

## Noer Turf Research at Wisconsin Gets \$1000



Oscar Borgmeier, treas., O. J. Noer Turf Research Foundation, presents \$1000 check from Foundation to Dr. L. Engelbert, chmn., soils dept., University of Wisconsin. The money is to be used in financing research into the growth and deficiency symptoms of each of major mineral nutrient elements of turfgrass. Dr. James Love is in charge of this project. At presentation were (l. to r.): James Love, C. G. Wilson, Borgmeier, Engelbert, O. J. Noer and O. O. Clapper, a director of the Noer Foundation.

is selling yourself. All successful supts. that I know have done this. I've been at River Forest for seven years and I have made it a point to become acquainted with as many golfers as possible. I know at least 90 per cent of them at our club. I don't know if this actually constitutes selling myself, but at least when I attend a monthly business meeting, the members don't look blankly at me and wonder who I am. This is a point in my favor.

The logical thing to sell after you have sold yourself is the benefit that will come from the club's buying your suggestion. In the last two years I have been able to persuade our members to make outlays amounting to nearly \$15,000 to improve two greens and several traps and to buy some large pieces of equipment that I knew would greatly ease our maintenance work.

### Take Second Look

At the same time, other departments were putting in bids to make capital improvements that would run the total two-year bill to around \$50,000. For the

past decade River Forest has operated on a pay-as-you-go basis by making special assessments rather than assume any long-time mortgages, such as it did in the late '40s. So, it is natural that the members are going to take a second look at proposals for improvements or expensive new equipment before consenting to ante up anything beyond their regular dues to pay for these things. You can be sure they have to be sold before they are going to spend their money.

To put over the course project, I tried to figure down to the last cent just what it would cost to rebuild the greens and traps. But more important, I concentrated on marshalling all the advantages that would come from making the course improvements, jotting them down as they occurred to me. As for the equipment, I didn't go out and get bids from seven or eight suppliers, as is customary, because when you do this and submit the figures, you know in advance what pieces of machinery you are going to get, providing your request is approved. What

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