

Introducing Tribute™ Total by Bayer, the complete solution that can go the distance in weed control. Tribute Total provides post-emergent control of grassy weeds, broadleaf weeds and sedges. Did we also mention dallisgrass, crabgrass, and kyllinga? With one product, you can do more with fewer resources. And free up time to handle other problems that might come into view. Tribute Total, the complete solution for the most troublesome weeds.





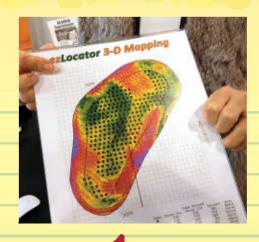


### **Hendo's GIS Products**

### Continued from page 30

### ezLocator

Superintendents owe it to themselves to check out this product. Basically, ezLocator (goezlocator.com) is a technology-based program that lets a superintendent choose his pin location in advance, ensuring that, regardless of who's changing cups, the pin is placed in an exact predetermined location. It's great technology to use if you have a maintenance issue on a green, want to isolate a problem area or have a special event and want to ensure that a portion of the green is avoided. ezLocator is a great tool to help improve your putting surface quality.



### E-Z-Go

My stop at the E-Z-Go booth was among my GIS highlights. I got to size up the new and improved Cushman golf course maintenance vehicles. They are a definite improvement over the old-school three-wheeled Truckster with a sweet three on the tree.

If you are too young to have had the privilege of driving a three-wheeled, three on the tree Truckster, hit me up some time. I still happen to have one! The new version of Cushman's maintenance vehicles are top notch and include options such as gas or electric drive train, 4WD, and even independent 4-wheel suspension. Cushman has definitely leapt into the 21st century with these new and improved vehicles.





#### Club Car

Club Car had one of my favorite products at the GIS, the Guardian SVC option for your golf cart fleet. It allows you to tailor your golf carts to your course and needs. You can even program a speed limit so carts automatically slow down in certain areas of the course. You can manage the speed of your entire fleet or just a few carts. The Guardian SVC also can power down carts when they enter restricted areas or limit them to cart paths after a storm.

The "lockdown" mode feature caught my attention most. Lockdown mode will prevent break-ins and the damage they cause to your course and your fleet. I personally have had my golf carts driven off a cliff, into a pond in the middle of the night. So, I absolutely see the benefit of this product.



Continued on page 33





## **2**- Rely On A **Ball Joint** Mounting System For **Superior Contour** Following.



Soon to be available in both 18- and 22-inch width-of-cut, E-Cut Hybrid Walk Greens Mowers offer an unparalleled ability to follow contours and steer around the clean-up pass. Thanks to the signature ball-joint mounting system, the cutting unit can rotate in any direction with limit chains to adjust to your green's conditions. Frequency of clip can be precisely set, and then is monitored by a controller to ensure consistency no matter the traction speed of the machine.

Coming this summer, the 180 E-Cut Hybrid Walk Greens mower joins the 220 E-Cut Hybrid to offer the advantages of a narrower width of cut.

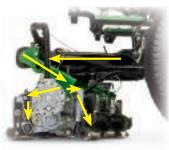


No fairway mowers generate more confidence than our E-Cut™ Hybrid models. And eliminating the possibility of a hydraulic leak in the reel circuit out on your fairway is just the beginning. The engine can be throttled down to save fuel. The reel speed always stays rock steady for a consistently ideal frequency of clip. And these mowers are even easier to maintain than conventional models for technicians. Thanks to maintenance-free brushless electric motors, and all the standard benefits of our mowers like Quick Adjust cutting units and white-box diagnostics.

All John Deere reel mowers feature labor-saving Quick Adjust cutting units. The Speed Link™ height-of- cut adjustment system makes it possible to adjust height-of-cut to both sides of the reel in seconds with a cordless drill.



# 4- The secret to a perfectly cut fairway? Attach the yoke at the rear of the cutting unit.



On all our fairway mowers, like the 7500 and 7700 PrecisionCut™ models, there are 2 exclusive designs to give you the best cut on your fairways. The first is the rear attaching point yoke system

(versus a front attaching system) that keeps the rear roller engaged with the turf. The second is the hydraulic down pressure that can apply additional force to the rear roller. These two features work together to prevent the unit from bouncing, which can cause ripples in the turf. The result: A consistent cut. Every time.



The new ProGator™ 2020A features the only four cylinder EFI gas engine in the category, leaving all the other golf utility vehicles behind. With 34 hp\* and 970 cc of hill climbing torque, you'll get strength, raw power, performance and easy maintenance. Includes a 7-gauge steel frame for durability, auto-like fully synchronized manual transmission (so there's no stopping to change ranges) and new 4-wheel heavy-duty hydraulic disk brakes that stop on a dime, even with a full load of over two tons.\*\*



\*The engine horsepower and torque information are provided to be used for comparison purposes only. Actual operating horsepower and torque will be less. Refer to engine manufacturer's web site for additional information. \*\*2WD or 4WD with heavy duty front and rear suspension, wide rear tire kit, and 4-post ROPS. Payload includes 200 lb. (90.7 kg) operator, 200 lb. (90.7 kg) passenger, and loaded attachment.

# 2.9%\* Financing Can Go A Long Way On A Course.

John Deere is the *only* finance company directly tied to a golf maintenance equipment manufacturer. We can harness our collective experience to craft a custom, comprehensive financial solution that not only maximizes

your organization's cash flow, but is also the perfect fit for your club's future plans. Because like our equipment, our financial experts are in it for the long haul. Act now to lock in a great rate.

\*2.9% Lease Rate for up to 60 Months on Operating Lease or Lease Purchase. Offer valid from 5/1/2012 through 6/30/2012. Subject to approved lease credit with John Deere Financial. See your John Deere Golf distributor for complete details and other financing options.

JOHN DEERE 175
SINCE 1837

For 175 years, John Deere has been a dedicated partner to those who work with the land. Across that long swath of decades—as the country, the economy and the world have changed—John Deere has held firm to some bedrock principles.

That partners need to be understood and served on their terms. That trust and confidence are as critical as innovation. That HOW we do business defines our business itself. It's how we've grown into a \$30-billion company that's one of the most admired in the world. And why we are trusted by some of the best courses on earth.

"I will never put my name on any product that does not have the best that is in me." - John Deere





### JohnDeere.com/Golf

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### **BASF**

Most everyone knows BASF's fungicide, Insignia SC, and its great broad-spectrum control of turf diseases. What not everyone knows, at least I didn't, is Insignia also offers plant health benefits in the form of stress management. Benefits include drought/moisture, temperature extremes and mechanical stress such as aerification.

Research shows turf treated with Insignia has increased root length and density and primes the immune systems of plants before a stress event. In today's economy a product that has positive bi-product jumps to the top of my list of essential products. I'm going to experiment with it this fall before aerification.

(Editor's note: For more on this topic, check out "Plant Health Success Stories" on page 20.)



Continued on page 34

### You Win Some, You Lose Some





endren wasn't the only one who had major fun at the Golf Industry Show in Las Vegas.

We're excited that *Golfdom* senior editor Beth Geraci had the fastest time in Direct Solutions' NASCAR race simulator competition for turf media. She was 4 seconds faster than her nearest competitor, *Golfdom* EIC Seth Jones. We now know who is driving the next time we carpool...

We're less excited that Jones and *Golfdom* VP of sales Pat Roberts teamed up to be the worst "Superintendent Pyramid" team at the BASF booth (top picture, with Tom Hill of BASF.) After a fast start, the train derailed when Jones tried to get Roberts to guess the word "depression." The clue he should have given? "It's the feeling I'll have immediately after this game!" But the two were still big winners, thanks to BASF generously making a donation of \$1,200 to brain cancer research despite their brain-dead performance.

And lastly, we nabbed this pic of Herb Graffis Business Person of the Year award winner Paul Chojnacky at the *Golfdom* booth. Chojnacky proudly accepted the award during a presentation caught by *Golfdom* TV cameras. We're looking forward to doing the whole thing again this year — be on the lookout for an announcement soon on the call for nominations for the 2013 edition.

33

### **Hendo's GIS Products**

Continued from page 33

### **John Deere**

John Deere featured the new 2020A ProGator. It's a bad mamba jamba fea-

turing the only 4-cylinder EFI gas engine in its category. Did you catch that? A 4-cylinder engine in a ProGator. That's 34 hp of raw power, making climbing hills and completing the most difficult tasks a breeze.

The 2020A also has a fully synchronized manual transmission, so operators don't have to stop to change ranges and hydraulic disk brakes. Therefore, even the heaviest loads are easily slowed. Once you're done hauling, the 2020A can be converted to a sprayer. Maintenance is a snap, because the 2WD version has no grease points and the 4WD version only has three. I'm ready to take one of these monsters out and give it the Hendren challenge.

### Jacobsen

Jacobsen has a sweet new walk-behind greens mower, the Eclipse 2. It's state-of-the-art, featuring your choice of a hybrid or electric motor. It also has an optional 15-blade reel that provides a cut superior to that of the traditional 11-blade reel.

The 15-blade reel is nice. So is the choice of a hybrid or electric motor. But what really caught my eye is the state-of-the-art LCD menu.

The LCD menu is password protected, allowing superintendents to digitally set the frequency of clip, mow speed and other settings to customize the mower to course conditions. This is a great addition for any superintendent, considering your crew is only as strong as its weakest link and you can't be everywhere at once.

It's nice to be able to control your greens mowers even when you're not the one operating them.





### **Toro**

The most exciting product innovation I saw at the GIS? It has to be the latest version of the Lynx Central Control System 2.0. The system offers improved remote access and control via any smartphone or tablet. The 2.0 update also has screens designed for smaller devices. Imagine it, being on your course with the ability to



pop up any irrigation head you need to just by using your phone. Sure beats the hell out of carrying around a radio and having to punch in an intricate pattern of numbers to sy-

ringe fairways or tee boxes.

And it absolutely beats having to go to the control box to turn on heads. In my opinion, the Lynx is one of the top 10 most needed advances in golf course technology.



That's going to do it for this year's edition of Hendo's Hot List. Blame Jones for the photo of me holding fake fire. That was all his idea! But do check out these products if you haven't already. I have a hard time wrapping my head around how far technology and product advancement have come during the past decade, not to mention the impact they are having on the golf course maintenance industry. And I can't wait to see the new products and technological advances that the 2013 GIS will bring.

Matt Hendren is a superintendent with the city of Kansas City, Kan. In his spare time, he blogs for Golfdom and raises hell.

moments that make
up a dull day," sang
Pink Floyd.
For superintendents,
those ticks, especially the
early morning ones, are anything but dull.
They are precious and often too few as the staff
prepares the course for play. There's grass to mow,
markers to place, bunkers to rake, holes to cut and golfers
chomping at the bit. And there never seems to be enough ticks.

icking away, the

Staying ahead of play — and working between it — requires planning, efficiency and sound logistics. Some superintendents have found section or zone maintenance helpful in achieving consistent playing conditions and managing employees.

### **Owning it**

Golf section maintenance and a hotel's housekeeping department operate in much the same way. Each housekeeper, for instance, normally is assigned a section of rooms to clean. And he or she's responsible for cleaning every part of each room in the section.

It would be terribly inefficient for one housekeeper to vacuum a room while another dusts it, another makes the bed and another cleans the bathroom (that one drew the short straw).

That's how most golf course maintenance crews are set up, too. There's a guy who mows greens, a bunker guy, a tee Off

BY STEVEN TINGLE

mower, a garbage collector, a divot filler and a cart path blower.

Section maintenance turns tradition on its head. It gives an employee several tasks to complete on a series of holes. Some superintendents create six sections of three holes each, then direct a staff member to handle specific tasks on those three holes.

The staffer hand mows the greens and tees, rakes the bunkers, fills divots, fixes ball marks and blows the cart paths, spending his or her entire day on the three holes. Other superintendents limit section maintenance to the greens and green banks. The staff then ends section work mid-morning.

"Without section mowing and cross training of employees that mow, bunker rake and clean the course, my staff would spend the majority of their day driving," says Brian Sullivan,

Continued on page 36

Section maintenance gives staff ownership and supers a well-groomed course.

# PHOTO COURTESY: GCSAA

### To Each His Own

Continued from page 35 CGCS at the Bel-Air Country Club in Los Angeles. "Bel-Air Country Club is situated in seven separate and distinct canyons," Sullivan says. "The 13th green and 14th tee are over a mile away from the maintenance facility."

### The benefits

Section maintenance is a must for Sullivan. He has to grapple not only with the course's unique layout, but also with a noise ordinance barring early morning mowing on half the course. Sullivan's staff works in sections of two to three holes each and is responsible for mowing, raking bunkers, filling divots and cleaning up. The system keeps his staff in front of play and reduces transportation costs on a course comprising more than 130 acres.

> Rick Holanda tried both traditional and section maintenance during his

> > tenure at Shadow Creek Country Club in Las Vegas, a Tom Fazio design consistently ranked among the world's top courses.

"We tried both ways, and the regular strategy didn't flow very well," Holanda says. "We actually had a staff meeting and asked the crew which they preferred, and they chose the section strategy."

Holanda attributes travel time to his staff's decision. "They didn't like to be traveling all over the golf course," he says. "Section maintenance really cuts down on travel time and cart and equipment traffic."

What happens in Vegas doesn't always stay in Vegas; Holanda is starting a section maintenance program at his new course, Oakmont Country Club in Glendale, Calif.

But section maintenance's benefits go far beyond efficiency and keeping staff in front of play. "It's an effective way to promote responsibility and accountability," says Pat Finlen, CGCS at the Olympic Club in San Francisco.

Finlen uses a section maintenance system on the Lake Course, which will host the 2012 U.S. Open. He uses section maintenance on the greens as staff members mow, rake greenside bunkers and fix ball marks in their sections. The section maintenance work usually ends by 9:30 a.m. By that time, the staff has efficiently manicured the greens and surrounding areas. For



"It's an effective way to promote responsibility and accountability."

> - PAT FINLEN, CGCS, SUPERINTENDENT AT THE OLYMPIC CLUB

Finlen, having the same staff member on the same holes each morning adds to the consistency of maintenance. Each employee can easily spot the slightest changes in turf quality.

### Like 'prepping the dinner table'

Just a few hours down the coast from Finlen, you can find Chris Dalhamer, CGCS at Pebble Beach Golf Links. "Section maintenance provides a great opportunity to evaluate an individual's time management and organizational skills," he says.

Dalhamer breaks Pebble Beach into four sections, assigning each staff member five greens, including two practice greens. Each section worker repairs ball marks, preps the green for mowing, mows the green, rakes greenside bunkers and spot-waters the green area. "It's like prepping the dinner table," Dalhamer says.

Unlike Finlen at the Olympic Club, Dalhamer's staff continues section work through

the afternoon. The staff spot waters, rotary mows around the greens, trims irrigation heads and blows off bunker faces.

"It provides a good opportunity for interns too," Dalhamer says, "since they are on the same putting surface every day." The consistency allows interns to see daily changes in turf conditions due to play, weather and environmental factors.

Section work also gives staffers a sense of ownership in their jobs. Section workers often take pride in making their holes the best they can be, Holanda says. "And it's better quality control since I know exactly who's doing what instead of the whole crew taking care of the whole golf course. It gets rid of the 'who did it, who didn't do it' problem."

The system also generates a little friendly competition. "Each employee wants to have the best section," Dalhamer admits. Some superintendents fuel the competition with contests for the best section.

So as the moments continue to tick away, take a minute to evaluate the benefits of section maintenance at your facility. If your course requires significant travel time from hole to hole or if you're looking for a new way to motivate staffers and give them ownership in their work, then section maintenance may just be for you.

As we've seen, superintendents at some of the world's most renowned clubs are using this system of management to maintain their courses. It's helping them improve efficiency, consistency and something else Pink Floyd sang about — "Money." ■

Steven Tingle is a writer, speaker and consultant based in Asheville, N.C. He can be reached at tingle@steventingle.com.

# Around the Web

ALL JUST A CLICK AWAY

### PRICE AT THE PUMP

The national average fuel prices compared with one month ago and one year ago.





Highest Recorded average price (7/17/2008):
Regular unleaded \$4.114 Diesel \$4.845

Source: AAA Daily Fuel Gauge Report 4/30/12

# IST SEE VIGEOS



### **BUCKS FOR TURF**

Golfdom's science editor, Karl Danneberger, Ph.D., talks about Bucks for Turf, a new program to help The Ohio State University raise money for turf research.

http://tinyurl.com/7f3q496



### DAVID FEHERTY ON TURF

Golfdom EIC Seth Jones chats with golf funnyman David Feherty about his roots in turf, including the time he dumped a gang mower in the ocean.

http://www.golfdom.com/golfdom-tv



#### TESTING SOIL SALINITY

PACE Turf's newest video on recommended use of the Spectrum Technologies EC meter for monitoring soil salts on golf course greens. http://tinyurl.com/6suab3e

### **TOP TWEETS**

Chris Tritabaugh (@nccturf): You really get so you can feel by the shake and hear by the engine note how compacted an area is. It's cool stuff.

### Jake Ryan (@jakeryan311):

My name won't get called out on the 1st tee. I don't have sponsors. I'll never golf on Sunday at the Masters. I grow grass. #iamgolf

Andrew Hardy
(@pheasantturf): I love
that my new Asst and
2nd Asst ask me when
their day is done. This
level of dedication has
been missing at PR.
#teamleaders #thruawall



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### APPLIED KNOWLEDGE

TIPS FOR SMARTER, SAFER CHEMICAL APPLICATIONS

### By Jay Young | FMC

Proper product disposal is not only key to finishing a job right, it's critical to protecting our environment. This is especially true when pesticides are involved, and it is important that the professionals who use them are educated on how to correctly

dispose of empty containers. Plastic containers should be triple rinsed, squeezed and punctured before being taken to the nearest recycling



center. Visit the Ag Container Recycling Council website for more information at www.acrecycle.org. Recycle empty **aerosol containers** and contact your local hazardous waste facility for safe disposal of containers that are not completely empty.

Jay Young is the Midwest Market Specialst for FMC Professional Solutions.

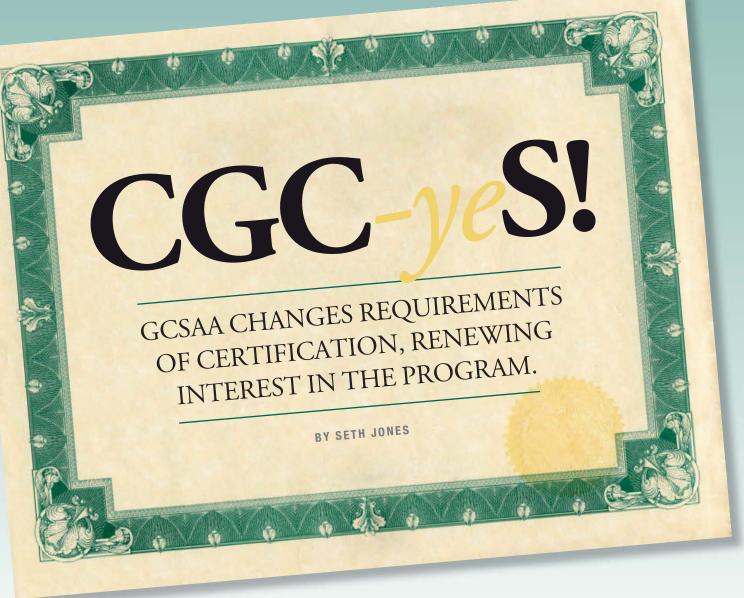






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atthew Gaudet, superintendent at the Polo Club of Boca Raton in Florida, is expecting a phone call any day now. It'll be good news, he hopes — that he has been approved to add the designation of Certified Golf Course Superintendent to his title.

"In this day and age, with the economy and golf shrinking, we have to do everything possible to prove to our employers that they have a qualified person in this position," Gaudet says. "Someone who has gone to that length to try to set themselves apart from everyone else."

In recent years, the number of superintendents striving to achieve CGCS status

has plummeted. A few years ago GCSAA added a portfolio and additional CEUs to achieve certified status. The process became longer and more expensive.

That changed recently. GCSAA no longer requires a superintendent to be a Class A member for a year, and they also dropped the five additional educational points that were added. Now, as soon as a superintendent becomes a Class A member, they may enroll in the certification program.

"It was time to make a change," says Penny Mitchell, GCSAA's senior manager of certification. "This allows these younger guys who are anxious about pursuing higher goals to do so earlier in their careers."

According to Mitchell, many of GC-SAA's 1,500 certified members are retiring. With the longer wait to become cer-

tified, the number of certified members was dropping. "We anticipated that there would be a five-year time period with less members applying," she says.

Rafael Barajas, CGCS at Hacienda Golf Club in La Habra Heights, Calif., chaired the committee that decided to make the changes. He says members were surveyed, and the results showed these two moves would be welcomed.

"There's been a lot of excitement, especially with the younger superintendents," Barajas says. "There is a lot of attrition in the industry right now. Guys are leaving the industry because of the economy. The CGCS program was not in trouble, but we did need to strengthen it."

#### Be the best

The addition of four letters on a business card might seem small to the outsider, but

according to GCSAA, adding the letters CGCS is indeed a big deal. According to association statistics, on average a CGCS makes \$19,000 more a year than his Class A counterpart.

But Barajas says it's about more than money.

"Pride. Personal satisfaction. Be the best you can be. There are so many reasons," Barajas says of seeking certification. "To me personally, satisfaction is what it comes down to. You can do it for money, or to please other people. I think the best reason to do it is to see how far you can go in your profession."

Regardless of the new requirements, Barajas wants to remind GCSAA members that they can start working towards certification right now, whatever their current classification.

"There's a misperception that you have to be a Class A member. A lot of people don't realize you can get the pro-

cess started as soon as you become a GCSAA member," he says.

Barajas says the objective of the recent changes — they went into effect in January of this year — was to make the process as smooth as possible. He encourages any members with questions to pick up the phone and call him, or any of the GCSAA board members, directly.

Gaudet (now officially a CGCS as of press time) had been working on his certification for the last two years, so the changes didn't affect him. But he thinks dropping the requirement of being a Class A superintendent for a year was a good move.

"That's the least important of all the requirements," he says. "If you're going to go through all the legwork of the portfolio, you've put in your time."

Since the change was announced,

"There is a lot of attrition in the industry right now. Guys are leaving the industry because of the economy.
The CGCS program was not in trouble, but we did need to strengthen it."



RAFAEL BARAJAS, CGCS

Mitchell's phone has been ringing a lot more frequently at GCSAA HQ.

"It's been great. A lot of individuals are working on their portfolio now," Mitchell says. "This stirred a lot of interest in the program. That makes my job a lot busier, which is good."





## Daconil Action Fungicide – ANew Approach to Disease Control

Mike Agnew, Ph.D., is a senior field technical manager for Syngenta Turf and Landscape. Mike is active in the development of many of Syngenta's plant protectants, especially fungicides.

### Daconil Action is new to the turf market. What are the components of Daconil Action and why formulate a product in this fashion?

The two components of Daconil Action fungicide are chlorothalonil and acibenzolar. Chlorothalonil is a familiar active ingredient to most superintendents and is a multi-site, contact fungicide. Acibenzolar, by itself, is highly active in stimulating a turfgrass plant's defense system in a process called Systemic Acquired Resistance (SAR). Acibenzolar has no direct activity on a fungal pathogen. Chlorothalonil provides surface protection of the plant and acibenzolar stimulates the plant to protect itself internally. The combination provides improved disease control above each component individually and is an effective tool in a disease resistance management program.

### What are the diseases that Daconil Action is most effective in controlling?

Daconil Action provides enhanced control of dollar spot and anthracnose over Daconil WeatherStik. It also suppresses bacterial diseases such as bacterial etiolation (*Acidovorax avenae* subsp. *avenae*) and reduces

pythium blight caused by *Pythium* aphanidermatum.

Under light to moderate disease pressure Daconil Action at 1.6 oz./1,000 sq. ft. will provide equal or better control than generic chlorothalonil at 2.0 oz./1,000 sq. ft. This helps keep superintendents below the yearly limit of chlorothalonil applied that is required by the EPA. Daconil

"Daconil Action also increases the duration of control compared to Daconil WeatherStik, giving superintendents extra disease protection when reapplication is delayed."

Action also increases the duration of control compared to Daconil WeatherStik, giving golf course superintendents extra disease protection when reapplication is delayed by uncontrollable events.

### What strategy do you recommend so a superintendent gets the most value from Daconil Action?

There are five principles to follow:

1. Use in a preventive application program. Daconil Action needs to be

present 48 hours before achieving activation of the plant defense system.

- 2. Repeat Daconil Action applications on 14- to 21-day intervals, depending on disease pressure.
- 3. Adhere to EPA limits on the yearly maximum amount of chlorothalonil applied.
- 4. Know that Daconil Action can be safely tank mixed with other commonly used fungicides.
- 5. Read and follow all label directions.

### Are there any precautions superintendents should be aware of when applying Daconil Action?

We have not observed any phytotoxicity in our research trials or from applications on golf courses.

### Anything else to add?

Not all plant activators are the same. They each function differently and provide different benefits to the turfgrass plant. Acibezalor is the only plant activator registered by FRAC (Fungicide Resistance Action Committee) as a host plant defense activator that induces the salicylic acid pathway in plants. This activation of the pathogenesis-related proteins in the salicylic pathway is known to enhance disease tolerance in plants.

Plant activators are well researched, dating back to the early 1900s when plant defense responses were first recognized. Acquired resistance was observed in 1933, and the first controlled lab studies were performed in the 1960s.

Clark Throssell, Ph.D., *Golfdom*'s research editor, loves to talk turf. He can be reached at cthrossell@questex.com.