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The beauty of BunkerGuard is that it gives sand something to grip onto, which eliminates the contamination erosion causes. I could have saved a lot of money over the years with BunkerGuard both in initial construction and day-to-day upkeep. But it's not really the money, it's the disruption factor that's so huge. The fewer times I have to disrupt our golfers' season to work on bunkers, the better. With BunkerGuard in my arsenal of weapons, I'll never have to touch that bunker again."

Tom Ohlson, CGCS, Golf Course Superintendent, Fall River Country Club, Fall River, MA



Fall River Country Club was built in 1895 into the rolling New England landscape. A particularly hilly course, water tends to channel and run when it rains. But for 25-year superintendent Tom Ohlson, washouts are a thing of the past thanks to **BunkerGuard**.

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MANUFACTURED BY NORTH AMERICAN GREEN

Down and Dirty

Continued from page 70

surprised if was more than \$75,000 per year) and relies on his local distributors to meet his chemical needs no more than a month in advance.

"I'm not going to be able to offer you perfect conditions, but I'm going to offer you good conditions for the price you're paying," Grace says. "I want to blow the customer away with his experience here."

(For the record, it costs golfers \$15 for nine holes of golf. If you come back to play the course a second time on the same day, it costs \$10.)

He's come a long way to eliminate the financial peril that nearly engulfed him 10 years ago. His debt load is light, and he's not losing money on the sod farm anymore. But he's not rolling in money: He and his wife Peggy still have to take themselves off the payroll every winter to make ends meet.

"I have a patient and understanding



JIM BLACK

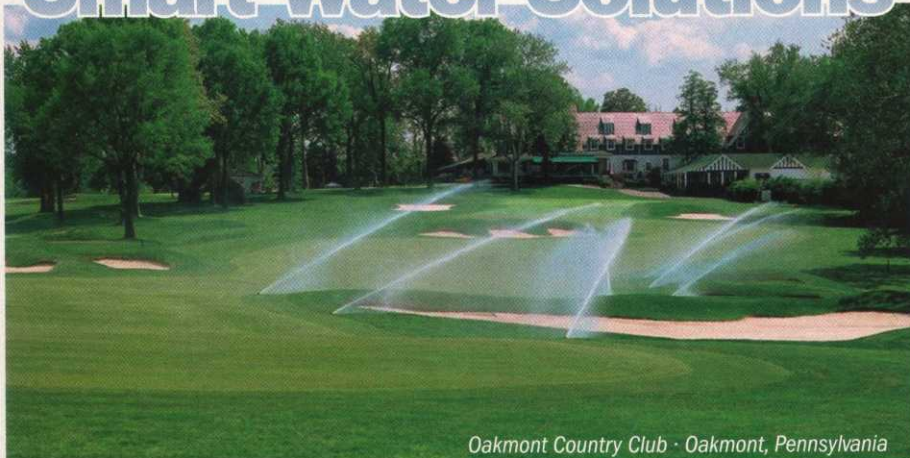
Mark "Doc" Grace credits his wife, Peggy, with helping him keep his golf dreams at Mellomar Golf Park in Owings, Md., alive.

wife, which has been one of the keys to my success," Grace says. "She squirrels away enough money during the season that we can stop paying ourselves during the winter. It's not always easy for her, but we know that we'll eventually stabilize the finances."

And for Grace, the life-long learning opportunities the golf industry provides him makes any risk he takes worth it.

"Every day is a perpetual learning experience," Grace says. "I can't wait to get here every morning and check out what's happened to my golf course since the sun went down the night before." ■

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Golf Course Equipment & Supplies Pavilion sponsored by Golfdom magazine.

20-acre outdoor demo area provides try-before-you-buy opportunities for three days.

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Certified education for golf course superintendents
September 23-24.

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SEPTEMBER 24-26, 2004
KENTUCKY EXPOSITION CENTER
LOUISVILLE, KENTUCKY USA



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A close-up photograph of a golf club head and a golf ball on a green. The club head is on the left, and the ball is on the right. The background is a blurred green field.

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EXPO is sponsored by the Outdoor Power Equipment Institute Inc. (OPEI)

The Golf Course Equipment & Supplies Pavilion is co-sponsored by Golfdom magazine.

» EXPO ADDS TO YOUR PROFESSIONALISM

EXPO is partnering with Golfdom magazine to provide certified education seminars for superintendents. An all-star cast of educators and industry experts ensures that Expo will be a can't-miss destination for golf course decision makers. Register on page 7.

» EDUCATION FOR GOLF COURSE SUPERINTENDENTS

Pre-registration required for education. See page 7.

Thursday, September 23 (You choose one)

2 concurrent sessions:

1:00 – 4:30 p.m\$75.00 each

- Jay Rehr, former Augusta National Golf Course Chief Mechanic, on tips and tactics in equipment management
- Pesticide Certification Clinic

Friday, September 24

8:00 a.m. - noon\$100.00

Seminar Package

4 one-hour presentations featuring—

- Pat Jones, publisher, Golfdom magazine, on career survival skills for today's superintendent
- Karl Danneberger, Ph. D., Ohio State turf physiology expert, on Poa annua management
- Geoff Shackelford, leading golf design critic and author, on the art and science of bunker design and renovation
- Joe Vargas, Ph. D., turf disease researcher, Michigan State University, on new disease trends



Pat Jones



Geoff Shackelford



Karl Danneberger



Joe Vargas



» PRODUCTS YOU'LL FIND AT EXPO

Aerators	Karts	Snow removal equipment and attachments
Augers and attachments	Landscaping supplies and equipment	Sprayers, spreaders, seeders
Blades, sharpeners, grinders	Light construction equipment	Stump grinders
Blowers	Loaders	Sweepers, vacuums
Brush cutters	Log splitters	Tires and wheels
Chipper/shredders	Mowers	Tractors, trenchers
Compaction equipment	Mini-backhoes and attachments	Tree care equipment
Cultivators	Mini excavators	Trenchers
Engines, generators, batteries	Pest control, insecticides	Trimmers
Fairway mowers	Power rakes	Trucks
Fencing	Pruners, shears, clippers	Utility vehicles
Fertilizers	Pumps	Weed control
Fountains	Replacement parts	...and much, much more!
Greens mowers	Safety gear and clothing	
Hand-held products	Skid steers and attachments	
Irrigation equipment		

» DAILY SCHEDULE

Thursday, September 23, 2004

1:00 – 4:30 p.m. Pesticide and Equipment Workshops (\$75.00 each)

Friday, September 24, 2004

Indoor Exhibits: 9:00 a.m. - 5:00 p.m.

Outdoor Exhibits: 10:00 a.m. - 5:00 p.m.

8:00 – noon Golf Course Superintendents Special Session (\$100.00)

8:00 – 9:30 a.m. Hobby How-To: Hunting and Fishing in Kentucky

1:00 – 2:00 p.m. Ask the Pro

1:00 – 2:30 a.m. Hobby How-To: How To Be A Fantastic Fan

3:00 – 4:00 p.m. Ask the Pro

Saturday, September 25, 2004

Indoor Exhibits: 9:00 a.m. - 5:00 p.m.

Outdoor Exhibits: 10:00 a.m. - 5:00 p.m.

8:00 – 9:15 a.m. Landscape Professional Seminar, *How to Survive and Thrive in the Landscape Industry*

9:30 – 10:45 a.m. Landscape Professional Seminar, *The Risks and Rewards of Change*

10:00 – 11:30 a.m. Hobby How-To: *Your Image Matters*

11:00 a.m. – noon Ask the Pro

Noon – 12:45 p.m. Ice Breaker, *Snow Management in a Low-Snow Environment*

4:00 – 4:45 p.m. Ice Breaker, *Snow Management in a Low-Snow Environment*

5:30 – 7:00 p.m. Free concert sponsored by Ariens Company and Yard & Garden/PRO, Trick Pony

Sunday, September 26, 2004

Indoor Exhibits: 9:00 a.m. - 3:00 p.m.

Outdoor Exhibits: 10:00 a.m. - 1:00 p.m.

8:00 – 9:15 a.m. Landscape Professional Seminar, *Capturing Market Share – How to Zag When Competitors Zig*

Noon Trucks of the Industry Giveaway (See page 5)



"I was amazed about the amount of golf course equipment that applies to our business."

Marty Storch
metro parks golf
course superintendent,
2003 focus group participant



"Golf course superintendents would be pleasantly surprised by the products offered at EXPO."

John Ballard
country club golf
course superintendent,
2003 focus group participant

» WORK HAS NEVER BEEN SO MUCH FUN

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» Free entertainment —

Saturday night at 5:30 p.m. —
Rowdy, rascally, honky-tonk band Trick Pony, in concert. Sponsored by Ariens Company and Yard & Garden/PRO.



"It is helpful seeing the specialty equipment outside and seeing it demo-ed. Everything was accessible, indoors and out."

Trip Weck

country club golf
course superintendent,
2003 focus group participant



2,500 restaurants in

Louisville with something to satisfy every taste and budget including Hard Rock Café, TGI Friday's, Red Star Lounge and McFadden's Restaurant and Saloon — all new this year at Fourth Street Live, downtown. Other attractions at Fourth Street Live include Lucky Strike, an upscale bowling alley; the Fashion Shop; a high-energy dance club, The Red Cheetah; Funky Parrot, a tropical-themed bar; Borders Books and Music; Premier Fitness and Rascals Comedy Club.

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FOR 2004**

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EXPO is the only golf industry tradeshow with an immense demo park that is open throughout the three days of the show. It is a 20-acre natural turf and dirt plot within walking distance of the indoor exhibits. See

the new models inside and then compare competitive lines for yourself. It's the ideal try-before-you-buy environment.

Family attractions include Fourth Street Live, the Louisville Slugger Museum, the Louisville Science Center and — new this year — the Frazier Historical Arms Museum.



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(For information, call toll-free 877-237-6626)

» EXPO 2004 HOTEL LIST FOR GOLF COURSE ATTENDEES

Hotel	Single	Double
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<i>(Special rate for golf course attendees at Galt House. Ask for Golf Pavilion Reservations.)</i>		
*HOLIDAY INN DOWNTOWN100.00	. .100.00
Near the Airport & EXPO		
AIRPORT & EXPO LAQUINTA SUITES INN99.00	. . .99.00
*DAYS INN CENTRAL60.00	. . .60.00
*SHUTTLE SERVICE PROVIDED TO SHOW		

» HOTEL RESERVATIONS

As the headquarters hotel for golf course attendees, The Galt House Hotel is offering special discounted rates. To reserve at these rates, call The Galt House directly by August 23: 800-626-1814.

For other hotels and to be eligible to win a \$500 savings bond, make your reservations by August 23, 2004, using the following options offered by the Housing Bureau of the Louisville Convention Bureau:

INTERNET

For immediate hotel confirmation, 24 hours a day, seven days a week, book your reservation on-line using the following interactive site: www.gotolouisville.com.

TELEPHONE

If you have questions about hotels or you want to make reservations by phone, call the Louisville Housing Bureau, 9:00 a.m. - 6:00 p.m. EST, Mon. - Fri.; or 11:00 a.m. - 4:00 p.m., Sat., 800-743-3100 (toll-free within the U.S.)/502-561-3100 (international).

» DEADLINES

To take advantage of special EXPO rates, make your hotel reservations by August 23. To receive free admission badges by mail, and avoid the \$25 on-site registration fee, please send in the form on page 7 by September 1. If you can't meet that deadline, you can pick up your badge(s) at the show.

» FOR AIRLINE DISCOUNTS, you or your travel agent can call:

- Delta Air Lines, 800-241-6760
Refer to ID Code DMN 201893A
- American Airlines, 800-433-1790
Refer to A1594AN
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» FOR RENTAL CAR DISCOUNTS,

call Budget Rent-a-Car, 800-772-3773.
Refer to discount number U062118.

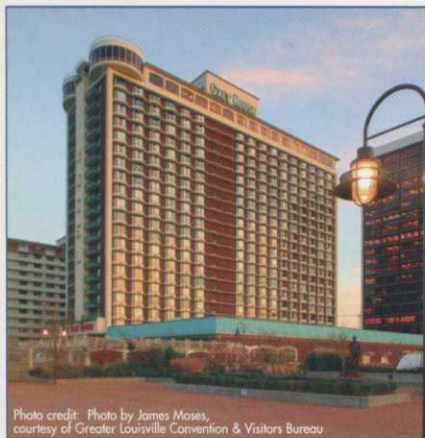


Photo credit: Photo by James Moses, courtesy of Greater Louisville Convention & Visitors Bureau

The headquarters hotel for golf attendees is the beautiful, recently renovated Galt House, overlooking the Ohio River in downtown Louisville. Be sure to request Golf Pavilion Reservations.

» EXPO 2004 ADVANCE REGISTRATION FORM

Register now and attend for a chance to win \$20,000 toward a new truck. To avoid the \$25 on-site registration fee, please complete and return this form before September 1. Children under 16 must be accompanied by an adult at all times.

Name														

Title														

Check here if this is your first year at EXPO.

Return completed form to:
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New Albany, IN
47150 USA.

Company																																

Address																																

City										State					Zip code																	

Country if outside the United States														

Photocopy this form as needed for additional EXPO registrations. Print clearly in black ink or type all information. Exhibitors: Please use this form for your customers and guests. Use the form in the exhibitor services manual for your staff.

Daytime Telephone										Fax				

Email address														

Golf Course Superintendent Seminars (See page 3 for descriptions.)

Thursday, Sept. 23 (Choose only one):

- 1 - 4 p.m.: Jay Rehr\$75 \$_____
- 1 - 4 p.m.: Pesticide Certification Clinic\$75 \$_____

Friday, Sept. 24:

- 8 a.m. - noon: Seminar Package\$100 \$_____
- Four one-hour presentations featuring:
Pat Jones, Karl Danneberger, Geoff Shackelford, & Joe Vargas

\$_____ Total

Check only one that best describes your business:

- 19 Non-exhibiting Manufacturer/Supplier
Required to pay \$350 per registrant, payable to EXPO 2004.
- 27 Golf Course Superintendent/Equipment Mgr.
(Trade show floor pass is free)

Credit Card Information

Type of card American Express Visa MasterCard

Credit card number: _____ Exp. Date: _____

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Name on card: _____ Total Amt. of charge \$ _____

You can fax your form to 812-949-9600. (If you fax your form, please don't follow up by mail.) For more information call toll-free 800-558-8767 or 812-949-9200, Monday through Friday, 9 a.m. - 5 p.m. (Eastern Time)



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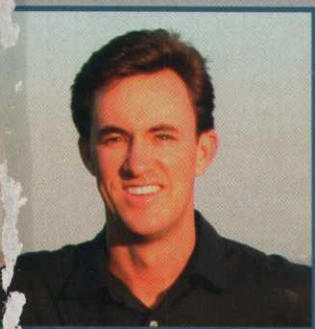


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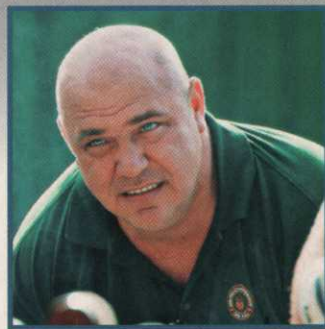
Geoff Shackelford
Design Author & Critic



Dr. Joe Vargas
Michigan State University



Dr. Karl Danneberger
Ohio State University



Jay Rehr
Former Augusta National Golf Course
Chief Mechanic

Hosted by **Golfdom's Pat Jones**

Thursday, September 23 • 1-4:30 p.m.
Pesticide Recertification Session

or

Tips and Tactics in Equipment Maintenance

Jay Rehr - former Augusta National Golf Course Chief Mechanic

Friday, September 24 • 8 a.m. - Noon
Poa Annua Management

Dr. Karl Danneberger - Ohio State University

t & Science of Bunker Design and Renovation

Geoff Shackelford - Design Author & Critic

New Disease Trends

Dr. Joe Vargas - Michigan State University

areer Survival Skills for Today's Superintendent

Pat Jones - publisher, Golfdom

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The Foliar Feeding Factor

MIKE KLEMM

It's gaining popularity, but more education is needed, suppliers say

By Larry Aylward, Editor

If suppliers' sales are any indication, more superintendents are hungry to try foliar feeding as a fertility option.

Several companies — including Milliken Turf Products, Floratine Products, Grigg Brothers and Nutramax Laboratories — say their foliar business has been brisk in 2004. But that's not to say foliar feeding is a smash hit with superintendents. More of them need to be better educated about foliar feeding before they will consider it, suppliers agree.

Gary Grigg, president of Albion, Idaho-based Grigg Brothers, says the increase in business correlates with the increase of shorter-cut greens that run faster than fast on the Stimp-meter. He says superintendents are mowing greens so closely that the turf no longer has lengthy roots. Hence, some superintendents have learned that it makes more sense to nourish the turf's leaves, not roots, with the low rates and frequent applications that define foliar feeding.

Chris Byrd, the turf market manager at

Spartanburg, S.C.-based Milliken, says superintendents are "perfectly capable of growing green grass" without the use of foliar. But because the golf market is so competitive for players and because of increased turf stress, especially on low-cut greens, foliar feeding can make a welcomed difference.

Foliar feeding provides other benefits, too. Superintendents have better control of how much nitrogen they're applying with foliar feeding, Byrd notes. Hence, they're not applying excess nitrogen, which could cause disease.

Another benefit, Grigg notes, is that agriculture studies in the past 50 years prove that foliar feeding also helps plants take in nutrition at the soil level. "Foliar feeding provides supplemental nutrition to help soil get a continuous stream of nutrients," he adds.

George Barger, director of the agricultural division for Nutramax Laboratories in Baltimore, says foliar feeding can enhance the effects of some herbicides and fungicides.

Despite its benefits, Grigg says many vet-

Continued on page 76

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Poa annua invades bentgrass fairways and greens often out-competing bentgrass and other desirable grasses, eventually becoming the dominant turf species. Cutless turf growth regulator can help you fight this encroachment, and shift the competitive advantage back to your desirable turfgrass. Unlike some plant growth regulators, Cutless constricts the *Poa annua* but is gentle on desirable grasses such as bentgrass, allowing the bentgrass to grow and establish in the constricted *Poa annua* colonies. So free your bentgrass and squeeze the *Poa annua* out of your fairways and greens. Use Cutless, the **Poa Constrictor!**SM

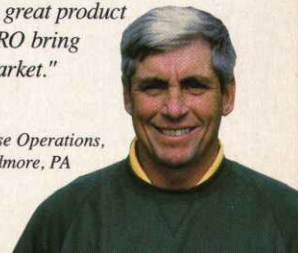
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*"Here at Merion Golf Club, our members are passionate about golf and the condition of our course, so we have an active *Poa annua* management program. We rely on Cutless because it is highly effective in reducing *Poa annua* infestations in bentgrass fairways. My experience with Cutless is that it is less disruptive on the bentgrass, while being highly effective in reducing *Poa annua* populations. In addition to bentgrass conversion, Cutless also provides labor savings by reducing our mowing requirement. Cutless is a great product that I am glad to see SePRO bring back to the golf course market."*

Matt Shaffer
Director of Golf Course Operations,
Merion Golf Club, Ardmore, PA



SePRO Corporation 11550 North Meridian Street, Suite 600, Carmel, IN 46032

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Foliar Feeding

Continued from page 74

eran superintendents still hesitate to try foliar feeding as a component of their programs.

"They're not used to it," he says. "They've been applying granulars their entire careers."

It's often difficult to get superintendents to believe that foliar feeding makes economical sense because it costs more. Barger admits the price on a case of Nutramax's product might cause sticker shock. But superintendents need to consider the product's low-use rates, he adds. Nutramax's amino acid-based products have rates of 1.25 ounces to 2 ounces per 1,000 square feet. "People

need to take a minute and realize it might only be going out at an ounce and a half per 1,000 square feet, which is about \$20 an acre," he says.

Bill Byrnes, president of Collierville, Tenn.-based Floratine Products, says many people are concerned about economics, but superintendents shouldn't focus only on the cost of

foliar products. "If you lose grass, then economics can really get nasty because you don't have play or income," he adds.

Paul Emling, superintendent of Arcadia Bluffs in Arcadia, Mich., says he has been using foliar products at his course for about five years.

"Overall, the turf has responded well and my costs are slightly lower than a granular feeding program," Emling says. [Foliar feeding] also gives us basically unlimited control over color and, more importantly, clipping yield."

Suppliers must also convince superintendents that chelated and complexed macronutrients in foliar fertilizers are delivered effectively to the plant through the foliage. Some superintendents believe it's the iron in foliar products that's primarily responsible for greening up turf, Byrd says.

"Another fear is they're applying such a small amount of nutrient that it won't last long, and the turf will go off-color at an inopportune time," Byrd adds.

Application frequency is another concern that superintendents have with foliar feeding.

Continued on page 78



MILLIKEN TURF PRODUCTS

It's obvious what part of this green didn't receive a foliar spray.

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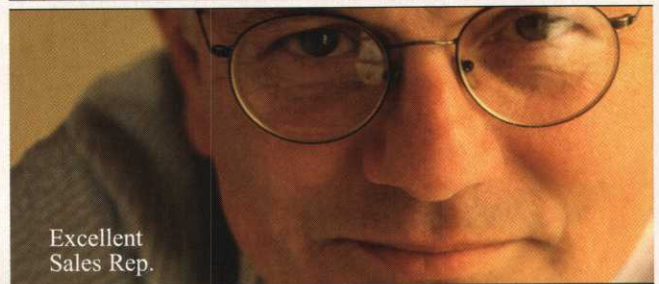
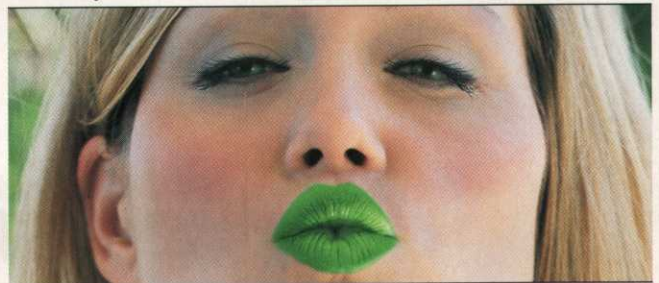
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EcoGuard® is a concentrated suspension of the bacterial spores of the organism *Bacillus licheniformis* SB3086 (patent pending) which has been demonstrated to be a natural inhibitor of *Sclerotinia homoeocarpa* (Dollar Spot) and other pathogens.

Apply every 14 days at the rate of 20 oz. / 1000 sq. ft. (6.7 gallons per acre) alternating with a proven chemical fungicide. Use in 2 gallons of water per 1000 on greens (1/2 that rate on fairways). Use the tank mix within 8 hours (24 hours maximum). Don't tank mix with strong acids, oxidizing agents, or solvents.



Novozymes Biologicals, Inc. www.novozymes.com
 5400 Corporate Circle, Salem, VA 24153 1-800-342-6173

Michigan State University East Lansing, Michigan Fungicide Efficacy Trial - 2002 J. Vargas, PhD

METHODOLOGY

A fungicide efficacy trial was conducted on sand based plots, with Emerald bentgrass turf maintained at 3/16". This was done at the Hancock Research Center in East Lansing, Michigan. The plots were 2' x 6' arranged in a randomized complete block design with four replicates of each treatment.

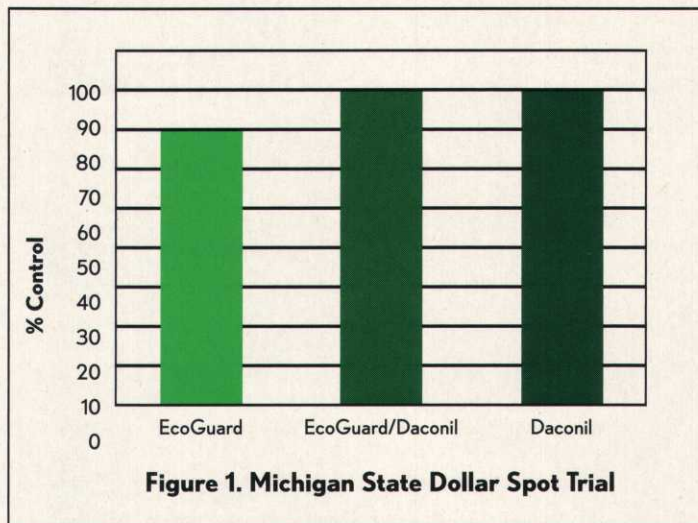
Fertilization and irrigation were standard for golf green maintenance.

In the EcoGuard® test plots, 20 oz. of EcoGuard® was applied per 1000 square feet, every 14 days in one set of replicates, and every 28 days (alternated with Daconil®) in another set. Daconil ULTREX® was applied at 3.25 oz per 1000 square feet every 14 days in one set of replicates and every 28 days (alternated with EcoGuard®) in another set. There were controls to establish the levels of disease.

Treatment started in June and the results were based on four rating dates in September when dollar spot was active at this site.

RESULTS

The relative degree of control was measured for the three different applications. The EcoGuard® and Daconil® rotation applications controlled dollar spot as well as Daconil® alone (Figure 1 below.) This demonstrated equal control with a reduction in cumulative chemical applications.



Suppliers agree that more university research is needed.

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Applications must be made frequently, which might mean weekly, and in small amounts. Some courses don't have the labor to make such applications.

"Some superintendents try to stretch out applications to every two weeks," Grigg says. "But it's better to go with the smaller rates weekly."

Grigg says his primary role in the company is to educate superintendents about foliar feeding. The job takes him on the road frequently to conduct seminars on foliar feeding for superintendents and others. Grigg tells superintendents and others that turf must manufacture carbohydrates to feed itself and gain a healthy root system. The turf does that through photosynthesis in its leaves.

"The problem is the more you cut the leaves back, the less factory there is to manufacture carbohydrates," Grigg says. "The less factory there is, the shorter the root system gets. The smaller the root system gets, the less nutrients get into the plant."

That's where foliar feeding comes in.

Barger believes foliar feeding can also help solve runoff problems. Emling says Arcadia Bluffs began using foliar to help eliminate leaching and runoff into the course's drainage system.

"Runoff is always a big problem," Barger says. "What's one of the benefits of foliar absorption? Lower rates. That means you don't have runoff and leaching problems."

Byrnes has high hopes for foliar feeding. "I dare say that within another five years it will become universal," he adds.

More testing needed

But suppliers agree that more university research is needed. Byrd says Milliken is testing its foliar products in anthracnose trials to see how they offset the turf disease.

"There are a lot of diseases that require a fungicidal treatment," Byrd says. "But there are a lot of diseases just waiting for the grass to grow weak."

The key is to prove scientifically to superintendents that foliar feeding is beneficial. That's why more university research is needed, says Byrd, adding that he welcomes it. So does Grigg, who says his company wants to do its share of research.

"We have more testing going on this year than we've ever had," Grigg says. "Were at 10 universities. Although we're testing to get information for us, it can help the entire industry. The more independent university data we can generate, the better for all [suppliers]." ■

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Recently, I found myself with a rare bit of spare time on my hands. So like any other normal person would do, I reached for my dictionary. My curiosity had been getting the best of me lately, and I needed some clarification about this highly specialized field I'm in. I mean, what happened along the way? When did everything change, and who changed it?

You may or may not know a little about me by now, but I'm kind of a stickler for tradition. I'm envious of our brothers and sisters across the pond who simply load up sand from the nearest beach, apply it to their greens and then broom the shells off.

This creates some confusion for me when I hear about people grinding front rollers on their walking mowers to better accommodate .0-something mowing heights. (I'll say no more here in regard to the battle for the fastest greens. That would be too easy.)

It would seem to me we're elevating our specialization and thus elevating our stress levels when we take on these kinds of practices. This makes the problems we face self-inflicted, doesn't it?

So please forgive me if I'm wrong, but all of a sudden it dawned on me: Isn't being a superintendent of a golf course a lot like growing grass? Is this a basic tenet that we find ourselves straying away from — not seeing the golf course through all that grass?

So back to my dictionary. The first thing I decided to look up was agronomy — just what makes agronomy so special that you need to get a four-year degree in it in order to grow golf course grass?

Merriam-Webster online defines agronomy as “a branch of agriculture dealing with field-crop production and soil management.”

OK, I can go along with that. Our golf course turf is our field crop, and soil management is, well, soil management. So if agronomy is a branch of agriculture, I couldn't help but to follow that trail.

Merriam-Webster defines agriculture as “the science, art or practice of cultivating the soil, producing crops and raising livestock, and in varying degrees, the preparation and marketing of the resulting products.”

Hey, I'm Just Farming Through

BY JIM BLACK



HAS ANYBODY ELSE
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To me, this was surprising. I had always thought that agronomy was the heart and soul of golf course care. I thought that agronomy was where the “science” and “art” came in, making golf course maintenance that much more than just agriculture.

But according to *Merriam-Webster*, it's vice-versa. It seems that agronomy wouldn't even exist without the science, art, soil cultivation and even the marketing of the resulting product involved with agriculture. So are we really just agriculturalists?

By now some of you may be missing the point of this rambling, which is: Has anybody else given any thought to the fact that we may just be overspecializing ourselves?

Is there really anything wrong with our occupation being agricultural by nature, or do we have to beat our chests and cock-a-doodle-doo to raise our self-importance?

Don't get me wrong. I respect those who have had the opportunity and the resources to attend more schooling than my public golf self, and achieve different milestones — agronomists, private clubs, tour courses and the like.

But don't forget that those different milestones you've made are just that — different. Make a mental note that different is not necessarily better. Believe me, I've been looked down on by enough private country-club superintendents to know. All it takes is 60 seconds with someone who thinks he's better than you to know he's not.

So after all that definition seeking and contemplating, I turned the pages of my trusty, dusty dictionary and, just for the fun of it, looked up farming. The words there brought a smile to my face. They said, “The practice of agriculture.”

Hmmm. Mind if I farm through?

Black, a veteran public golf course superintendent, can be reached at greenkeeperjim@yahoo.com.