

“WE HAVE A RESPONSIBILITY TO  
USE THE BEST SEED VARIETIES  
THAT WE CAN.”

JOHN ZIMMERS ON  
2007 US OPEN PREPARATION

*“The roughs have been one of our biggest successes while preparing for the US Open. It was one of our weakest areas, but they have really turned around. We have established a tremendous stand of bluegrass. We’ve been very successful using the Jacklin Seed products.”*



John Zimmers  
Superintendent  
Oakmont Country Club  
Site of the 2007 US Open

JACKLIN SEED  
KENTUCKY BLUEGRASS

- Rich dark green color
- Perfect for tees, fairways or roughs
- Unsurpassed durability

**JACKLIN**<sup>®</sup>  
S E E D

FERTILIZER

BY JOHN WALSH

## The need to justify

Illinois superintendent chooses a more cost-effective fertilizer

All golf course superintendents can relate to Ron McCarthy. He has to justify what he spends maintaining the 18-hole golf course at the private Edgewood County Club in La Grange, Ill., where he's the golf course superintendent.

As a result, he changed the main fertilizer for his fertility program because he couldn't justify the cost to members. Even though McCarthy has a \$1.2 million budget, he still feels pressure to spend money prudently. As part of the overall budget, McCarthy's line item for fertilizer, which includes some specialty calcium products but doesn't include any pesticides, is between \$75,000 and \$80,000. His annual budget starts in November,

For the first time, Ron McCarthy will use the same time-release fertilizer he uses on the rough, fairways and tees on his greens, too. Photo: Edgewood Country Club



McCarthy dissolves granular time-release fertilizer in water before applying it on the golf course.  
Photo: Edgewood Country Club

which means he puts together his budget for the year at the end of the summer.

Overall, McCarthy believes he receives a decent price for fertilizers. Usually, he sends his query out to bid. As it happened the past two years, he has purchased the majority of his fertilizer from the same distributor because it carries the product he was looking for: UMaxx, a time-release fertilizer he dissolves in water before applying to the turf. McCarthy purchases fertilizers three times a year: in the spring, summer and fall. Edgewood doesn't have the capacity to store a large amount of unused fertilizer, so each time he purchases fertilizer, he already has used what he bought the last time.

Fertilizer is one of many products tied to the price of gas, but McCarthy says he has avoided any significant price hikes last year because of the timing of his purchases. During the past few years, fertilizer prices have increased about five percent year to year, he says. However, since he has been using UMaxx, he has used 20 percent less fertilizer. Before UMaxx, McCarthy was using IBDU fertilizer.

"I haven't changed my habits because of cost, I'm just using a more economical product," he says.

McCarthy has changed his fertility program somewhat, though. He was using the granular IBDU product on the fairways, banks, tees and rough. Then he tried sulfur-coated urea that was dissolved in water but didn't like that. Finally, he tried UMaxx. He first tried it on the clubhouse lawn as a trial for eventual use in the rough area. Then he tried it on fairways and liked it.



"Now we use UMaxx on fairways, roughs and tees, and will try it on the greens this year," he says. "We'll use it on the entire property. UMaxx is the cheapest thing I can find that gives me the color I got when I used IBDU; but I couldn't justify the cost of the IBDU."

McCarthy has been treating the greens differently because he wants total control and didn't want to use a controlled-release fertilizer on them. He's been using an ammonium sulfur product called Nutraculture. He spoon-feeds the greens in the spring and fall right before they're aerified.

"If I can control the release time and get the color I like, I will continue to use UMaxx on the greens," he says.

As for McCarthy's fertility program, he uses granular UMaxx that's dissolved in water. He still gets a control release but not as much as if the fertilizer were applied in granular form. He used to get seven to 10 days with the dissolved urea, but now he gets 14 to 20 days with the dissolved UMaxx, even though he doesn't get the "high kick flush" he used to with IBDU.

In the primary roughs, which encompass 120 acres, McCarthy uses three-quarters of a pound per 1,000 square feet three times a year

at the end of April or beginning of May, the beginning of June and then in mid-August. For fairways and tees, which are on a spray program, he uses one-quarter to one-third of a pound per thousand square feet every two weeks when he starts mowing. And for greens, he uses one-half to one-third of a pound per 1,000 square feet when aerifying in the spring and fall, and one-tenth to one-fifth of a pound every two weeks through June – but not in the heat of summer – and picks it up again in mid-August.

That program – the amounts and the timing – haven't changed in eight years; just the products have changed.

"The changes were primarily because of cost," McCarthy says. "The members want proof they're getting 100 percent of their money's worth. There's a lot of pressure to justify what I do. If things keep going, they might put pressure on us not to fertilize as much."

Yet members understand brown turf doesn't necessarily mean poor playing conditions, McCarthy says.

"They want the best of both worlds: lush green turf and fast and firm turf," he says.

Sound familiar? **GCI**

## PRODUCTS



### 2500E hybrid riding greensmower

- Can be equipped with a liquid-cooled gas or diesel engine
- Includes electric reel motors that reduce 102 potential hydraulic leak points
- Electrical power-to-reel circuit is generated by a 48-volt, 90-amp alternator that's belt driven by the engine
- Reel controllers regulate power-to-reel mowers, allowing reels to maintain consistent speed
- A reel switch box replaces a backup valve

*John Deere*

[#200](http://golfcourseindustry.com/readerservice)

### Aqueduct soil surfactant



- Promotes fast recovery from localized dry spot
- Also can be used as a pretreatment
- Reduces turf wilt
- Moves water deeply into problem areas, reducing water repellency and restoring the root zone

*Aquatrols*

[#201](http://golfcourseindustry.com/readerservice)

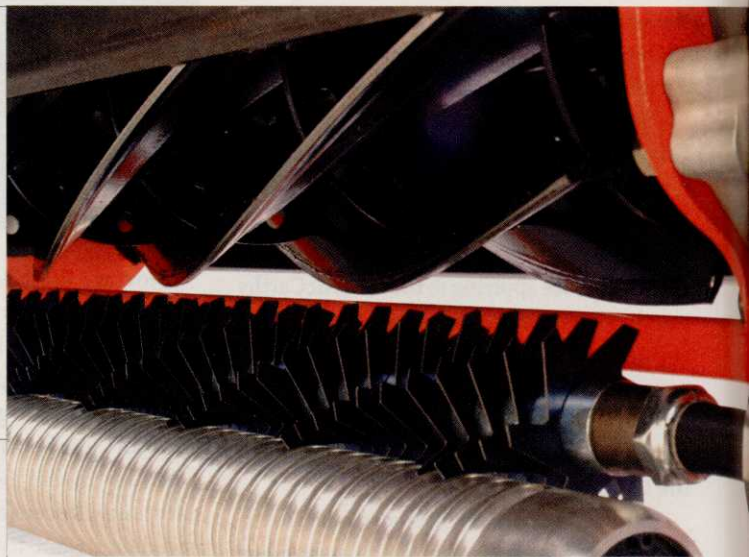
# PRECISE

### Precise insecticide

- Polymer coating allows for a gradual, predictable release of the insecticide via diffusion
- Benefits include reduced applicator exposure and decreased environmental impact
- Precise technology allows for several different pesticides to be combined into one product
- Active ingredient isn't in direct contact with the user

*Agrium Advanced Technologies*

[#203](http://golfcourseindustry.com/readerservice)

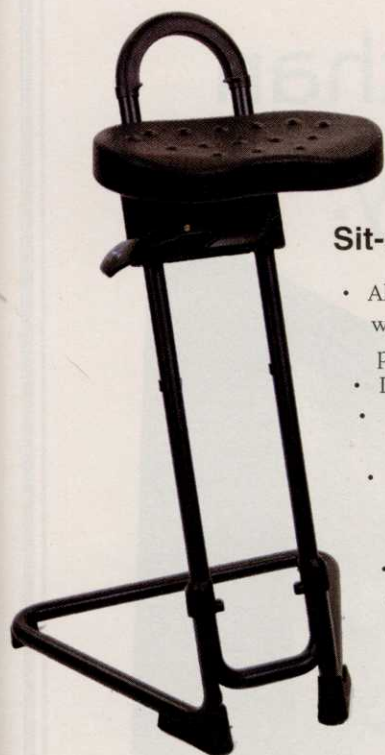


### Turf groomer

- Available for all Jacobsen fairway mowers with 7-inch-diameter reels
- Reels can be sharpened while the groomer is attached
- Adjustments are made from the front of the reel
- Shorter roller base allows the cutting head to follow contours closely
- Roller is cleaned continuously, even when the groomer isn't lowered
- Redesigned Poly-V belt is less likely to break if the mower hits an obstruction

*Jacobsen*

[#202](http://golfcourseindustry.com/readerservice)



### Sit-stand stool

- Allows users to work in an upright, standing position with their weight partially supported on the padded seat
- Designed to decrease fatigue and increase productivity
- Mechanism allows easy height adjustment from 22.75 to 33.75 inches
- Ergonomically designed padded seat swivels 16 degrees in either direction and tilts forward 20 degrees
- Triangular base allows close proximity to work
- Handle makes it easy to carry

Lyon Workspace Products

[#206](http://golfcourseindustry.com/readerservice)



### Carryall 295 utility vehicle

- Four-by-four vehicle includes the IntelliTach, quick-change hydraulic tool attachment system
- Four-wheel-drive system automatically senses driving conditions and provides power when needed without the driver having to push any buttons or pull any levers
- Easy-to-operate joystick allows for added precision to maneuver in tight spaces

Club Car

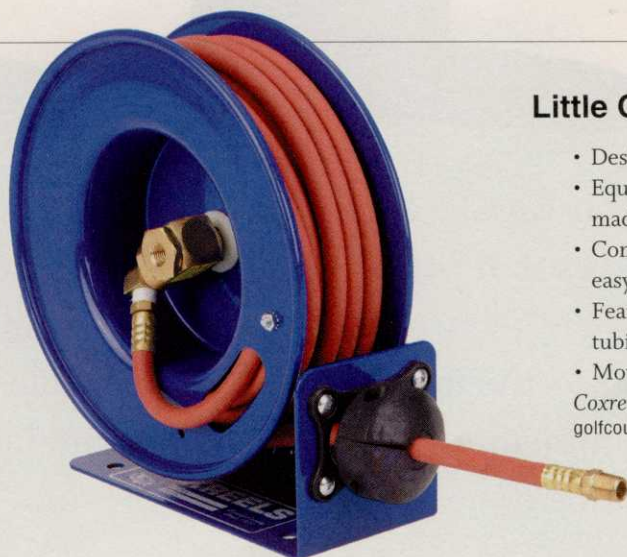
[#204](http://golfcourseindustry.com/readerservice)

### WatchDog sprayer station

- Helps operator to manage pesticide drift effectively
- Includes a weather station that measures wind speed and direction, air temperature, humidity, dew point, wind chill and barometric pressure
- Smaller than a can of soda
- Contained in a UV-stabilized, waterproof, chemical-resistant housing
- Includes an internal compass and built-in GPS

Spectrum Technologies

[#207](http://golfcourseindustry.com/readerservice)



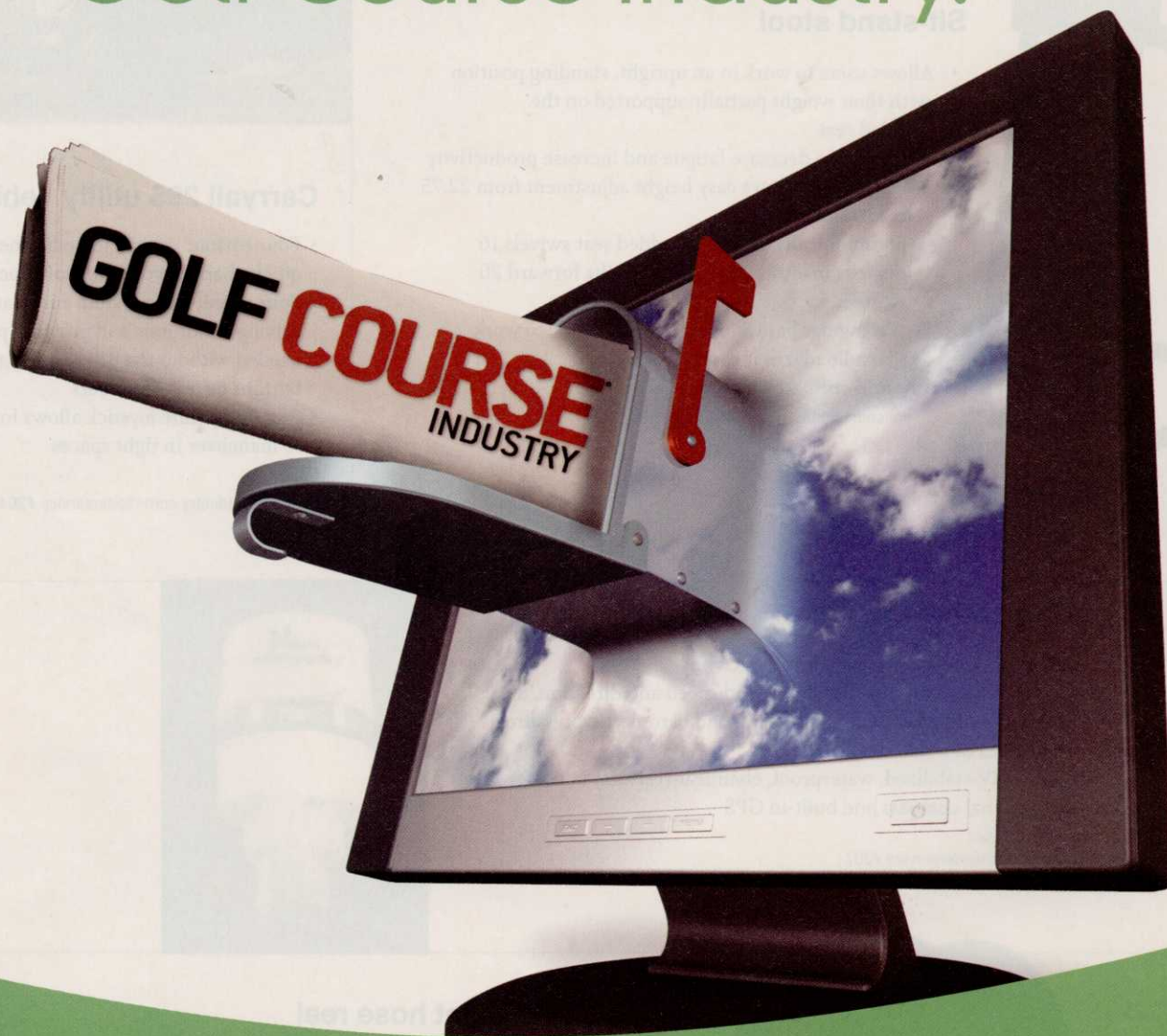
### Little Giant hose reel

- Designed for tubing and air/water applications
- Equipped with a continuous radius, grommet-style tubing guide made of bearing-grade, unique FDA-compliant C-PEP composite
- Contains no rollers for tubing to catch on and a slick surface for easy glide
- Features lower pull tension to reduce the chance of stretching tubing
- Mounts to any horizontal or vertical flat surface

Coxreels

[#205](http://golfcourseindustry.com/readerservice)

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## EU6500is generator

- Produces 6,500 watts of power
- Wave form distortion factor is less than 2.5 percent
- Weighs 253 pounds
- Uses a separate triple chamber construction, a centralized intake/exhaust system and Eco-Throttle design for a reduction of 5 dB at rated load
- High-efficiency-inverter design aids low fuel consumption

Honda Power Equipment

[#208](http://golfcourseindustry.com/readerservice)



## Precision FCI hose-end nozzles

- Series of solid-metal products are designed for site-specific applications, including syringing and cooling greens, applying wetting agents and hand-watering dry spots
- Features stainless-steel, professional-grade diffuser plates with rubber covers
- Precision spray patterns ensure optimum flow rates and uniform droplets
- Models range from 15 to 50-plus gpm

Underhill

[#209](http://golfcourseindustry.com/readerservice)



## Eagle 705/755 wind-tolerant rotors

- Designed to distribute water in persistently windy areas
- Reduces the loss of range without decreasing the distance of throw
- Features an inverse, wedge-shaped spray pattern and larger water droplets
- Flow channel design lessens frictional loss as water moves along the flow path and through the nozzle
- Designed with a 12-degree trajectory

Rain Bird

[#210](http://golfcourseindustry.com/readerservice)



## Veemo dethatcher

- Uses durable, tungsten-tipped blades for maximum thatch removal with minimum surface disturbance
- Three independently floating heads follow ground contours closely without scalping
- Depth setting incorporates locking micro-adjusters on each unit
- Includes a large-volume tank
- Braided, flexible pipes allow for improve heat dissipation

SISIS

[#211](http://golfcourseindustry.com/readerservice)



### 1530 WideSpin topdresser

- Features an updated version of its three-position control unit
- Crews can reduce its noise level quickly while golfers are nearby



- Offers the ability to apply heavy topdressing applications as far as 15 feet or light topdressing applications as far as 30 feet
- Spinner angle is adjustable from zero to 15 degrees
- Offers an accessory cross-conveyor attachment that allows it to be used for material handling

Turfco  
golfcourseindustry.com/readerservice #212

### KRH300A handheld blower

- Powered by a 26.3-cc Kawasaki engine
- Weighs 10.4 pounds
- Produces 450 cfm maximum air volume
- Fuel tank holds 16.9 ounces of gas
- Features low noise and low vibration

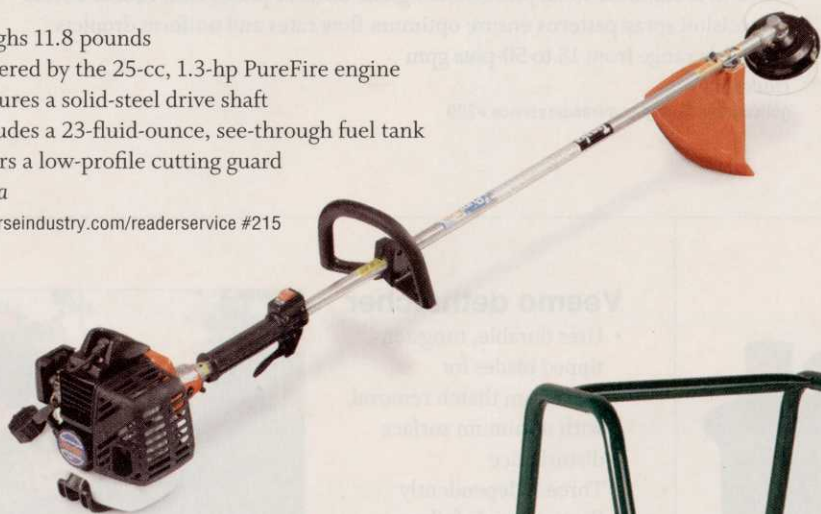
Kawasaki Motors Corp.  
golfcourseindustry.com/readerservice #214



### TBC-255PF grass trimmer

- Weighs 11.8 pounds
- Powered by the 25-cc, 1.3-hp PureFire engine
- Features a solid-steel drive shaft
- Includes a 23-fluid-ounce, see-through fuel tank
- Offers a low-profile cutting guard

Tanaka  
golfcourseindustry.com/readerservice #215



### Bag stand

- Made of powder-coated steel
- Holds full bags or individual clubs
- Can be stacked on top of one another to conserve space

Standard Golf  
golfcourseindustry.com/readerservice #216





## TerraSpike GXi

- Features the same technology that's part of the TerraSpike XF (extra fast) and the TerraSpike XD (extra deep)
- Will offer tighter hole spacing than the XF model
- Offered with a 385- or a 485-rpm drive

Wiedenmann

[#217](http://golfcourseindustry.com/readerservice)

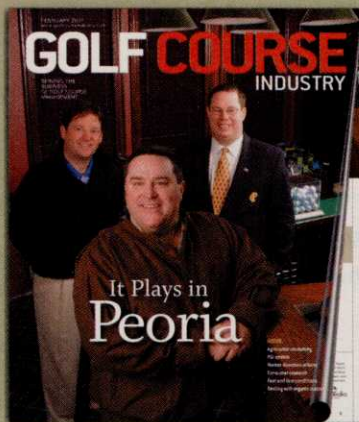


## DT30/DT50 Synergy Series irrigation sprinklers

- Dual trajectory sprinklers
- Equipped with a feature for the main nozzle that allows for an adjustment of 15 or 25 degrees
- Main nozzle adjustment helps the sprinkler to withstand the wind better or avoid obstacles such as trees or bunkers
- Available as complete sprinklers or as conversion assemblies to upgrade existing systems

Toro

[#218](http://golfcourseindustry.com/readerservice)



# FLIP FLIP



# CLICK CLICK

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This year, *Golf Course Industry* is publishing feedback from golfers throughout the United States. We're conducting this research to establish a dialogue between the professional community and golfers. On this page, we'll report trends, likes/dislikes, suggestions and other information we gather through our face-to-face, Web-based and phone research.

## Ooohhh! That looks nice.

**A**esthetics is an integral aspect of the game of golf. Some properties are naturally in the perfect setting; others need more earth-moving and tree-cutting during the development process to become aesthetically pleasing. Like golf course architects and builders, superintendents have a role in making a course beautiful. Maintaining green grass, different heights of cut, striping and tree management are a few examples.

But what might be aesthetically pleasing to one might not be to another. Below are charts depicting what golfers think about the importance of golf course aesthetics.

A random sample of golfers throughout the country were surveyed by Insight Express, a market research company. Golfers surveyed play at least five rounds a year. There were a total of 200 responses and multiple answers were allowed.

### What aesthetics are most important to you when selecting a course to play?

- 76%** Course is in good shape — green grass from the fairways to the rough to the greens
- 10%** Multiple bunkers/sand traps
- 8%** Multiple water-hazards
- 19%** Numerous and mature trees
- 11%** Lack of unrepaired divots
- 64%** Greens that are smooth and consistent
- 17%** At least one 'signature' hole
- 31%** Well maintained tee boxes
- 4%** Other



**If you were to choose between two courses to play and all things were equal, including price, which course would you choose to play?**