

Golfdom

October 2000
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4. If you work for a golf course, how many holes are on your course?

- A 9
- B 18
- C 27
- D 36+
- E Other (please specify) _____

Signature _____ Date _____

1. My primary business at this location is: (fill in ONE only)

- GOLF COURSES**
- 01 10 Daily Fee/Public
 - 02 20 Semi-Private
 - 03 30 Private
 - 04 40 Resort
 - 05 50 City/State/Municipal
 - 06 55 Other Golf Courses (please specify) _____
 - 07 60 Golf Course Architect
 - 08 70 Golf Course Developer
 - 09 90 Golf Course Builder
 - 10 105 University/College
 - 11 100 Others Allied to the Field (please specify) _____

2. Which of the following best describes your title? (fill in ONE only)

- 12 10 Golf Course Superintendent
- 13 15 Assistant Superintendent
- 14 20 Owner or Management Company Executive
- 15 30 General Manager
- 16 35 Director of Golf
- 17 70 Green Chairman
- 18 45 Club President
- 19 75 Builder/Developer
- 20 55 Architect/Engineer
- 21 60 Research Professional
- 22 65 Other Titled Personnel (please specify) _____

3. What is your facility's annual maintenance budget?

- 23 A More than \$2 Million
- 24 B \$1,000,001-\$2 Million
- 25 C \$750,001-\$1 Million
- 26 D \$500,001-\$750,000
- 27 E \$300,001-\$500,000
- 28 F \$150,001-\$300,000
- 29 G Less than \$150,000

Please send **Golfdom** to the following people at my organization:

Name _____
 Title _____
 Name _____
 Title _____
 Name _____
 Title _____

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102	114	126	138	150	162	174	186	198	210	222	234	246	258	270	282	294	306
103	115	127	139	151	163	175	187	199	211	223	235	247	259	271	283	295	307
104	116	128	140	152	164	176	188	200	212	224	236	248	260	272	284	296	308
105	117	129	141	153	165	177	189	201	213	225	237	249	261	273	285	297	309
106	118	130	142	154	166	178	190	202	214	226	238	250	262	274	286	298	310
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108	120	132	144	156	168	180	192	204	216	228	240	252	264	276	288	300	312
109	121	133	145	157	169	181	193	205	217	229	241	253	265	277	289	301	313
110	122	134	146	158	170	182	194	206	218	230	242	254	266	278	290	302	314
111	123	135	147	159	171	183	195	207	219	231	243	255	267	279	291	303	315
112	124	136	148	160	172	184	196	208	220	232	244	256	268	280	292	304	316



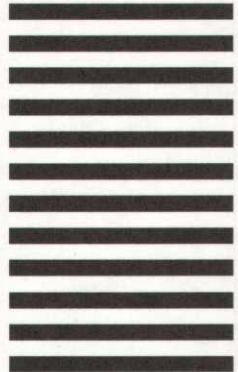
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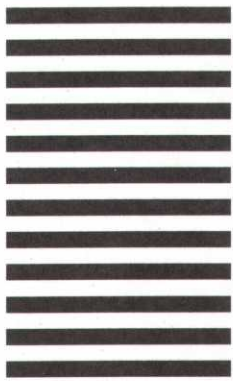
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Real-Life Solutions

■ LOCUST HILL CC, FAIRPORT, N.Y.

Less Water, Looks Great

Wetting agents allow superintendent to irrigate less while maintaining quality turf

BY LARRY AYLWARD
EDITOR

Rick Slattery's explanation for minimum irrigation holds water.

Slattery, superintendent of Locust Hill CC in Fairport, N.Y., is not one for watering the night crawlers out of his course. Too much water, he says, can cause multiple problems.

"Heavy water use promotes *Poa annua*, as well as fungus and disease problems," Slattery says. "It also affects the course's playability."

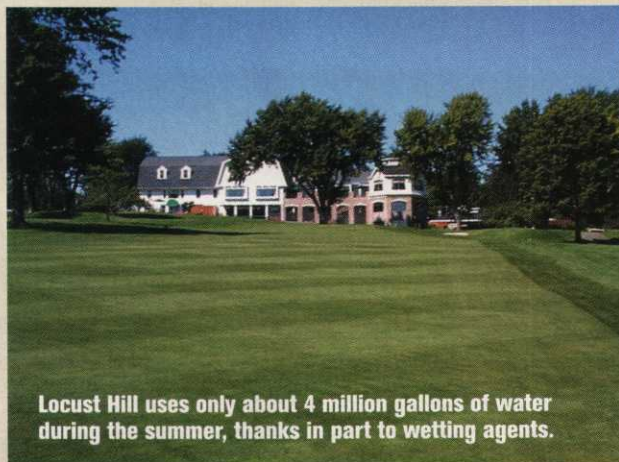
More water usage equates to a bigger budget because

Problem

Superintendent Rick Slattery was looking for a way to reduce his water usage without sacrificing the look of his golf course.

Solution

Slattery is using less water and maintaining quality turf with the help of a soil penetrant and a soil surfactant.



Locust Hill uses only about 4 million gallons of water during the summer, thanks in part to wetting agents.

more money is spent on pesticides, Slattery notes. He also believes he will soon be taxed by the state for using water drawn from the Erie Canal. "We're getting to the point where even effluent water will be taxed someday," he adds.

Slattery is all for new ways to reduce water usage. But that, he admits, isn't as easy as it sounds.

The problem

Slattery realizes that today's golfers demand to play courses that are thick with soft, lush and glistening green grass. Translation: The courses are watered heavily.

"When golfers allow superintendents to water less, which will cause courses not to look as pretty, we can do more of the right things for the environment," Slattery points out.

When courses are watered less, they require less pesticides to control *Poa annua*, fungus and other dis-

eases. But if that's the case, those same courses won't be as soft and green as golfers like them.

Slattery knows it's wishful thinking to cut back on water use for the sake of the environment and let a course succumb to scattered hot spots and a lighter shade of green. He knows golfers wouldn't accept such "shoddy" conditions. But Slattery also isn't willing to turn up the water to give golfers what they want while sacrificing his personal agronomy plan.

However, Slattery has found an answer to appease himself and golfers.

Solution

Slattery is using less water and maintaining quality turf with the help of wetting agents, specifically Aquatrols' InfilTRx Soil Penetrant and Primer 694 Matrix Flow Soil Surfactant. "We needed something — because we were watering less — to keep

the course looking green," he says.

Slattery began using the soil surfactant on his course's greens about four years ago. The soil surfactant establishes and maintains a downward and lateral water pattern that ensures uniform movement of water and chemicals into the root zone, according to Cherry Hill, N.J.-based Aquatrols.

"We've noticed a major difference in the greens," Slattery says. "When the greens dry out and get crusty, we apply the soil surfactant and the dry areas disappear. The greens look good and play firm and dry."

Slattery injects the soil penetrant, which he has used for about three years, into his irrigation system. It's designed to help the irrigation system distribute water uniformly and penetrate the root zone more effectively. This reduces run-off and evaporation.

Outcome

Slattery says most courses in the area use 15 million to 20 million gallons of water on 18 holes during the summer. Locust Hill uses about 4 million gallons.

Because Slattery has reduced watering cycles, the course is also more apt to take a hard rain. Hence, Slattery's course is open with golf car use the day after a 3-inch rain. The soil penetrant has also helped Slattery

control dry and wet spots, as well as uneven wetting.

"We start injecting the irrigation system in the spring with 10 gallons of the soil penetrant per 1 million gallons of water," Slattery explains. "I go through a 55-gallon drum every year that costs about \$950."

That's not much, especially when one considers that Slattery says he spends about 75 percent less than other area courses on a year's supply of fungicide.

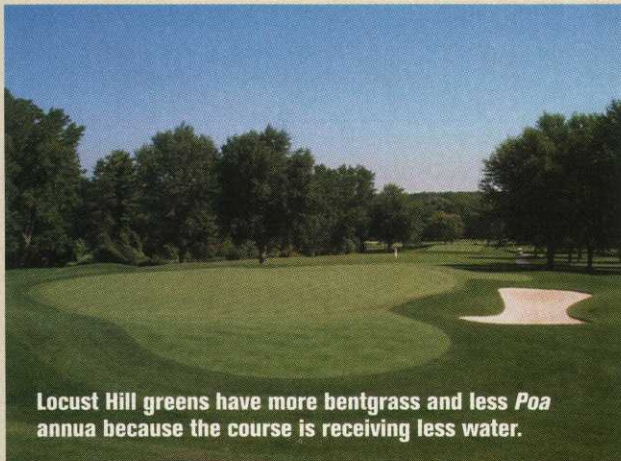
Locust Hill also has more bentgrass because the course is receiving less water. Slat-

So Slattery was guarded when he was approached by an Aquatrols representative, who wanted him to try its soil surfactant products.

"But [the representative] said the products were safe and wouldn't cause phytotoxicity," Slattery recalls of the meeting. "So I gave them a try on a limited basis."

That was four years ago.

Slattery, a veteran superintendent of more than 30 years, began at a course in New Hampshire "when we didn't have all of this high maintenance," he says of



Locust Hill greens have more bentgrass and less *Poa annua* because the course is receiving less water.

ttery explains that *Poa annua* dies if it doesn't receive enough water. "We have a reliable and consistent golf course for all seasons," he adds.

Comments

Slattery used other soil surfactants before and had problems with phytotoxicity, which caused the grass to turn slightly yellow. Despite the positives of surfactants, Slattery says it wasn't worth applying them because of the damage they did.

today's technology for maintaining golf courses. Later, Slattery worked as an assistant at the prestigious Oak Hill CC in nearby Rochester and experienced the high-maintenance end of the business.

But the challenge-minded Slattery wanted a job at a course where he could maintain quality turf without using all the pesticides required for high-maintenance.

He's doing that at Locust Hill. ■

Leaders

PEOPLE ON THE MOVE

The board of directors of American Golf Corp. named industry veterans **David Pillsbury** and **Joe Guerra** as co-CEOs.

The following superintendents recently received their certification:

Chris E. Booty, New Orleans CC, New Orleans; **Greg F. Jetter**, Spring Valley GC, Milpitas, Calif.; **Douglas J. Lewis**, Wawashkamo GC, Mackinac Island, Mich.; **Andrew G. Maxey**, Ross Rodgers GC, Amarillo, Texas; **Patrick E. Mertz**, Matheson Green GC, Northport, Mich.; **Louis S. Quick**, Anglebrook GC, Lindendale, N.Y.; **Leon V. Sanders**, Pine Tree CC, Birmingham, Ala.; and **Richard V. Wakefield**, International CC, Fairfax, Va.

Turfgrass Producers International elected **Earl V. Slack** president. Slack is director of southern farming operations for Pacific Earth Resources.

Alexander Marshall was promoted to maintenance operations manager of Environmental Golf. Prior to joining the company in 1995 as an estimator and agronomist, Marshall was superintendent of Brierwood CC in Hamburg, N.Y. The company also named **Susan Crawford** director of golf management. She was previously West Coast regional director for the Palmer Management Group.

Bali Hai GC in Las Vegas named **Richard Friedemann** its superintendent.

Scott J. Mendenhall was named the construction manager and superintendent for Thunderbirds GC in Phoenix.

Heritage Eagle Bend Golf & CC in Aurora, Colo., named **Matthew Molloy** as director of golf and **Roe Sherrbert** as superintendent.

Edward Beidel Jr. was named vice president and director of golf services for Daft McCune Walker, a golf course architecture firm.

Western Golf Properties named **Hugh Edgmon** as president and CEO.

Laurent Reinhardt was named international sales manager for Rain Bird International.

Christopher Hayman, a junior at California State Polytechnic, received the 2000 Ronald Fream Scholarship. Hayman majors in ornamental horticulture with an emphasis in turfgrass management.

Riverdale Chemical Co. promoted **Curtis Clark** to business development and marketing manager. He had been the company's marketing manager since 1998, and previously was with Troy Biosciences.

John Westerdahl was named division sales manager for the western United States by Lebanon Turf Products.

Lisa Bernsh was promoted to marketing coordinator for its Northeast and Western regions by Otterbine Barebo. She was previously a marketing assistant with the company. **Angela Alesihah** was hired by Otterbine Barebo as marketing coordinator for its Southeast and international regions.

Ken Dierks was named vice president of operations for VGM Golf.

Let us know about your people on the move. Send information/color photos to *Golfdom's Frank Andorka* at 7500 Old Oak Blvd., Cleveland, 44130. Fax information to 440/891-2675 or e-mail to fandorka@advanstar.com.

Tips:

Stopping Oil Leaks

You'll never see blades of grass covered in black goop and struggling for sunlight on the evening news the way you saw sea turtles or pelicans coated in the wake of the Exxon Valdez oil spill. But oil leaks from maintenance equipment can damage a superintendent's job security as easily as an oil tanker leak harms the environment.

Eric Kulaas, administrator of the online mechanics' discussion group *turftech.com* and shop foreman at the Renaissance Vinoy Resort GC in St. Petersburg, Fla., teamed with Scott Kane, technical services manager of the Fluid Connectors Group for Cleveland-based Parker Hannifin Corp., which manufactures hydraulic hoses and fittings, to provide superintendents with tips on how to stop oil leaks:

■ Check hydraulic systems on a regular basis.

Kane says people don't always realize that hydraulic hoses and fittings wear out, so regular inspections can prevent a worn hose from bursting. Kane suggests inspecting the hoses at least quarterly, although monthly inspections would be better.

■ Find the true source of the leak.

Most everyone assumes hydraulic leaks emanate from leaking hoses, but that's not always the case. But Kane says that if a leak occurs at a fitting and drips down the hose, it might look to a casual observer as if the hose is leaking. But if it's the fitting, repairing the hose won't solve the problem.

■ Watch for unusual patterns of wear and tear.

It's not enough to spot a worn hose and replace it, Kulaas says. Unless you figure out why the hose is worn, the new hose you install will wear in the same way. It may take more time to do a full system diagnostic, but you'll save yourself unnecessary costs in the long run.

■ Replace worn parts with comparable equipment.

It doesn't pay to rig up a hydraulic system with parts you found lying around the shop, Kane says. Each piece of equipment has specifications for servicing its hydraulic system that you should follow during repairs, he says. Attempting to replace worn equipment with non-specified parts could produce wear and tear that could lead to further — and possibly worse — leaks. Kane recommends that you find out what the Society of Automotive Engineers (SAE) rating is for your hoses and fittings before buying replacements. Match replacement parts accordingly.

■ Get service training from a manufacturer's representative.

Each manufacturer has different requirements for service, so make sure that you and your staff are trained by someone from the company that produced your equipment, Kane says.

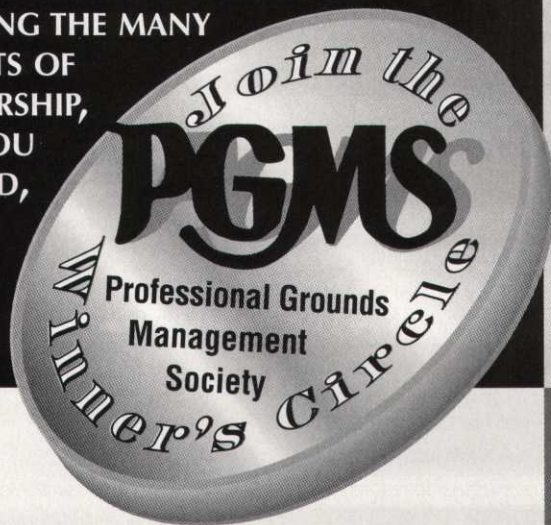
■ Make sure the hoses are routed properly on equipment.

Kulaas says he has seen situations where improperly installed hoses rubbed on sharp edges of the equipment. The sharp edges quickly wore down the hoses and leaks resulted. Periodic inspections will save you headaches in the end, he adds.

Kulaas says proper inspections of hydraulic systems can prevent small leaks from getting worse — saving time, money and headaches for superintendents.

"Get to know your machines intimately so that the slightest problem will immediately jump to your attention," Kulaas says. "The better you know the machine, the more easily you'll be able to spot something before it becomes a major leak on the 18th green."

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The Company Line

■ PRODUCTS & SERVICES



▲ All-surface loader

All Season Vehicles (ASV) introduces the RC+30 All Surface Loader, which weighs 2,850 pounds and fits in the back of a pickup truck. The RC+30 uses an advanced rubber-track undercarriage, which allows the vehicle to transverse the earth with low ground pressure. But the machine also has the power, traction and ruggedness to dig, grade, backfill, sod and remove snow, according to the company.

For more information, contact 218-327-3434 or

CIRCLE NO. 200



◀ Topdressing attachment

Terracare Products introduces a heavy topdressing attachment that easily installs on all models of its Topper line of topdressers. The topdressing attachment enables a topper to lay down in one pass up to one-half inch of topdressing that's 5.5 feet wide.

For more information, contact 608-429-3402 or

CIRCLE NO. 204

Web site

GreenSuccess.com is a new Web site geared toward the needs of owners and operators of businesses in the green industry. It features online payment calculations that enable superintendents to design custom payment schedules. It also includes links to local satellite and weather sites, as well as a list of equipment manufacturers.

For more information, contact 888-560-2835, www.greensuccess.com or

CIRCLE NO. 206

Soil penetrant

Precision Laboratories introduces Hydrix Soil Penetrant as another tool for superintendents to use in the battle against large, hard-to-wet turfgrass areas. Hydrix is formulated to facilitate the uniform penetration of water and nutrients quickly past hydrophobic barriers, such as thatch, and into the root zone, according to the company. The penetrant can be broadcast or injected into irrigation systems.

For more information, contact 800-323-6280 or

CIRCLE NO. 207

Zoysiagrass

Seed Research of Oregon has added Companion zoysiagrass to its line of products. Companion was chosen by breeders as a good replacement for many existing vegetative and seeded zoysia varieties that are difficult to germinate and establish from seed or plugs. Companion is formulated for faster germination and establishment, yet has low fertilizer and water needs, according to the company.

For more information, contact 800-753-0990 or

CIRCLE NO. 201

▶ Stump grinder

Bluebird International introduces a stump grinder, which includes a 14-inch diameter blade with carbide-tipped teeth. The machine offers a variable cutting depth up to 12 inches. Users have more operating stability and control with the HiPower Double FV drive belt, according to the company.

For more information, contact 303-288-5880, www.bluebirdintl.com or

CIRCLE NO. 203

Weather display unit

Davis Instruments' new Weather Echo lets you view multiple weather conditions on one easy-to-read screen. Designed for use with the company's Weather Monitor II and Weather Wizard III home weather stations, it's a compact, wireless display console that fits in the palm of your hand.

For more information, contact 800-678-3669, www.davisnet.org

CIRCLE NO. 202



Micronutrient blend

Growth Products offers Big Fore (4-0-0), a crystal-clear solution that contains 4 percent each of nitrogen, sulfur, iron and manganese. It can be safely tank mixed and sprayed with herbicides and insecticides. Fore can be used for foliar and soil applications to cor-

rect problems like compound deficiencies and chlorosis. Formulated for year-round application on various turfgrass, it can also be used in the early spring on trees and shrubs.

For more information, contact 800-648-7626, www.growthproducts.com, or

CIRCLE NO. 205

▶ Stakes, pins

Reliable Golf Course Supplies introduces the Multi-Directional Mowover Marking Stake and the Range Distance Pin. Both can be run over by mowers and golf cars from any direction and immediately return upright without breaking. The stakes and pins are made of polycarbonate and are available in red, white, blue, yellow and green.

For more information, contact 800-274-6815, www.reliablegolf.com or

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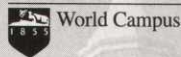
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Golfdom's Joke of the Month



Watching from the clubhouse overlooking the #10 green, we saw a foursome approaching. Just as they finished marking their balls, one of the guys suddenly fell down and the other three started a fist fight.

The Golf Captain stormed out from the clubhouse to separate the fighting men.

"Why are you fighting?" he asked.

"Well," said one of them, "my partner just had a stroke and died, and these buggers want to include it on the score-card!"

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COLORS

office survivors

So your boss is a jerk. A normal reaction would be to complain to high heaven about being treated unfairly, fantasize about whupping him and then just hope that the Man has a heart (he doesn't).

But, as Stanley Bing says in his entertaining new book, "What Would Machiavelli Do?: The Ends Justifies the Meanness," the key to getting your way isn't always confrontation, but stealth. Nod and smile and make nice on the surface, then do everything within your power, short of a haymaker, to make his life a living hell.

Of course, nothing is that simple. However, Bing's sleek satire of the world of the office holds many tips on how to get ahead, often at the expense of others, without looking bad yourself.

Bing takes readers through a tour of meanness, cruelty, rage, delusions of grandeur, narcissism, paranoia, enmity, greed, braggadocio and, that most important part of office survival, lying.

But getting a reputation at work as King Jerk won't do much for you or your career. Here are *Golfdom's* nine easy steps to surviving at work:

1.) Don't share personal information at work. This will only fly back in your face — often embarrassingly.

2.) Shoot straight. Calmly state your position and back it up with evidence (and, hopefully, allies). In the long run,

JUST BECAUSE YOUR BOSS IS A
JERK DOESN'T MEAN THAT YOU
HAVE TO BECOME ONE, TOO

BY MARK LUCE



people will commend you as a "stand-up guy/gal," which is far better than the unflattering swear words that could come your way if you flat-out lie.

3.) Play it close to the vest. Don't place yourself in the middle of an office feud. Stand on the sidelines and watch the madness unfold. Better this than siding with a loser.

4.) Cover yourself. Make sure you have

legitimate, well-reasoned strategies and contingencies for when things go awry — because they will.

5.) Mind your own business. Actively cultivating gossip will eventually lead to folks gossiping about you (well, more than they already do).

6.) Don't take it personally. Sure, you're going to screw up, and someone will let you have it. Acknowledge the error and move on, determined not to make the same mistake again.

7.) Know the score. Unless you know exactly what is going on, keep your mouth shut. The wrong words at the wrong time can be deadly.

8.) When in doubt ask. While there is such a thing as a stupid question, it's far better to be stupid now than really sorry and unemployed later.

9.) Kill them with kindness. No need to be obsequious, but being a good soldier has one distinct advantage — when you do speak up passionately, people will take notice.

Ultimately, surviving in the world of work comes down to one simple thing: Carry yourself with confidence. It will get you further, with more respect and less pain than running around and shouting that you are master of all you survey.

Mark Luce apprenticed as a corporate, backstabbing yesman while an editor at a large metropolitan newspaper. Now he is a pliant freelancer who lives humbly in Lawrence, Kan.

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