

Introducing the First Complete Line of Potassium Nitrate-Based Turf Products.

Supported by Research

You've read the studies. A desirable ratio of potassium and nitrogen makes stronger turf requiring less maintenance. You know this is a higher ratio of potassium to nitrogen than you're applying now.

Controlled-Release: the Key

But what choice have you had? Controlled-release materials are the basis of advanced turfgrass fertility programs. And until recently, controlled-release potassium nitrate has not been available.

Now K-Power's MultiCote® controlled-release coating allows you to apply the benefits of potassium nitrate-based fertilization across your entire program: Greens Grade, Fairways, even Combination products.

K-Power® Builds Stronger Turf



K-Power's potassium helps turf plants better regulate water levels in their tissue and increase cell wall thickness. The plant is better able to resist temperature and drought stress as well as fungus and insect attacks. Without costly chemical treatments.

Stiffer leaves support the



golf ball for better shot-making. Even if you mow a little higher. Clippings are reduced because K-Power's desirable ratio of potassium to nitrogen reduces the rate of leaf growth.

And the low salt index of chlorine-free K-Power potassium nitrate makes it one of the safest turf fertilizers available.

Unique Formulas

The Greens Grade line includes the only ammoniated homogenous products that combine the benefits of methylene urea and potassium nitrate.

The Fairway Blends provide a unique 50/50 ratio of controlled-release nitrogen to controlled-release potassium. For the growth and green-up you need. When you need it.

Trial Programs

Contact your distributor for more information on K-Power and the world's most perfect trial program. Or call us at 1-800-227-2798.



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(It's about time.)

NOTICE:

June Meeting at Tianna Country Club

Tianna Country Club is approximately 200 miles north of Minneapolis/St. Paul. If you plan on coming up early and need information on hotels, restaurants, etc. call the Leech Lake Chamber of Commerce at 1-800-833-1118 ext. 93, or give Bill Cox a call at Tianna Country Club, 218-547-2141.

Links With Nature

The video, "Links With Nature", is now available to members of the MGCSA. The 17 minute video, produced by the GCSAA, discusses the positive effects that turf has on the environment. It is a good video to show golfers or groups in your community. Contact the MGCSA office for further information.

FOR SALE

(2) — 1988 Jacobsen LF-100
Lightweight Fairway Mowers

(1) — 1986 Toro 350-D 5-plex
Heavy Duty Fairway Mower

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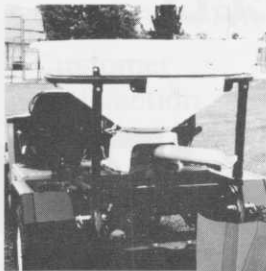
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Real Salesmen Bring Donuts

By Monroe S. Miller
Editor, Grass Roots

(Ed. Note: With all due respect to Monroe Miller, editor of Grass Roots, published by the Wisconsin Golf Course Superintendents' Association all references to the Badgers have been changed.)

It seems enough time has passed for those humorless souls among us who were offended by our last "real" articles to have recovered. We are, in effect, going to reload and take a few more harmless shots.

Same gun, new target. Easy marks this time. Real easy—I almost feel guilty.

I simply cannot resist the calls for more any longer. The time has come for the sales people in our business to step forward and take a turn.

And, frankly, I received a lot of encouragement and help from a good friend of mine who just happens to be a salesman. His insights were more than helpful, and I thank him. He will remain nameless; I have to respect his request for anonymity.

Good sales people are always welcome in my shop. I learned early in my career that they can be a tremendous resource. They are almost like turfgrass extension agents when they have a good educational background to go with their experience and wide travel.

So here we go. A warning to the thin-skinned and politically correct—if you cannot find your sense of humor, do not read any further.

• Real salesmen making early morning calls always bring donuts. Fresh ones, not day-olds. If you are coming from the Racine area, you may bring a ring of fresh Kringle with you.

• A real salesman NEVER has to ask to borrow a pen.

• Real salesmen NEVER have to ask the golf pro or the clubhouse manager "how do you get to the shop?"

• Real salesmen don't wear:

Earrings
(saleswomen may, however)
Wing tip shoes
Polyester pants
Bib overalls

• Real salesmen tell the truth at least 50% of the time.

• A real salesman always remembers the assistant golf course superintendent's and the golf course mechanic's name.

• A real salesman knows he will never sell any piece of equipment with a half-hour demo while he looks over everyone's shoulder. That's worse than no demo at all.

• Real salesmen don't show up at the editor's office unless they are *Hole Notes* advertisers.

• Real salesmen brush their teeth regularly and buy breath mints by the case (cheaper that way).

• Real salesmen never gossip.

• Real salesmen don't rip on their competition, preferring instead to sell the strong points of their own line.

• Real salesmen don't have low handicaps. Customers get to thinking that all they do is play free rounds of golf.

• In that same vein, real salesmen don't drive around with their clubs in the box of their pickup or in the trunk of their car.

• Real salesmen show up on time, or at least on the right day of the right month.

• A real salesman doesn't drive a fancy, new or expensive vehicle—Lexus, Explorer and similar brands. Convertibles are forbidden, too. It's pretty tough to convince some of us of how low your prices and bids are as we look out the office window and see a \$25,000 vehicle. Maybe we are jealous—so what? Let's face it—a real salesman would be smart to drive a pickup truck that was a couple years old with a bit of a worn look. It should be clean, however.

• Real salesmen don't try to "act

cool". Real golf course superintendents don't appreciate it. Lose the sunglasses on a necklace, wear socks and for heaven's sake, don't dress like a golf pro.

• Just as the real golf course superintendent is disgusted by implications of the title greenskeeper, the real salesman loathes the connotations carried by the contemptuous title peddler.

• The real salesman knows the jacket size of all his customers!

• Real salesmen don't make their calls wearing tennis, basketball or soccer shoes.

• Real salesmen don't wear a suit for golf course calls.

• Real salesmen wipe their noses between calls.

• Real salesmen always pick up the tab when sharing a meal with a golf course superintendent. The reason is that most salesmen usually make more money than golf course superintendents, and they most certainly have a bigger business expense account.

• A real salesman never tries to "smoke" his way through a question. Golf course superintendents are shrewd people and aren't fooled by fast talk and false pretense. If a salesman doesn't know the answer to a question by a superintendent, he should reply, "I don't know, but I'll find out."

• A real salesman knows, either by instinct or through experience, when to leave.

• Real salesmen are able to handle, even enjoy, an occasional humorous jab at themselves.

• Real salesmen keep a case of hats with them at all times.

• In Minnesota, the real salesman is a Gopher fan, or at least pretends to be. If he secretly likes another collegiate team, he does his rooting quietly in a closet. The same is true

(Continued on Page 20)

MEMBERSHIP REPORT

NEW MEMBERS—APRIL 11, 1994

	Class
Frank Ciszak Cedar Valley, G.C. B R. 1 Box 73C, Winona, MN 55987 W: 507/457-3129	
Larry Chipka Mpls. Park & Rec. 11303 S. Oakvale Rd., Minnetonka, MN 55305 (Meadowbrook GC) BII W: 612/348-3539	
Daniel Evavold MTI Dist. Co. Inc. F 6835 Norwood Ln., Maple Grove, MN 55369 W: 612/475-2200	
Michael Hilliard Par Aide Products F 3565 Hoffman Rd. E., St. Paul, MN 55110 W: 612/779-9851	
Brian Kenny Precision Turf & Chemical Inc. ... F 1700 Olive Ln., Plymouth, MN 55447 W: 612/559-5293	
Mark Knick Michigan State University C 8639 Candlewood #10, Brighton, MI 48116-2338 W: 810/220-3634	
Daniel Trudeau Grand View Lodge - The Pines ... C 920 S.E. 16th St., Forest Lake, MN 55025 W: 612/464-2595	
John Munson Rum River G.C. BII 925 W. Branch St., Apt. #2, Princeton, MN 55371 W: 612/389-1580	
Bradley Oyen Appleton G.C. BII 150 E. Schlieman, Appleton, MN 56208 W: 612/289-2700	
Eric Sundet (MSU) Interlachen C.C. C 11447 Anderson Lakes Pkwy., Eden Prairie, MN 55344 W: 612/929-5352	

RECLASSIFICATION—APRIL 11, 1994

David Deem Buffalo Run G.C. B to A	
Thomas Flood Rich Acres G.C. C to BII	
James Kassera Willingers G.C. BII to B	
Rick Skjonsby Minneapolis G.C. D to BII	

Dick Grundstrom, Membership Chairman

FOR SALE

- One 550 gallon single wall fiber-glass underground fuel tank — brand new\$700
- One 84" National Triplex — This 1979 unit is in excellent shape with new style rollers, new paint, sharpened, ready to go. \$1,500
- One M322 Ditch Witch — runs good\$500

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Bill Larson or Mike Romundstad
Town and Country Club

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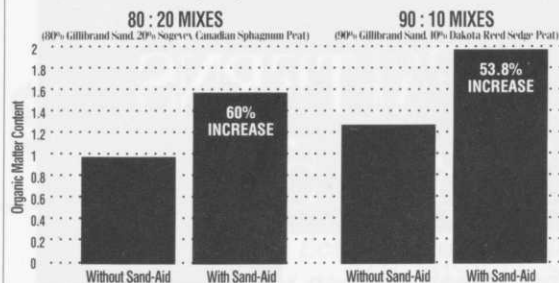
The Optimal Soil Conditioner and Topdressing Amendment

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TerraBond Geotextiles

The best geotextile for bunker lining, putting green construction, and other soil separation and filtration applications.

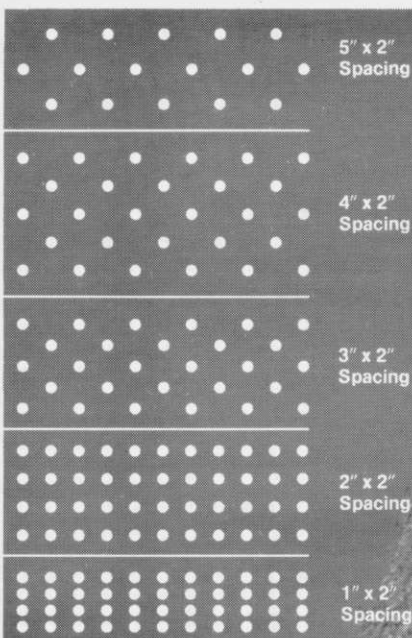
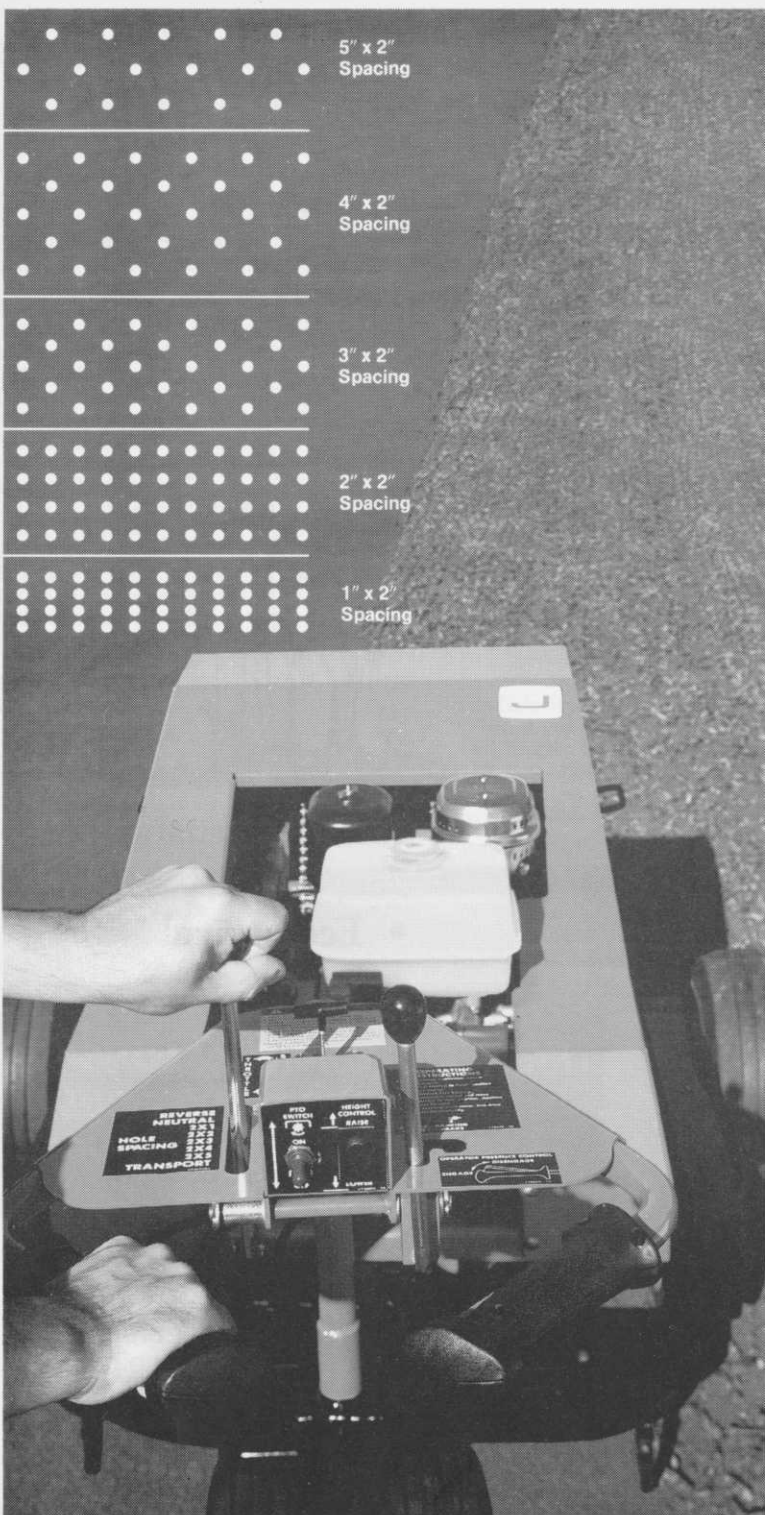
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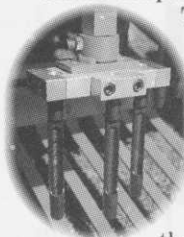


ASK US ABOUT THATCH-X GRANULAR THATCH REDUCER!



With the two new Jacobsen Aero King aerators, you get the widest selection of hole spacings on the market to handle changing aeration needs quickly and easily. Simply shift gears to select just the right pattern for the job.

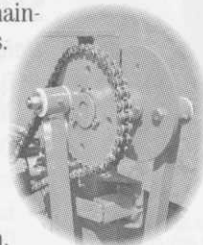
Most convenient controls in the industry. Unlike competitive units, the self-propelled



T1224 puts all controls at the operator's fingertips for easier operation and increased productivity.

Lower overall maintenance costs.

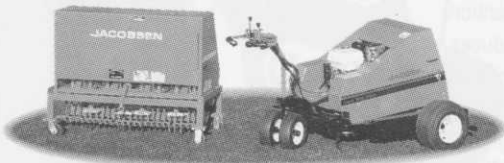
Our virtually unpluggable tines last up to three times longer than competitive tines. So you get more consistent hole depth throughout your course, while spending less time and money changing tines. What's more, the Aero Kings' simple, durable designs are easier and more economical to maintain than gear-driven units.



They also cover more ground in an hour than competitors, giving you the best overall aerator value.

The tractor mounted PT2448, with its 48" width, is small enough for greens but big enough for fairways and tees. The PT2448 features a storage frame and castors for fast, easy hook-up to an 18+ hp tractor.

To see just how much a single aerator can do, ask your Jacobsen distributor for a demonstration today.



**JACOBSEN
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MGCSA Goes West

The first MGCSA meeting of the 1994 golf season was a sure winner. A great golf site, the Benson Golf Club. A very super host, Dave Sime, who provided the nicest day of the young season. A very challenging track, and outdoor golf for the first since last October's meeting. Tee Shot Marketing provided a very interesting display with equipment aimed at making a Golf Course Superintendent's job a little easier. With the golf clubs out and being used for the first time, it was time to see who could blast the longest drive the "Joe Gorilla" award went to Joe, I mean James Gardner of Rochester Golf & Country Club, while host Superintendent Dave Sime became the master of greens with his long putt. The most accurate awards went to Jerry Quast, Montevideo Country Club and Steve Young, Plaisted Companies, Inc. With the MGCSA monthly meetings underway time was there to continue your education with

Robert Brill offering several points on what is legally possible when hiring new employees. The 61 members of the MGCSA shared a great day, great golf and great fellowship.



Host Superintendent Dave Sime with his father Dean Sime.

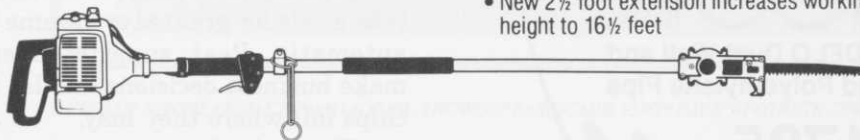
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Larry Thornton having a blast in a Benson G.C. bunker.



Steve Garske ponders if winter rules apply when you're in the woods and O.B.

Environmental Guidelines Booklet Available

RGF Environmental Systems, Inc. a member of the RGF Environmental Group, West Palm Beach, Florida is offering a free booklet entitled "Environmental Guidelines for Golf Course Maintenance Facilities". This

booklet is offered as a free public service to give golf superintendents guidelines on reducing the risk of contaminants entering the environment and possible fines resulting from such actions. The subjects include: EPA laws, maintenance shop housekeeping, mix & load operations, storm water run-off, managing hazardous waste on site and pollution solutions. For a free copy, contact RGF Environmental Systems, Inc. 3875 Fiscal Court, West Palm Beach,

Florida 33404, 800-842-7771 or 407-848-1826.

The RGF Environmental Group consists of six companies all dedicated to design, engineering, manufacturing and sales of pollution prevention equipment. Founded in 1985, RGF employs 78 people in its 50,000 square foot facility in West Palm Beach.

Real Salesmen —

(Continued from Page 15)

with the Vikings, Twins and Timberwolves.

- Real salesmen have their vehicle radios turned to Rush Limbaugh.

- A real salesman remembers his customers at Christmas. A card or calendar is fine.

- A real salesman actually knows how to operate the equipment he sells, and has actually used the materials he offers.

- A real salesman knows that lecture attendance at educational seminars, symposiums and meetings is time well spent. He knows he might learn something.

- The real salesman isn't a sore loser, and always comes back strong. He doesn't take a lost sale personally, and he doesn't hold a grudge.

- Neither does the real salesman take a sale for granted or assume it's automatic. Real superintendents make business decisions and let the chips fall where they may.

- The real salesman gives his best bid (or lowest price) immediately. NOT after he's learned the competition has beat him.

- "Service" is a word the real salesman understands and actually believes in.

Trees & Shrubs —

(Continued from Page 8)

Aspen Opening Type

- Balsam poplar (*Populus balsamifera*)
- Quaking aspen (*Populus tremuloides*)
- Scattered Northern bur oak (*Q. macrocarpa*) —var. *olivaeformis*
- Hazelnut (*Corylus americana*)
- Sage willow (*Salix candida*)
- Pussy willow (*Salix discolor*)
- Shrubby cinquefoil (*Potentilla fruticosa*)
- Red-osier dogwood (*Cornus stolonifera*)

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