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When a battery is stored, the acid in it forms sulphate crystals on the lead plates due to the prolonged inactivity. Then, when the time comes to recharge the battery for use, these sulphate deposits prevent the battery from accepting a charge. POWER★FULL inhibits the formation of these "deadening" deposits. Thus, full recharging is possible even after extended lay-up periods.

POWER★FULL also acts as an acid spray suppressant when the battery is in use. This eliminates the loss of battery acid and prevents the formation of harmful corrosion products around battery terminals and surrounding areas. As a result, POWER★FULL substantially extends battery life.

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ANNOUNCES

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Graffis Swing

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tournament golf was the technicality that left Jack Nicklaus off the U. S. Ryder Cup team . . . That's something to be corrected before kid quarreling about "veto power" by the PGA.

Ray Pettigrew named general manager of the new Liberty Hills CC at Liberty, Mo. . . . Wayne Webster, Jr. succeeds Collin Morris as pro-manager, Glenn G&CC, Willows, Calif. . . . University of North Dakota expects to open its 9-hole Raymond Richards course this summer, says L. R. Marti, director of athletics . . . Course construction was delayed by gales and floods . . . Open Byrnwyck CC 27 holes at Toledo, O. . . . Marvin Rorick, Jr. is president and Robert A. Stranahan III is vp . . . Dan Ross is pro . . . Women can play the 9-hole course any time; the 18 only on afternoons of Sundays and holidays.

The 1966 scholarship fund of Club Managers Association of America distributed \$8,810 to ten schools for aid to students of "Hospitality Management." . . . \$29,535 to 63 hotel school students.

Bill Lyons at his Lyons Den course, Canal Fulton, O., plants trees in recognition of men and women he thinks have done golf and golfers some good.

Frank P. Dunlap, 64, for 11 years superintendent, Baltimore CC and prior to that CC of Cleveland, O., superintendent died recently of a heart attack at his home in suburban Baltimore . . . He is survived by his widow, Peggy, his son John who is superintendent, Oakwood Club at Cleveland, and by three daughters; Mrs. Margaret Comrie, Mrs. Gail Yager and Miss Jane Dunlap, all of Cleveland . . . Frank was rated by his colleagues as a man of high ability and a grand friend in all weather.

Ade Jensen to retire after 23 years as pro at Racine (Wisc.) CC . . . His wife

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GRAU'S Answers to Turf Questions

By FRED V. GRAU

Not so long ago, when the turfgrass industry was an infant, one individual could cover the United States and do a fair job of advising various segments of the industry on virtually every phase of management from agaricus to zoysia. On a limited scale there is still a place for the *generalist*, but the industry has become more complex and sophisticated so that today the specialist occupies the spotlight.

Proper treatment of a disease demands accurate identification by a pathologist. Soil modification and treatment can be handled best by an agronomist. We could continue through botany, weed control, plant breeding, seed and sod production, irrigation and drainage and many more. Suffice it to say that the entire turfgrass industry will grow and benefit in direct proportion to the teamwork that is displayed by each segment working with unified effort.

Turfgrass councils and foundations today represent the best approach to unification of all interests, whether they are organized on a state or regional basis. For many years the industry has revolved closely around golf. State and local associations, superintendents' associations as well as golf associations, more and more are supporting their turfgrass councils and foundations which direct funds into the most effective research channels.

Now we see the mushrooming of sod producers on an organized basis. They have their own problems peculiar to their activities, but recent acreage assessments for research clearly indicate their desire for teamwork.

There has been a tremendous response

of golf clubs, superintendents, groups, sod growers and individuals to the invitation to become part of the Joseph Valentine Living Memorial. This memorial is the international focal point for all who believe in the concept of better turf. Nothing so clearly could tell the world that the turfgrass industry has come of age and is an integral part of everyday living.

Each of us can swell with pride when we think that we are contributing to the herculean efforts in research, teaching and extension by men like Duich, Juska, Daniel, Beard, Engel, Youngner, Goss, Burton, Miller, Davis, Huffine, Roberts, Harper, and many others.

Their ability to perform is directly dependent upon moral and financial support which, today, is coming largely through the efforts of turfgrass councils and foundations.

A council or a foundation is a unified voice which has stature in the legislative halls. Forty years ago the most articulate voice in Pennsylvania's legislature was that of Joseph Valentine—it carried authority! Truly, we have come far!

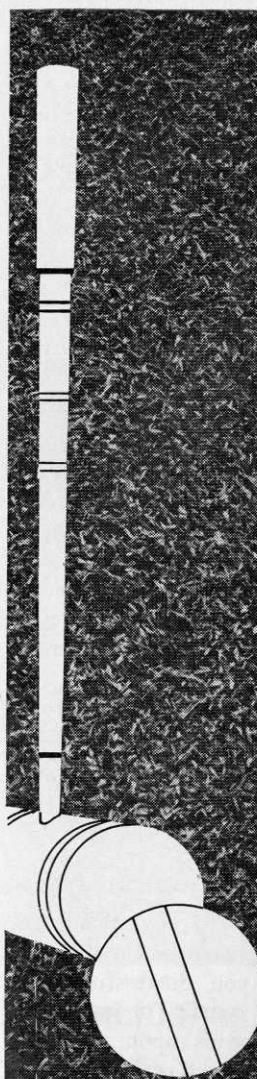
Q.—Our new club just opened and I am having trouble with color on my greens, tees and fairways. When we had a lot of rain our grass was nice and green. Now we pump water out of a river that has a lot of oil in it and I'm wondering if this could be the trouble. Is there any way to filter out the oil? You can smell it as it comes out of the sprinklers.

(New York)

A.—Before your questions can be answered satisfactorily more information is

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GOLFDOM



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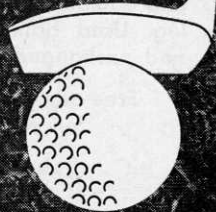
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Fred Grau

continued from page 14

needed on a) soil tests, b) fertilizer, c) water tests. We shall be glad to help when we hear more from you.

Reply to my letter: Sorry I didn't give you more information. I had more problems than just oil. I don't have an oil problem anymore—I took all I could stand and quit my job. My son, who was my assistant, quit at the same time.

Q.—How often should we put calcined clay into our greens?

(Michigan)

A.—This can not be answered satisfactorily with no knowledge of your soil conditions. The introduction of this material can be expected to improve infiltration rate. When water enters the soil slowly and with difficulty it probably is time to cultivate and introduce some calcined clay or a mixture of clay and sand.

Q.—I would like information on correspondence courses at home; also schools for running and keeping golf courses. My work last year consisted of helping to maintain the golf course at this base. I like the work.

(Michigan — an Air Force Base)

A.—We know of no correspondence courses in turfgrass management that we can recommend to you. Successful management of a golf course (or any turfgrass complex) depends upon *educated decisions* concerning the existing conditions. No one successfully has found a way to teach this vast subject short of getting mud and grease under the fingernails and grime in the clothes. Exact subjects (mathematics) can be taught by correspondence. (I once took the course.)

You will be well advised to write to your turfgrass headquarters in your state —Michigan State University, East Lansing, Michigan. Dr. James Beard can be of great help to you. Keep on the course —the industry needs dedicated men who like the work.

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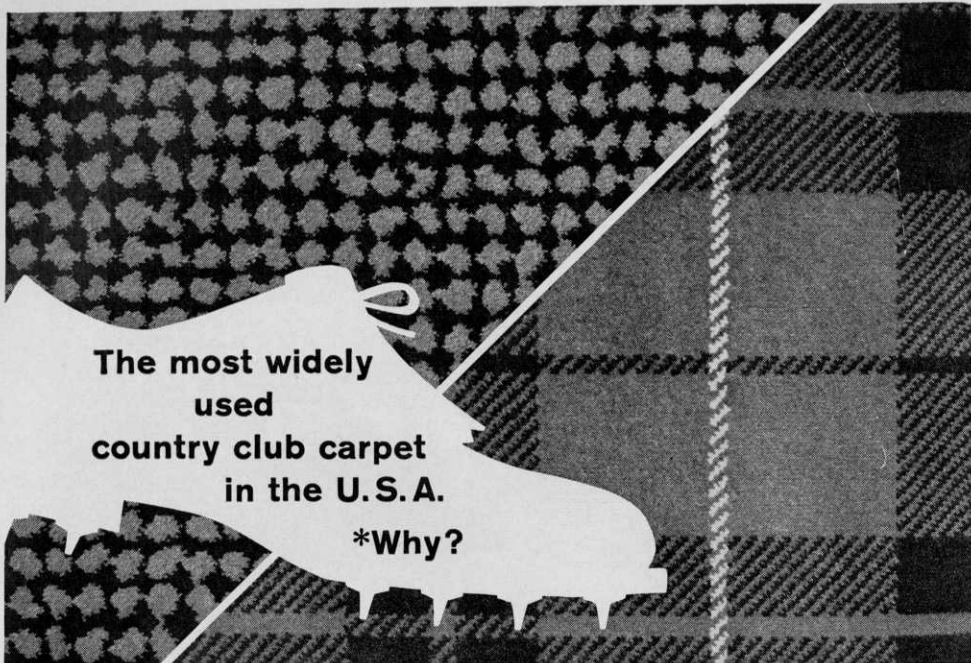
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Accent on management

By KEN EMERSON

Executive Director, National Club Association

The lifeblood of a golf club is in its committees. Here, where members work together in small groups carrying out the programs and fulfilling the policies of the club, are its future officers and boards. Here too develop some of the club manager's difficult communication problems.

Many managers are not aware of the potential that lies in a club's committees. Others fear the forces that often develop here. However, effective managers, realizing the services good committees can render, make full use of them.

In so doing, they reap the benefits of the interaction and cooperative efforts of a cross-section of the club membership, and profit by the opportunity to display their talents and responsibility.

Someone once said that "Committees are groups that keep minutes and waste hours." Though often true it need not be necessarily so.

Members who serve on committees want to make their club appear its best at all times. They are usually trying to improve the service of some part of the club, hoping to make it a credit to themselves and to the general membership.

Given a course of action, and coordination, they will be an asset to the club. It is within the power of the manager to provide both.

The successful manager must perform three essential functions if his committees are to be an effective part of the club organization. He must inform them; he must help set priorities; he must motivate them to action.

All three depend upon his ability to communicate. All three require that he keep in close touch with the committee members. All require that he know something of the basic needs of each individual member.

In order that he may have an informed committee to work with, a manager must make this part of his job a year-round function. Additionally, he must relate the information to the committee's objectives and state it in terms they are willing to accept. In other words, he must show them why they need it in an *understandable vocabulary*.

In establishing communications with his committees, a manager's most effective tool is the agenda.

A draft agenda distributed to the committee members well in advance of the meeting date permits the committee chairman and the manager to inform the committee of the time, place and subject of the meeting. It also provides the member with an opportunity to express opinions on those items he feels are not ready for discussion and to add subjects he feels should be considered.

From these returned drafts, a final agenda can be drawn which will result in a well planned, productive meeting. It is an agenda which the manager can use to guide and inform his committees. It is an agenda which will make each member of the committee feel personally involved in its work. It is, in short, a communication medium that provides the means for both transmission and response of information, priorities, and motivation. •



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