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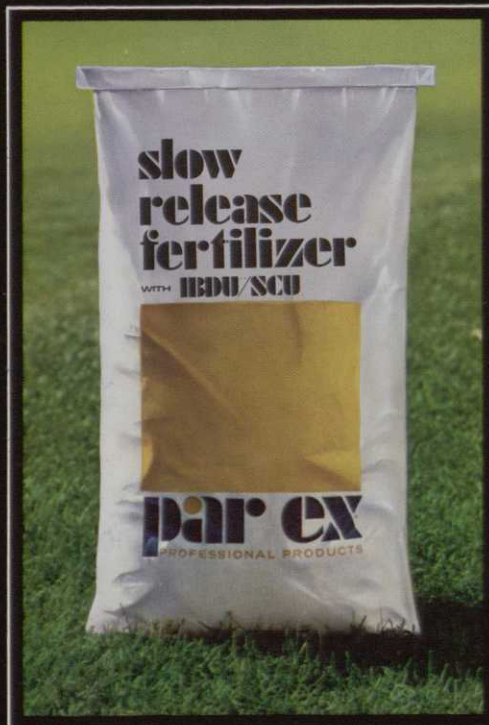
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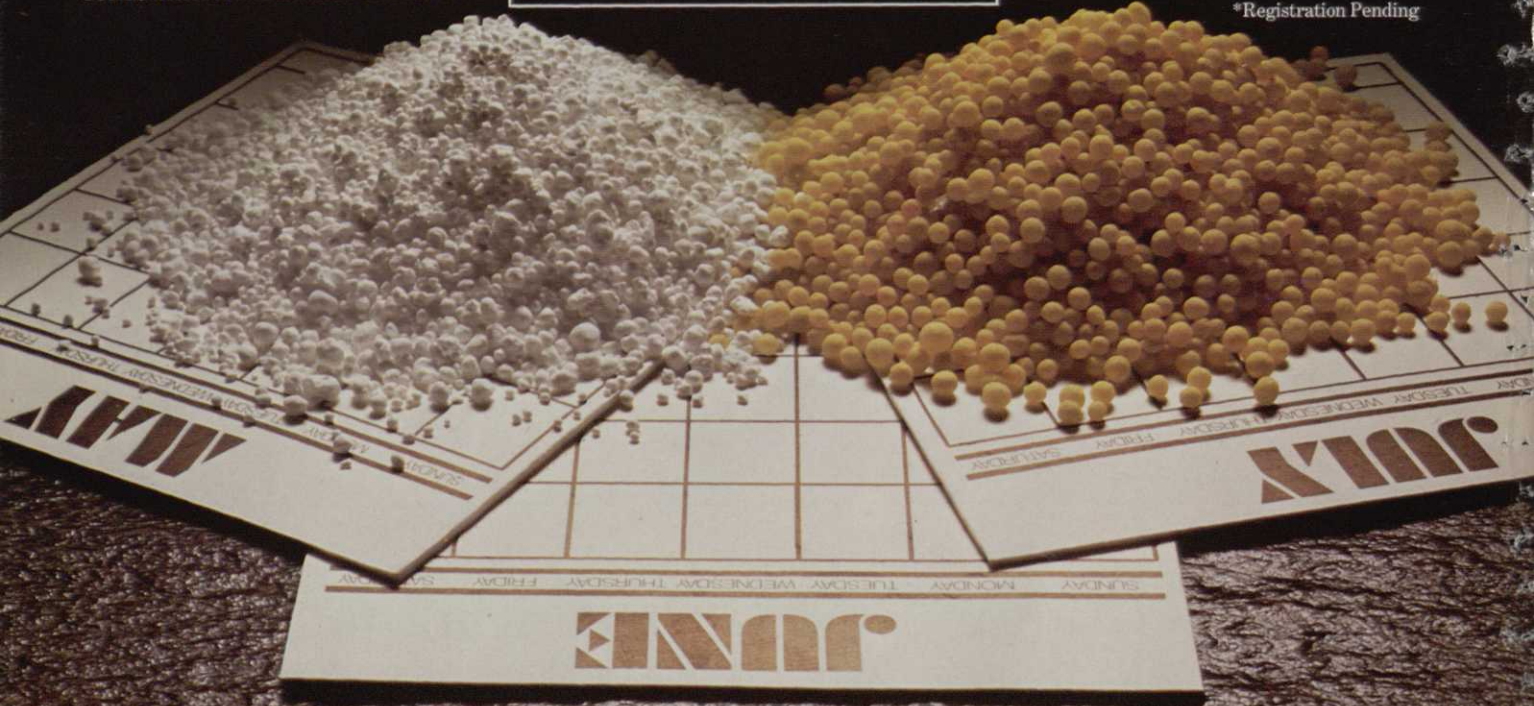


before available in a single fertilizer. It gives your turf all the benefits of IBDU, the highest performance slow release nitrogen available, with the proven benefits of a high quality prilled Sulfur Coated Urea. Plus, there's water soluble urea to get your turf off to a fast, green start. IBDU/SCU fertilizers are available in a variety of complete mixes, custom formulated to regional turf requirements.

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February/1981

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FRONT COVER: Bob Johnson, President of Illinois Lawn Equipment, Inc., in Orland Park, has built one of the finest distributor facilities in the country.

GB Clippings

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

Charles "Bud" Quandt, Superintendent at Pasadena GC in St. Petersburg, Florida told of the advantages he received from a diesel engine in his greens mower in a recent article in Florida Golfweek. The four major advantages were: "1. Reduced fuel consumption, 2. Labor savings, 3. Less maintenance, 4. Increased equipment life. He went on to say that the unit now has over 200 hours of trouble free operation, while suggesting that the oil should be changed often, the air filter made more accessible, and a fuel-water separator be installed to increase life expectancy. The diesel-operated unit has saved an hour per each nine holes mowed for Bud.

Dr. Fred Grau recently informed us that he represents Compost Plus to all golf courses, golf architects and builders, not just in the Northwest, as was reported in this column earlier.

Speaking of Dr. Grau, we recently received an update on the activities of **The Musser Foundation**. The foundation raises money in many ways, one of which is free-will contributions. The money is then used to make high-yield safe investments which provide a steady income which is then used to support carefully-selected Research Fellowships at turf-oriented institutions throughout the country. Fellowships have been provided for study of the *Ataenius* beetle, fusarium on bluegrass, microclimate in turf, physiology of water stress and drought resistance of turfgrass, and many others. The foundation needs your support and in turn supports turfgrass management.

The Long Island GCSA has recently elected new officers. They are: **Edward Fufaro**, President; **Peter Bass**, Vice president; **Richard McGuginees**, Secretary; **Peter Ruggieri**, Treasurer; and **James Manka** and **Robert Matthews** as Directors. The association as recently added three new members:

John McPike, Rockville Links; **Richard Capparelli**, Rockaway Hun Club; and **John Oliva**, Atlantic Irrigation Specialties.

The United States Navy has revised and included fungicides on its wall chart of **Emergency Medical Treatment for Acute Pesticide Poisoning**. The chart lists types of pesticides, how and where they act in the human body, how they enter the body, the toxicity of the pesticides, the symptoms they produce, the treatment that needs to be given to an affected person and the medical tests required. The chart can be obtained from: Officer in Charge, United States Navy Disease Vector, Ecology & Control Center, Box 43, U.S. Naval Air Station, Jacksonville, FL 32212.

The National Golf Foundation has announced the winners in the second annual **Harry C. Eckhoff Award** contest, which honors excellence in publications and newsletters produced by golf-related organizations. Winners in Club and Course Newsletters were: 1. **Pointe's**, submitted by Travis Pointe CC in Ann Arbor, Michigan; 2. **The Divot**, submitted by editor Alex Summers of Rancho Bernardo GC in San Diego, California; and 3. **Bel-Air Chips**, submitted by editor Ann Berger of Bel-Air CC in Los Angeles. Winners in State and District Golf Associations and PGA Sections were: 1. **The 1980 Michigan PGA Yearbook**, submitted by Doug Findlay, executive director of the Michigan Section of the PGA of America; 2. **New England Section PGA Yearbook 1980**, submitted by George S. Wemyss, executive director of the New England Section PGA, Inc.; and 3. **Annual Report - G.A.M.**, submitted by E.M. Erickson, executive director of the Golf Association of Michigan and **South Florida PGA 1980 Annual**, submitted by Roger P. Ganem, executive director of the South Florida Section of the PGA. Winners in the State and District Golf Associations, PGA Sections and GCSAA regions, (less than annual) were: 1. **Minnesota Golfer**, a quarterly submitted by Warren Rebholz, executive director of the Minnesota Golf Association;

2. **FORE**, a quarterly submitted by Marilyn Palin of the Southern California Golf Association; and 3. **South Carolina Golfer**, a quarterly submitted by editor Ben Davies, published by the South Carolina Golf Association. Winners in All Other Golf Publications were: 1. **The Arizona Golfer**, a monthly submitted by editor/publisher Alice Wrobley of The Arizona Golfer; 2. **Florida Golfweek**, a weekly submitted by editor/publisher Charles Stine; and 3. **The Carolinas Golf Reported**, a weekly submitted by publishers/editors Roy Brown and Richard Sink.

John L. Ufheil has been named executive vice president of Mallinckrodt, Inc. of St. Louis. Ufheil is a graduate of Bradley University in Peoria, Illinois.

Philip J. Tralies has been promoted to vice president of administration for the Polaris E-Z-Go division of Textron, Inc. He has served as controller for the past year. Tralies will be responsible for control and administrative functions for Polaris E-Z-Go golf cars.

John Welch has been named Senior Sales Representative of Specialty Products in the northeast region for Stauffer Chemical Company's Agricultural Chemical Division. He replace **Ernie Koch** who retired in July.

W.A. Cleary Chemical Corp. of Somerset, New Jersey, has announced that **James H. Strimple**, Ph.D., has joined the company and will assume the responsibility of manufacturing manager.

William Lee Stevenson has been appointed to the position of Director of Engineering for Ransomes Inc. of Johnson Creek, Wisconsin. Ransomes is manufacturers of the Bob-Cat lines of snow throwers and lawn and turf equipment. Stevenson has a degree in Agricultural Engineering from Iowa State University and is a registered professional engineer.

There's No Mistaking Smithco Quality

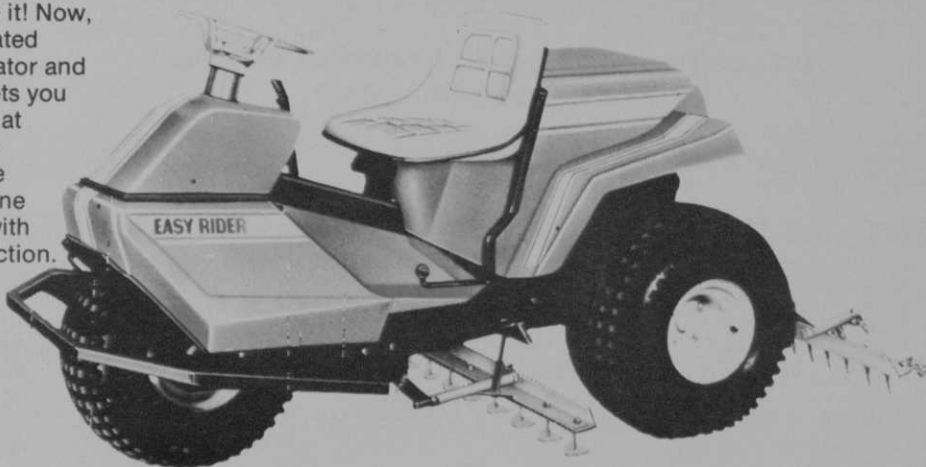
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ASSOCIATION

New York State honors turf leaders

The New York State Turfgrass Association recently honored four of its leaders for outstanding contributions to the group. The Citation of Merit, the highest award the Association bestows, was presented to Ed Worthington of the Ed Worthing Corporation in Saranac Lake. Ed, known to most as "Uncle Ed", has been involved with the turfgrass industry since 1935 and has been a strong NYSTA supporter for many years. His "Turfgrass Gazette", published since 1960, has been a familiar piece of turfgrass literature for customers and industry and educational people. Ed is also active in four of New York's Golf Course Superintendent's

Associations.

Robert A. Russell, Vice president of J. & L. Adikes, Inc. of Jamaica, was feted for outstanding and unselfish contributions to NYSTA. Bob has been a strong supporter of NYSTA, is a Past Director, and is responsible for the computerization of the Association's records. He is also First Vice president of the American Seed Trade Association, Secretary-treasurer of the Lawn Institute, and a participant in many other local turf associations.

Dr. Richard Smiley of Cornell University was presented with a plaque in recognition of his years of service as liaison between NYSTA and Cornell. That position has now been assumed by Dr. Marin Petrovic.

A plaque signifying thanks for service as President of the New York State Turfgrass Association was awarded to Melvin B. Lucas, Jr. Mel

is currently President of the Golf Course Superintendent's Association of America and is extremely active in all turfgrass areas.

CONSTRUCTION

GC development is strong despite high interest

Although high interest rates caused some projects to be shelved during the past year, a higher-than-expected number of golf courses are on the drawing boards for 1981, according to Dick Phelps, President of the American Society of Golf Course Architects.

"It appears that private developments incorporating golf courses are strongest in the southeast and west," Phelps told *Golf Business*, "but we are encouraged by the interest shown in all parts of the country."

The ASGCA president noted that municipalities throughout the country continue to explore ways to provide additional golfing facilities. Some are adding a second nine to a nine-hole course, while others are considering another 18 holes.

"In addition to the continuing strong interest in new golf courses by both developers and municipalities," he added, "more and more existing courses are calling in golf course architects to develop master plans to modernize the current layout."

"Modern equipment and golf balls have made many hazards obsolete. Also, heavy play has made it necessary to increase the size of the tees and possibly remodel several greens. Water retention ponds are being added as an aesthetic and practical improvement." Depending upon the amount of work outlined in the master plan, clubs are programming the work over a period of up to five years.

If you want more information on master planning, you can write ASGCA at 221 N. LaSalle St. in Chicago, IL 60601.

PESTICIDES

Pesticide safety record shows little misuse by pros

Author Keith Barrons recently put
Continues on page 9



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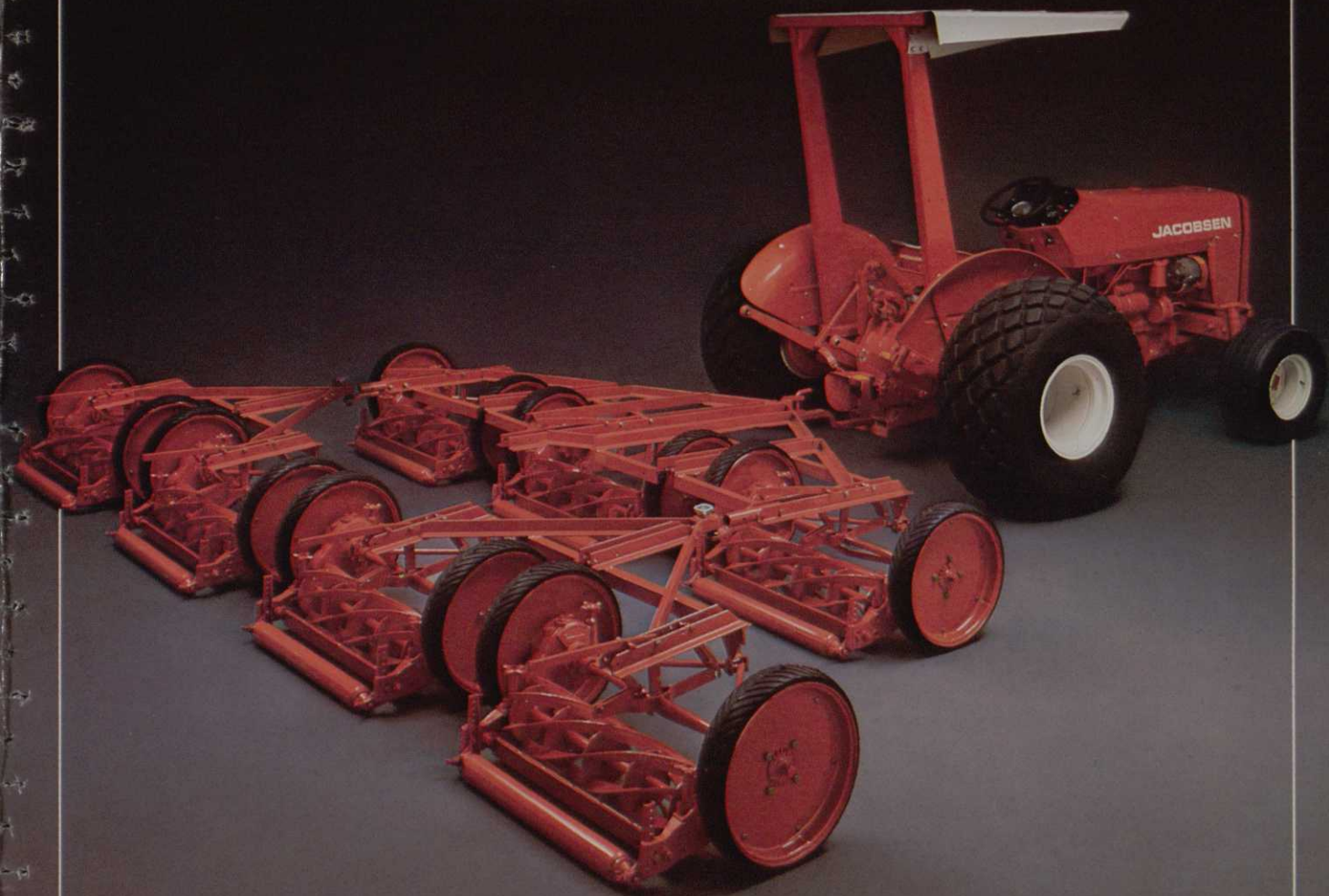
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Publisher's Point



figures on pesticides and safety into perspective in an article in *Farm Chemicals*. Barrons, who has written two books and discovered dalapon herbicide, cited data from the National Center for Health Statistics as published in *Vital Statistics of the United States* and National Study of Hospital Admitted Pesticide Poisonings, published by the Environmental Protection Agency.

According to Barrons, "The U.S. Environmental Protection Agency (EPA) has made estimates of the deaths associated with pesticide exposure (accidental plus intentional) by projection from data recorded by representative hospitals.

Deaths have went down from 152 in 1956 to 52 in 1974. Most of the non-occupational deaths involved drinking pesticides stored in unmarked bottles, having storage areas accessible to children or incompetents, grossly careless use of fumigants or poison baits, and allowing children to play around a loaded sprayer where valves could be opened. The EPA estimates that nearly 40 percent of non-occupational hospital admissions were children under five years of age.

REGULATION

Congress now has power to veto new pesticide regs

A bill sponsored by Rep. William C. Wampler (R-Va.), senior Republican on the Agriculture Committee, and Rep. Kika de la Garza (D-Texas), chairman of the House Agriculture subcommittee on department investigations, and passed by the 96th Congress, gives the House and Senate authority to veto any proposed federal controls on pesticides. It also provides formal methods for scientists to evaluate major studies used as a basis for regulation by EPA.

Any new pesticide regulation would have to be referred to Congress for at least 60 days. If neither the house nor any committees took action within that period, the regulation would go into effect. If either adopted a disapproval resolution, the regulation would remain before Congress for an additional 30 days.

Those who were primarily responsible for organizing and implementing last month's International Turfgrass Conference and Show in Anaheim certainly earned kudos - credit for an achievement - in the highest sense of the term. Speaking from the critical eye of past working experience with GCSAA's annual gathering, it was an outstanding conference and show in every respect. Special kudos to the headquarters staff in Lawrence for their efforts and professionalism in carrying to successful conclusion the numerous events and activities that made the 52nd Annual Conference and Show outstanding.

My principle regret after the week in Anaheim was the fact that less than 50 percent of the nation's superintendents attended. Yes, the number of conferees seems to increase each year and new attendance records are set. However, the fact remains that less than 50 percent of the profession is taking the initiative to attend and take advantage of the greatest concentration of useful information and displayed products in the world for the turf maintenance industry. Upon returning to Atlanta, I decided to contact several superintendents and learn why they didn't attend. Here are some of the answers I received.

"I thought you had to be a GCSAA member to attend." I quickly answered with an emphatic no. The association sponsors the conference and show and provides some activities for GCSAA members only, but the educational sessions and exhibits are open to all those who register. The registration fee for non-members is a few dollars higher; but insignificant for what you gain by attending.

"I was really busy and couldn't take the time to go." This is definitely a worn-out excuse. Unless the world is on us, we can make the time and plan ahead to do most anything we want. For those who

continually can't find the time to pursue additional projects and interests, several of the educational sessions in Anaheim would have been of great benefit to you.

"The trip to the West Coast was too expensive. I didn't put it in the budget." There is no doubt that many budgets were tight, but generally money can be found for good purposes. Ideas picked up at a national conference can, and often do, save the course more than it expended to get the superintendent to the conference. Additionally, what is seeing the world's largest turf maintenance trade show worth to you and your course? In my opinion, a great deal.

"I didn't think my boss would approve me going to the conference." This reason was given numerous times. In most cases, when pinned down, the individual never asked; just assumed that the answer would be "no". If developing your skills, professionalism, and personal growth are important to you, don't make negative assumptions when considering opportunities that enhance your development. Several green chairmen told me that they were not aware that their superintendent was eligible to attend or that he wanted to attend. Each in turn, said they would have authorized the trip had they been approached.

Next year after the New Orleans conference and show, I hope that I can report that the majority of the profession was in attendance. Mark January 31-February 5, 1982 on your calendar now and make sure New Orleans is in your budget.

For many of you, there are still regional turf conferences this spring, in your area, which you should plan on attending. These conferences provide outstanding educational programs and in many cases, exhibits. Check the 1981 Golf Business Calendar of Events for the nearest conference to you. . . and no excuses.

This series will tell you what the distributor will do for you and how you can get all he has to offer

The role of the distributor in turf maintenance



Andy Lawyer, Turf Specialist, and **Joe Cravens**, President, run Cory Orchard Supply Company, a major chemical distributorship in Indianapolis.

A nice showroom is necessary and is a small part of the overhead a distributor must carry.

A golf course cannot be maintained without equipment. Equipment purchase is one of the major investments of a course and maintenance protects that investment. The distributor's role is that of a source, both for the initial investment and the resources with which to protect it. A superintendent must depend upon his distributor for the parts and service he needs. The distributor de-



pends upon the superintendent to buy from him and keep his business alive.

Very large sums of money are involved when major pieces of equipment are purchased. The distributor recognizes the need to keep the buyer happy with that piece of equipment. He knows the superintendent won't be happy if it is sitting in the shop waiting on parts and the course needs to be mowed, fertilizer spread, and/or pesticides applied. Distributors have, and are working on new, methods to facilitate the customer and at the same time keep overhead low so that they can be competitive in the marketplace.

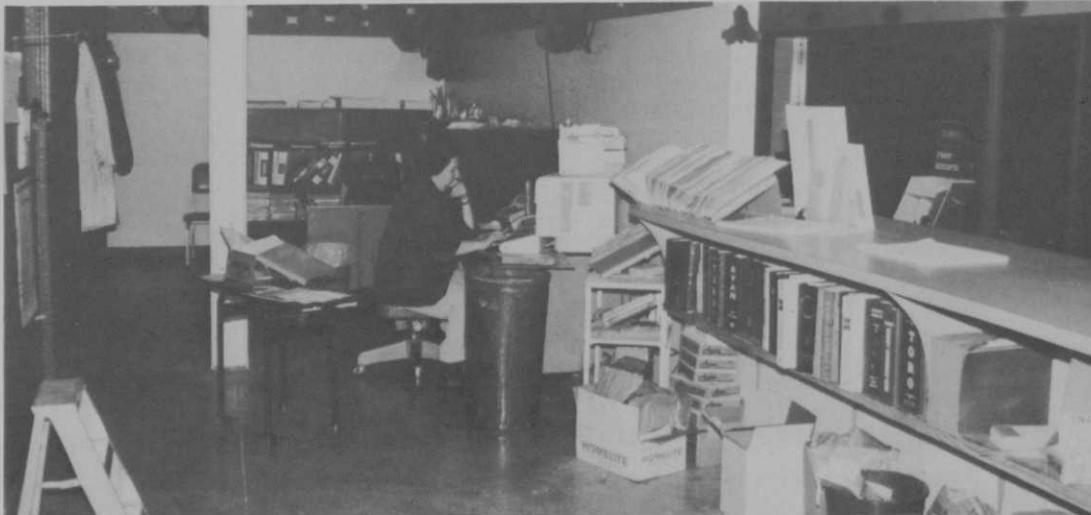
What is a distributor?

If you ask a golf course superintendent what a distributor sells, he would reply: "Turf equipment and chemicals." If you ask a distributor what he sells, he would most likely reply: "We sell our distributorship to the customer by selling high-quality merchandise and backing it up with service."

Selling is a term that falls easily
Continues on page 14



Jim Kenney owns Kenney Machinery Corporation in Indianapolis. It has been operating since 1938.



A quick and smooth system for filling parts orders plays a role in the success of a distributor.