



As many superintendents can attest to, deer can wreak havoc on a golf course and must be controlled with a chemical deterrent, such as Liquid Fence.



PEST PREVENTION

The pansies superintendent Mike Bankert has growing on the three public golf courses he oversees are not only a treat to the eyes but also to the palates of the local deer population, and he has experimented with numerous control products to curb their snacking.

Recently, Bankert has had success using Liquid Fence at the Myrtle Beach National Golf Course in Myrtle Beach, S.C. Without use of a wildlife control product the annuals would have to be replanted, a time consuming and expensive process for three 18-hole golf courses.

Bankert estimates the cost of maintaining the course's annuals, sans wildlife repellents, is between \$250,000 and \$300,000. Given that his total annual maintenance budget for the three courses is about \$2 million, a wildlife control product like Liquid Fence helps Bankert stay well within his budget range. "Liquid Fence generally costs us about \$400 to \$500 (annually)," he says.

At this price point, Bankert is able to better focus his time on spending his budget on other priorities, such as maintenance workers.

Out of the roughly 40 maintenance employees he has working at Myrtle Beach National Golf Course, only one is responsible for applying the wildlife control product. The product is applied every three to four weeks according to its directions. Ultimately, the amount of rainfall the course receives determines the fre-

quency in which it must be sprayed to remain potent and repelling the deer.

Comparing Liquid Fence to other remedies he has used in the past – such as blood meal and coyote urine – Bankert says there is a noticeable difference. For example, many wildlife deterrent products available to superintendents simply taste bad to the deer. Bankert has noticed that an awful taste does not seem to be enough of a long-term deterrent to drive them away for good. "They kind of just get used to the hot (spicy) flavor and they eat it anyway," Bankert says.

The distinction with Liquid Fence is the product smells bad, eliminating the need for deer to make contact with the plant. A short-term drawback, though, is the deer are not the only ones susceptible to Liquid Fence's scent, Bankert says. "It's very obvious when we spray," he says. However, Bankert has not received any complaints from players and the odor lifts after a day. Bankert will take the short-term smell over costly plant loss.

In addition, Liquid Fence is an all-natural product. And since Myrtle Beach National Golf Course is one step from receiving its Audubon certification, the course is eager to use an environmentally friendly deterrent.

"I would say we probably wouldn't be able to plant certain beds out here if I didn't use Liquid Fence," Bankert says. **GCI**

BETTER RESULTS



Before

After

4-Speed™ XT Saves Contracts

APPLICATION RATE:

1.3 oz/1,000 sf of 4-Speed XT plus spreader-sticker (1 oz/gallon finished spray)

APPLICATION EQUIPMENT:

LT Rich Z-Sprayer, 1/3 gal spray tips

TIMING:

July 13, 2009

SUMMARY:

"This was not ideal herbicide application timing for ground ivy control, but we still had great results on it and all the other weeds on the 4-Speed XT label. As a result, we saved several contracts. We'll be using a lot more 4-Speed XT and other Nufarm products in the future."

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Travels With Terry

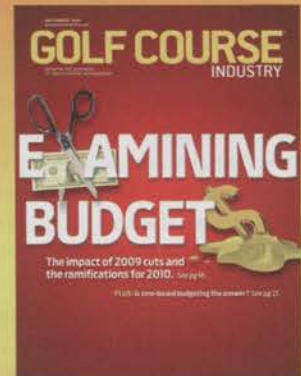
Globetrotting consulting agronomist Terry Buchen visits many golf courses annually with his digital camera in hand. He shares helpful ideas relating to maintenance equipment from the golf course superintendents he visits – as well as a few ideas of his own – with timely photos and captions that explore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

TRAILING ALONG

Rich Bassett, equipment mechanic, and Randall Pinckney, golf course manager, at the Manor Country Club in Rockville, Md., built a generator/portable pump trailer using scrap metal and materials they had in inventory. The Honda EB 5000X generator measures approximately 23 inches by 35 inches and is bolted to the main frame. The FLYGT Ready 4 Pump is used for pumping out standing water in bunkers and puddles. It's stored, along with the 2-inch-by-50-inch discharge hose, in a 15.5-inch-by-23-inch storage area that has a 1-inch wire mesh screen floor. The main frame is made out of 2-inch square hollow tubing and the tongue uses 1.75-inch square hollow tubing. The 16.5-inch wheels and tires are from an EZ-GO golf cart. The labor to build the trailer was approximately five hours.



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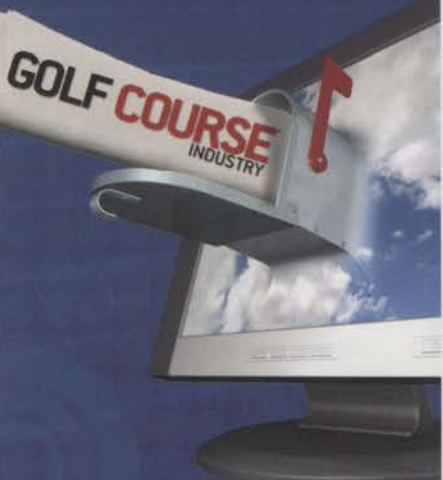
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2010: A GOLF ODYSSEY

I would like to go on the record and report that I'm deeply disappointed with the state of things as we reach the 10th year of the new millennium.

Is it the economy that's troubling me? No. Is it our social ills? No. Is it the lack of civility in American life? No.

Here's the problem: I want my damn flying jet pack! It's almost 2010, for gosh sakes. Where's my robot butler? Where's the "food transmogrifier" that instantly supplies all my tasty meals with one keystroke on my computer? And don't even get me started about the lack of a warp drive on my Jeep.

As my fellow 40-somethings will remember, there were *promises* made to us back when we were just wee sprouts. No wars. No hunger. Benevolent world government. Friendly alien visitors landing in big saucers and giving us cures for all known illnesses. And jet packs! Where the hell are the jet packs?

Instead, we're still sending young men and women to distant hell-holes to fight and die for religion and oil. Stupid, petty political divisions take up far more time and energy than wisdom and statesmanship. More people than ever are starving and jobless. And we're all sitting around waiting for the swine flu to rip us a new one.

What's more, the state of the art in today's technology seems to primarily consist of super-sophisticated video games and an endless array of mobile phone devices that – arrgghh! – link us to the rest of the world 24/7 whether we like it or not. Who thought this crap up?

But seriously folks...

Some things change, some stay the same. In the case of the golf business, here's a quick review of what we've been through in the years since Captain Kirk went off the air:

- We grew to become a serious business. There are 4,000 more golf

courses in the U.S. than there are McDonalds locations. (Would you like fries with that stunning statistic?) More than 40 percent of those courses have opened in the past two decades. The vast majority of those have been for-profit, daily fee facilities looking to turn a buck. In the same time period, the number of private country clubs has essentially stayed the same. If you believe the numbers from Golf 20/20, we are a \$76 billion industry. This is a big business. Period.

- Our technology has improved dramatically. Innovations in chemistry and equipment have, perhaps, overwhelmed us over the years. The old-timers will tell you life was a bit simpler in the days of mercury, cadmium and mowers without solid-state parts and onboard computers. Even the most rudimentary irrigation controllers have software that would blow away the stuff that sent Neil Armstrong to the moon. Genetic tinkering with turfgrass has become commonplace within a few short decades of the time Watson and Crick figured out the double-helix. It's a pretty good tech track record for a recreational pursuit that is basically using a crooked stick to propel a silly white ball into a small distant hole. Those ancient Scottish shepherders would be proud – or appalled.

- The culture of the profession has eroded. Okay, one downside: The tradition of slow advancement, apprenticeship, careful learning and experience that used to dominate the profession of greenkeeping has been supplanted by earning a degree from the right school, doing a few key internships and having connections to the right people in the right places. This has become a "who you know" rather than a "what you know" business. I'm not saying that's bad, I'm just saying that's the way it is.

- Some promises were kept, others weren't. We have become much more recognized as an integral part of the game of golf and salaries and status have grown as a result. On the other hand, we've disappointed a lot of bright young people who jumped into the profession with visions of big-time jobs, rapid advancement and some measure of celebrity dancing in their heads. Bottom line: There simply aren't as many jobs as there are good candidates.

- We have become – at least temporarily – victims of our own success. Golf became sexy, allegedly profitable, highly visible and trendy – at least among developers. Oops. Suddenly we find ourselves with way more tee times than players. Lesson learned, hopefully. But the reality is that supply needs to decrease faster than we can expect demand to rise. Hundreds of courses will go bye-bye before things get better.

- Yet, the glass is still more than half full. Think about entire industries that have tanked the last few decades and why they died. There are three big reasons: online competition, big box stores and being supplanted by a better customer experience. Well, golf can't be replaced by the Web. We're not at risk because of Wal-Mart or Costco. In fact, mom-and-pop operators might be in better shape than big corporate golf right now. And, even though many courses live and die by the economic status of their members, wealth comes and goes. But, if you provide the right customer experience for the right demographic in your area, the sky is the limit. Do it wrong and you're as dead as Sharper Image.

In the end, golf is eternal. I wish I could find words to tell you why... I just know that it is.

Now would someone please go get me a jet pack! **GC**

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