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BUDGET SAVING IDEAS

By BRAD G. KOCHER

During the last couple of years prices of goods and services have increased annually at the rate of 10-15% according to government surveys. Somehow, according to some of my personal surveys, we are paying 20-33% more in as short as a 12 month period for some goods.

Gas and oil prices are probably the biggest culprit directly or indirectly because of the compounding effect that fuel increases play in the U.S. economy. For example, a manufacturer buys an item for \$3.00 and lets say he does no further processing and tacks on 20% to the next distributor, who then adds 20% to the retailer, who adds 20% to the consumer. A \$3.00 item now costs \$5.18. Now, if the manufacturer at the beginning is charged an additional \$0.10 for higher shipping costs on that item, his base becomes \$3.10. We then add 20% to distributor and the cost becomes \$3.72. This continues from distributor to retailer to consumer each adding \$0.10 because of their shipping increases. The final price is now \$5.61. The price has now increased from \$5.18 to \$5.61. The compounding is realized because if \$0.30 (actual fuel increase is \$0.10 for manufacturer, distributor and retailer) were added to \$5.18 the price would be \$5.48. Instead \$0.30 worth of additional shipping costs due to fuel increases has been transformed into \$0.43 in increases to the ultimate consumer. What was a 3.3% increase to the manufacturer is now an 8% increase to the consumer.

I do not profess to be an economist. However, I do believe that some figures are misleading and that in making comparisons whether it be fertilizer, chemicals, new equipment or parts, I have seen 20-33% increases in the last 16 months. Gasoline has increased 56% from July 79 to July 80.

Many superintendents are finding themselves with budgets prepared last year expecting 8-12% price increases, and are saddled with the problem of trying to keep figures in line for the remainder of the year, when actual increases are in the 20%-33% range.

I have talked with many superintendents on how they are coping with this problem and what methods are being used to reduce costs. Hopefully, by sharing this information all of us can benefit by the ingenuity of some of our fellow superintendents.

Almost everyone is using better methods of determining gas usage. Gas sheets are being used to monitor consumption and in some instances each department in the club has a key or card that unlocks the pump and registers exactly how much gas is used per department. Close monitoring can show what piece of equipment or what department is getting out of line.

(Continued from Page 12)

More extensive use of non-selective herbicides such as round-up or paraquat to edge traps or edge around trees. If traps are chemically edged four or five times a year it reduces the vast amounts of labor it takes to edge a trap manually three or four times a year. Roundup around trees, if done neatly, can cut back on the use of rotary mowers or weedeater use.

The use of Sencor/MSMA combinations for goosegrass control is a big savings in both labor and pesticide cost. Prior to the now very popular use of Sencor, we would average six applications of MSMA at 3 lbs. ai/A. We now use two applications of Sencor/MSMA combination (1/8 lb. ai of Sencor plus 2 lbs. ai of MSMA per acre). Comparing herbicide costs: approximately \$35.00 per acre for six MSMA applications, \$12.00 per acre for 2 Sencor/MSMA applications. This does not take into account the labor and machine time for four extra applications and the fuel savings.

If a 70/30 or 80/20 topdressing mix is used, mix it with equal parts sand. Sand is far cheaper per ton than topdressing and when the two are mixed 50/50 it substantially reduces topdressing cost. Another method of saving when topdressing is using straight sand.

Ken Nicholson at the Woodlands has reduced his waste removal expense with the purchase of a chipper. He feels the \$3,200 expense for the chipper will pay for itself in a year's reduced waste removal expense. He has presently

reduced from six to four the number of 30 yard dumpsters used per month.

At Tamarac Country Club, Charlie Petzoldt has converted his power metering from seven meters to one meter for the whole club. He states the club is realizing substantial savings in power bills.

Mowing practices are another method of cost savings. Some superintendents are mowing areas less frequently, others have changed mowing heights. At Inverrary, we have raised the rough height from 1¼ to 1½ and have reduced mowing frequency from five times monthly to four in the summer months. This alone is a 20% reduction in labor and machine time with no reduction in quality.

One superintendent is reducing his overseeding rates by 20%. On an average 18-hole course with 130,000 square feet of greens, and assuming previous seeding rates of 30lb/1000 square feet, this will amount to approximately \$650.00 in savings in seed alone.

By sharing ideas and exchanging suggestions among superintendents, we can all benefit by reducing cost without sacrificing quality. We should all be aware that members or owners have to be able to afford the maintenance methods and the standards to which we maintain golf courses. The more efficient we become in times of rapidly rising costs the longer our country clubs and golf oriented facilities will survive and be able to serve the needs and desires of our nation's golfers.



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WHAT'S INSIDE IT A BET

If you're hardnosed about business decisions, you want to get the in-depth facts on a product before you buy. That's why we've put together this head-to-head comparison between the insides of an E-Z-GO and a Cushman. We took comparable top-of-the line models, E-Z-GO's GT-7 and the Cushman Turf Truckster. Here's what we found.

Power Source: 18 horsepower OMC engine, tightly compartmentalized. Ground speed 0 to 22 mph.

Braking: Hydraulic internal expanding.

Payload: 1000 pounds.

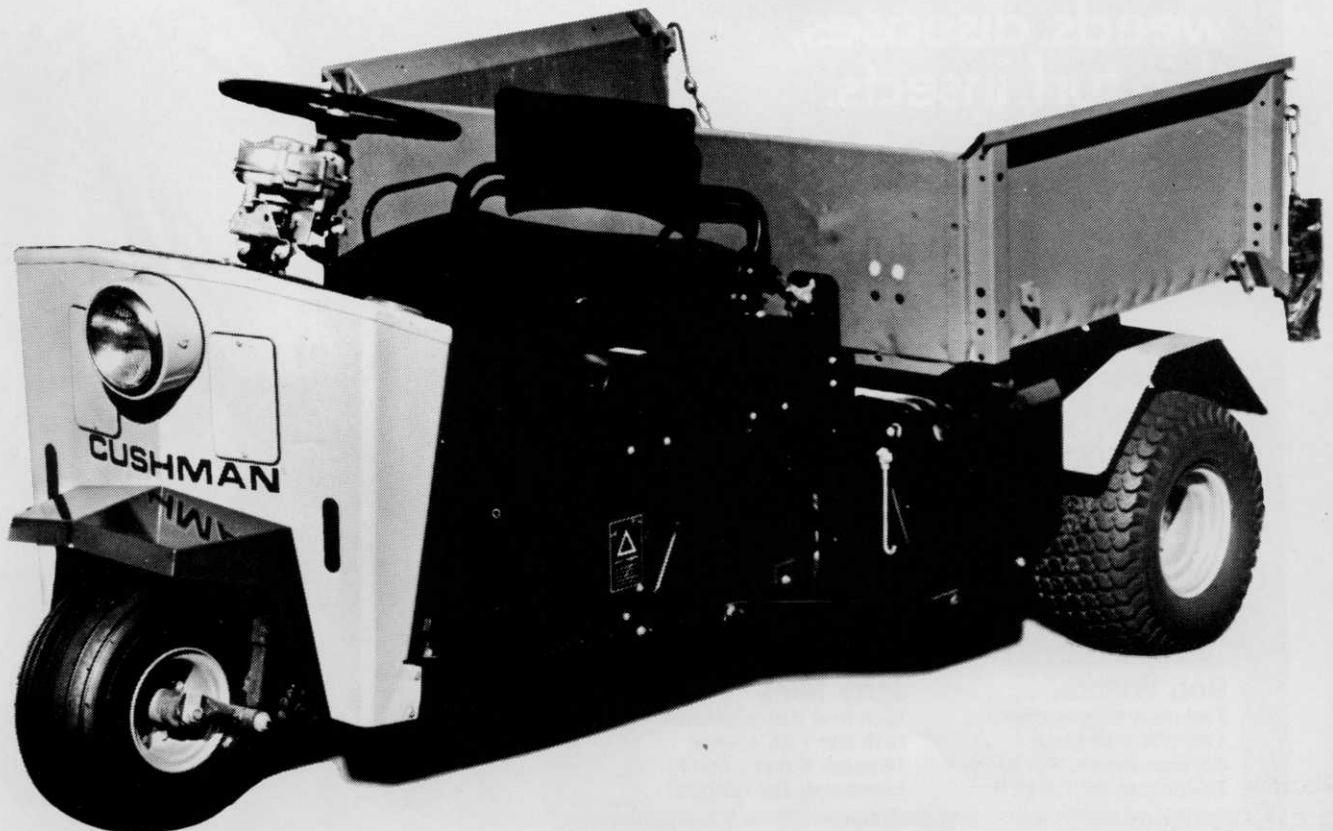
Suspension System: Torsion bars, leaf springs, front and rear shocks.

Dump Construction: Single wall.

Headlights: Single.

Seating: Single seat for one passenger with back rest and hip restraint.

Price: Virtually the same.



AN E-Z-GO MAKES TER BUY.

Power Source: A rugged, reliable 18 horsepower Onan engine with the power to carry a full payload up to 24 mph. Substantially larger engine compartment for easier maintenance.

Braking: Improved hydraulic internal expanding.

Payload: 1500 pounds. A massive 50% greater carrying capacity than Cushman. More cubic space for greater material volume.

Suspension System: Heavy duty torsion bars, leaf springs, front and rear shock absorbers, designed to support the bigger payload.

Dump Construction: Heavy duty diamond plate steel with rugged rear bumper for heavier loads and longer life. Easily convertible to flat bed.

Headlights: Dual lights for greater night vision.

Seating: Dual seats for two passengers with individual back rests and hip restraints, constructed for larger men, greater comfort.

Price: Virtually the same.

Summary: E-Z-GO carries a greater payload, is easier to maintain, is larger, more durably built, and safer with a wider wheel base. E-Z-GO uses top quality components from companies such as Bendix, Borg Warner, Dana, Onan, and Rockwell International.

For the complete story on the E-Z-GO GT-7, a demonstration on your course, contact your E-Z-GO distributor. For his address check your Yellow Pages or call or write Mr. William Lanier, E-Z-GO, P.O. Box 388, Augusta, Georgia 30903, at (404) 798-4311.



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Responses to April Editorial

The Toro Company
Minneapolis, Minnesota

Mr. Dan Jones
Editor
South Florida Green

Dear Dan:

I've just read your thoughtful editorial in the April issue of "South Florida Green." My congratulations!

You obviously have touched on a subject that is vital to future high quality care and maintenance of golf courses and other turf facilities. No doubt our service department (as well as Jacobsen's) may take exception to your comment that we have "let the golf industry down." For, in fact, both have training schools and during the past several years have made substantial progress in training distributor service personnel and in many cases, superintendents and turf students. Our group have plans for expanding this activity and they will, no doubt, apprise you of these plans.

An area which you did not touch upon, but which needs to be pointed up, is that of potential trainees. There is, I believe, a major problem of locating individuals receptive to training. Perhaps the problem may be one of making the potential trainee *aware* of the opportunity. Not unlike the situation with potential superintendents two or three decades ago. In the early to mid 50's when the problem of "too few qualified superintendents" was recognized, GCSAA responded. The name of the organization was changed, benefits, advantages and compensation — job benefits — were promoted. And, scholarship programs were set up. Then, the educational institutions responded. You know the result.

The lack of candidates may be another manifestation of the antipathy many of our young people seem to have for the trades. Or, it may be a lack of knowledge with respect to the job benefits, or just insufficient motivation at the junior high and high school level; or, a combination of these and other reasons. But, whatever the case, in order to solve the problem the entire turf industry must work together to develop programs that will alleviate the current problem.

Perhaps the golf course superintendents association at the state and national level could assume leadership in this area. For example, why not scholarships for mechanics as well as (or perhaps even in place of) the current scholarship programs for turf students? As far as I know, Lake City is the only school directing efforts specifically toward training of mechanics. However, many of the vocational schools have small engine maintenance courses. These could be expanded to include mechanic training for other areas if the need is recognized.

Once trained, holding on to a good mechanic becomes a challenge to the superintendent because of the potentially higher paying opportunities in the automotive and related

areas. But, first let's find the trainee and work together to solve the problem. Thank you again for your usual thoughtful approach to a real problem.

Warm regards,
Jim

James R. Watson
Vice President

Dear Mr. Jones:

I recently read the editorial in *The South Florida Green* magazine dated April, 1980, regarding training for golf course mechanics.

The Toro Company agrees with your editorial comments regarding the need for trained, qualified golf course mechanics. As recently as just this past April, The Toro Company's training teams spent two weeks at Lake City Community College participating with the training of future mechanics and future turf grass managers. Toro had a similar session in the fall of 1979 at Lake City Community College. The subjects covered were hydraulics, hydrostatics, basic electrical troubleshooting, reel and rotary mower theory and sharpening techniques. The Toro Commercial Products Distributors for Florida were also involved in these in depth sessions. Zan Equipment, Hector Turf and Gulf Shore Turf Supply had customer mechanics attend the second week of training at Lake City Community College.

The Toro Company is committed to training our market place personnel. The training efforts are top priority, to include a separate training department in the Commercial Products Division, a factory training center, and a long term commitment to support our customers product education needs. In the past three years, Toro has introduced many training and troubleshooting manuals to support our commercial customer, such as:

1. Hydraulic Test and Troubleshooting.
2. Sharpening and Adjustment Procedure for Reel and Rotary Mowers.
3. Maintenance Clocks for scheduled maintenance of Toro Commercial Products.
4. Accessory Manual for Commercial Products.

Mr. Jones, this is just the start of the training effort by The Toro Company. The results of technical product training, Distributor Personnel training, and customer education is a long term project and hopefully the results will benefit you and all other Turf Management personnel, mechanics, etc.

If I, or our Commercial Distributors may be of any assistance to you, please don't hesitate to call.

Sincerely,

Chuck Alsdurf
Manager, Commercial Service
Commercial Products Division

Mr. Chuck Alsdorf
The Toro Company
8111 Lyndale Avenue South
Minneapolis, Minnesota 55420

Dear Chuck,

The Toro Training School sponsored by Toro and Zaun, and conducted at Lake City Community College this past April was an overwhelming success. Your training team of Dale Atkinson, Mike Bina, Tom Dooley and Fred Greening was outstanding. They represented Toro in a most professional image with their classroom and shop presentations. You would have been extremely proud of them.

This type of presentation will not only help our students to better understand your products but will greatly benefit those "front-line" mechanics in the field who are going to determine the future of golf course maintenance as we know it today.

If it is at all possible and economically feasible to continue this type of session on an annual basis, we would welcome this type of industry relationship.

Thanks for your part in making this happen. Your continued interest and support of our program is very much appreciated.

Sincerely,

Jerry H. Cheesman, Director
School of Golf Course Operations
Lake City Community College

Edgar (Ed) Combest, Instructor
School of Golf Course Equipment Mechanics
Lake City Community College

Interview With

Jerry Cheesman

By DAVID BAILEY

Lake City Community College is the leading higher level institution in the state for producing golf course superintendents. It is also nationally recognized for its School of Golf Course Equipment Mechanics. Jerry Cheesman, director of Golf Course Operations, discusses the following issues.

What is your enrollment policy?

Cheesman: We accept 40 students per year. We would like to have 20 with a turf emphasis and 20 for mechanics. We do not fill our quota of mechanical students. Thus we fill the remaining openings with turf students.

How many mechanical students apply?

Cheesman: Generally about 10. Here is the major problem. That total itself is too small and probably six of the 10 will

switch to the turf program after one year. So we actually produce only around four mechanics per year.

There is a separate mechanical program?

Cheesman: Yes, we give a certificate for mechanics only.

Do all golf operation students take mechanics?

Cheesman: Yes, all turf students do. The program is for two semesters. Landscape students do not take this program. Some of our early turf students did not have the mechanical exposure and have come back after graduation to receive this important knowledge.

How can the college overcome the mechanical recruiting problem?

Cheesman: We need to recruit at the high school level more "mechanic shop" oriented people. We need to work the leading vocational schools for this student. We do not need a strong scholastic oriented student. Lake City needs to place advertisements in high school journals targeted to make this student aware of us and the job being done here.

How can the superintendents help?

Cheesman: Local and national associations tell us they need mechanics. It's rated the top problem in the field. I challenge the associations themselves to work the local schools. Inform students there is a program at Lake City and a good job when they leave Lake City. Superintendents are good salesmen at budget time. The mechanic's image, position and salary must be upgraded to keep trained people in the business.

How should local associations recruit at the local high schools?

Cheesman: Send good speaking superintendents to the schools with appointments arranged ahead with the principal and shop instructor. Show quality slides of the beauty of a golf course, the equipment to be worked, and stress the dependable job status and importance. We can no longer have underpaid mechanics and then wonder why we have a problem. Go for the top mechanical students and count on paying them just that way!

Tell about Lake City's facility for mechanics.

Cheesman: We have as good a staff as there is in the country. We have an excellent shop with over \$250,000 in equipment and parts inventory. If you want to learn about golf course mechanics this is the place to come.

If a golf club wanted to send a mechanical student to Lake City what would it cost and what is the time factor?

Cheesman: Total housing, school meals, fees, and books will cost about \$2,500. The time span would be from August to July for a mechanics certificate.

What do you see in the future for golf course mechanics?

Cheesman: The age of hydraulics makes the mechanic even more important. The technical knowledge must be there and applied daily. In the future the equipment will have computer analysis. This will tell the exact problem. Ten years from today the mechanic will need equipment and knowledge we do not now have. We must have progressive people for these times.

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EVERGLADES CHAPTER MEETINGS

- OCTOBER 19-22.....Florida Turf-Grass Assoc.,
Gainesville
NOVEMBER 3 (Tuesday).....Naples Beach Club
Golf Course, Naples
DECEMBER 1 (Monday).....Country Club of Naples,
Naples
JANUARY 6 (Tuesday).....WORKS Irrigation,
Punta Gorda
FEBRUARY 3 (Tuesday).....DeBra Turf Equipment,
Ft. Myers
MARCH 2 (Monday).....Burnt Store Golf Course,
Punta Gorda
APRIL 7 (Tuesday)....."Poa Annua Golf Classic"
MAY 5 (Tuesday).....Port Charlotte Golf Course,
Port Charlotte

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Florida Turf-Grass Association

Cowboy hats, a "rodeo" and western barbeque are setting the mood for the Twenty-eighth Annual Conference and Show of the Florida Turf-Grass Association.

This year, the Association is "returning to its roots", the University of Florida, adding increased emphasis on research and education.

The dates are October 19-22 and the location is Gainesville, Florida. The educational sessions will be held on the University campus and highlights a "hands-on" lab followed by the Research Update Section on Monday. Additional educational sessions precede a tour of the turf plots to conclude the program on Wednesday afternoon.

Turkey Creek Country Club will host the Annual Scholarship and Research Golf Tournament on Monday morning and a full-day exhibit-show, with equipment "rodeo", is planned for Tuesday at the Alachua County Fairgrounds.

Conference Chairman Dr. F. A. Wood, Dean for Research, announces that a repeat performance by Ron C. Frame, noted authority of personnel/motivational problem-solving, is scheduled for Sunday, October 19 in a special presentation.

For more information contact: FT-GA Executive Office, 1520 Edgewater Drive, Suite E, Orlando, FL 32804 or telephone 305/425-1581.



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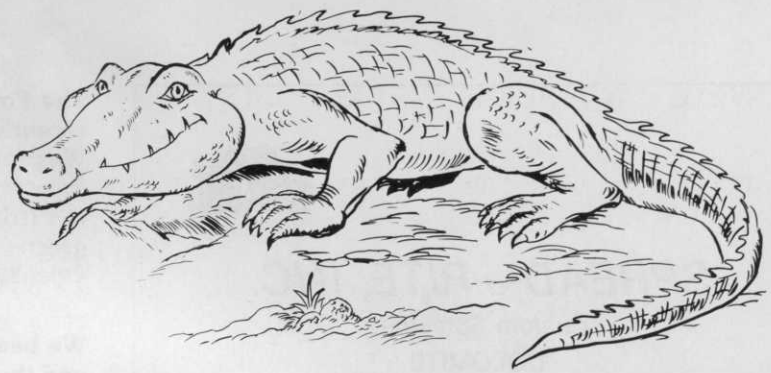
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The Gator Growls



from
The Everglades Chapter

From the activity in our area which extends from Venice to Naples no one would ever know there was recession in the land.

Les Hixon moved from Sarasota's "men only" Gator Creek down to The Plantation. It is a new Ron Garl 18 hole course built by Master Links Golf Builders of Jacksonville in Punta Gorda. The irrigation system is Toro Varitime and Southern Turf did the grassing.

Greg Dent, assistant superintendent to Mark Welby at Ft. Myers Palmetto Pines, moved down to Naples to become Mark Hampton's right-hand at Naples' newest, Wynedemere C.C. This will be a very exclusive 27-hole country club in the midst of an expensive single family home and condo development by Livingstone Enterprises. Art Hill is the architect. Wadsworth Golf Construction Company is doing the earth work and installing the Toro irrigation. Southern Turf is grassing greens and tees in 328 and fairways and roughs in 419. Hampton and Dent are planning a December 1, 1980 opening. Mike Reynolds from Dorado Beach Hotel, Puerto Rico, is the golf professional. Marc Tallmadge, a recent Lake City Community College graduate is the new Selby assistant.

Stan Norton is completely revamping the front nine of Naples Beach Club with Ron Gail as the architect. Master Links is doing the construction and installing the Toro irrigation system. Gerry Milholden again lined this one up for Southern Turf. They are putting 328 on greens and 419 on tees and fairways. Stan must have this ready for Florida Senior P.G.A. play in October and it looks as if he is ahead of schedule.

Bill Flippen at Naples Hole in the Wall is having Wadsworth install a complete new pump system in advance of next years plans to replace the present electric irrigation system with Toro hydraulic.

Lloyd Sheehan, prominent Naples developer, again has his Fisherman's Cove project before the city and county boards. His plans are for a fine 18 hole golf course and 750 living units. The local environmentalists claim this will be more polluting than the original plan of 3900-plus living units. Ward Northup of Delray is the architect and to date no construction bids have been let.

A group of Ft. Myers golfers and prominent businessmen have retained Ed Seay and Arnold Palmer to design and build a private 18 holes in south Ft. Myers. This is now getting clearances from the water management boards and the E.P.A. Wadsworth has the inside track on this one due to their work with Seay and Palmer at Skidaway Island in Savannah, Georgia.

The 36-hole Corkscrew Golf Complex Art Hill plans on building southeast of Ft. Myers near the new I-75 leg is up for landclearing this winter. Wadsworth and Southern Turf will be doing the construction and grassing. This is to be a huge project of private homes, townhouse condos and some high rises overlooking the Corkscrew Wildlife Sanctuary.

Manchester Development Corp. is still doing the pre-planning of a 72-hole complex north and east of Naples near the intersection of I-75 and Immakalee Road. Art Hill is the architect, with Wadsworth doing the construction and irrigation.



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The Forest Golf Club, designed and built by Bill Maddox, recently put Wayne Lippold in charge as superintendent. Wayne moved from the Bonita Springs Golf Course to the Swor & Mancini project south of Ft. Myers in time to put in the irrigation and supervise Southern Turf's grassing . . . greens are 328 with the rest of the playing areas 419. Opening is scheduled for January 1, 1981.

We hear the now defunct Marco East project is being sold and the three-quarters finished golf course is to be the first phase ready.

Here in our area we just went through the driest April-May-June on record with no rainfall in June until 1-inch fell the last day of the month. April and May weren't much better as most courses got less than 3 inches those months. Many of us had curtailed water use due either to the lack of it or fear of salt water intrusion. In addition our northern friends didn't start home until around Mothers' Day. Due to drought most herbicide applications were either reduced or stopped all together. With just tees and greens being watered, mole crickets really moved to the moist areas for breeding and egg laying.

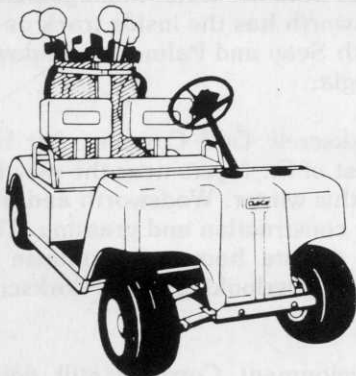
As yet the golf industry in our state has not been able to get consideration for the control of this pest. Many superintendents returned to Dasanit for nematode control due to its effectiveness on mole crickets. Dasanit is even more environmentally harmful than either Dieldrin, Aldrin, or Chloradane when they are properly used. Paradoxical isn't it?

The E.P.A. is now considering the removal of both 2-4-D and Kerb from the Florida turf market. Without means of controlling mole crickets, weeds and Poa Annua, we might be on the path to the Florida courses of the 40's and early 50's before the use of properly used chemicals became in widespread use. With over 2 million golfers playing nearly 700 courses state wide, it seems as if we would have a lot more clout in Tallahassee and Washington. Golfers are primarily in the upper levels of community influence and income and, more importantly to the lawmakers, most of them are voters!

Talked with Dr. Max Brown of Liquid Ag a few days ago and was told they are installing nearly 100 new units statewide. Seems this is becoming a very useful tool in our profession. I can vouch for its effectiveness as we just installed one on our new Imperial West 18 and it is doing a fine job here. So well that we plan on another next year when our completely new irrigation for the east course is installed by Wadsworth. Our pump station is designed to give us both energy and water conservation as well as ideal distribution of the water.

We also have a new assistant here at Imperial, J. Mark Black, a 1980 graduate of Lake City C.C. Mark has previous experience in the work having been with a nursery during high school and junior college. He got interested in the golf business after working for Jim Ellison at Bay Hill for a couple of years, then went on to L.C.C. His OJT projects were at Paul Hickman's Grenelefe in Haines City and Robert Walter's Harbor Town on Hilton Head, S.C.

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Reversible reel motor permits "backlapping" for reduced sharpening frequency.

You're concerned with not only the appearance of your course but every facet of its playability.

So we're letting you in on some ways we engineer turf care products with you in mind.

Consider this Toro foursome of Professionals.

Our Turf Pro 84™ is an all hydraulic triplex with the ability to give you the right clip for each desired height of cut and type of grass.

For your greens, our Greensmaster 3® still has no equal. Because no other greensmower has cutting heads isolated from the traction unit and grass baskets.

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HTM-175™



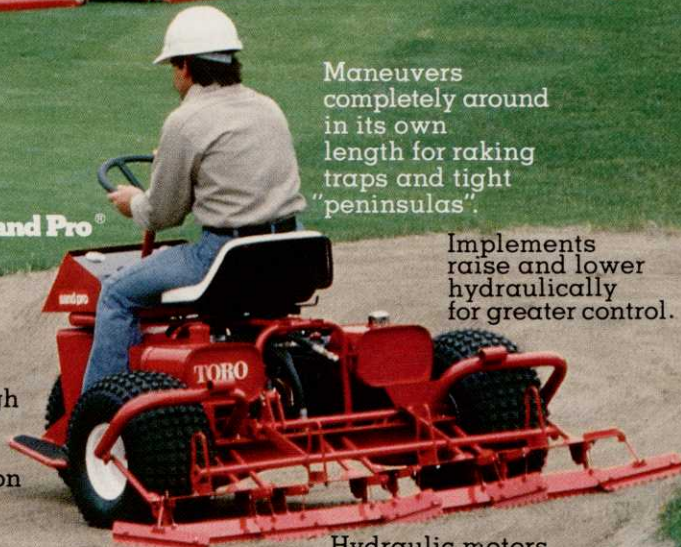
Reliable 4 cylinder diesel engine with 236 cubes of lugging power for hills and heavy cutting.

Simpler to drive with automotive steering out front. Minimizes operator training.

Exclusive reel couplings mean more freedom to follow ground contour for finest quality cut.

Gentler on the grass with custom designed reel units that weigh 110 lbs. less than our wheel drive gangs.

Sand Pro®



Special ATV high flotation tires only 4 psi for excellent traction in sand.

Maneuvers completely around in its own length for raking traps and tight "peninsulas".

Implements raise and lower hydraulically for greater control.

Hydraulic motors on all wheels. No gears or belts.

The only trap rake with total hydraulic power. Plus the lower upkeep, longer life and superior performance that go with it.

Finally, the ultimate in precision. Our HTM-175™.

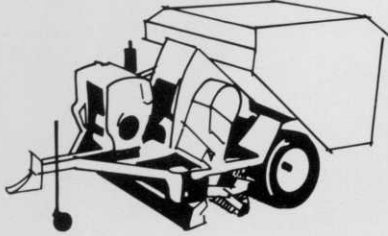
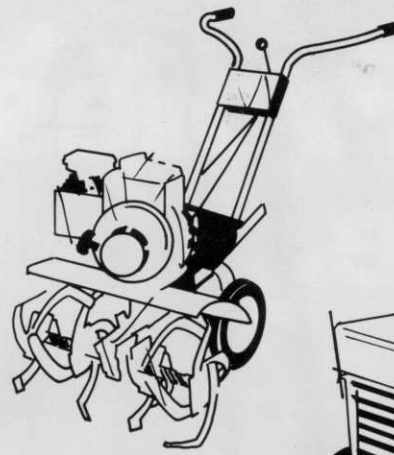
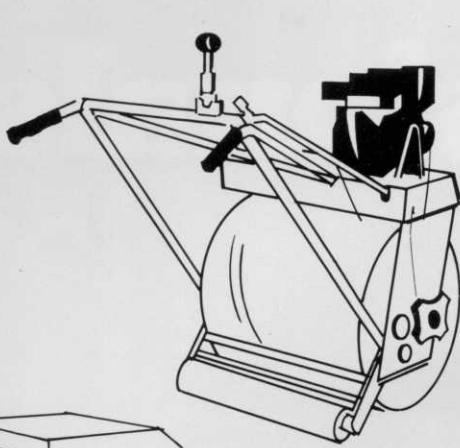
Its superbly balanced cutting units can match the needs of your course with a smooth, exacting cut down to $\frac{3}{8}$ of an inch.

Want to know more? Call your Toro distributor. He's a professional, too.

TORO®

The Professionals®

The Toro Company, 8111 Lyndale Ave. So.,
Minneapolis, MN 55420

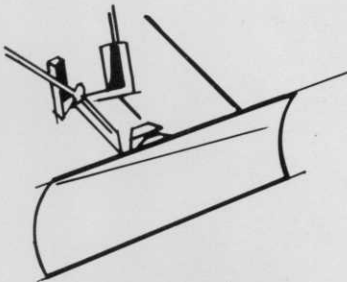
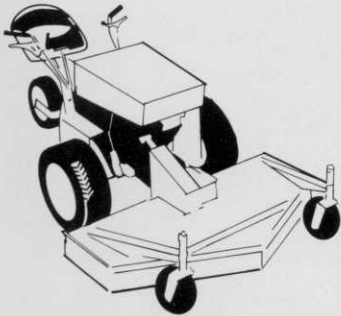
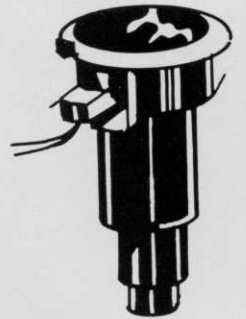


HECTOR **Turf and Garden, Inc.**

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DISTRIBUTORS FOR THE FOLLOWING:

- TORO TURF EQUIPMENT
- TORO MOIST-O-MATIC
- HMC – THE GREEN MACHINE
- JOHN BEAN
- WEED EATER
- RYAN
- PAR AIDE
- STANDARD
- ROYER

