

Here's the 72" out-front rotary mower that doesn't slip and slide all over side slopes.

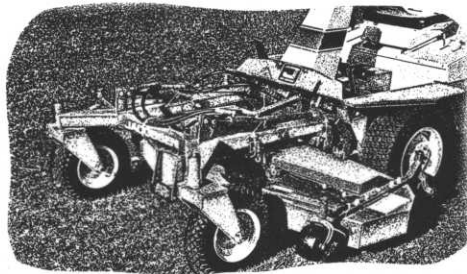
When Jacobsen designed this out-front commercial, they knew it could do all of the things they wanted it to.

Like mow up to 30 acres a day. Climb up and down curbs. Trim tight around trees. And with optional accessories, it can mulch leaves, plow snow or blow snow. And even sweep.

The trick was to distribute the weight so it would grip the turf with all six wheels when angling along side slopes.



Cutter deck tilts up and down for mowing gullies and bank edges.



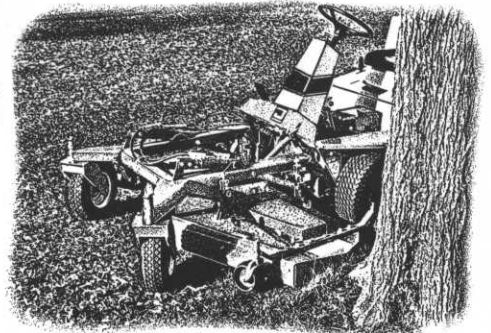
Front wheels support cutter deck for super stability.

That's why the cutting deck is mounted on the carrier, with the two front wheels supporting it. This design keeps the rear wheels from lifting, and makes the Jacobsen the most stable out-front rotary on the market.

Not only that, the weight on the drive wheels can be adjusted for different terrain conditions. For reliable traction.

This Jacobsen out-front rotary meets the tough power mower

safety standards of the American National Standards Institute, Inc. (ANSI). No mean feat in itself.



Can perform zero turning radius, trims like a small mower.

We suggest you ask us for a demonstration of this superbly designed mower-trimmer-mulcher-sweeper-snow blower-plow-combination-miracle-machine.

It's the one that digs in on side slopes.



Take a look at leadership.



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KROMER CO

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Help Available

Dear Fellow M.G.C.S.A. Member:

Remembering the labor problems I had at fall aerifying time, my students will be available to you the week of Sept. 5-9.

We will aerify our greens on Sept. 1-2 in order to familiarize the students with the proper operation of the equipment.

Eleven students will be available on a first come, first serve basis, limiting each club to one student. If students remain after initial requests, those remaining will be sent to clubs requesting more than one. You may hire a student by calling 427-4920 and leaving your name, reporting location and starting time.

Hopefully this can be a mutually beneficial experience. Thank you.

Larry Vetter
A.V.T.I. LANDSCAPE CAREER CENTER

Nutrient deficiencies, weeds, diseases, thin turf, insects.

For the superintendent who has everything . . . or anything . . . or who just wants to make a good thing better . . . ProTurf offers research tested, golf course proven professional turf products.

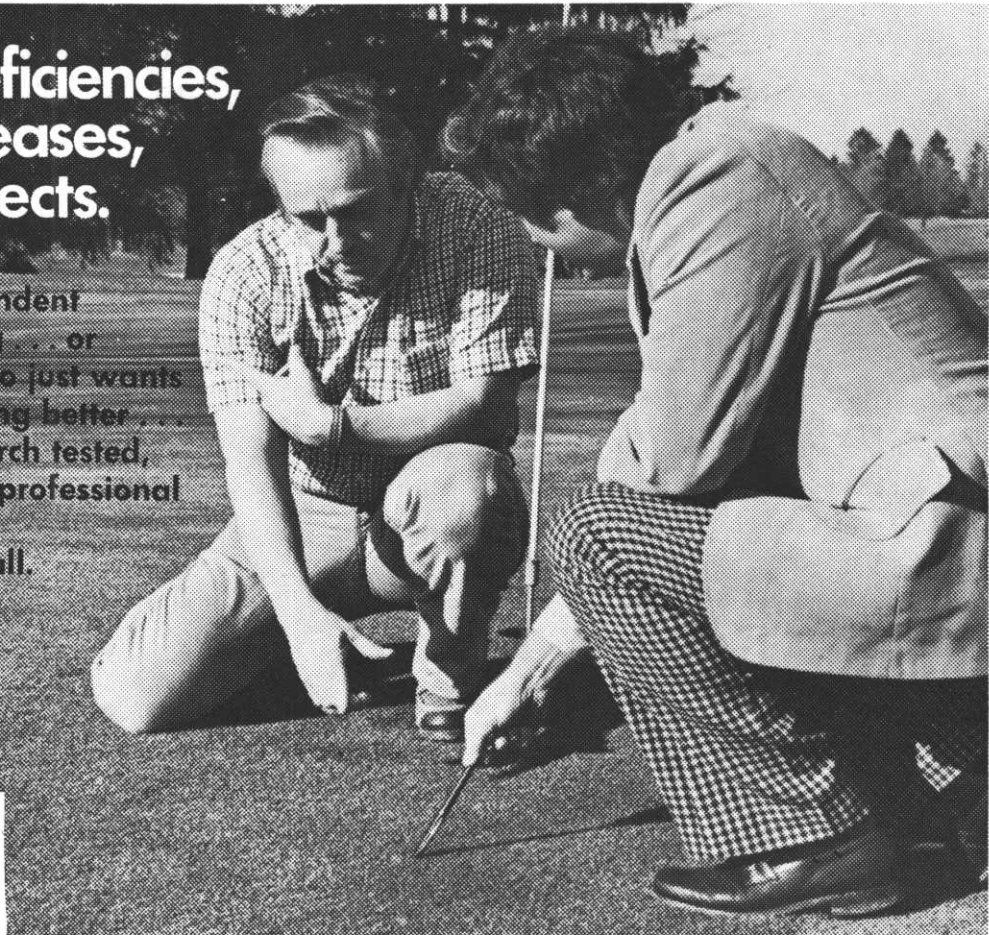
Just give me a call.



A division of
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Mike Redmond

Technical Representative
3714 Logan Avenue N.
Minneapolis, Minn. 55412
Telephone: 612/588-3123



INTERRUPTIONS - There Is An Art To Avoiding Them

You walk into your shop in the morning. The phone is ringing. You pick it up and spend the next fifteen minutes talking.

Immediately after hanging up the phone, someone is in front of your desk waiting to talk to you about a problem. You spend twenty minutes discussing ways to alleviate that problem.

Then you turn to some paperwork that must be done before you head to the course. On the way out of the door you see someone who stops and talks with you for thirty minutes.

All the while your work is waiting for you. As a manager you are being given a heavy dose of the interruptions. Interruptions often wreak havoc with a manager's effectiveness.

Interruptions are not always obvious - some are deceptive. They masquerade as legitimate concerns and we hesitate to label them time wasters. This presumption of legitimacy is attached to telephone calls as well as visitors.

You may say that callers and visitors wouldn't stop by without a good reason. But sometimes a caller or visitor simply wants to socialize or to procrastinate.

There are several ways to get an upperhand on the interruption syndrome. One is to manage your use of the telephone. Another is to gain control over shop conversations. A third is to plan for uninterrupted think time.

Good management dictates that incoming telephone calls be prevented from destroying a manager's concentration. Many callers ask for the superintendent because they identify

Continued on Page 5



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AERATE 10 TIMES FASTER, REMOVE 3 TIMES MORE SOIL... WITH THE NEW CUSHMAN AERATION SYSTEM.



The amazing new Cushman Greensaver® attachment provides penetration down to 2-1/2", yet gets aeration and cleanup done up to 10 times faster than most methods.

Attachment is simple. Just put the two interlocking weight bins on your 3- or 4-wheel Turf Truckster chassis (equipped with hydraulic system), slide in three quick-release pull pins, add sand for weight, and you're ready to go.

You drive between work areas quickly, saving time. When you reach a green, just use the hydraulic lever at your side to lower the Greensaver into the turf. You keep moving, aerating at speeds up to 6 mph.

The inexpensive and easily-changed tines leave a neat 3-1/4" x 4" pattern of holes. The unique tine shape eliminates any pivoting action, allowing them to go deeper without damage to the green surface. So you

can remove up to three times more soil than with other drum-type aerators.

But the Greensaver also makes the aerating operation faster by automatically picking up the soil cores. As the tines enter the ground, the cores are forced through the tines into the drum. When it's full, just open the large door to empty it. Or you can leave the sides of the drum open, to deposit the cores on the green.

And the Greensaver features a special turf guard and roller which smooth the turf and prevent the sod from rolling up on the drum.

The new Greensaver is just one more way to put your 18-hp Turf Truckster to work.

With other accessories, your Cushman can spray, spike, dump, and top-dress. Use it.

It's more than basic transportation. It's a total turf-care system.

Write for your Cushman Turf catalog today.

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his name with that of the course. The wise manager introduces his staff to clients, speaks highly of their competencies and suggests, "Jim is our expert on pesticide application. I depend on him to keep our members informed".

Consider the telephone a message machine and get off the line promptly. Avoid openings that invite long, drawn-out conversations. Instead of saying, "Hi, Fred. How was the golf game last Saturday?", say "Hi, Fred. I need a couple of quick answers if you have a minute."

Visitors can cause problems for managers, too. It is difficult to determine in advance the importance of a visit, so managing visits involves many alternatives. Consider some of these options:

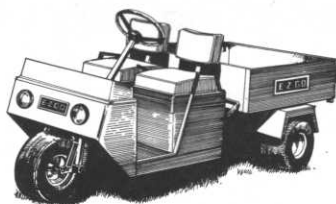
- a. Have fixed reception hours. This allows callers to know when you are available. It also gives your staff a fixed period of time when they can see you if they have problems.
- b. Face your desk away from the door so that you are not interrupted by passersby.

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- c. Meet the visitors outside your office.
- d. Confer standing up.
- e. At the outset, tell the visitor you have only a certain number of minutes to give him.....then adhere to that figure.
- f. Give the visitor your undivided attention. Do not allow interruptions.
- g. Hold occasional luncheon meetings to remove the pressure for social visits during business hours.
- h. Meet regularly with your staff. A well informed staff has less need to confer in an unplanned manner.

Uninterrupted think time allows the superintendent the time he needs for thoughtful planning. Some practices that may work for you include:

- a. Instituting a quiet hour at the start of the day.
- b. Coming to the shop early.
- c. Having a hideaway known to only one staff member.

Although interruption control and scheduled think time can greatly improve a manager's effectiveness, there is another tool available.... delegation of duties.

What does your Northrup King man offer you besides quality turfseed?

A willing ear. We listen carefully to your problem and study it thoroughly so we can solve it together.

The voice of experience. Northrup King continues to be a leader in the development of new varieties and blends.

Reliability. Northrup King has a testing and quality control program that is your assurance of quality seed.

At his fingertips, a wide range of proven turfseed varieties. And we can custom blend to meet your special needs.

The right turfgrass decision can improve the quality of your turf. It can also save you maintenance dollars.

So the person who helps you make that decision is very important to you. That's why we stress the professionalism of your Northrup King man. And his willingness to get involved with your needs.

Grass-stained knees, if that's what it takes to understand your problem. Northrup King people get involved.

For a thoroughly professional evaluation of your turf requirements, talk with your Northrup King representative or distributor. He offers you quality turfseed—and a lot more.

Feet firmly planted in your area, so we can recommend varieties and formulate mixtures that will work in your particular region.



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TARTAN PARK PICNIC PARADISE

The July meeting of M.G.C.S.A. at the Tartan Park Golf Club in Lake Elmo turned out to be a perfect day for the entire family. Host Superintendent Joe Moris had plenty of great activities lined up for all ages. Train rides, slides, swings and a fun house for the kids and golf, horseshoes and cards for the adults were all enjoyed in a very congenial atmosphere under ideal weather conditions.

Refreshments during the afternoon's activities were supplied by the M. T. Wiley Co. and the delicious picnic supper was also provided to us by our good friend, Milt. Thanks again, Joe and Milt, for a truly special day! If you were unable to attend this most enjoyable event, plan on attending this annual picnic next year as this meeting has turned into one of the highlights of the M.G.C.S.A. year.



RINGER. Perfect form enabled Irv Novak of Minnetonka C.C. to defeat quite a few fellow superintendents.



LADIES' GIFTS. Mrs. Larry Mueller, left, distributes door prize to happy recipient, Mrs. Clem McCann.



GOOD TIME. Tracy and Brian Evavold, right, having a great time on one of the many children's amusements features at Tartan Park.

Thank You Goulds

On Monday, July 11 the R. L. Gould Co. held its fourth annual Golf Open. The event was hosted at the Indian Hills Golf Club with lunch, golf tournament, cocktail hour and dinner. It was a great day for the hundred-twenty-two attending.

A special innovation to this year's tournament was a Husqvarna Chain Saw raffle, the proceeds of which would be donated to the M.G.C.S.A. Research and Scholarship Fund. Winners, "Jake" Jackson of Union Cemetery (the chain saw) and the M.G.C.S.A. Research Fund with Gould's check for \$176.00.

USS Vertagreen Fall Fairway Fertilizer... We'll help winterize your fairways!



Hit the fairways this fall with an application of this great new USS Vertagreen fertilizer and you're on your way to fewer turf problems next spring. This quality product is ideal for fall fairway fertilization because it has a high potash analysis ... and that means less winter kill.

A soil test in the late summer or early fall will determine if

your fairways lack this vital nutrient. If they do, USS Vertagreen Fall Fairway Fertilizer is the answer because it's formulated with primary nutrients specifically for your area. See your USS Vertagreen distributor and he'll show you how to winterize your fairways this fall. Next spring you'll be glad you did.

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MGCSA ANNUAL GOLF TOURNAMENT

It is time again to be looking ahead to the Annual Minnesota Golf Course Superintendents' Tournament. A time to enjoy golf, fellowship and entertain club officials, managers and professionals from your club. The event this year will be held on September 19, 1977 at Oak Ridge Country Club. Keith Scott is the host superintendent.



As this tournament grows in size each year, it becomes more necessary for reservations to be made early. Two shotguns will be held, the first at 8:00 a.m. and the second at 1:00 p.m. Each shotgun will be limited to 30 foursomes. Tee times for the 1:00 p.m. shotgun will be given on a first reservation returned basis and given to Class A and Class B superintendents first, unless they indicate the morning shotgun. Others will be placed in the 8:00 a.m. shotgun.

The cost of the event will be \$21.00 per person which includes prizes and dinner. Carts will be available at a cost of \$7.00 each. One cart per foursome can be reserved with the registration form. Extra carts that are available will be rented the day of the tournament.

For the early arrivals at Oak Ridge coffee and rolls will be available. A buffet lunch will be available for golfers coming off the course from the 8:00 a.m. shotgun and available to persons playing in the 1:00 p.m. shotgun. These luncheons are difficult to plan for so please use the facility. The lunch will cost \$3.25. As usual beer and pop will be available on the course for the players.

M.G.C.S.A. TOURNAMENT SEPTEMBER 19, 1977
OAK RIDGE COUNTRY CLUB

Please reserve for _____ for the
(name of sponsoring supt.)

8:00 a.m. - 1:00 p.m. shotgun a spot for the following foursome.
(circle one)

Names of Players

- 1. _____ @ \$21.00 _____
- 2. _____ @ \$21.00 _____
- 3. _____ @ \$21.00 _____
- 4. _____ @ \$21.00 _____

Please reserve a cart at \$ 7.00 _____

Please reserve ____ extra dinners @ \$16.50 _____

Total _____

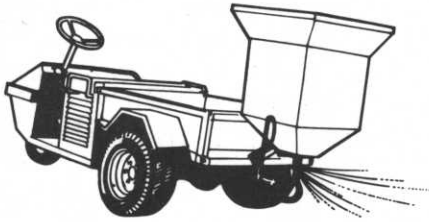
Payment must accompany reservation. Make checks to M.G.C.S.A. Singles making reservations will be paired to make foursomes. Cancellations made prior to Sept. 12, 1977 will receive a full refund. Cancellations after Sept. 12, 1977 will receive no refund. No reservations (except for dinner) will be taken after Sept. 12, 1977. Send reservations to: NATHAN DUNN, 410 ARBORETUM BLVD., CHASKA, MINNESOTA 55318



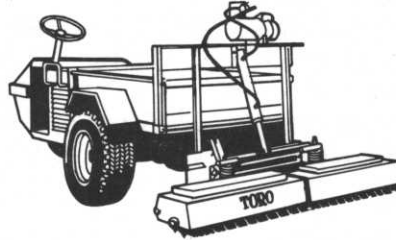
WORKMASTER



RED WAGON



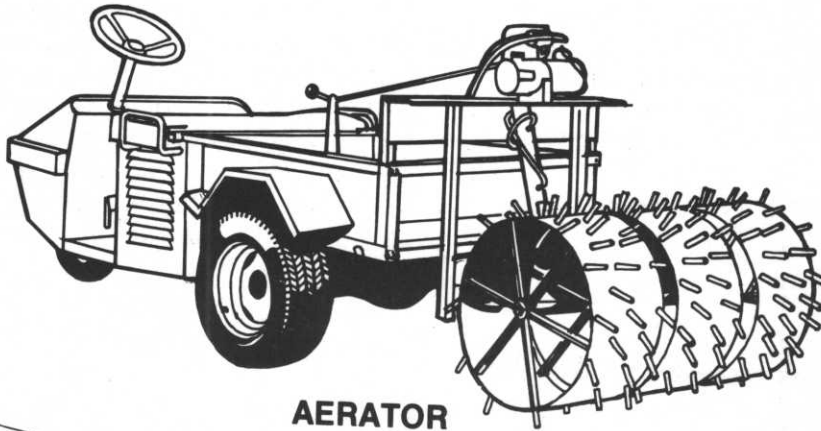
FERTILIZER SPREADER



SPIKER

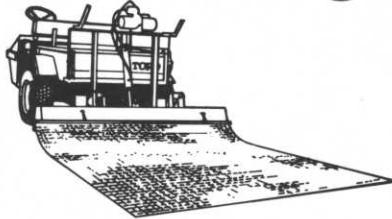


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AERATOR

CAB ENCLOSURE



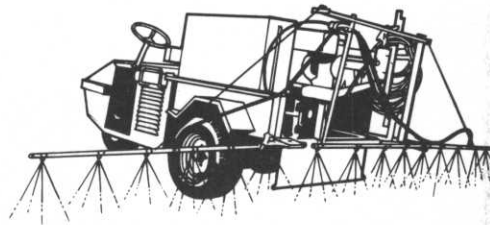
INFIELD ATT.



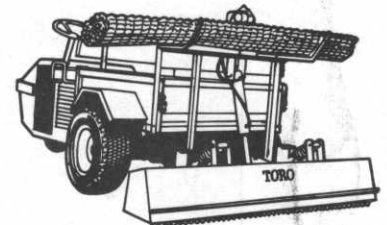
BOX COVER



TOP DRESSER



SPRAYER



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