

Got a hole in one? No Problem!

UPM The Good Stuff
makes permanent
repairs so fast it
won't even slow
down the game



BTSI

PO Box 1325 ♦ 800-732-9401
Frankfort, IL 60423 ♦ Fax: 815-469-8248



**ILLINOIS
PUMP, INC.**

2525 S. Clearbrook Drive • Arlington Heights, Illinois 60005
Your reliable source for pumps, motors, equipment and professional service

24-Hour Emergency Service
Call 847-ILL-PUMP (847-455-7867)

♦ **WE RESPOND!** ♦
Sales • Service • Parts

James "Big Jim" Shanley

Phone: 847-439-9205 EXT 238
Fax: 847-439-9388
E-mail: jim@illinoispump.com



EDUCATION • THE BEST FOR THE BEST

Brought to you by the
**Midwest Association
of GCS**

Multiple seminars to choose from!

#1 Annual Bluegrass Management

#2 LDS and Using Wetting Agents on the Golf Course

**#3 Managing Turfgrass Roots Systems
in the North**

**January 19 - 20
Midwest Golf House
Lemont, IL.**

#1 Bluegrass	#2 LDS	#3 Root Systems
Wed., Jan. 19	Thurs., Jan. 20	Thurs., Jan. 20
8 a.m. - 5 p.m.	8 a.m. - Noon	1 p.m. - 5 p.m.
Member: \$130	Member: \$65	Member: \$65
Nonmember: \$195	Nonmember: \$100	Nonmember: \$100
Education Pts: 0.70	Education Pts: 0.35	Education Pts: 0.35

GCSAA seminars are presented
in partnership with



For more information or to register, call (800) 472-7878



Bayer CropScience

Kerry Anderson
Sales Representative

4819 Strong Road
Crystal Lake, IL 60014
Phone: 815-923-1323
Voicemail: 800 577-5163 x6848
Cell: 347 910-3130
Fax: 815 356-9577
kerry.anderson@bayercropscience.com

52nd Annual Midwest A Few New Twists to

November in Chicagoland signifies the coming of many things—compressors for irrigation-system winterizing, leafless trees signaling the end of another long season, and, of course, the annual Midwest Turf Clinic. On November 10, Medinah Country Club and Tom Lively, CGCS once again served as our gracious hosts for the 52nd rendition of our “fall classic.” Event chairman Tim Anderson, CGCS provided a wonderfully diverse lineup of educational speakers; moreover, he and his committee “stirred things up a bit” by rearranging some of the agenda items and condensing others. These efforts led to a more streamlined, fast-paced clinic that kept attendees alert and entertained. Not to be outdone by the clinic itself, the staff at Medinah treated us to another welcome change—a very nice hot lunch to re-energize us for the afternoon’s events. Approximately 120 members signed up for this year’s clinic, and I believe all who attended were impressed with the entire day.



Tom Lively with still-president Behnke.



Peter McCormick.

The day began with **Nick Hongisto** delivering the invocation, followed by president **Fred Behnke, CGCS** calling the annual meeting to order. In an effort to shorten this portion of the clinic, only officers gave brief reports, dispensing with the customary reading of each committee report. **Luke Cella** followed with his executive director’s report, highlighting our proposed bylaws changes among other items. Tom Lively was brought to the fore to receive a gift of appreciation from our president, and **Kevin DeRoo** followed with the Nominating Committee’s slate of candidates for the election. Once these items of business were accomplished, morning moderator **John Patrick Maksymiu** of River Forest Country Club introduced our first speaker: Peter McCormick of TurfNet, who gave us his “Strategies For Success and Survival in the 2000s.” Peter’s presentation included an important take-home message for the faster-paced world of today and tomorrow—shorten your timeline and plan ahead in five-year increments, as change occurs much faster than in the past. Next up was our friend **Bruce Williams, CGCS** of the Los Angeles Country Club, who followed Peter’s theme with a look into his “Crystal Ball.” Bruce had some highly visionary thoughts on where we in our industry will be in 25 years, including utilizing robotics to perform many golf course maintenance functions and an appetizing thought about “toilet-to-tap” water recycling.

Dave Ward took the podium next to describe his life change in going from tending Olympia Fields Country Club to rebuilding the old Cherry Hills C.C.—an abandoned public track—into the beautiful new Coyote Run G.C. Dave had apparently convinced his wife that although the move would involve a cut in pay, it would allow for much more family time and much lower stress. Oops! Dave’s presentation detailed the birth of the **Greg Martin**-designed and **Ryan, Inc.** Central-built course from the beginning, and provided great insight into the life of a grow-in superintendent.

Our next speaker, **Steve Cook, CGCS, MG** from Oakland Hills Country Club in Michigan, gave a highly enlightening and thorough look into what all is involved in hosting a major championship. Oakland Hills was the site of the Ryder Cup matches this past summer, and Steve’s account of the madness he and his staff went through to prepare for the tournament and to get the course back to normal afterward was mind-boggling.

In keeping with the Michigan theme, next at the podium was Mike

(continued on page 24)

Best Turf Clinic— a Grand Old Lady



Bruce Williams.



Dave Ward.



Steve Cook.



Mike Morris.



Robert Graziano with Scott Witte.



John Gurke, also with Scott Witte.



Brad Anderson.



Mark Gilmour of J.W. Turf.



Dan Howard of Master of the Links.



Eddie Fischer the election maestro.



Glen Kozlowski.



Fred the multitasker—shakes Kevin's hand AND performs Heimlich on himself at the same time.

Morris, CGCS of Crystal Downs Country Club in Frankfort. Mike's "Confessions of a Stimpaholic" detailed his efforts to find the perfect green speed for his course based on stimpmeter data, weather data, cultural practices (rolling, double-mowing, verticutting, etc.) and mechanical practices (grinding, lapping, etc.) information, and golfer input. His simple golfer survey asked, "How did you feel the greens were today?" with five responses offered: a) too slow, b) slow/OK, c) OK, d) fast/OK, and e) too fast. By compiling all this data over a period of two years, Crystal Downs found a *range* of speed deemed best by its members—in this case, between 9.5 and 10.5 feet. Interestingly, Mike found that the number one thing that affected green speed was reel sharpness, and that regular (weekly) grinding along with daily adjusting provided the best results for sustained speeds in the acceptable range. Mike's work is detailed in Dr. Tom Nikolai's book, *Putting Green Speed*, which will be available soon, and he will be featured again at the "Ski and Learn Symposium" at Crystal Mountain on March 7 and 8. More information on this cool idea will be posted in upcoming issues of *On Course*.

The next agenda item was lunch, and the new addition of a hot buffet meal went over HUGE with the assembled masses. When everyone had their fill, it was back to the auditorium for **Keith Krause** of Aurora Country Club to moderate the afternoon session, which began with the presenting of awards and checks. **Scott Witte** announced that the 2004 Ray Gerber Editorial Award

winner was **Jon Jennings**, CGCS of Chicago Golf Club for his article "Burn Baby, Burn" and that **Robert Graziano** won the Fred D. Opperman Editorial Award for his article titled "Earthworms: Friend or Foe." Two new awards were given at this year's clinic, including Scott's brainchild "Golden Pen," which was presented to a very shocked and appreciative contributing editor; and the "President's Award for Meritorious Service" presented by Fred Behnke to **Brad Anderson**, CGCS for all of his hard work on both the MAGCS Family Tree and his resurrection of the Midwest Breezes portion of *On Course*. Fred also accepted the donations for the John Buck Memorial Scholarship fund, presented by **Mark Gilmour**, and the Paul Burdett Memorial Scholarship fund, started this year by **Mike O'Neill** of Master of the Links and presented by **Dan Howard**.

The **Eddies** were next—**Fischer** and **Braunsky**—to run the election of our Board for 2005. Once the votes were in, the annual meeting was suspended while our final speakers of the day took the stage. First up was officer Ray Ranne of the Chicago Police Department, who enlightened us on the new popular crime of identity theft. Ray had a great way to avoid having someone sift through your trash in search of documents that could be used to steal your identity—shred them and put them inside a used diaper before disposing of them. Lovely—what do we use if there are no infants in the house, I wonder? Finally, our keynote speaker Glen Kozlowski, former Chicago Bear and current WGN Radio host, shared

some of his favorite stories from the good old days back when the Bears were actually good. His memories of Walter Payton, Dan Hampton, Jim McMahon, Steve McMichael and the crew were priceless—especially his recollection of the aftermath of getting whacked on a special teams play, peering through the earhole of his helmet while hearing Alice the maid sing the Brady Bunch song. Guess you had to be there . . .

The day ended with the annual meeting being called to order one last time for the reading of election results. Your Board for 2005 includes president **Phil Zeinert**, vice president **Gary Hearn**, secretary/treasurer **Tim Anderson**, and directors **Paul Bastron**, **Tony Kalina**, **Todd Schmitz** and **Jay Druhan**. Congratulations, gentlemen! Fred then thanked Kevin DeRoo for his years of invaluable service to MAGCS and passed his gavel to Phil to wrap up the day's activities.

Many thanks to Medinah Country Club, to our speakers and moderators, to Tim Anderson and the Education Committee, and to our sponsors—Nels J. Johnson Tree Experts, Palatine Oil, TPEC, Nadler Golf Car Sales, Syngenta, Arthur Clesen, Inc. and Central Sod Farms—for a great day.



G F Structures Corp

Nick Markobrad

General Manager
Fence and Guardrail Division

4655 West Arthington Street
Chicago, IL 60644

Tel (773) 626-4122
Fax (773) 626-6162
www.gfstructures.com



Golf Course Architecture
Landscape Architecture

Gregory E. Martin President

335 N. River Street
Suite 201
Batavia, Illinois 60510
Phone: 630.482.2532

Fax: 630.482.2536
Email: mdpltd@mdpltd.com
Website: www.mdpltd.com



Networking, Part 1

Editor's note: This article originally appeared in Divot News, the official publication of Southern California GCSA, where the author is currently president.

As we develop our careers, it is increasingly important to manage a set of contacts that become a part of our networks. Remember that for job-seekers, it is often not just what you know, but whom you know as well. Taking that a step further, it can also be not only whom you know, but whom they know as well.

Let's make a list of all the people that can help you in your career. It is not necessary to use specific names; for this exercise we will use positions to indicate areas wherein to develop contacts.

- Fellow superintendents
- Former employers
- General managers
- Golf professionals
- Golf association (local) staff
- Local distributors
- Manufacturers' representatives
- Educators
- Researchers
- USGA agronomists
- Media
- Golfers
- Neighbors
- Relatives
- Former classmates
- Alumni from your school
- Seminar instructors
- Golf course architects
- Consultants
- Headhunters
- Regional agronomists for management companies
- GCSAA staff

Now that you have a list of potential network opportunities, it is time to develop a strategy to build and cultivate relationships with as many people as you can.

I will try to provide a few tips that I have learned, over the years, that may help you cast a wider net in developing relationships.

Business Cards

Be certain to have professional business cards with you at all times.

Keep your information current. The greatest value is not handing out your business cards but in exchanging them to develop new contacts. The exchange of business cards alone will not ensure the memory of your encounter. Follow up with an e-mail or a note to set you apart from the crowd.

Working the Room

Set a goal of making a certain number of contacts at any meeting or function you attend. If there are 100 people at a meeting, it is reasonable to assume that you might walk away with five to 10 new contacts depending on the type of function. Target people that are leaders or influential in the industry. Most people are not interested in talking to you for half an hour but surely will give you three to five minutes of their time.

The Elevator Speech

A long time ago, I had a mentor who taught me about the "elevator speech." He related that if you got on an elevator and were going up five floors, what would you say in that short timeframe to sell yourself to someone? We should all have a speech, prepared in advance, that would allow us to make a connection with anyone. When someone says hello and asks what you do for a living . . . you should have a quick reply that would be interesting and memorable. Although I call this an "elevator speech," it is more applicable at social functions, out on the golf course, in the locker room, etc. When

introduced to members or guests at my golf course, I like to reply, "Hi, my name is Bruce Williams, the golf course superintendent here, and I hope that I make your game more enjoyable with the conditions that you see today." This usually leads to further conversation. The goal is to make a lasting impression.

Six Degrees of Separation

In *The Tipping Point*, Malcolm Gladwell talks about the origin of the above-named phenomenon. He describes how a large group of people ultimately become connected to one another by just a few, surprisingly connected individuals who provide a common link. Gladwell talks about how there are pivotal people in any network of connected individuals who know a lot of other people. Connect with those who are connected.

When I meet people, I try to find out what we have in common. It is amazing that I rarely find someone with whom I have nothing in common. Usually we are familiar with a certain golf course, city, individual, hobby or something else. Without probing, you can ask a few questions to find common ground and expand into those areas of mutual interest.



Next issue: More networking dos and don'ts.

An Affair to Remember

It was a smaller affair than last year's record turnout, but the 2004 MAGCS fall dinner dance on Saturday, November 13 at Aurora Country Club was nonetheless an affair to remember.



The end-loader of ice kept a bucketload of shrimp chilled throughout the evening.



Keith Krause and Scott Witte got things started on the dance floor (and were spotted exchanging numbers later on).

Some 66 members and significant others gathered on a starlit, frosty evening to enjoy warm conversation, a cozy ambiance and outstanding hospitality. Hosts Julie and **John Gurke, CGCS**, not only welcomed each and every couple, but also extended a blanket invitation to their nearby home for an after-hours party.

Cocktails and an array of yummy appetizers kicked off the festivities. Then, it was time to see if Aurora Country Club chef Henry Escobedo could equal last year's amazing dinner. The verdict is now in, and the answer is an unequivocal "yes!"

In a departure from years past, this rendition of the dinner dance featured a deejay rather than a live band. Translation: more dance floor space, and an opportunity to see who could out-groove the weird guy in the Six Flags-Great America commercials. Turns out that distinction goes to **Keith Krause**, who may have a future as a Solid Gold dancer if greenkeeping doesn't work out, with honorable mention going to a certain superintendent from Cantigny, who we hear may moonlight during this off-season as headmaster of the **Scott Witte** Dance School for More Inhibited Superintendents. Dancing continued until midnight, at which point some took the Gurkes up on their offer, others lingered and still others headed for home.

A magnificent evening like this doesn't just come together on its own; it requires the planning, hard work and generosity of many people. We extend special thanks to our commercial sponsors, Turf Professionals Equipment Company and Palatine Oil, and to Dave and Debbie Nadler/Nadler Golf Car Sales, who once again saw to it that we enjoyed an open bar for the duration of the evening. Hats off to the Gurkes for hosting and MAGCS Arrangements Committee chair **Dave Braasch** for his attention to detail, as well as Aurora C.C. manager Bob White, assistant manager Peggy Hess, chef Escobedo and the club's impeccably professional staff. Finally, thanks to the MAGCS members who turned out to lend their enthusiasm to the proceedings.

From the centerpieces created out of native grasses harvested on the course, to the rich autumn flavors that graced the plates, from the music selection to the camaraderie on display, this was a wonderful celebration of the close of another golf season. Members who attended the dinner dance had the unparalleled opportunity to relish good conversation, an excellent meal, lively music and a rowdy dance floor, all in the company of significant others and surrounded by friends. This event deserves to once again rise to the prominence it enjoyed 20 or 30 years ago as a "can't miss" gala.





Some, but not all, of those in attendance at the fall dinner dance. A couple tables apparently disbanded within seconds of consuming dessert and scattered (to the dance floor, to the lounge, to the bar) . . . never to be captured photographically for posterity . . .

Paving the Finest Golf Courses on the North Shore

KAPLAN
TRUCKING & PAVING CO. INC.

847 • 949 • 1500

M.A.G.C.S. Member

P.O. Box 200 • Lincolnshire, IL 60069 • www.KaplanPaving.com

ACCURATE
TANK
TECHNOLOGIES

- Precision Tank Tightness Testing
- Upgrades for Tanks & Leak Detection Systems
- Install Underground & Aboveground Fuel Tanks
- Removal of Tanks

Your Complete, Professional Tank Experts

Please contact us at:

1-800-773-Tank or 630-375-6121



**KOELPER
GOLF COURSE
CONSTRUCTION
COMPANY**

DARRELL KOELPER
PRESIDENT

GOLF COURSE
CONSTRUCTION & REMODELING

MARENGO, IL

OFFICE: 815-568-8382
FAX: 815-568-1048
HOME: 815-568-6603



*"Golf Course Work
a Specialty"*

LEMONT PAVING CO.

EST. 1957

MURPHY'S

11550 Archer Ave., Lemont, IL 60439
(630) 257-6701 • FAX 630-257-5194



JOHN BERARDUCCI
The Bear

Ph. 847/367-7728
Fax 847/680-6237
Mobile 847/347-5105

BEAR'S TURF PRODUCTS, INC.

Main Office:
240 Annapolis Dr.
Vernon Hills, IL. 60061

RIVERWALLS LTD.

P.O. Box 562, Barrington, Illinois 60011

GOLF COURSE ENHANCEMENT

Shoreline Stabilization, Creek Crossings
Stream and Spillway Re-Construction

DARRYL SCOTT BURKETT
C.E.O.

1-888-254-4155
OFFICE: 847-382-9696
FAX: 847-516-0116
MOBILE: 847-366-5400

E-mail: riverwalls@aol.com

On Course and the MAGCS thank our December advertisers.

Accurate Tank Technologies	Koelper Golf Course Construction
Arthur Clesen, Inc.	Larry Tomaszewski/
Bayer Environmental Sciences	AXA Advisors LLC
Bear Turf Products	Lebanon Turf Products
BTSI	Lemont Paving
Chicagoland Turf	Martin Design Partnership
Clauss Brothers	Martin Implement Sales
Commercial Turf	Master of the Links
Conserv FS	Meadow Equipment,
Dunteman Turf Farms	Sales & Service
G F Structures Corp.	Nels Johnson Tree Experts
GreenCycle, Inc.	On Target Animal Damage Control
Growing Solutions, Inc.	Palatine Oil Company
Halloran & Yauch	Prime Turf
H & E Sod Nursery	ProSource One
Huber Ranch Sod Nursery	Reinders, Inc.
Hydrologic Water Management Systems	Riverwalls Ltd.
Illinois Goose Control	Syngenta
Illinois Pump	Timberline
J. W. Turf, Inc.	Turf Professionals Equipment Co.
Kaplan Paving	Wild Goose Chase



DUNTEMAN
TURF FARMS
Growers of Quality Sod

SERVICE!
LOCAL GROWING FOR
EASY PICKUP OR QUICK DELIVERY.
DELIVERY ON TIME, EVERYTIME.

QUALITY!
FEATURING
ELITE KENTUCKY BLUEGRASS,
BENTGRASS SOD, AND
TURF-TYPE FESCUE
• LOWER MAINTENANCE
• MORE DROUGHT
& SHADE TOLERANT
• BETTER WEAR RESISTANCE

NEW PRODUCT

PRICE!
CALL FOR A QUOTE

630-557-2900



MAIN STREET
11 MILES WEST
OF BATAVIA, IL

TAKE CONTROL OF YOUR TURF !



Are grubbing skunks causing thousands of dollars worth of damage to your course?
Are beavers having a field day with your freshly planted trees?

On Target Animal Damage Control.
Specializes in the selective control of grubbing skunks and beaver removal. Our control methods have proven to be 100% effective in major golf courses in the Chicago area. Stop spending thousands of dollars on insecticides intended to control the grubs.

ON TARGET A.D.C.
P.O. BOX 469 CORTLAND, IL 60112
815-286-3039



Jim Shone
Syngenta Professional Products

1715 Cambridge Dr.
St. Charles, IL 60174
Tel. 708-217-8509
Fax 630-513-6777
Mobile 708-217-8509
www.syngenta.com

jim.shone@syngenta.com



Master of the Links®

Course Accessories and A Lot More

www.masterofthelinks.com

Toll Free (888) TURF-888

Local (630) 545-2474
Fax (630) 545-2782



Timberline

Golf Course Remodeling & Renovation

D.B.A. Bill Boyd

30 YEARS OF QUALITY SERVICE
FEATURE SHAPING IS OUR BUSINESS

411 York Street, Bolingbrook, Illinois 60440
(630) 759-7807, Cell (630) 732-9088



Our solutions are your solution

Warren Shafer

toll free: 800/816-4041
phone: 815/462-1300
cellular: 815/341-0099
fax: 815/462-4036
email: warren@yourgrowingsolutions.com

P.O. Box 1059 New Lenox, IL 60451
www.yourgrowingsolutions.com