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Last fall, Jim Siegfried found a way to clean it up, without tearing it up—at the height of his club's busy season. With Roundup® herbicide by Monsanto.

Jim is the Greens Superintendent at Losantiville Country Club, Cincinnati, where bermudagrass had become a serious problem on the 18th fairway. To control it, Jim applied Roundup once—while the weeds were still actively growing—right at the start of the Labor Day weekend.

"That's really 'prime time' here," Jim told us. "But after we applied Roundup, we kept the fairway in play the whole weekend, and after. The members played right over it, with no problem."

Since Roundup has no residual soil activity, and won't wash or leach out of treated areas to injure desirable plants, Jim simply took normal precautions against spray drift—and didn't worry about damaging desirable vegetation along the fairway.

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Reinfestation won't be a big problem for Jim, either. He knows that Roundup destroyed the rhizomes of the treated weeds, helping prevent their regrowth.

Jim thinks he'll use Roundup again this year—and apparently some club members hope so, too. "As soon as they saw how good this fairway looks, some of the members started asking when I'm going to do the same for #10, where we have some more bermuda. I'll probably tackle that with Roundup this fall."

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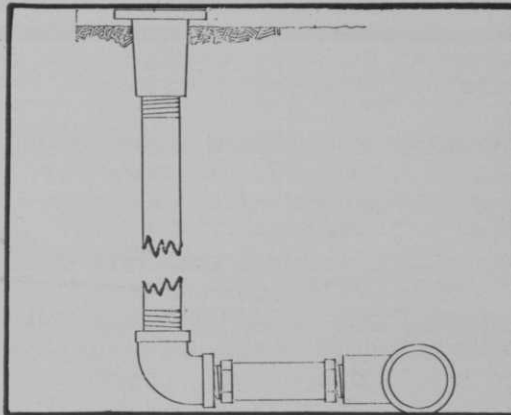


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golf business / january

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The value of a tree is in its beauty and function on the course. One severe winter storm can destroy it. We hope you will do all you can afford to insure the health of your trees.

VOLUME 54 NUMBER 1

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Clippings

Brief bits of news from in and around the golf business . . .

A four-man team of golfers representing the **Michigan Association of Public Golf Courses** managed to beat a team representing the **Ohio Association of Public Golf Courses** at Rosemont Golf & Country Club in Orlando, Florida. Witnessed by at least eight golfers, Bob Jereb, on the Ohio team, hit an alligator with an orange from number six tee.

A government hydraulic engineer has found that most rain gauges that are placed above ground catch five to 15 percent less rain than those placed in pits. He found that the error factor for individual storms ranged from zero to 75 percent. The determining factor was protecting the gauge from the effects of wind.

The **Toro Company** has reported record sales for the first quarter period which ended October 31. It was an increase of 52.8 percent over the same period last year. Toro Chairman McLaughlin said the increase was due to a 59.6 percent increase in sales of snow removal equipment. Snow removal equipment sales accounted for 64 percent of total sales; consumer lawn equipment accounted for 18 percent; professional turf equipment sales was nine percent; and irrigation equipment was eight percent.

Potash Corporation of Saskatchewan has reported a net profit of \$46.2 million on sales of \$210.6 million for the 1978-79 crop year. The company will add another 600,000 ton capacity to the present 5.18 million tons. It has started the first Canadian unit train to alleviate transportation problems to the midwestern U.S.

John R. Hamilton was promoted to Superintendent of the golf course and grounds of the Jack Nicklaus Golf Center at Kings Island near Cincinnati, Ohio. John has been with the Golf Center since January 1974 as Assistant Superintendent under **Richard B. Craig**. Craig is now Property Manager for Taft Broadcasting Company who owns the center. Hamilton graduated from Purdue University in 1973 with a BS, majoring in Turfgrass Science and Management.

Robert L. Miller has been appointed Superintendent of Lakeshore Yacht and Country Club in Clay, New York. Bob was

formally with Enjolie Golf Course in Endicot, New York. He is a Director of the Central New York Golf Course Superintendents Association and a Class "A" member of GCSAA.

Bob Strait CGSA, has been named Superintendent for Deer Creek in Deerfield Beach, Florida. He was Superintendent at Boca West for the past seven years. Strait earned

his degree in turf management from Lake City Community College, in Florida.

Dr. Al Turgeon associate professor of turfgrass science at the University of Illinois has been named professor and resident director of the Texas A&M Research and Extension Center in Dallas. The center has eight scientists, turf plots and plans are in the works to add a turf breeder soon, according to Dr. Turgeon.

Dr. John Street, assistant professor and turfgrass extension specialist at the University of Illinois, has accepted a post as associate professor of turfgrass and turf-

grass extension specialist at Ohio State University. He begins February 1.

The Charles Machine Works has opened a new engineering center at its headquarters in Perry, Oklahoma.

Omega Perennial Ryegrass has been registered by the Crop Science Society of America. It was noted for resistance to brown patch, with resulting superior summer performance in comparison with some of the other varieties. Omega is a 32-clone synthetic cultivar developed by Turf-Seed, Inc., from germplasm obtained from the N.J. Ag Exp. Station.

Idea file

Golf car traffic control

By Ken Mangum, Superintendent, Lagoon Park Golf Course, Montgomery, Alabama.

Golf car traffic damage and control is a problem faced by almost every golf course superintendent. Courses with 200-300 players each day find the problem magnified. Golf cars must be controlled around greens and tees without slowing play. Golfers find it much easier and faster to drive the golf car as near as possible to the tees and greens. As a superintendent, I know the damage that can be caused by uncontrolled traffic.

At Lagoon Park, I quickly realized that I would have the task of controlling damage without slowing play. Lagoon Park, which opened in June, 1978, is the only public course in the Montgomery area. The challenging design and comprehensive maintenance program have made it the most popular course in the area. Along with the heavy play come the problems caused by golf cars.

The only real solution to the damage problem is restricting cars to the paths, but this slows play tremendously and hurts rental revenue. Chain and rope do not appeal to me from a maintenance or player standpoint. Cross tie barricades are too expensive and installation is time consuming.

My goal was to direct wear into areas that are not



in play, rather than try to eliminate wear completely. I have accepted the fact that some wear will always result from heavy traffic and play.

After several hours of thought and conversation, I came up with a method that, after one year's use, has proven very effective in controlling damage without slowing play. I took 6-inch by 8-foot treated posts and cut them into 8-inch sections. These sections had a hole drilled four inches deep into one end. A 10-inch piece of 3/8-inch concrete reinforcing rod was then driven into these holes. Holes were made by driving a 3/4-inch rod into the ground beside the car paths.

These small posts were placed on 3-foot centers beside all greens and tees. They are easily moved for play or mowing. The rods are flexible enough to bend and not damage a golf car. It will give the driver enough of a jolt to let him know he is in the wrong place. Periodic additions of posts change the areas of wear that occur where cars leave the paved paths, thereby enabling the superintendent to save an area from complete destruction.

The expense is small for this method. The treated posts cost \$.33 per 8-inch section and the concrete reinforcing rods cost \$.07 per 10-inch piece. Using 3-foot centers, this computes to \$.13 per foot. I have spent less than \$500.00 and have finished 90 percent of the golf course.

Maintenance costs have been minimal. By using a growth retardant, the areas only required three mowings this season. We spend four to five hours per month straightening or replacing damaged posts. I am pleased with the results and comments I have received with this method. It fits in well with the overall design concept of the park, it is inexpensive, it has low maintenance cost, it adds to the overall appearance of the golf course, and most important of all . . . it works.



News

GCSAA Executive Director resigns

The Executive Board of the Golf Course Superintendents Association of America has accepted the resignation of Executive Director Conrad Sheetz and is actively searching for a replacement. Sheetz had held that position for the past seven years. Palmer Maples, Jr., Director of Education, is acting Executive Director until a replacement is chosen.

Fla. owner/ops. form association

The "Florida Golf Course Owners and Operators Association" was officially named and a committee appointed to draw up a constitution and by-laws in a meeting in conjunction with a course management seminar sponsored by "Florida Golfweek", in late November. Among the decisions reached at the initial meeting were that dues would be \$25, all types of courses would be included, and only one member from a course would be allowed to join. Letters explaining the organization are to be sent to all courses with the first general meeting being held in the Spring.

The organizing committee elected Doug Erb, part owner and general manager of Forrest Lakes GC in Sarasota, as chairman.

Court rule for selective admissions

A federal court has once again held that private clubs, under federal law, can follow selective admissions policies, according to the National Club Association. On October 18th, the U.S. District Court for the Eastern District of Virginia dismissed a complaint that the Salisbury Club's selective admissions policies violated federal civil rights law.

The controversy began when the plaintiff, a black dentist, applied for and was denied admission to the Salisbury Club, a private country club in Chesterfield County, Va. Dr. Wright subsequently sued the club, alleging that the denial was racially motivated and prohibited by federal civil rights provisions. The court answered two questions in its decision: Whether the prohibitions contained in the Civil Rights Act of 1866 apply to private clubs, and are superceded by the Civil Rights Act of 1964; and whether the Salisbury Club was a bona fide private club. The court answered yes to both questions.

Curb EPA with less funds

Pennsylvania Congressional Representative Coughlin told the Chemical Specialties Manufacturers Association at a recent meeting that industry should use the appropriations process to "get control" of the Environmental Protection Agency and other regulatory agencies. Coughlin, ranking minority member of the Subcommittee on HUD—Independent Agencies, House Committee on

Appropriations said that "Every year, every agency of the government has to ask for its money and justify what it is doing." He added that he thought industry's use of the appropriations processes to curb agencies activities was very poor.

Rep. Coughlin said that if Subcommittee members have the information in the form of examples of ridiculous regulations, something can be done. He emphasized that industry has to get information on problems it was having to members.

Rep. Coughlin stated that "agencies should do the research first and have facts before they regulate." He said that regulations are often made before the research is done.

Courses financed three ways

There are basically three different approaches to operating a real estate development golf course, according to Jack Kidwell, president of the American Society of Golf Course Architects.

1. DAILY FEE—During the first few years especially, developers may elect to open the course to the general public on a daily fee basis. This helps promote interest in the course and the development, and

sustains the club until there are enough members to support it on a private basis.

2. NON-EQUITY SEMI-PRIVATE OR PRIVATE CLUB—If there are enough project residents, the course might be operated as a non-equity private club, with the members paying an initiation fee and annual membership dues. Many development courses are operated on this basis from their inception, Kidwell told GOLF BUSINESS, and there are sometimes open to non-resident members at higher fees. Under this arrangement, the developer still controls and operates the club for the membership, and hopefully realizes a profit from the operation.

3. MEMBERSHIP-OWNED EQUITY CLUB—Private equity golf clubs are organized so that each member of the community buys an equal share in the ownership of the club, represented by a stock certificate or bond. The membership may be automatic or optional with the land ownership, and the cost is built into the prices of the land or buildings.

Additional information is contained in a brochure, "Planning the Real Estate Development Golf Course", available from the American Society of Golf Course Architects, 221 N. LaSalle St., Chicago, IL 60611.



From left to right, Drs. Paul Rieke, Ken Payne, Dale Harpstead, John Kautmann and Joe Vargis break ground for Michigan State University's new Hancock Turf Field Lab. The facility will centralize turf research at MSU. It is expected to be completed by Spring.

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Each attachment secures to your Turf-Truckster's chassis in minutes, through Cushman's pin-disconnect system. You don't bolt or hitch, but just put the attachment in place,



snap-in two or three pull pins and you're ready to hit the turf.

And every optional Cushman Turf-Care attachment is engineered to get its job done neatly and in as little time as possible.

1. GREENSAVER® AERATOR.

The Greensaver lets you aerate greens, tees or other turf areas up to 10 times faster than walk-type units.



It attaches easily to either the 3- or 4-wheel Turf-Truckster. Choose the drum best suited for your turf: 1/2" coring tines, 3/8" coring tines or slicing tines—they are all interchangeable. What's more, both coring drums collect cores as you aerate. Or remove the side plates and return the cores to the turf to be broken up as top dressing.

2. SHORT BOX & FLATBED/BOX.

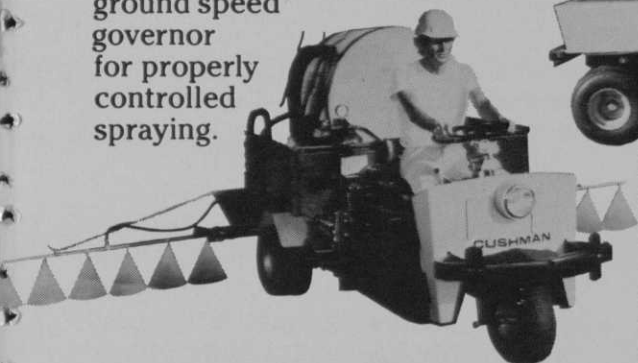
2. SHORT BOX & FLATBED/BOX.

Your Turf-Truckster becomes a flatbed hauler with just two pull pins in place. Bolt on the optional side panels and tailgate to the flatbed, and you've got a 1,000-lb. capacity* box that can be dumped manually or hydraulically.



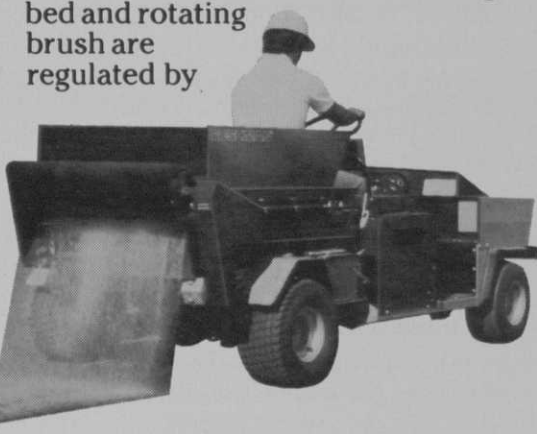
3. SPRAYER.

It's a 100-gallon polyethylene tank that holds liquids for spraying greens, trees, bushes or roughs quickly and accurately. Team it with the Turf-Truckster equipped with a standard 2 to 1 auxiliary transmission, optional PTO and ground speed governor for properly controlled spraying.



4. TOP DRESSER.

Compared to self-powered or walk-type top dressers, this unit pays for itself in the hours it can save your crew. A rubber fabric moving bed and rotating brush are regulated by



the vehicle's ground speed to maintain an even spreading pattern over a 31½" swath. And the hopper holds up to 1,000 lbs. of material from rock salt to powdered fertilizer.

5. SPREADER/SEEDER.

Mounted on the optional Short Box or Flatbed/Box, its cyclone action spreads up to 300 pounds of seed, sand, salt or fertilizer over areas up to 40' wide. The Spreader/Seeder is powered by the Turf-Truckster's optional PTO with extension shaft. And since all controls are operated from the driver's seat, one man can get the job done.



6. QUICK AERATOR.

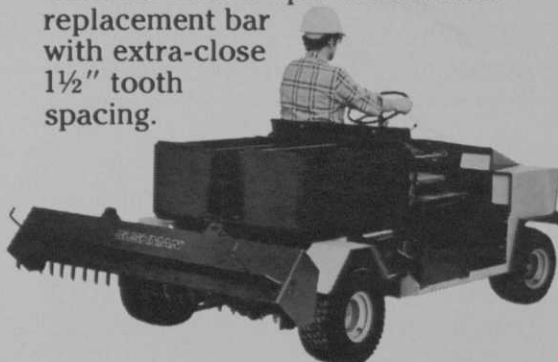
We call it the Quick Aerator because its 46" wide swath lets you finish big aerating jobs fast. It can also move from job to job fast, because it can be



hydraulically lifted by controls from the driver's seat for ground transport (optional hydraulic system and dump set required). Three tine styles are available for different soil conditions: slicing, coring (2 sizes) and open spoon.

7. GRADER/SCARIFIER.

Now you can groom non-turf areas with your Cushman Turf-Care System. Attach the new Grader/Scarifier to your Turf-Truckster and you're ready to break up compacted dirt on ball diamond infields or golf car pathways. As a professional grading tool, it will keep your grounds even, or create new surfaces. There's a built-on dragmat holder, driver-operated controls and an optional scarifier replacement bar with extra-close 1½" tooth spacing.



8. POWER CONVERTER.

The Cushman Power Converter turns your Turf-Truckster into a mobile power plant for electric tools, floodlights . . . anything with a universal motor that draws up to 120 volts DC. So, instead of bringing every repair job back to the shop, your crew can handle them in the field. The Power Converter is inexpensive, easy to install and makes your Cushman System even more versatile.



9. CUSHMAN RUNABOUT.

If you need a vehicle for moving people and equipment efficiently, consider the Cushman Runabout. Either the two-man 18-hp Runabout, or the one-man 12-hp model. Both give you maneuverability and feature a big pick-up box, and 3-speed transmission. And both Runabout models let your crew get to the job without tying up a golf car that could be on the course earning a profit.



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Superintendent skills

By Ronald C. Frame



A management consultant from Oklahoma City, Ron Frame has conducted seminars for GCSAA for four years and for the Southern Turfgrass Association for

two years. He has consulted directly for a wide variety of firms and was with the University of Oklahoma Health Sciences Center, Director of Human Resource Management and lecturer in health administration. He has authored a management manual for GCSAA, and has authored or co-authored various professional journals in the hospital and banking field.

Management's #1 ingredient: Those managed

During those times of our lives dedicated to working and learning and struggling as a non-professional, non-manager worker, our focus was on the promise of achieving a professional role; first, assistant superintendent perhaps, the **SUPERINTENDENT!**

It isn't difficult, when a working stiff, to perceive the role of the professional. Being exposed to solid training under a savvy superintendent meant that his knowledge of turf, equipment and supplies was being passed on daily. Such wisdom and judgement in

matters of earth and rain and growing things came hard, but it was there to be absorbed and tested. Such training, along with more formal exposures was good preparation for the manager's position.

Healthy ambition in a pre-professional, that urge for the responsibility for a golf course is a good thing. A motivator. An achievement-oriented challenge. Learn to do **things** well and it will come. Right?

But confidence in turf technology, in acquired judgement regarding the fragile relationships between earth, rain and growing things (and the golferes)—these are not solely the areas of concentration that, once achieved, maintains one's superintendency.

Having focused on a superintendent's position while in a subordinate role, now, as a superintendent, the focus—at least a major segment of the total—must be back to the workers on the course.

For what keeps the superintendent in business? A good fairway mower helps. So does the greens mower, the fertilizers, the pesticides, the irrigation systems and all the other organic and inorganic tools of the trade. But, most of all, the superintendent is kept in business by the people who push, guide, spread, operate, swing and are engaged in all the other action verbs appropriate to course maintenance. It has been said that "without people, the rest is junk."

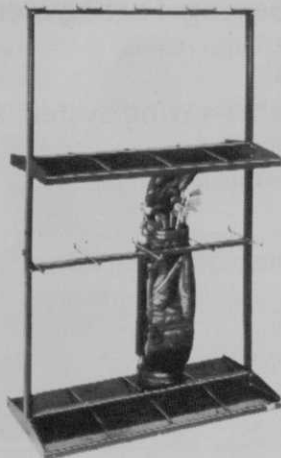
A good crew can make a technically average superintendent look great. A poor crew can ruin an excellent one. To a large extent the difference between "good crew" and "poor crew"

lies with the superintendent. There are familiar phrases that go like this: "He's still feeling his way around, but he's a helluva boss" and "He really knows his business, but I could never work for him again." Those comments tell our story. Wherein lies the key to success in this business? Knowledge, understanding, patience, experience in large doses and applied to **both** physical and human resources.

To define management in its most simple terms as **getting things done through people**, is to strongly underscore the critical value of those being managed to the personal success of the manager/superintendent. Without this necessary and rational focus, the superstar of golf course maintenance can become the fallen star of golf course superintendency, simply because career ascendancy is fueled by those doing the work.

What shape does such focus by the Superintendent take? There are many things, but all require the basic understanding that, while the boss **directs**, the worker **does**. Thus the manager has to do whatever necessary to make sure the **doing** complies with the standards set for course condition. Otherwise, the manager has done himself a disservice in the eyes of those who sign his check.

In later columns, we'll discuss some of the specifics of a productive focus by the Superintendent upon those managed. Meanwhile, as you tour the course and evaluate the work being done, through people, keep saying to yourself: "But for them, there go I."



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