

approach to irrigation.

Even with nature's help, Bennington still is required to take some preventive measures throughout the year to make sure the ponds remain healthy. They're inspected daily for any abnormalities, water tests are conducted once a year, and a flail mower is used along the banks of each pond semiannually.

"We purchase flail mowers with a 20-foot extension to get down off the side of the banks," he says. "We spend two hours a month during the summer doing this kind of maintenance."

But nature can't help Bennington with chemical applications. There's a stagnant pond at Bow Creek that requires chemical treatments. For this application, Bennington turns to Turf & Garden to provide him with Aquashade, a dye containing copper sulfate that prevents algae growth. He says a gallon of Aquashade or a case of dry packs can last between two to three years.

Each course has about a \$500,000 annual maintenance budget of which \$110,000 is spent on chemicals and fertilizers. Only \$300 of the chemical spending is for treating the pond at Bow Creek.

The city of Virginia Beach has a contract with Turf & Garden and has been purchasing its aquatic products and other chemicals and

fertilizers from the distributor for more than 10 years.

"Who does the purchasing depends on the cost," Bennington says. "We can handle as much as \$5,000, but anything higher has to go through the city's purchasing department."

With noncontract vendors, Bennington writes specifications and has to generate at least three quotes from companies who meet them. From there, he's required to go with the lowest bidder or justify the difference.

The city's and Bennington's loyalty to Turf & Garden has much to do with the location of the company. Bennington's sales representative is located in a neighboring city and can get him anything he needs within two hours, which has been helpful when Bennington needs a product or part immediately.

Bennington likes the service he receives from Turf & Garden because the company's prices are fair, it's easy to work with and its representative is always available. Turf & Garden's biggest selling point for Bennington is its warehousing option.

"Not only do I enjoy its pricing and location, but it also warehouses all of our chemicals so I don't have to maintain inventory on site," he says. **GCI**

To help maintain stagnant ponds, Bennington applies a dye containing copper sulfate to help prevent algae growth. A gallon of the product, Aquashade, can last as long as three years. Photo: Allen Rockwell



Raven fungicide

- Controls diseases including brown patch, dollar spot, leaf spot, large patch, fusarium blight, necrotic ring spot, fusarium patch (Pacific Northwest only), gray and pink snow mold, and corticum red thread
- Contains two pounds of iprodione per gallon
- Extended residual disease control lasts 14 days or longer
- Offers quick disease knockdown, even while hot and humid
- Begins taking out mycelium in as few as 24 hours after application

Phoenix Environmental Care

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

Raven™

Ronstar Flo herbicide

- Registered for use on dormant established Bermudagrass, zoysiagrass and St. Augustinegrass
- Contains oxadiazon
- Provides preemergent control of goosegrass, crabgrass, annual bluegrass and annual sedge
- Should be applied to dormant turf in late winter or early spring at least two to three weeks before green-up at a rate of two to three pounds active ingredient per acre
- Available in a flowable formulation in a 3.8-pound active ingredient per gallon container in a 2-by-2.5-gallon case

Bayer Environmental Science

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

RONSTAR FLO

LockUp herbicide

- Contains the active ingredient penoxsulam
- Can be used on warm- and cool-season turf
- Provides as many as six weeks residual control of certain susceptible weeds, depending on use rate and environmental conditions
- Shows no compatibility problems when it's mixed with other commonly used turf herbicides
- Accepted for review and registration under the Reduced Risk Pesticide Initiative of the U.S. EPA
- Shows signs it's working almost immediately; plant death occurs in two to four weeks

Dow AgroSciences

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



Hand-crank static discharge reel

- Designed to prevent sparks from igniting in combustible environments
- Configured to handle a galvanized or stainless-steel cable covered with a vinyl-coated wire rope, 5/32 inches in diameter
- Features an integrated drag brake/reel stop to prevent free wheeling and cable uncoiling during storage or transport
- Outfitted with a composite, grommet-style cable guide allowing for even wrapping



Coxreels

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

Direct Connect chassis

- Mounting system for the Cushman work vehicle
- Offers low ground compaction
- Weight distribution is optimized
- Overall length is shorter than the standard tow-behind chassis
- Receiver is mounted directly to the frame rails, using the top existing holes in the frame and two smaller ones in the side

Tycrop

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



Contec DG dispersing granule fertilizer

- Available in 10 formulations
- Slow-release nitrogen source
- Alternative to low-rate foliar fertilization
- Disperse within 10 minutes after contact with water
- Granules melt into the turf, so there's no mower pickup or risk of particle runoff or shoe or ball pickup

Andersons

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



Nitrogen tire inflation system

- Promotes sustainable environmental practices
- Nitrogen is used to inflate tires on Precedent golf cars and Villager 4 hospitality vehicles
- Improves fuel economy, promotes longer tire life and is friendlier to the environment than compressed air
- Generators use membrane technology to pump nitrogen into tires
- Will be extended to other vehicles

Club Car

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



Porous ceramic

- Inorganic soil amendment for use in greens construction
- Meets USGA-recommended root-zone mix performance criteria
- Each particle holds water and oxygen in balance, storing nutrients vital to growth
- Doesn't break down over time like peat

Profile Products

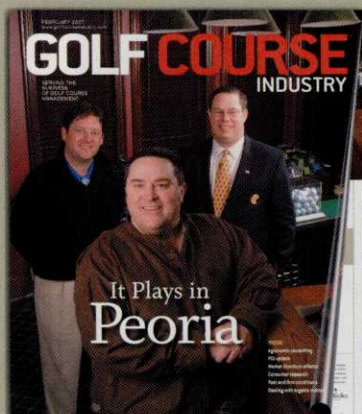
[#207](http://golfcourseindustry.com/readerservice)

Gate valves

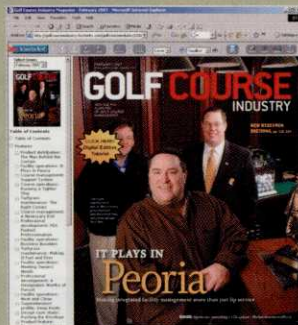
- Feature push-on, flange x flange and mechanical joint connection types
- Fusion bonded and epoxy coated
- Available with a standard 2-inch operating nut or optional hand wheel
- Nonrising stem flange x flange valves are available in 2.5 to 16 inches; nonrising stem push-on and mechanical joint valves are available in 2.5 to 12 inches
- Designed for installation on potable water lines, irrigation lines, waterworks connections and fire systems

Danfoss Flomatic Corp.

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



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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.

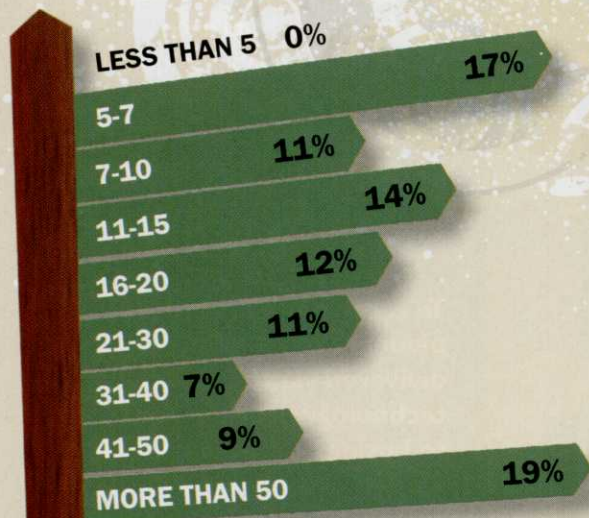
Event golf

We all know the growth of rounds generally has been stagnant the past few years. Golf facility operators have been trying various ways to increase rounds at their facilities to increase profitability. Marketing to different groups such as children, women, families and minorities has been one way. Although a separate issue, retaining these folks is just as important. Charity events and other types of benefits are another. Organized events are a good way to reach people who normally wouldn't play golf. Many operators view this as a key to growing the game.

Below are charts that show how many rounds some golfers played last year and how many of those were part of an organized event. How many group events do you host annually? How much revenue do they generate? Can you host more events? Is it worth it? What effects do these events have on the condition of the course? These are some questions managers should be asking themselves to find a way to increase play at their facilities.

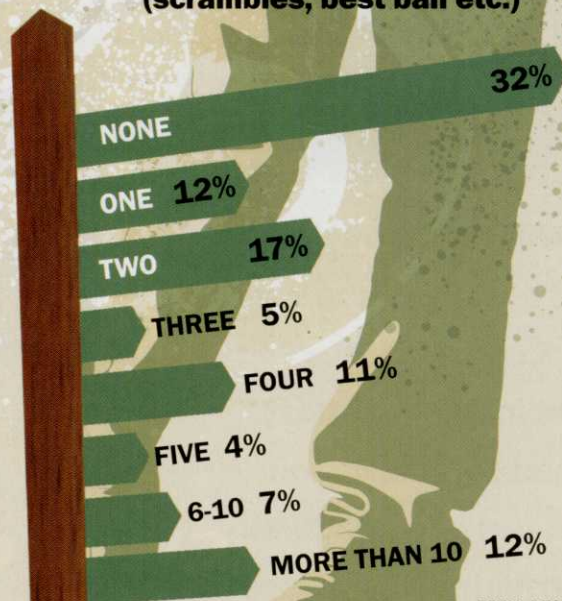
A random sample of golfers throughout the country were surveyed by InsightExpress, a market research company. Golfers surveyed played at least five rounds a year. There was a total of 198 responses. Given the sample size and desired confidence levels, the data tolerance is +/- 7 percent.

Approximately how many rounds of golf did you play in 2006?



TOTAL RESPONSES: 198

How many rounds did you play in 2006 that were organized events as opposed to individual play golf (scrambles, best ball etc.)



TOTAL RESPONSES: 198

Terry Buchen, CGCS, MG, is president of Golf Agronomy International. He's a 38-year AA life member of the GCSAA. He can be reached at terrybuchen@earthlink.net.



EQUIPMENT IDEAS

A better crimper

Bill English, president of Houston-based Bill English Construction Management and Consulting, designed a unique crimper attachment for a riding bunker rake in 1998 when he was overseeing the sprigging of the greens at Black Horse Golf Club in Cypress, Texas. However, the motorized crimper used at the time was only 24-inches wide, and the operator left footprints in the greens. English showed his crimper-design sketch to then superintendent Roger Goettsch, and together they improved the design, built a prototype and used it on the next green sprigged. As a result, the green was crimped three times faster, there were no impressions on the surface, and there was a more uniform depth of cut.

English's latest model is being used at Kohanaiki Golf & Ocean Club in Kona, Hawaii, where he's the project manager and Brian Tanner is the director of agronomy. The newer model is 6-feet wide and about 1-foot tall. The cut-in, stainless-steel discs are $\frac{1}{8}$ inch by 9 inches in diameter and are welded to a 6-foot-long, 2-inch-diameter shaft on 2.5-inch spacings. The shaft is held on to the frame by two large bearings. A strong, safe metal hood on top of the frame allows an employee to stand on it during the crimping operation so the discs can penetrate deeper. It mounts to a riding bunker rake with quick disconnects.

After the sprigs are crimped in one direction, they're rolled with a walk-behind roller filled with water that eliminates the bunker rake tire prints, closes the cut-in area and provides 100-percent contact between the sprigs and greens mix.



Travels
With
Terry

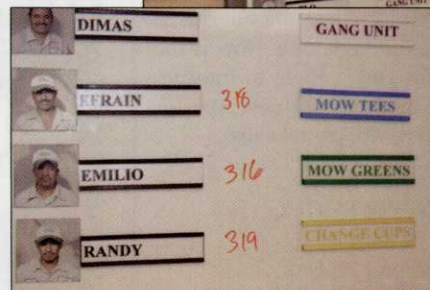
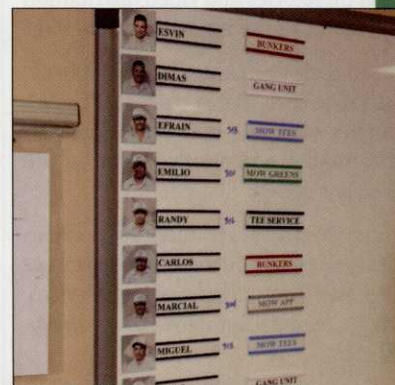
Globetrotting consulting agronomist Terry Buchen visits many golf courses annually with his digital camera in-hand. He shares helpful ideas relating to maintenance equipment from the golf course superintendents he visits – as well as a few ideas of his own – with timely photos and captions that explore the changing world of golf course management.

Name recognition

Darren J. Davis, director of golf course operations at the Olde Florida Golf Club in Naples, designed a simple but effective daily crew assignment board in the employee lunch/meeting room. Davis used 4-inch-by-1-inch magnetic holders for each employee's name, which was typed using a 38 Times New Roman font in Microsoft Word. After all the names were printed on a single page and laminated, each name was cut to fit snugly inside the magnetic holders. The lamination process keeps the surfaces clean and makes for easy routine cleanup.

Instead of writing the daily routine crew assignments with a dry-erase marker, Davis uses the same size magnetic holders with the daily crew assignments for the eight most common daily tasks: mowing greens, tees, fairways, approaches and rough, as well as changing the hole locations, raking bunkers and servicing tees. Each assignment is color coded for each task. The color coding makes it easy to see how many people are performing each task because they can change daily.

The digital color photos of each employee is a nice touch for employee recognition. Each photo is printed on photo paper and placed on a self-adhesive 2.5-inch-by-2.5-inch magnetic holder and then laminated to help keep them clean. All magnetic holders were obtained from Timewise (www.timewiseboards.com). A package of 12 magnetic holders cost \$13.85. The total cost for the holders, lamination and photo paper costs less than \$75. **GCI**



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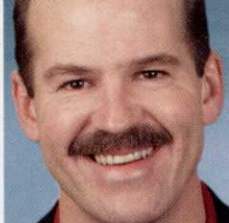
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Pat Jones is president of Flagstick LLC, a consulting firm that provides sales and marketing intelligence to green-industry businesses. He can be reached at psjhawk@cox.net or 440-478-4763.

GRUMPY OLD FARTS

Your honor – and ladies and gentlemen of the jury – I stand here before you prepared to plead guilty to four counts of being a grumpy old fart. Allow me to present the evidence for my own conviction for the offense.

First, as I age, I find myself increasingly unwilling to embrace new ideas. The last really new concept I thought was cool was Ronald Reagan's "Star Wars" Strategic Defense Initiative. That turned out well, didn't it?

Second, my sense of fashion ceased to exist in about 1985. My closet is a tribute to preppyism. It contains hanger after hanger filled with blue blazers, boring striped ties, white button-down shirts and a dozen pairs of khakis. To my credit, I don't own those ultimate preppy status symbols: madras plaid Bermuda shorts and penny loafers.

Third, the books I read these days tend to be exclusively about old, dead white guys. Innovative new fiction? Bah! Instead, biographies of Benjamin Franklin, Thomas Jefferson, Mark Twain, Harry Truman and Albert Einstein fill my bookshelf. I'm a big believer in learning from the experiences of those who've been long moldering in the grave. For me, "deceased" automatically equals "smart."

Finally ... modern music? If I had an iPod, I'd be busy trying to figure out how to digitize and transfer my good old vinyl LPs by Frank Sinatra, James Brown, The Beach Boys, Jimi Hendrix and the Beatles onto it. Sue me, but I like that scratchy old sound. It takes me back to being a pimply-faced, hormone-driven teenager necking with my girlfriend in a dark basement.

So, as I wrestle with the onset of my grumpy old fartism, I began to ponder the meaning of what it means to be a "young buck" versus being "a cagey old veteran" in the superintendent profession. Here are a few observations:

A wise man once said young superintendents make their reputation by spending money while old superintendents keep

theirs by saving money. That might be true as a general rule – particularly at higher-end private clubs that get rid of a veteran and hire a young guy with new, exciting ideas. Yet it sounds like a corollary to the cliché that a conservative is a liberal who's been through an IRS audit. The bottom line is that experience teaches us patience and caution. The question is whether it teaches you when to be selectively aggressive as well.

A track record is exactly that: a list of wins and losses. No one – and I mean no one – goes through 20 or 30 years in this business without making mistakes or being perceived as making mistakes. A young gun is simply a veteran who hasn't yet had the opportunity to screw up royally.

To facilities – don't let a handful of loudmouths force you into a bad decision about a veteran superintendent.

That said, knowledge is collective and grows throughout time. The good young bucks have listened and learned carefully from the grizzled old bastards who've already made those mistakes. In contrast, the not-so-good-young bucks think they know it all because of a piece of paper from a turf school and an internship at Augusta National, Olympic or Pine Valley. Nice credentials, but it won't guarantee you a six-figure salary and the respect of your peers.

On the other hand, there are old guys who've simply stopped learning and trying new things. They get too settled and too comfortable and make the almost always fatal mistake of forgetting whose golf course it really is or by living by the mantra of, "That's the way we've always done it." I don't mean that you don't take the required classes and attend seminars. I mean you

forget to listen and embrace what you hear. There are too many new research studies, agronomic ideas and techniques constantly being generated that you can't afford not to hear and seriously consider them.

I'm guessing, but I'd estimate there's about a 50/50 success rate for the facilities that choose to dump the old guy for the young guy. I don't blame the club, the old guy or the young guy for the situation. It simply happens, like a big pile-up at a dangerous intersection. Politics at the facility change. Old guys get too cozy. Young guys get antsy and figure they're ready for the big job. Like those car accidents, it's usually a "no-fault" situation.

So here's my advice to all parties involved:

To facilities – don't let a handful of loudmouths force you into a bad decision about a veteran superintendent. That old guy's steady hand might be the key factor that keeps the other 90 percent of members or players happy. He might also be the person who saves the golf course when something weird or unexpected happens. Experience matters when push comes to shove.

To the young guys – you know a lot, but admit to yourself that you have so much to learn. You might not think you'll be in your current job forever, but the only thing in life that's certain – besides death and taxes – is your reputation. Protect it like it's a newborn baby.

To the old guys – never, ever get so comfortable that you lose track of the priorities that got you the job in the first place. It's easy just to manage the day-to-day, but don't give up that keen focus on member satisfaction, appeal to public players and that "something new" that commands the customer's attention. If you're resting on your laurels, you lose. You may be an old fart, but you can't afford to be an old thinker.

Maybe it's because I'm a grumpy old fart myself that I tend to be more sympathetic to the folks who have been there and done that ... as long as they don't forget what made them be there and do it in the first place. You can survive, as long as you always think young but act old. **GCI**

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