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Reservoir DG can easily be applied to greens without interfering with play.



RESERVOIR
DG Soil Hydro-Logics

- **Increases irrigation efficiency, reducing water usage by 20 to 60 percent**
- **Convenient "greens grade" dry granular product**
- **Can be spot applied to problem areas**
- **Improves water infiltration & water holding capacity of soil during its "active" phase**
- **Remains active for 3 - 5 weeks**
- **Lowers expenses for irrigation-related costs**
- **Reduces leaching of nutrients and pesticides**
- **Bio-degrades into natural materials**
- **Easy to apply**

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What a Great Concept!

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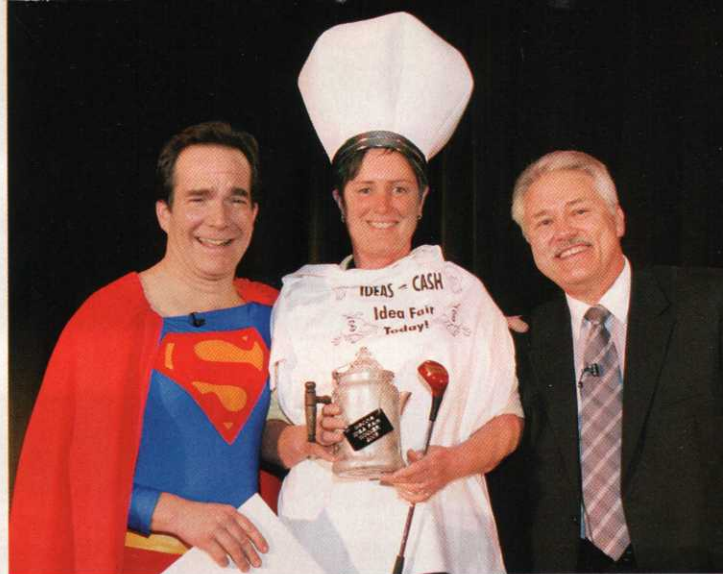
gushed, "Some people just shine when they put the hat on."

It was Just who went on to take the top prize as voted by the nearly 150 owners in attendance. Her award was a used coffee pot that Alfonso said archeologists discovered at a campsite used by Walt Disney while searching out property for his proposed amusement park. No one believed him.

Just's winning entry was her club's experiment of creating temporary memberships at the private Persimmon Ridge as a way to fill openings. Not only did she get the needed 154 members in 20 days, but her plan also brought in more than \$160,000 in cash for the course and increased monthly dues by \$30,000.

Second place went to Deborah Evans Crawford of Marada Golf Course in Clinton, Pa. At her course, employees hand out Marada Dollars to golfers they see performing a service that benefits others, whether it's fixing ballmarks, filling in divots or picking up trash. The wooden coins are worth \$1 when redeemed in the pro shop or restaurant.

Other ideas included one by Heather Leeke of Old Channel Trail Golf Course in Montague, Mich. Concerned about the possibility of Listeria contamination of on-course water jugs, Leeke switched to small bottles of water and the honor



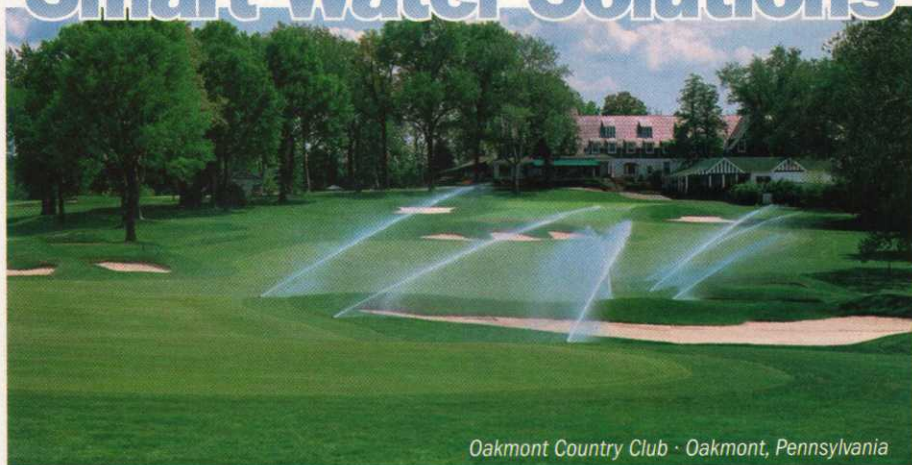
Lawren A. Just, flanked by Charles Birney (left) and Vince Alfonso, displays her unique trophy – a used coffee pot.

system. Coolers with ice and small bottles were used to replace the common water jugs. Golfers were asked to deposit \$1 in a container. The result: 85 percent compliance by golfers and an additional \$1,000 a month in revenue.

As a testament to the seriousness of the event and the value of the ideas, long after the proceedings had ended and Alfonso's final joke brought the last laugh, Just was still in the ballroom expounding on her winning idea to interested course owners — without wearing the hat. ■

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With the onset of spring and the anticipation of the coming summer, I thought it would be a good idea for us to all gather around and work on our games a little bit.

These long, tedious winter months can really take a toll on us, turning our brains to mush. Springtime is a great time to dust off the cobwebs and get back in the groove. So we're going to go over some fundamentals to get our games back on track.

All right now, I can hear all of you moaning out there, and I can see your eyes rolling back in your heads. But bear with me for a few moments. We could all use a little refresher course before setting out again. So let's review the basics, shall we?

Rule #1 – Keep your eye on the ball. Stay focused, plan and prioritize. There is never a time when you should stop learning about your craft — so read, study, ask questions, talk to peers. Your industry contacts will be your most valuable asset.

Rule #2 – Keep your head down. Stay on this current task and finish it completely before worrying about the next one. Sometimes we tend to get ahead of ourselves. We tell ourselves, "It doesn't matter what I'm doing, I really feel I should be doing something else."

If your priorities are clear and set, then you'll have the confidence to finish one thing before starting another.

And beware of the questioners around you. There will always be people who doubt that what you're doing is the right thing and that you should be doing it their ways. Don't let them influence you or cause you to look up and lose sight of your own priorities.

Rule #3 – Employ a proper grip. Your staff is your lifeline to success — for you, for them and for your facility. Train well, communicate effectively and always be fair. If you show favoritism, you will lose respect. Be firm but have compassion. These are people working for you — fellow humans. Respect them as well.

Rule #4 – Have the right equipment for your game. Knowing your limitations can be a real plus

Ode to Springtime: Get Back to Basics

BY JIM BLACK



WE SHOULD ALL
TAKE THE TIME TO
INSPECT THE
ENTIRE PLAYING
FIELD ON A DAILY
BASIS – ON FOOT,
IF POSSIBLE

when it comes to maintaining your course. If you don't have the right equipment for your intended project, your outcome will suffer. Stay within your means. Sometimes you have to realize you can only do so much with what you have to work with.

Rule #5 – Follow through. Always be able to do what you say you're going to do. This way you won't create any doubts about your credibility. Setting boundaries and knowing when to say "no" is just as important as saying "yes" and doing what is asked. Surprisingly, too, you'll gain respect.

Rule #6 – Golf was meant for walking. Some of the working days I most regret are those days when I don't have the chance to see the whole golf course. We should all take the time to inspect the entire playing field on a daily basis — on foot, if possible.

It not only will do you some good in body and mind, it will help put you in the perspective of your customers. I am always amazed at the things I see walking the course that I never would have seen were I zipping by in a golf car.

Like the game of golf itself, golf course management is most effective if we work on and hone the fundamental skills necessary to succeed. The summer of 2005 is bearing down on us like a freight train, and it may take everything you've got in your bag of tricks to make it through to the other side with flying green colors. Be ready. Know your basics and refer to them if the going gets tough.

OK, pep talk's over. Now quit your whining and get out there.

There are a lot of people counting on your success.

Jim Black, a veteran superintendent and frequent contributor to Golfdom, can be reached at greenkeeperjim@yahoo.com.



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Underground Rake Caddy

A number of golf courses hosting mini-tour stops, college tournaments and Monday qualifiers are using these events to showcase their layouts.

Golf facilities stand to be rewarded by good word of mouth from scratch golfers, and it's satisfying to give back to the game by hosting a successful event. However, all too often lately, tournament officials, course owners, green chairmen, head pros and, dare I say, superintendents use these events to humiliate the players.

An alarming number of these low-profile events are turning into mini-Carnoustie fiascos. Usually someone decides to "protect the integrity" of their course with a setup that puts these young technology-benefiting flatbellies in their place.

Now, there is some fleeting pleasure that can be derived from watching great players struggle at your course. And there are some fine golfers who will admire your facility for its excessive difficulty.

Or at least that's what they'll say to your face.

But too many of these events are turning into slow-play fiascos, where golfers end up hating your layout, vowing to tell all of their friends about the silly setup and, in general, to tell the world how loony the architect must have been for not thinking of what would happen with the 4-inch rough, high winds and slick greens.

When these little fiascos occur, the point of hosting an event is negated. Bad buzz is deserved. And nobody seems to ask: What did we gain from pushing things over the top?

There is a big difference between a difficult setup that makes the players earn their pars and birdies, and one that merely becomes a miserable survival test.

Narrowed fairways surrounded by high rough and accented by silly green speeds will produce high scores. But if you want to do your course justice and send the players away feeling humbled but respectful, make them think.

Start with less rough (flier lies, baby!) and emphasize firm conditions, weather permitting.

Instead of burying the cup one pace from the collar, try using some alternate tees and unexpected hole locations.

Golf Shouldn't Be 'Survivor' Episode

BY GEOFF SHACKELFORD



NOBODY SEEMS TO
ASK: WHAT DID WE
GAIN FROM
PUSHING THINGS
OVER THE TOP?

Say you have a super long par three. In round one, play the back of the back tee to a nice middle-green cup placement. In round two, move to the most-forward tee possible and tuck the hole location.

Having to adapt to radical yardage differences tends to annoy most of the field, but the superior player will adapt and embrace the challenge.

After the round, those who complained about the surprise tee location will realize that they still had enough information at their disposal to adequately play the surprise shot.

Also, there's a setup rule of thumb that our governing bodies used to live by. It can still work for you (and them): six tough hole locations, six moderate ones and six easy placements.

Why this common-sense approach disappeared from the game, I have no idea.

Within that framework, you can have a lot of fun throwing surprises at the players. And in preparing, don't forget wind and how it could impact play under heightened setup conditions.

Instead of looking at these events as opportunities to harvest rough, use them as an opportunity to install a few short grass chipping areas around greens. Good players don't like these short grass areas because they take the ball further away from the hole and they generate options. Those pesky options lead to thinking. Thinking leads to uncertainty, and that leads to poorly executed shots.

The goal should be to make these players work and send them home feeling like the course required sound judgment and rewarded exceptional play. This will leave everyone feeling good about the event. Which is the point, isn't it?

Contributing Editor Geoff Shackelford can be reached at geoff@geoffshackelford.com.

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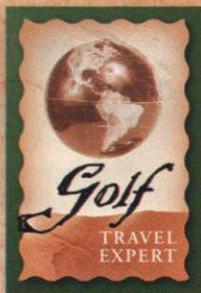
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Resort pictured above: The Windsor Golf and Country Club, Nairobi, Kenya.

TURFGRASS TRENDS

INSECT CONTROL

Grasping the Girdler and Other New Bugs

By Patricia J. Vittum

Several turf entomologists met in late February in Biloxi, Miss. to discuss a range of topics. During those discussions it became clear that there are several insect pests — some new and some just expanding in their distribution — that are posing problems for turf managers throughout the country.

Cranberry girdler

The cranberry girdler (*Chrysoteuchia topiaria*) is a kind of webworm that feeds on the roots of cranberries, various turfgrass species and some coniferous seedlings. It occurs in cool-season and transition zones and can be especially damaging in turf grown for seed production in the Pacific Northwest (Potter 1998).

The damage inflicted by the cranberry girdler resembles that of a white grub and the turf often pulls back like a carpet, just like grass damaged by grubs.

The insect is being noticed more often now in parts of the upper Midwest (e.g., northeastern Wisconsin) as well as Ohio, Pennsylvania and New Jersey. Furthermore, we suspect it is active in some turf settings in southeastern Massachusetts, in the heart of cranberry production.

Although the cranberry girdler is technically a webworm, the feeding is concentrated in the crowns and roots of the plant. Damage often resembles that of white grubs and is most severe in late summer and early fall. Turf often pulls back like a carpet, just like turf damaged by grubs. Larvae are cream-colored with

an orange-brown head capsule. They do not have the dark spots that are typical of most webworm species and are about three-fourths-of-an-inch long when full grown.

The species has only one generation per year, with adult flights usually occurring from late June to mid-August. Like many webworms, flight and mating occur at night. Each female produces several hundred eggs over the span of a week or two. Eggs last about 10 days, and then young larvae emerge and move to the thatch to feed. As they grow, they move deeper in the profile and feed on the crowns.

Older larvae construct silk-lined tunnels in the lower thatch or soil. Larval development takes about two months in most conditions (Potter 1998). As temperatures drop in the fall, the larvae construct a "hibernaculum" (a protective case) to spend the winter. They pupate the following spring, and new adults emerge in June or July.

A sex pheromone for the cranberry girdler has been identified and can be used to monitor adult flight activity. While few field trials have been conducted to investigate management strategies, it appears that application of insecticides that are active against white grubs, made two to four weeks after peak moth flight, sometimes can provide some

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