

FLA. ASSN. OF GOLF COURSE SUPTS. 1951-52

A PICTURE IS WORTH A THOUSAND WORDS.

# UNITY IN SOUTH FLORIDA

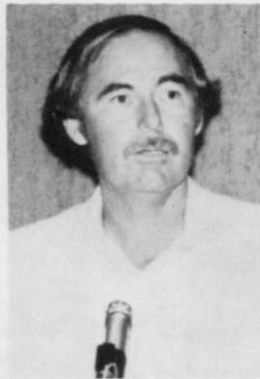
The golf industry had tremendous growth in the past decade. No area in the nation can match the growth of the southern three counties of Florida's east coast. Dade, Broward and Palm Beach counties are now nearing the three hundred mark for number of courses. For decades South Florida GCSA was the only local association. But as the area grew, needs and desires changed. In 1976 the Tri-County GCSA was founded. Both associations are now affiliated chapters of the national GCSAA. The national GCSAA does not establish defined areas for a local organization. The overlapping of territory between the two local associations was a matter that needed to be resolved. Both groups were functioning in Palm Beach, Martin, and St. Lucie counties. Thus diluting the effectiveness of both associations.

A review of events in recent months is in order. South Florida GCSA suggested to its members in November 1978 that a decision was needed about a defined boundary line. South Florida GCSA would be located in Monroe, Dade, and Broward counties. Tri-County changed its board of directors in January to comply with national standards. Now all officers are golf course superintendents. February saw Tri-County become an affiliated chapter of the national GCSAA. In May Tri-County voted to change its name. The new name is Palm Beach Chapter GCSA. The word "chapter" was included to show support and affiliation with the state association. Also defined was a territory of Palm

Beach, Martin, St. Lucie, and Indian River counties. In June South Florida GCSA officially approved their territory as the three southern counties previously mentioned. This becomes effective January 1980 for South Florida GCSA, the end of their fiscal year.

Now that you understand what happened let's evaluate it for you individually. You as a golf course superintendent have been assigned a local association to be a member of. Which one depends upon where your club is located. Your home residence has no bearing. You can vote and hold office only in your local association. Anyone can always attend any meeting no matter where it is located. Commercial members can join any association they desire with no voting privilege. Any superintendent that joins either local association automatically becomes a member of the state association.

The decade of the 80's will see the golf course superintendent continue to be a proud profession. Management assignments will continue to broaden beyond our previous duties. The leadership displayed of a smooth mutual division of local territory by the two associations will be a successful kickoff for the future. Now we all know where the term "grassroots politics" comes from. We are all ready to move forward together and concentrate on just the "grassroots".



Participants in serious presentation of division of South Florida Golf Course Superintendents into two associations. Shown above left to right top row: Dan Jones, Leroy Phillips, Phil Amman, Bill Wagner. Second row: David Bailey, Tom Burrows and Alan Weitzel, Dick Lemmel and Fred Klauk.

## President's Message



As your President, I must admit I've always had difficulty trying to write a quarterly message for *The South Florida Green*. I would usually procrastinate and hope for divine providence. When this failed, I would read other publications with President's messages for inspiration. So naturally one would think I would be ecstatic, this being my final message. No, I am not resigning as President, nor have I found another job and am moving, but *The South Florida Green* is.

As was discussed at our last meeting, *The South Florida Green* will become the new state magazine effective with the July issue. At our State Meeting on April 7, 1980, I made the motion *The South Florida Green* become the state magazine. This motion was unanimously approved. It was then followed by another motion that the same guidelines used to run *The South Florida Green* be continued. It was generally agreed upon that income generated by the magazine's first several issues would be set aside to insure the magazines solvency as well as its quality.

We in South Florida have seen *The South Florida Green* grow from a simple six-page magazine to its present national status. This transformation was not achieved overnight, nor was it solely the work of one person. So it is only natural for those of us who have been associated with this magazine to feel a little melancholy with it leaving South Florida. I guess one could compare the growth of the magazine to the growth of a child. Now the time has come for the child to leave home and though we hate to see it go, we know if it is to continue to grow and be successful, it will need the support of more than just the superintendents in South Florida.

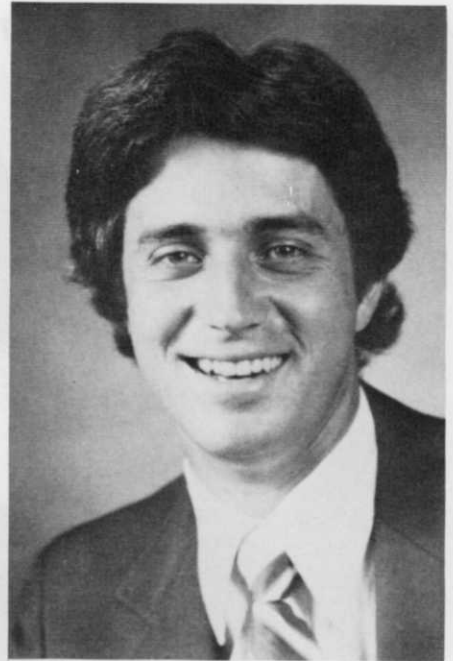
I do want to thank all of the members of the South Florida Superintendents Association for the unselfish stand they have taken on this issue as well as other issues this past year. I know it is not always easy to make a sacrifice or change in the name of a greater cause. The Board and I have mixed emotions about some decisions we have had to make this past year. They have not been easy. I do hope, however, they have been the right ones.

Farewell *South Florida Green*, we will miss you, but we wish you continued success in your new role as a communications tool for all the superintendents throughout the state of Florida.

*Alan Witzel*



## President's Message



The transition of *The South Florida Green* into *The Florida Green* marks the beginning of a new era for golf course superintendents in the state of Florida. As professionals in the golf course industry our objectives and activities must be coordinated on a state wide basis in order to properly keep pace with today's technology and varied crises. We should continually seek to improve our professional image not only with upper management but with the general public. This can be demonstrated through work we do by continuing to upgrade our professional capabilities and through skilled communication such as this magazine. Only by making people aware of the skills, management, technology and immense responsibility required to operate a golf course facility, can the golf course superintendent receive the recognition for his accomplishments.

This magazine is a valuable communication tool which if used properly will create a multitude of benefits. It's up to the individuals to promote themselves. The golf course superintendent is a great salesperson at budget time, why not promote his or herself with these same skills?

The re-organization of the Florida Golf Course Supt. Assoc. occurred nearly two years ago. From the beginning the officers of your local chapters have devoted many hours to carefully nurture and construct a solid foundation for our state association. Seven organized and unified chapters working toward a common goal and speaking with one voice can be more productive than a fragmented organization. This does not mean a loss of identity, functions or uniqueness for your local chapter. In fact, the accomplishments of each chapter will be magnified because of increased communication across the state.

As a state association our number one priority is to focus on Florida issues and meet the demands of our members and their chapters (an example would be registering a complaint on the ban of DBCP in Florida). The number two objective is to gain support and membership for the GCSAA. This is our national organization that needs our backing and input. The benefits will be many and the recognition that comes from unification of our efforts will be readily available to us.

But, there are many other benefits. Just recently, one of our fellow golf course superintendents Dan Meyers (CGCS) of the West Coast chapter had his story concerning golf course employees featured in the National Magazine, *Golf Course Management*. The article was pertinent to our problems, beneficial and educational.

The golf course superintendents in the state of Florida have been thrust into an enviable position. Because of geographical location, climate, tourist attractions, and expansion, Florida has the fastest growing golf industry in the country. We should take advantage of these opportunities and assume a leadership role in the nation's turf industry.

Possibly, even with all our collaboration and hard work, government agencies will continue to tie our hands and people will still refer to us as "Greenskeepers". It's unfortunate that the work of qualified professionals can be affected or altered by the misuse of others less qualified and thousands of miles away. Let's join together and try the positive approach. Support your local chapter, the state association and the GCSAA. Hopefully, we can continue to endeavor in the field we love for ourselves and the game of golf.

*Tom Hein*

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# THE MODERN SUPERINTENDENT

By DAN JONES

Late one afternoon while sitting at my desk reflect in on the events that had taken place that day on the golf course, the door to my office opened and in walked a man with a briefcase. This is what transpired.

Salesman — I am looking for Mr. Smith.

Smith — I am John Smith.

Salesman I am John Doe from the ABC Chemical Company. I have some products that can really help you (he hands me a lucite paperweight with 5 coins embedded in it and starts opening his briefcase).

Smith — I am not interested (I hand the paperweight back to the salesman).

Salesman — May I ask why?

Smith — Because your products are over priced for what you get.

Salesman — I am a new salesman with the company. The old salesman didn't treat you right. Let me prove that I can save you money. What products do you need?

Smith — I am just starting my weed program. How much is 2,4-D?

Salesman — What quantity?

Smith — 30 gallon drum.

Salesman — These prices are not for you. No sir. You get a real special price (he starts writing a lot of figures on a piece of paper). How does \$6.48 a gallon sound.

Smith — Good, I am paying \$7.15 a gallon from XYZ Company.

I am going to stop the conversation here to illustrate a point. Which company would you buy from? ABC? Sounds logical doesn't it. The cost per gallon is 10% less. That will really help you control your budget (the manager has been on your tail lately about costs) which is running considerably over. Should a superintendent place an order at this point? Let's listen to the rest of the conversation to find out.

Salesman — How many drums should I send out?

Smith — How many pounds of 2,4-D are in a gallon?

Salesman — Ah — Let's see — It will cover 10,000 square feet.

Smith — I don't care about your recommended rate.

How many pounds of active ingredient per gallon?

Salesman — (Looking at sample label) 10,000 square feet sure is a lot for one gallon.

Smith — There it is at the bottom of the label:  $\frac{1}{4}$  pound of 2,4-D per gallon. The product I am buying from XYZ Company has 4 pounds per gallon. That means your product costs 16 times more. (See figure I.)

Salesman — How about liquid fertilizer. I can let you have it in 55 gallon lots for \$6.50 a gallon.

Smith — I use liquid fertilizer on my golf course and I'm paying 50c a gallon for it. Now if you will excuse me I am very busy.

Salesman — But my product covers 25,000 square feet.

Smith — I said I am very busy. Good day.

Has this ever happened to you? Sure it has, we have all experienced this situation. How do you stand up to these salesmen? How can you be sure which salesman to buy from?

First, do not accept "free" gifts from salesmen. Do not deal with any company that will not give you a catalog. Do know how to read a label (both chemical and fertilizer) and insist on seeing the label before purchasing. **Do not purchase** if the concentration of active ingredient is not listed on the label. Compare prices of 2 or 3 companies before purchasing.

Lastly, always consider service and reputation of the supplier. Deal with good reputable companies that belong to the South Florida Golf Course Superintendents Association. They support our organization financially, we should support them with our business.

During these troubled times, management is looking to the golf course superintendent to give him the best golf course for least dollar. Can we fill the role?

I would like to leave you with this one thought. Are you ashamed to have other superintendents look in your chemical room?

## ANALYSIS OF CHEMICAL PRODUCTS

	2,4-D	
	Company XYZ	Company ABC
Pounds Material/Gallon .....	4.0	0.25
Cost Per Gallon .....	\$7.15	\$ 6.48
Cost/Pound Active Ing. ....	\$1.79	\$25.92
Cost/Acre ( $\frac{1}{2}$ pound) .....	\$ .89	\$12.96
Difference Cost/Acre .....	—	1600%

# Evaluating Golf Course Equipment for South Florida

by DAVID L. DeBRA



DAVID L. DeBRA

The uniqueness of golf course operations in South Florida is often misunderstood when evaluating turf maintenance equipment. It is a fact that no other part of the United States places the severe demands on turf equipment like the golf course operations in South Florida. The following considerations are often overlooked in evaluating the initial purchase, replacement

and maintenance of turf equipment in the area South of Orlando. is the Bermuda grass used almost exclusively on South Florida golf courses. The Bermuda grass, requiring constant de-thatching and aerating for best playing conditions and appearance, places a burden on specialized equipment designed for these procedures.

A final consideration that is often overlooked is the time available for preventative maintenance. In the Northern States, the winter season allows time for complete inspection and rebuilding of equipment, preventing damage to major components. The winter simply does not allow time for the South Florida courses for major rebuilding because of the continued demand for attention by the golf course.

I have observed that the courses that receive maximum life and efficiency from their equipment have a conscientious and detailed preventative maintenance program for replacing filters and oil, cleaning, lubricating and adjusting equipment. The superintendent has correctly found time to implement these daily procedures to assure maximum benefit and life from the equipment.

If all of the above are properly considered the realistic expected life of equipment in South Florida is as follows:

Greens, tees, apron mowers, 3 to 4 years.

Fairway mowers, 4 to 5 years.

Tractors, 4 to 6 years.

Utility vehicles, 4 to 5 years.

Specialty equipment (aerators, de-thatchers, sprayers and sweepers) 5 to 6 years.

Several variables are involved in life span but the above scheduled has proven to be the proper time element before expecting major extensive repairs to equipment.

It is recommended that a realistic depreciation schedule of equipment would incorporate the lower yearly figure of the above schedule. The unique and demanding elements of a South Florida golf course operation requires a thorough evaluation of turf equipment and a proper comparison to operations in other parts of the United States. Budgets, depreciation schedules, and time of equipment replacement should reflect these considerations.

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## HOOKS AND SLICES

A good supervisor, someone once said, is a guy who can step on your toes without messing up your shine.

I have yet to be bored by someone paying me a compliment.

If you wish to make a man your enemy, tell him simply, "You are wrong." This method works every-time.

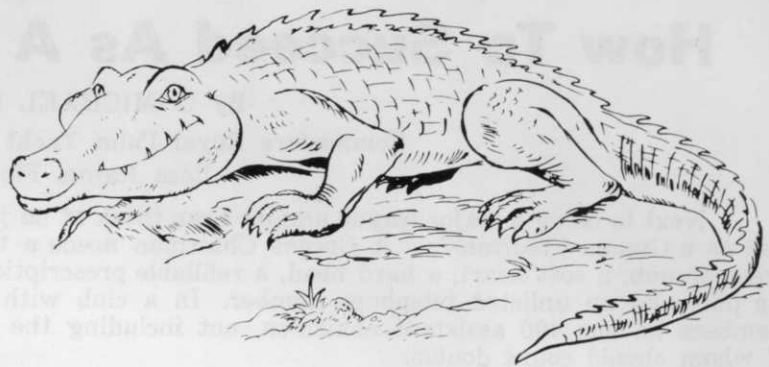
If life hands you a lemon, make lemonade.

Nothing great was ever achieved without enthusiasm.



# The Gator Growls

By CLINT SMALLRIDGE, C.G.C.S  
Everglades Chapter  
Royal Poinciana G.C.



Replacement of golf course equipment can be one of the most difficult expenditures to be understood by Board and committee members. Being geared mainly to business and financial matters, justifying the need to replace equipment to such a group can be very effectively explained by the following article, which has proven successful to both my club and other area superintendents:

## WEAR FACTOR — THE REASON WHY

Wear on equipment (mowers, tractors, payloaders, and our own personal automobiles) is best defined in terms of miles.

Most modern day auto enthusiasts know and understand that when your car reaches 100,000 miles, it is about worn out. Keeping that in mind one can readily see the parallels in the following illustration:

Most American cars are driven on the highway at approximately 60 miles per hour using high gear. The engine r.p.m. (revolutions per minute) is about 2,100. In this example, if you were to drive for three hours, you would cover 180 miles.

Using this wear factor, we can convert *hours* of use on a mower, or any other piece of golf course equipment, to *miles*. Although golf course equipment customarily operates at only five to six miles per hour, and sometimes less, our engine r.p.m. is still at 2,100 and higher on one and two cylinder engines. The slow forward speeds are achieved by using a lower gear ratio.

With this in mind, the following comparison will be made using our triplex mowers as an example. They mow greens every day, seven days per week, 365 days per year. It takes an average of three hours per day. This means that the wear factor is equal to 180 miles per day — multiplied by seven days to equal 1,260 miles per week — multiplied by 52 weeks in a year, equaling 65,520 miles — multiplied by five years, which totals 327,600 miles.

In checking with engineers to confirm my theory on wear, I learned many other interesting facts about our business. Some of these engineers will tell you that stop-and-go driving and turning increases the wear factor greatly. With this in mind, consider the back-and-forth operation of most of our golf course equipment every day.

Another interesting point to be considered is that a car going down the highway at 60 miles per hour causes a cooling wind created by the velocity. We don't have that velocity for cooling an engine when operating at only five to six miles per hour. In addition, our radiators often get clogged with grass clippings and other debris common to golf courses, resulting in temperatures running even higher which further increases the wear factor.

There are other factors that contribute to the wear and tear, such as the early morning activity in the dew and frequent running through and over chemical and fertilizer applications, all of which are corrosive elements. Preventative maintenance and level of training of the operator can contribute greatly to the success and life of a piece of equipment. ■

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“KEEPING GOLF COURSES GREEN”

# How To Succeed As A Greens Chairman

By C. MICHAEL DUNN

Commodore Royal Palm Yacht and Country Club  
Boca Raton, Florida



Next to being a major league umpire I can think of no job as thankless as a Greens Chairman's. A Greens Chairman needs a thick skin, a green thumb, a soft heart, a hard head, a refillable prescription for sleeping pills and an unlisted telephone number. In a club with 400 golfing members he has 400 assistant chairmen, not including the wives, some of whom should count double.

The Greens Chairman must produce greens that will stop a flyer out of the rough within two feet of the hole. He must engineer the fairway grass long enough to make the ball stand up as if it were teed and yet roll 50 yards after it lands. It's his responsibility to limit the rainfall between the hours of 9:00 p.m. and 5:00 a.m. and never let it rain hard enough to close the course. He's expected to make a greens mower last indefinitely and a fairway mower even longer. Gadgets such as trucksters, weed eaters, sodcutters and rototillers are looked upon by the Board of Governors as unnecessary frills.

Now I hate yard work. I have always hated yard work. I don't see eye to eye with things that grow. When I look at flowers they wilt. Born on a farm in Northern Michigan, I've always been grateful to my father for having the good sense to move to Chicago where most of the land is covered with concrete. So, when the Commodore of our club tapped me for the Greens Chairmanship I rebelled.

"Look, Mr. Commodore," I said with all the persuasiveness I could muster, "I couldn't make a petunia grow in the Garden of Eden."

"That's O.K." he said, "we don't need petunias. All we want is some nice green grass on the fairways and some even nicer and shorter grass on the greens."

"But," I pleaded, "I don't really know a . . . ."

"You'll learn," he said, and so, I became the Greens Chairman.

Feeling sorry for myself, I took a walk around the course. It made me feel worse. Robust beds of weeds nodded defiantly in the afternoon breeze. The grass looked tired, except for the vigorous growth that was taking over the cart paths and the shapeless bunkers stared at me like so many craters on the moon. "I must need a Greens Superintendent," I mused.

Unlike plumbers or doctors, Greens Superintendents don't list themselves in the yellow pages, so I decided a good place to look would be on someone else's golf course. All Greens Superintendents are nocturnal; just why they can't sleep like normal humans escapes me at the moment, but armed with this bit of insight I arrived at a nearby country club at dawn. The place was a beehive of activity. "How the hell did I get involved in this slave labor business," I wondered just as a tractor whizzed by.

"Watch yourself there, Buddy," the driver yelled over the roar of the engine. He was pulling what looked like a heavy farm disc cutting deep slits in the soil. In places it tore up big chunks of turf making the fairways look like great green noodles laid side by side.

I caught him the next time around. He turned off the engine and swung around on the metal seat. "I'm the Greens Chairman of the club down the road. You the Superintendent here?"

"You'll find him over on the next fairway," he said.

"Tell me," I said, my curiosity getting the best of me, "How come you're tearing up the course? Are they gonna make a subdivision here?"

"Nothing like that," he said, "I'm wiping out the nematodes."

"What are nematodes?"

"Did you say you're a Greens Chairman?" He looked at me and sighed, cranked up the tractor and continued his ripping operation.

I found the Superintendent studying a break in the main sprinkler line. He told me he had an outstanding assistant who was overdue for a top job. "I'd hate to lose him but it's not fair to hold him back any longer. His father is a Greenskeeper, his grandfather was a Greenskeeper and so was his great grandfather."

(Continued on Page 31)



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