



**MID-ATLANTIC**

# News Letter



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Golf Course Superintendent through Education and Merit

Merry Christmas



Happy New Year

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## PRESIDENT'S MESSAGE

by Thomas Doerer, Jr.

May I take this opportunity to wish all the members of our association a very Merry Christmas and a happy and prosperous New Year. It has been my privilege and pleasure to have been your president for the past year and to have been re-elected to this office for the year, 1965. I trust that we have made some progress in the past and will continue to do so in the coming year. May I, at this writing, thank all the officers and members of the board for assisting in making this progress possible. Without their help this could not have been accomplished.

Mr. Angelo Cammorata, our vice president, along with Mr. George Gumm, director and chairman of our educational committee, did an outstanding job in arranging meeting places for our monthly meetings. The coming Baltimore Turf Conference, through their efforts, should be one of the best meetings we have had.

Mr. Robert Martino, chairman of our publicity committee; Mr. James E. Thomas, our director at large; and co-editor, Lee C. Dieter (a newly elected director) are to be congratulated for their editorial work contained in our NEWSLETTERS this year. We have, we think, one of the finest publications among all the chapters in our National Association.

Thanks to Charlie Schalestock for his work in arranging our golf tournaments each month, also for the fine memorial tournament in honor of the late past president of our association, Mr. Wm. Glover. This will be an annual affair. Our thanks also to Mr. John Connolly for having donated a beautiful trophy for this tournament.

Mr. Sheldon Betterly, our hard working secretary, did a fine job of keeping all the correspondence and financial affairs in order. This is probably one of the most time consuming positions in our association. Not only did Sheldon keep us up to date locally but also kept us up to date with National affairs. (Mr. George Cleaver is our newly elected secretary-treasurer for 1965.)

Mr. Al Watson, chairman of the membership committee, is to be congratulated for his efforts in increasing our membership this year, not only the Mid-Atlantic membership but the National.

Director Frank Haske, chairman of the entertainment and flower committee, was responsible for the excellent arrangements made at the annual Ladies Nite and the annual picnic. Frank and Al Watson are our delegates to the National to be held in Cleveland, Ohio, February 12th through the 16th, 1965.

Congratulations to Jack Oulla, our newly elected vice president for 1965.

Mr. L. Robert Shields, who for many years has been a mainstay in our local affairs, is vice president of our National Association and a candidate for president this coming year. Bob has kept us well informed on National changes this year, and there were several very important changes made.

Best of luck to our delegates to the National Advisory meeting in Cleveland. I am sure they are well qualified to handle our requests at this meeting.

#### ELECTION RESULTS

The annual election of officers took place at the last meeting of the Mid-Atlantic Golf Course Superintendents Association on December 1st, 1964. The following is the result of that election: Thomas A. Doerer, president; Jack Oulla, vice president; George W. Cleaver, secretary-treasurer; Frank Haske and Lee Dieter, directors.

#### NOW IS THE TIME . . .

by James E. Thomas

We can apply the Boy's Scout motto of "BE PREPARED". A final check can be made on what work is needed to prepare our golf courses for the coming season's play. While it is still early winter, the 1965 golf playing season will be here before we realize that cold weather is behind us. Then we will wonder what good advantage and use was made of the dark and dreary days spent inside. As time is valuable let's not procrastinate and waste time.

Both good and bad days can be put to good use during the months of January and February. When blustry, snowy, and wet periods occur a great deal of inside work can be accomplished; automotive equipment such as, tractors, power mowers, etc. can be checked and overhauled. A survey of all useable equipment on hand should be made so as to ascertain what is worn out and in need of replacement. Tee markers, benches and signs can be brought in from the course to be cleaned and repainted. Stakes for defining out-of-bounds, water hazards, and ground under repair can be made up and stock piled for future use. This is also a good time to prepare and store compost for use when needed.

Whenever the weather is favorable outdoors trees can be pruned, trimmed and fertilized. Woodlands can be cleared, dead trees and undersirable underbrush removed. Bridges and shelter houses can be examined for needed repairs. A good time to replenish trap sand is when the ground is frozen. This eliminates having to do it when other maintenance duties are heavy. Soil tests can be taken, and ground limestone or dolomitic lime applied if needed. These are but a few of the jobs we can accomplish during the quiet months of the year.

This season of the year also provides us with an opportunity to review the timely articles which have appeared in our own "Mid-Atlantic Newsletter", the "Golf Course Reporter", "The USGA Green Section Record", and other trade journals. They all contain valuable information which can be put to good use later on. We should attend and support as many turf conferences as possible, especially our MID-ATLANTIC TURFGRASS CONFERENCE, and the INTERNATIONAL TURFGRASS CONFERENCE AND SHOW of the Golf Course Superintendents Association of America.

And above all things, don't fail to take that vacation you have earned, rest and relaxation will give the job a new perspective.

"Now Is The Time . . ." wishes you and yours a Merry Christmas and pleasant sailing in 1965.

#### BOARD MEETING

There will be a meeting of the board of directors at 3:30 P.M. at the new Holiday Inn Downtown, Baltimore, Maryland on Sunday, January 10th, 1965. Along with the installation of new officers there will be an award made to a distinguished guest.

#### NATIONAL NOTES

by Bob Shields

Our new executive director, Mr. Ben Chlevin, moved into his office on December 7 and is busy answering the pile of mail that has accumulated. With the Cleveland Conference and Show just around the corner there are many details that will require his attention and with the task of getting started on a new job he is going to be tied down for a while. But Ben

has had a lot of experience in handling details and meeting deadlines so we know he can handle our situation.

Mr. Titlow was appointed to act as executive director during the week prior to Mr. Chlevin's arrival and with the able assistance of Harry Mahoney and Eddie Erwin did a fine job. Dr. Nutter stayed on an additional two weeks after December 1st and spent the second week traveling to Texas to attend the Texas Turfgrass Conference at Texas A&M College in Houston.

The number of members in the National Association is still growing. Ten new members joined during the month of November bringing the total number of new members for 1964 to 231. Some members were lost also. Three died during November making a total of 17 for the year. Seventy-nine were dropped for non payment of dues and 7 asked to have their memberships withdrawn for a variety of reasons. Total membership as of December 1st, 1964, is 2,147. A year ago at this time the total was 2,004 for an increase over last year of 143 members.

During November the Mid-Atlantic gained one more National member when Mr. Joseph Paul Barefoot of the U. S. Soldier's Home in Washington, joined the association.

When the fiscal year was changed from December 31st to June 30th members were given the option of paying six months dues and then being billed again for a year or paying a year and a half in advance. Over 75% paid the full year and a half resulting in considerable savings to the association in the form of typing, billing and postage. It also is an indication of the keen interest and the confidence the members have in their association.

The Cleveland Conference looks really good at this time. More exhibit booths were available at this years show but all were sold by the first of September. This is another indication of the interest that industry has in our association and our work. Plan to attend this meeting of the foremost people in the turfgrass industry and see and hear the latest in fine turf maintenance methods and techniques.

#### IT'S CONFERENCE TIME

by Dr. Fred V. Grau

The Mid-Atlantic Association and the University of Maryland traditionally lead the country in conducting the first Educational Conference of the New Year. It is no accident that the quality of the two-day meeting is second to none. Excellent planning and top-notch speakers create an event that few forward-looking turf men can afford to miss.

Unfortunately, and this is no indictment of the Maryland conference, many of those who attend conferences fail to take advantage of the full educational potential offered. It is deplorable that so much time literally is wasted on trivia. Speakers and others in attendance are filled with specialized information which they are eager to dispense to those earnestly seeking further knowledge. So far no real effort has been made to create "availability". Many superintendents feel shy and backward, hesitating to approach a man who seems to be busy and always surrounded by questioners.

At a recent conference in the Midwest arrangements were made so that everyone who wished had a chance to sit down and, without interruption, converse with the speaker of his choice on matters that really mattered to the superintendent. Time was limited to about five minutes. Each speaker was in a room to himself. The steady stream of questioners bore eloquent testimony to the success of the innovation. A few superintendents sat in the background and quietly listened to all questions and answers.

Perhaps this idea could be approached on a limited basis soon to test its workability.

Another undeveloped area at conferences is the attitude of salesmen to superintendents. The presence of manufacturers' representatives and salesmen is greatly to be desired and encouraged. There is created a golden opportunity for every superintendent to learn all there is to know about products in which he is interested. Instead of avoiding a "commercial man" on the grounds that "he might sell me something", welcome the opportunity to gain knowledge from each one. No one can buy and use a product effectively and intelligently unless he knows all there is to know about it. Who is in a better position to give this valuable information than the person who represents the product?

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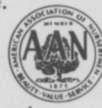
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Let us not forget that each one of us is a salesman. We sell first OURSELVES. We sell our personality and our ability first and foremost. Growing competition forces each one of us to prepare ourselves more adequately for the struggle ahead. The best way to sell is to be in complete command of the English language--to speak, to write, to understand. Nothing will advance a man more surely.

Before this discourse is terminated I must say something about the unwarranted circulation of "gossip" in our technical and scientific circles. A recent phone call told me of the "lousy" job that a certain superintendent was doing, how he ought to be relieved, etc., etc. The informer had not even been on the course in question but I had been there several times. That bit of malicious misinformation was misleading, inaccurate and damaging to the individual and to the profession. We owe it to our fellow superintendents and to our profession to relay only the kind of information that is helpful and accurate.

To Mid-Atlantic Newsletter readers my regrets for not having contributed recently. The harvest and processing of our Penngift crownvetch seed crop was most demanding. From now on it is mostly indoor work and less strenuous. After January 1, 1965, I will devote full time to affairs of GRASSLYN, INC., the business that Mrs. Grau and I developed from infancy. Fortunately there will be time for occasional consultation with those who know and need my talents.

Come To The Conference To Learn!

#### COMING CONFERENCES

January 11-12, 1965 - Mid-Atlantic Turfgrass Conference, auspices University of Maryland and Mid-Atlantic Association of Golf Course Superintendents; downtown Holiday Inn and Motel, Baltimore, Maryland.

January 27-28, 1965 - Virginia Turfgrass Conference, Virginia Polytechnic Institute and Virginia Turfgrass Council; Hotel John Marshall, Richmond, Virginia.

January 27-28-29, 1965 - Agronomy Short Course, University of Maryland; National 4-H Club Center, Chevy Chase, Maryland.

February 7-12, 1965 - 36th INTERNATIONAL TURFGRASS CONFERENCE AND SHOW, Golf Course Superintendents Association of America; Sheraton-Cleveland Hotel, Cleveland, Ohio.

February 15-18, 1965 - Penn State Turf Conference, Pennsylvania State University, University Park, Pennsylvania.

#### WARNING AGAINST USE OF FERTILIZER AS DE-ICER

The time for snow and ice is again upon us and many people are going to be faced with the problem of ice removal from concrete drives and walks. Although there have been some suggestions for the use of ammonium nitrate fertilizers as a de-icer, the Portland Cement Association again has issued a warning against its use. Although it is true that this material will melt ice and possibly fertilize the grass next to the concrete it has the distinct disadvantage of causing deterioration of the concrete slab. It continues to work down into the slab.

Calcium chloride still seems to be the safest chemical for ice removal. Although there may be a small amount of grass damage it probably will not be as extensive as with simple salt and the effect on good quality concrete is slight.

(Kenneth E. Felton, Extension Agricultural Engineer. Preceding from "Agricultural Engineering Topics" published by Cooperative Extension Service, University of Maryland.)

#### GOLF COURSE SURVEY OF MAINTENANCE BUDGETS AND WAGE SCALES

This survey is for the sole purpose of a future composite picture of operating costs to be used by the association in future correspondence or questions from Club Chairmen in our area.

With the exception of the various club Greens Chairmen many board members never get the complete budget picture of other clubs in the area.

With a composite picture we can at least talk factually to any board or interested group.

All questions on this questionnaire will be of such a nature that they will not identify any one club or individual, so do not hesitate to fill out and return to your board of directors for study and approval. (Questions are as follows)

These averages are for 18 holes with exception of Salaries and Wages which include 9 holes and 18 holes and over.

Total Reporting - 24		Eighteen Hole - 18	
Nine Hole - 3		Eighteen Plus - 4	
Type of Club ---- Public _____, Private <u>X</u> , Semi-Private _____			
Amount of holes 9 _____, 18 <u>X</u> , More _____			
Total Acrerage devoted to golf course	<u>144</u>		
Annual overall maintenance budget		Amount	<u>\$48,000</u>
Annual overall capitol improvement budget		Amount	<u>\$ 5,970</u>
Superintendents Salary per annum		Amount	<u>\$10,250</u>
Asst. Superintendents Salary per annum		Amount	<u>\$ 5,135</u>
Annual wages other than Supt. or Asst. Supt.		Amount	<u>\$24,380</u>
Hourly wage rate for help		Amount	<u>\$ 1.55</u>
Number of year around employees		No.	<u>4</u>
Number of temporary employees		No.	<u>6</u>
Full time mechanic----rate of pay---		Amount	<u>\$ 2.10</u>
Total Value of cutting & spraying equipment		Amount	<u>\$38,600</u>
Fringe Benefits - Group Insurance, Pensions, Expense Accounts			

Check one or all also amount the club pays and the amount the employee pays.

Do you have paid vacations? 24 - Yes

Are you permitted to attend board meetings? 14 - Yes, 10 - No

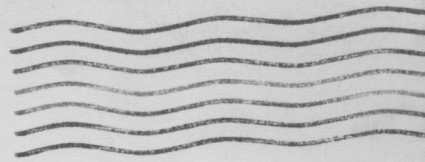
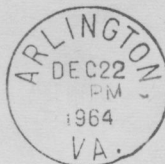
Do you have a greens chairman? 20 - Yes, 4 - No

Group Insurance -	9	Pension -	3
Expense Accnts. -	13	Bonus -	3

In three cases a house and utilities was reported. Amount in actual cash value of insurances, expense accounts etc. was not given in most cases so no average could be determined.

# MID-ATLANTIC News Letter

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