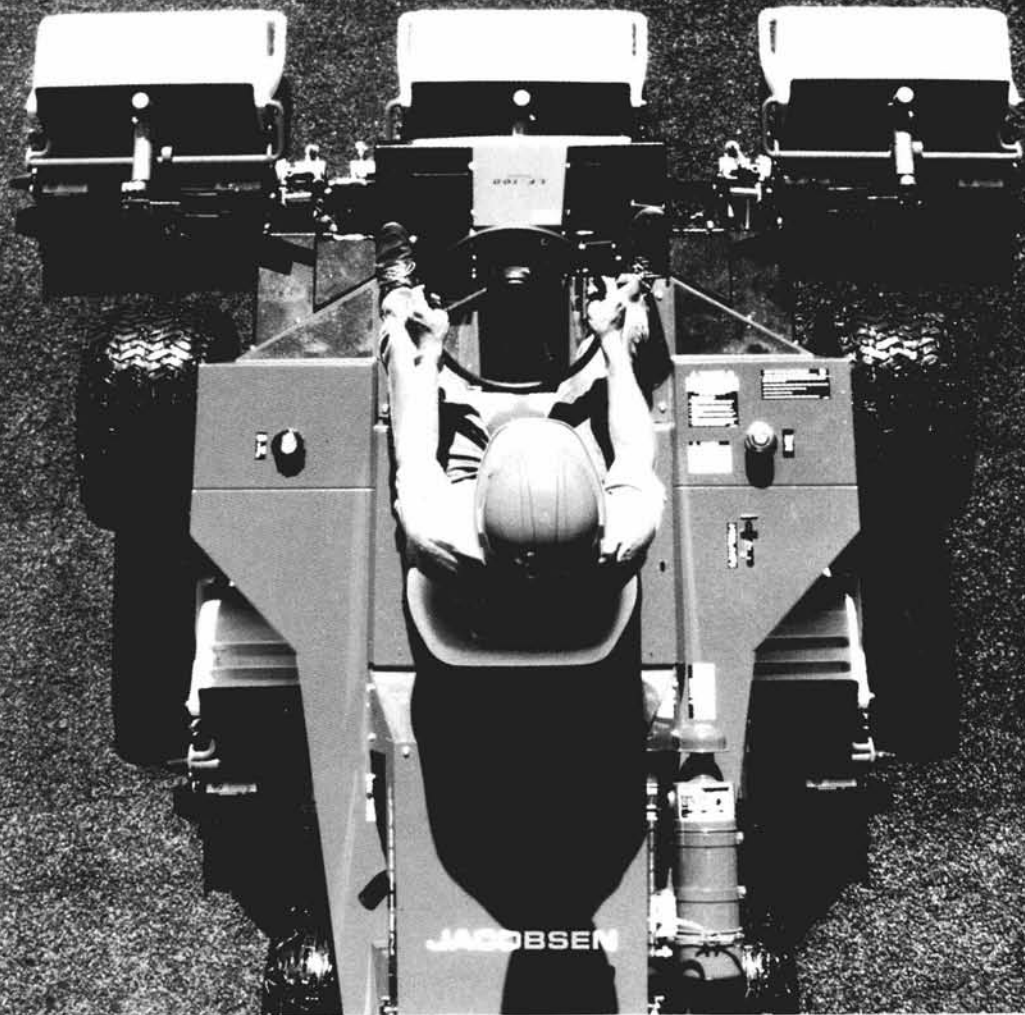
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Midwest Breezes



Upcoming Events — Mark Your Calendar

August 1 — ILCA Annual Field Day at Ball Seed Co., West Chicago

August 8 — MRTF Field Day, Purdue University Agronomy Farm

August 13 — MAGCS Monthly Meeting at Tamarack G.C.

August 20 — ITF Golf Day at St. Charles C.C. & Geneva C.C.

Sept. 24 — MAGCS Monthly Meeting at Bull Valley G.C.

October 3 — MAGCS Monthly Meeting at Carillon G.C.

November — MAGCS Clinic

November 27-29 — Turfgrass and Ornamental Chemical Seminar at Purdue

December 4-6 — NCTE in Springfield

In August, Agri-Diagnostics will be co-sponsoring the meeting at Tamarack Golf Club. Agri-Diagnostics manufactures REVEAL, diagnostic kits for early disease detection. The kits are a management tool to supply valuable agronomic and operational information. They are much more than a diagnostic tool to identify 3 very common turf diseases. The kits have been used to confirm disease findings, justify fungicide applications, aid with fungicide selection and timing, and justify fungicide expenses. These are just a few ways the kits have been used as a management tool by superintendents.

In light of all the environmental pressures focused on golf courses, the GCSAA and USGA Research Committee are currently sponsoring Ohio State in their efforts to develop additional disease kits. In August, Agri-Diagnostics will have kits available to test disease levels on your golf course. I invite each superintendent to bring a grass sample to the meetings for testing. This is your opportunity to see how REVEAL can be tailored to meet your individual golf course needs.

To aid you in the sampling procedure call our 800 number for a free video. The number is 800/322-5487. I look forward to meeting and talking with all of you.

Len Conley

Congratulations to Ron Doruff on becoming the new superintendent at Chapel Hill. Now Ron is looking for a mechanic, call 815/385-0333.

Byron Forest Preserve is looking for a golf course mechanic to set up a new shop and all new equipment. Excellent benefits. Apply by August 15th. Ask for Steve Storz, 815/234-8535.

Congratulations to Paul Voykin on becoming a **Grandfather!**

Education Bound

Those of you who have, for one excuse or another, been absent from all or several monthly meetings have indeed missed the train. Yes, you've missed the train bound to improve your career knowledge as well as self-development.

The Education Committee has worked diligently to bring you interesting and timely topics in addition to quality speakers. If you weren't at the January and June meetings you missed two very enjoyable and informative self-development presentations. (Performance Enhancement and Psychological Stress Management). If you weren't at the March and April meetings you missed two important topics which provided information on current golf course problems. (Insect Control and Debris Disposal). If these were not enough also offered was a Computer Seminar to increase your awareness of the various labor and time savings the computer can provide to you.

Well, all is not totally lost. We're only about half way into this year's journey and tickets are still available at all stops. Don't delay, however, as time is running out and first class seats are usually gone early.

Check the boarding schedule below for the highlights of the balance of this year's stops and make it a point to be on board. You are bound to gain new ideas, have some fun, and surely learn something new. So, "ALL ABOARD"!

**Donald A. Cross, CGCS
MAGCS Education Committee**

EDUCATION BOUND (SCHEDULE OF STOPS)

August 13 Hydraulic Aeration

Research results of soil and turf responses to use of Toro's new HYDROJECT Aerator.

Disease Diagnosis

Agri-Diagnostic Rep. will demo kits using samples you bring. (Place a palm full of shaven turf leaves and stems in a Zip-loc bag.)

September 24 Summer Review/Fall Recovery

Dr. R. Kane will highlight the Summer Problems and remedies for recovery.

October 3 Growing In of Carillon

Renny Jacobsen and Greg Martin will discuss grassing this fast-track constructed course.

November 7 Midwest Clinic

Back to Medinah featuring Ground Water Contamination, GC Safety, Storm Water Mgmt., Drip Irr., Tree Care, Flowers, and more.

December 4-6 NCTE — Springfield

Dr. J. Vargus, Dr. C. Throssel, Scott Niven, Martin Segal, to talk on Biological Controls, Infrared Thermometry, Growth Reg., Future Plt. Protect. Formulations

We're BOUND to be WINNERS!

It was good to see Bill Kraft at our July meeting and playing golf. Bill had had a real bad experience while in the hospital for a rather routine procedure that almost cost him his life. Give him a call to find out more.

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10,000 Years Moved in Two Days

by Fred D. Opperman

10,000 years moved in two days? How can that be? What are you talking about? I am talking about moving a dry gravel prairie from one site to another. You may recall reading about this in the "Chicago Tribune" when they wrote about this prairie on two front page articles on succeeding Sundays in early July. The actual moving took place on Saturday and Sunday, July 14 & 15, 1990.

About two virgin acres of prime dry gravel prairie existed in a gravel pit off Healy Road east of East Dundee, Illinois. The firm that owned the land was about to start mining the area for the gravel beneath the prairie. This prairie had existed and was formed by the last Ice Age 10,000 years ago. It existed on a "kame", or hill, which was formed by the sediment piles deposited by the melting glaciers.

Steve Packard of the Nature Conservancy became aware of this impending loss of the prairie and put together an emergency group of volunteers along with Earth, Inc., a construction firm, and Williamson Nursery to try to save as much of this rare prairie as possible in the short time allotted. Earth, Inc., built the new kame at Bluff Spring Fen out of gravel-mining spoil to recreate a similar home for the transplanted prairie.

Williamson Nursery donated the use of some of their large tree spades to take plugs of the prairie and transplant them on the new site. Hopefully, the deep plugs taken by the tree spades would be taking as much of the deep rooted plants of the native prairie as possible. Care was taken to try to duplicate the exact growing area as far as elevation on the kame and the exposure of the plants.

Earth, Inc., using a large backhoe carefully scraped off the top 15-18 inches of the prairie from between the plug sites and the perimeter and loaded it into trucks. The trucks then hauled this prairie sod to the site, where it was dumped at the bottom of the new man-made kame. A front end loader then carried the sod up the kame, dumping it into piles. Then anywhere from 50 to 75 volunteers dug through these piles and pulled out patches of sod to be planted into the new site. Volunteers kept coming and going in relays all day long.

This hard working group tried to perpetuate and duplicate the original prairie by planting the wild Quinine, Bush Clover, Lead Plant, Yellow Coreopsis, Heath Aster, Western Sunflower, Porcupine Grass and many, many more species. In fact, over 100 species were identified in this rare two acre prairie. Only time will tell how successful this operation will be.



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Pictures of Prairie



Large backhoe scraping up the prairie to be moved to a new site.



Prairie sod/soil being dumped at new kame.



Soil profile of the dry gravel prairie where the spade removed a plug.



Two "prairie plugs" planted on the new kame.



An 80" "Prairie Spade" with a 10,000 year prairie plug



Volunteers planting prairie sod pieces.

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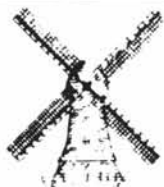


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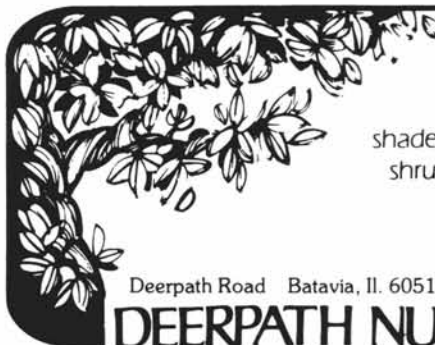


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What is the Best Advice on Selling You Have Ever Been Given?

by John Lebedevs

Commercial Member, Advisory Comm.

Just as the Golf Course Superintendent is a person who wears many different hats, I believe that a good salesperson also wears many hats. Some of the best advice a good salesperson should adhere to would be; be persistent, enthusiastic, creative, attentive, a friend to the customer, and above all honest.

The advice quoted most often as the "best" was to hang in there and realize that it takes an incredible amount of perseverance to make it as a salesperson. Be persistent and realize that failure and rejection are part of the sales game. Don't quit, you must be able to take rejection and go on to other projects without reminiscing. With the popularity of the car phone and Fax machine you should not lose sight on the fact that selling is still a face to face activity. If you're not face to face with your customer eighty percent of your time, regardless of the outcome, you're really not selling.

Salespeople, according to a consensus of panelists, do have to be more upbeat than the rest of the population. They also have to take that level of energy and enthusiasm with them on every call and draw on it with every rejection they face. Salespeople have to ask creative and imaginative questions that will elicit what their customers needs and concerns are. Learn to listen — too many salespeople just tell their own story, instead, you have to listen to what your clients are actually telling you. Then you can tailor your approach to show your client how they can achieve their goals.

Honesty is the best sales policy. Successful selling is not selling useless products, or selling to people who don't want, or need what you are selling. Having an honest belief in what you're selling is mandatory; helping your customer find a justifiable use for it produces a win situation.

Sell the customer the best solution for his needs. The best advice I have ever received is to be honest with yourself, with your employer, and with your customers. If you are truthful and direct in your sales responsibilities, you can't help but give the fullest measure of yourself to your assignment, to the product or service that you sell, and most importantly, to the needs of your customers.

Credit: Sales & Marketing Management

MAGCS Hospitality Tent at Butler National/Western Open

Scott Armstrong, photographer



Mark Schmitz, Jerry Crist, Bruce Williams & Greg Johnson



Al Fierst with his advisor on what to drink, Dr. Kane.



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one professional
to another...*



Take-all Patch in the Upper Midwest

by R. T. Kane
CDGA Turf Advisor

An unusually cold and wet May followed by a warm, wet June has given rise to some unusual turf diseases, or at least more noticeable problems than in recent years. Of special interest is take-all patch (formerly called Ophiobolus patch) which has appeared at 15-20 courses around Chicagoland. Take-all patch is a disease of bentgrass that is characterized by small solid patches or frog-eye type patches of declining turf. Diseased plants have a root and/or crown rot which leads to leaf tip die-back, yellowing and senescence of older leaves. Some shoots may be entirely killed, but more often the plants are just weakened, yellowed, and stunted.

I have seen this on newly constructed golf courses (tees, greens, and fairways), and on renovated fairways with predominantly bentgrass. *Poa* spp and ryegrass are not affected, and often fill in the center of the patch. There is very little information as to control of take-all patch with chemicals or altered management. Obviously, renovated bent fairways are not without their problems (damn, another theory shot to hell...), but this disease appears to be less severe in comparison to summer patch and other ills of *Poa*.

GCSAA Reception/U.S. Open Tournament



Jerry Faubel, President GCSAA, presenting Dan Quast, Supt. of Medinah C.C. an appreciation plaque in hosting the 1990 U. S. Open



USGA Turf Advisor and his advisor, Jim and Lois Latham



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