

Cap X in Hard Times

# Hats off to the Super Savers

Over the past twenty-something years, I have had the pleasure of working with some great superintendents and suffered the frustration of working with some bad ones. Like any profession, there are bad apples who can leave a bad



taste in the mouth of the owner. You know the ones... come in at 8 a.m., work until 4 p.m., spend most of that time complaining about lousy equipment and yelling at their staffs. I call them the Blamers.

Whenever there is a problem, they blame their staff, me, the weather, customers, course construction, their

dog and anything but themselves. These are the guys who make me very nervous when they say, "WE need some new equipment." All of a sudden it's "WE." The problem is the person is never straight with me about their operation so it is hard to take his or her word for it. So the inquiry begins. Why do WE need it? How old is the machine? Do a productivity analysis on a new machine (that one kills them). Can we get by with repairing the old one? If you don't have confidence in your superintendent, then Cap X (Capital Expense) becomes a much bigger problem than usual. The usual problem is where to get the money to buy it.

Then on the flip side of the coin is the superintendent who bears the weight of the world on his shoulders. There's no bull. When these people need something done, they guide and direct their staffs thru the processes. They solve problems rather than create them. Their staff respects them and they have little turnover.

This individual comes to the owner like this: "You know we've talked about it before and we have nursed that piece of equipment along, but looking forward we are going to spend more money piecing the thing together.

*"What a relief! He or she has done the productivity analysis, meaning the cost to repair vs. the cost to replace... obtained quotes from sales persons who are not their relatives, and even looked at financing and used equipment as an alternative.*

Combined with our down time while it is being fixed, it will cost more money than replacing it this year. I have looked at replacements and have three quotes from Orange, Green and Red. They all have financing available. I have also looked at used equipment and have found a piece in good shape with only "x" amount of hours on it. I will piece the current equipment along until you let me know what you want me to do."

What a relief! He or she has done the productivity analysis, meaning the cost to repair vs. the cost to replace, combined with the increase in work the crew will be able to do with the new machine. They have obtained quotes from sales persons who are not their relatives and they have even looked at financing and used

## Computer-Exact Custom Mixes. Every Order. Every Time.

- All Loads Scaled
- Soil Analysis Available



- Next Day Service
- Volume Orders

Visit our website at [www.golfAg.com](http://www.golfAg.com)!

### Traps Installed to Spec.



Golf Agronomics meets all your top dressing needs with our ability to customize your mix with a variety of soil amendments including:

- Dolomite
- Hi-Cal
- Charcoal
- Wetting Agents
- Humic Acid
- Minor Elements
- Rock Phosphate
- Gypsum
- Customer Products

**GOLF AGRONOMICS  
SUPPLY & HANDLING**

Serving all of Florida

(800) 626-1359  
(941) 955-4690 Fax

## 2004 Plants of the Year

In an on-going effort to promote the production, sale and use of superior Florida-grown plants, the Florida Nurserymen & Growers Association is pleased to announce the 2004 selections of the Florida Plants of the Year. This program was launched to promote under-utilized, but proven Florida plant material. These proven ornamentals are selected on an annual basis by a group of growers, horticulturists, retailers, landscape professionals and University of Florida faculty.

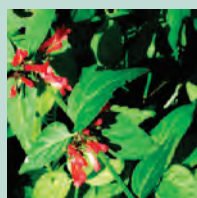
For a plant to be considered a Plant of the Year, set criteria must be met. Selected plants have good pest resistance, require reasonable care and are fairly easy to propagate and grow. The award winning plants must also exhibit some superior quality, improved performance or unique characteristic that sets it apart from others in its class. Here are two 2004 selections for your consideration:



Needle Palm. Photo:  
Leu Gardens, Orlando

Common Name: Needle Palm  
Botanical Name: *Rhapidophyllum bystrich*  
Hardiness: Zones 7-11  
Mature Height and Spread: 5' - 8" Tall x 6' wide  
Classification: Native Palm

Landscape Use: Understory, specimen, border, erosion control, foundation or massing  
Characteristics: Slow-growing cluster palm makes a dark green mound of palmate leaves growing in sun or shade. Long dark needle-like spines develop at base and cover trunk.



Red Russelia. Photo:  
Leu Gardens, Orlando

Common Name: Red Russelia  
Botanical Name: *Russelia sarmentosa*  
Hardiness: Zones 8b-11  
Mature Height and Spread: 5' Tall x 5' Wide  
Classification:

Flowering shrub/Perennial  
Landscape Use: Specimen plant or border  
Characteristics: Covered with bright red tubular flowers for all the warm months and is a butterfly attractant. Masses of splendor arching stems create a mounding appearance

## 'DEALING WITH JERKS AND KNEE-JERK REACTIONS'

by Dr. Patt Schwab

Thursday, May 13, 2004

8:00 a.m. to noon

Preregister with Poa Application  
or call FGCSA @ 800-732-6053  
Approved for .35 GCSAA points

**Naples Beach Club**

Powell Golf Design Company

*Lewis C. "Chip" Powell* ASGCA



**Classically Inspired**

Golf and Nature  
working together



**Environmentally Sensitive**

2831 Ringling Blvd., Suite 202A · Sarasota, Florida 34237  
941.955.8429 · Fax 941.366.8429 · [www.powellgolf.com](http://www.powellgolf.com)



equipment as an alternative. The only thing for me to do is to figure out where to get the money to pay for it.

The superintendent who approaches all capital repairs with this attitude is valuable at any time but most importantly at this time in the industry when more courses are being built and fighting over sales, which is decreasing the average course's revenues. With the superintendent having this approach to all Cap X, in the end you have a better product for less money.

Thank you Super Savers.

*Bill Stine*

*Editor's note: This Owners Outlook column is a semi-regular feature and part of a cooperative communications-exchange effort between the FGCSA and FGCOA to share information and concerns. In February 2005, at the national level, the GCSAA and NGCOA will hold a joint Golf Industry Show in Orlando and our worlds will move closer together, as they should. Hopefully, we are getting a little head start.*

## USGA Green Section Florida Regional Update Recovering From Mid-Winter Course Conditions

We have passed the halfway point of the 2004 Florida winter season. After a slightly rough start for some during the late fall and early winter, typical mid-winter conditions are being found during TAS visits around the state.

Normal winter season wear-and-tear is evident, but appropriate and acceptable course conditioning is being provided. On a positive note, temperatures and day length are increasing and becoming more favorable to the resumption of sustained bermudagrass growth, and with this it should be possible to produce some recovery and improvement in course conditions.

Along with direct turf injury and wear, another consequence of heavy winter season traffic is soil compaction. As compaction increases, moisture and oxygen infiltration are restricted, which in turn limits growth and recovery. Aeration of high traffic areas and putting



*John Foy*

surfaces is encouraged to help relieve compaction and promote a faster recovery response. Water injection cultivation or aeration with small diameter solid tines causes very minimal surface disruption and provides two to three weeks of relief.

The biggest obstacle to winter aeration is often scheduling needed maintenance practices when peak play is occurring. At a growing number of facilities, course closures for maintenance are being allowed during the winter season, which is very beneficial in providing top quality conditions.

The winter and spring months also are the Florida dry season, and below-average rainfall (3-inch deficit as of March 15) has been recorded throughout the central to southern portion of the peninsula. While far from the drought conditions of a few years ago, limited rainfall is starting to present some management challenges. The combination of increasing temperatures,



# Brannack

## TURF CARE

DETHATCH • AERIFY • EXCELLENT SEED BED



- Greens
- Fairways
- Tees
- Rough
- Approches
- Etc.

### HEAVY DUTY VERTI-CUT PROGRAM

**BENEFITS: A Beautiful Regeneration of Turf Through:**

- Less compacted Turf
- Drought tolerance and prevention of disease & fungus
- Better drainage
- Better absorption of water and fertilizer
- Creates deeper root structure
- A light aeration
- A level fairway - for player satisfaction
- Plus, clippings used for sprigging sparse growth areas

*Also Available...*

**DEEP TINE AERATING (The Soil Reliever<sup>SM</sup>)**

1213 Piney Branch Circle • Valrico, FL 33694  
Phone & Fax: (813) 707-9493  
Mobile: (813) 246-2155

## North Georgia Turf, Inc.

*"Providing Sodding and Sprigging Services to Golf Courses"*



- Superior Cold Hardiness
- Superior Response to Close Tee and Fairway Mowing Heights
- Genetic Purity
- Mole Cricket Non-Preference



**For Fairways and Tees**

1487 Blackdirt Road  
Whitesburg, Georgia 30185

**800-273-8608**



bright blue skies, and windy conditions result in rapid soil moisture loss and high evapotranspiration (ET) rates.

Additional care must be exercised with supplemental irrigation to avoid the onset of drought stress, especially at courses where winter overseeding is practiced. Juvenile overseeding, lack drought tolerance and can be thinned quickly by drought stress. Through the spring, closely monitor for drought stress. Daytime irrigation may be necessary to prevent a fast transition of the overseeding cover.

Until rainfall occurs on a regular basis, salt accumulation in the upper rootzone can be a problem. Even with irrigation sources that have low to medium salt content, a progressive build-up in concentration levels can occur. Thus, it is a good idea to monitor with soil sampling and, if needed, schedule flushing or leaching irrigation cycles.

*This regional update, and others written by the Green Section staff, may be found on the USGA Web site at [www.usga.org/green](http://www.usga.org/green).*

*John Foy, Director*



### GCSAA News New Governance Model Will Save Officers' Time and Jobs

I'll be anxious to see how the new governance model works out as the GCSAA board members turn over the details of running things to the staff under the direction of Steve

Mona our CEO. It's a worthwhile idea since the travel time away from work for a sitting officer or board member ranges between 30 and 100 days a year. That's too long to be away from work and keep your job. Just look at the job changes of former officers. This just makes sense, and might get more people involved.

#### The 2004 budget and strategic initiatives

- Good news for superintendents looking for a job. The GCSAA's online Employment Referral Service is now free.
- The association is budgeting \$175,000 for television exposure for continuing its national outreach campaign.
- The association will be developing plans for more diversity within the organization's membership and improving international opportunities.
- Florida had two research projects approved in the Chapter Cooperative Research Program. Dr. Lawrence Datnoff will be looking at management of *Bipolaris* and *Curvalaria* on ultradwarf greens, and Dr. Billy Crow will be studying the best timing for nematocide applications based on soil temperatures, nematode



**Foliar Fertilizer & Nutrients**

**Bulk Liquids**

**Custom Liquid Blends**

**Wetting Agents, Stickers, Defoamer, Indicator Dye**

**TEE-TO-GREEN TURF PRODUCTS, INC.**

P.O. Box 2224  
Palm City Florida 34991

**E-mail: [Tee2green2001@aol.com](mailto:Tee2green2001@aol.com)**

**Fax: 772-692-4887**

**Mobile & Voice mail: 561-719-3462**

**1 - 800 - 900 - 6444**

***Superior Solutions for Turf Professionals*®**

activity and root development.

**Environmental Management Program**

Congratulations to Bob Bittner, CGCS and 2003 FGCSA Presidents Award Winner. Bob has completed all areas of specialization in GCSAA's Environmental Management Program (EMP). Fewer than 40 superintendents have accomplished that feat. There are six areas of specialization within the EMP:

- Employee safety and right-to-know
- Golf course development
- Habitat development and Management
- Integrated pest management
- Storage, disposal and recycling
- Water quality and application

Bob says that by taking seminar courses within these areas of specialization he could focus his continuing education for a specific purpose and goal. He says that the EMP program helped him achieve ACSP certification, designing his new chemical storage/mix load facility and IPM programs, and even in the remodeling of the golf course.

**Moving Up**

GCSAA has an online booklet available called "From Assistant Golf Course Superintendent to Superintendent: Making a Smooth Transition." The booklet provides information on continuing education, professionalism, tips on ways to achieve career success and other information that will help move you forward in your career. The view is a little different when you are where the buck stops on everything that happens in maintenance.

**Compliance Corner**

One of best online tools for superintendents is GCSAA's "Compliance Corner" in the Government Relations section at [www.gcsaa.org](http://www.gcsaa.org). The section contains a comprehensive list of state and federal OSHA, EPA, DOL and general safety resources. It covers everything from safe handling of drinking water (a really big deal these days) to external defibrillators and child labor laws.

**Retirement**

With all the buzz about Alan Greenspan's comments on Social Security, it pays all of us to take steps to secure our own

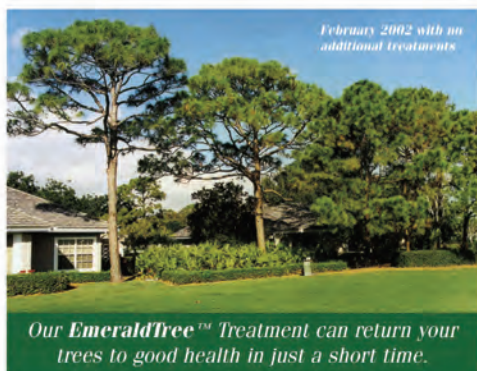
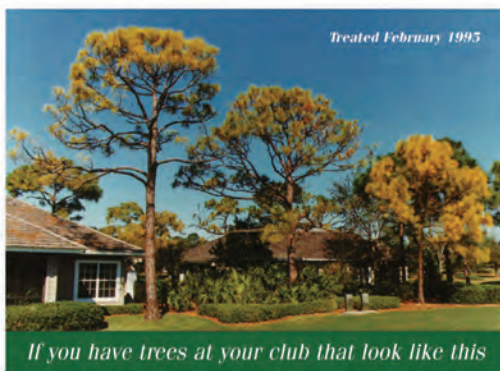
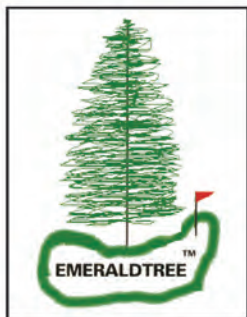
retirement funds. This is especially true in our profession where retirement benefits are often non-existent as part of our compensation packages. The GCSAA has a program called Golf Retirement Plus, which provides the following benefits:

- Personalized retirement planning. Specialists work one-on-one with members to determine the best investment strategy.
- Affordability. There are no sales charges on contributions so every dollar contributed begins working immediately.
- Significant tax savings. Members can defer taxes on potential earnings.
- Portability. The plan can be taken from one job to the next.
- Family Protection. The program provides a death benefit that ensures loved ones will be taken care of after a member's death.

For more information call Golf Retirement Plus toll free at (877) RET-PLUS.

*Compiled and edited by Joel Jackson*

# EmeraldTree™



## We can do the same thing for your trees – GUARANTEED!

Do you have sick yellow trees? Do you have some "Key" trees you're worried about? Don't cut down another tree needlessly – Save those trees – Treat them with EmeraldTree. Over 95% of our treated trees regain color and vigor and we guarantee the treatment to last a minimum of **THREE YEARS!!** We now offer the Arborjet insecticidal system to protect your trees from Bark beetles. Call Neal Howell @ 251-402-9848, Robert Howell @ 561-523-1295 or call toll free @ 877-779-TREE (8733). Visit our web site @ [WWW.Emeraldtree-inc.com](http://WWW.Emeraldtree-inc.com).