



MID-ATLANTIC News Letter



Published by
Mid-Atlantic Association of Golf Course Superintendents to aid in the Advancement of the
Golf Course Superintendent through Education and Merit

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NEXT MEETING

The next meeting of the Mid-Atlantic GCSA will be held at Lakewood Country Club on May 5, 1970. Mark this on your calendars because it is the 1st Tuesday, rather than the second one. Our host is Dave Fairbank, a newly elected board member of our association.

DIRECTIONS TO THE CLUB

From 70S, exit at Route 28 and go west about 1 and 1/2 miles. Turn left on Glen Mill Rd. and go about a half mile. The club is on the left.

BIG AD

George Quigley, the Director of the Institute of Applied Agriculture at the U of Md. informs us that the University of Md. is going to run an ad this summer in the "Superintendent" and "Golfdom" to inform readers of their summer work-study program that they are offering with co-operating superintendents in our area. The students are given academic credit and this is obviously a very important part of the curriculum at the school.

The U. of Md. is one of two schools in the entire country with this type of program and with the number of men enrolled in turf management today, they have decided to enlarge the program. It is a great advantage to our profession to have interested people such as Mr. Quigley and his staff working much on our behalf. Information regarding this program in Turfgrass and Golf Course Management can be obtained by writing to:

G.D. Quigley, Director
University of Maryland
College Park, Maryland

HELP!

Maybe, just maybe, nice weather is here to stay. And with the grass growing weather comes the problem of having problems. We in the Mid-Atlantic are very fortunate in as much as we have a very close-knit group

whose members are all willing to help someone in trouble. No one should look down on a man who has a problem on his course and asks for help, because the guy who does the looking down might well be the next one to be in trouble. Some time ago, there was talk about a committee to help supers who needed help and requested it, but the idea was scratched because it was felt that there was enough closeness between members that a committee of this type was not really needed. But in any event if you need help this year or any other time, ask for it! It is really surprising who shows up and volunteers to help when you least expect it. If you don't believe it, look around.

NAME TAGS

Several members have forgotten to leave their name tags after the meetings. If you have yours at home or at the club, please bring them back. There will be a 50 cents charge placed on those whose tag does not appear from now on. This charge covers only the cost of the plastic holders.

INSURANCE

Our membership chairman, Bob Miller, has initiated a survey of our members to find out the possibility of getting group insurance as part of the membership in the association. Bob is circulating forms via volunteers in the three urban areas now trying to gather information on members' birthdates so a median age can be computed. Then the age will determine the premium on the policy and we'll see if it is acceptable to the members. It sounds like a good idea and it may be another first for the Mid-Atlantic.

NEW MEMBER APPLICATIONS

At the last board meeting on March 30, three new applications were read and are being published here in accordance with our by-laws. Unless written objection is received within 30 days after publication, these men will become active members with their requested classifications:

William P. Mooney
12997 Warwick Blvd.
Newport News Va. 23602

Bill is affiliated with the Langley A.F.B. Golf Club in Newport News and is applying for a class A membership. His application was signed by Bob Shields and Ed Dembnicki.

Michael Liska
Country Club Lake
Dumfries, Va. 22026

Mike was George Thompson's assistant before he went to his present job. He is applying for a class E membership and his application was signed by Ed Dembnicki and George Thompson.

Page Mays
R.R. 2 Box 147E
Waldorf, Md.

Page is with O.M. Scott as a research agronomist. He is applying as a class E and Ed Dembnicki and Jim Estep signed his form.

One classification change was requested and approved. Tom Comalli from Crofton Golf Club was changed to a class B from his previous class E.

Three complimentary memberships were also approved for staff members at VPI. It was felt that since our association included members from Virginia, we should include these people in our membership just as we include staff from other colleges and universities. The men who were granted these memberships were:

- Dr. R.E.Schmidt
- Dr. Houston Couch
- Mr. John Shoulders.

Theirs is a class G membership and is valid for a period of one year.

CHANGES



In case you happen to be way out of touch with the world, job changes are the big news this spring. George Gumm from Ocean City has resigned to go with O.M. Scott. His new address is 627 Ash Drive, Carmel, Indiana, 46032. It goes without saying that we all wish George and Lois the best of luck in his new job. George's job has been filled by Russel Kerns our humble prexy, who left Woodholme C.C. in Baltimore. At this writing, Woodholme is still without a super. Applications can be mailed to L. Silverstein, c/o Woodholme, C.C., Reistertown Road, Pikesville, Md. The salary is open and resumes are requested.

Bill Emerson has left Green Spring Valley to take command of a new club venture near Towson, Md. Jack McClenehan from Westwood has taken Bill's place at GSV and this leaves Westwood without a super. The man to contact there is Chas. Kolakoski, 800 Maple Ave., Vienna Va. The salary is open and a resumé is requested.

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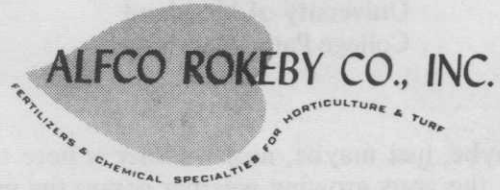
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NEW BRUNSWICK, NEW JERSEY

Another opening is at Ocean Pines near Ocean City. This is a new course just under construction. Interested parties should contact Mr. Roseman at the Lake-of-the-Woods project in Virginia at 703 972-2241.

All the fellows who have moved have got a new set of challenges ahead of them and we wish them the best. Oh yes, and be sure to notify us of your new address.

BACK FROM THE ARMY

Whether you know it or not if you've had a boy working for you who was drafted and he is now or soon will be out of the service, he is eligible to come back to work for you with seniority, pay raises, hospitalization, sick leave and all other benefits he would have if he had never left. The U.S. Department of Labor is who to contact if you have questions

SURVEY

The employment questionnaire should now be in the hands of all A and B members. If you don't have a copy, call any of the fellows on the back of the newsletter and if you do have a copy, please please send it back. As we stated last month, all information will be kept confidential from the individual forms. The final talley will be published of course, but nothing else will. All we are interested in is having all the blanks filled in and the forms returned as soon as possible. By cooperating in this survey, you are helping yourself, your club, and everyone else in the association.

EDITORIAL

This is the year of the job change, or so it seems. This is good to a point, that supers are bettering themselves by changing jobs, but it is leaving some clubs high and dry at a critical time of the year with no one to handle the job of superintending. Naturally, the club officials feel a terrific pang of anxiety and fear in the pit of their tum tums and wonder "Now what are we gonna' do? Where will we get a superintendent at this time of year?"

Well their point is well taken. Where do they turn? The answer in some cases is really scary. They ask men who own construction companies, hardware stores, truck drivers, golf pros equipment salesmen, irrigation installers, and many other people who many times aren't even remotely connected with the profession. They ask everyone but the right people, the golf course superintendents!!! If you go shopping for a new car, you sure don't go looking for one at a bakery. Finding out clubs are asking the wrong people for help is not a new discovery, that's for sure. Maybe this will shed some light on some troubled officials at this time of transition at their clubs

If the club is a member of the National (most clubs are), this is the "world wide" placement service in our profession. The national dues entitle both the club

and their super to the benefits of a placement service for both. If the super is thoughtful enough, he will recommend this to the club and help them screen the applicants as they may apply. The only problem with using this service is that since the coverage is nation wide, applicants come from all geographic regions in the country. This could be bad in as much as someone from Arizona might not be able to cope with the problems on a golf course in Maine.

So ideally, whenever possible, the first place to start is with the local superintendents association. By attempting to locate someone from the local area, many problems are liable to be eliminated. We know from comparing our standard wage that since we are in a rather metropolitan area, our scale is much higher than a more rural situation. Therefore, if a man who is making \$7,000 in Podunk is hired in our area, for example, for \$9,000, a huge gain for him of \$2,000, he pulls our old average of \$12,500 way down because of his "increase". Who gains? No one, that's for sure. Of course, a super, if he is any kind of a person, should check around and be aware of the going wage in the area he is considering moving into. It surely seems a shame for one man to cause a lot of hard feelings just because he is interested in making a few more dollars.

A possible aid in this problem of job referral and placement might be handled by an executive secretary hired by the local association. Other matters that might fall into this job might be billings, newsletter ads, award buying, some public relation work and other items that are now delegated to association officials.

Some of the Northeastern associations have such a person they employ on a "part-time" basis. Usually this person is involved in this line of work for his livelihood and does a much better job of handling it than a man here and there within the local chapter. The idea does bear some thought and any ideas, pro or con, will be welcome.

WOE IS ME!

The following article came from a past issue of the "Northern Ohio Turfgrass News" (date unknown) and was written by Jim Bishop, a reporter for the Youngstown Vindicator. The article has a rather "springy" air about it for this time of year and seems to demand some space.

LAMENT OF A BLADE OF GRASS

I am a blade of grass one inch tall and an eighth of an inch wide. Sometimes there are 50 of us to the square inch. And yet, few people admire us except with a brief glance. They step on us, cut us, curse us, drown us, turn us upside down and, on occasion, we brown off with neglect.

People expect the most from us with the least attention. They will nourish zinnias, trim rose bushes, prune trees, edge hedges and mulch forsythia, but us? Comes spring and the man of the house just looks out the door and says: "Where the hell's the grass?"

We are supposed to be self-perpetuating. Well permit me to give you a short flash. Without us, you'dn't be here. The steak you eat is several million blades of us transmuted into a protein. How would you feel -- if you were as small and inoffensive as I -- and you saw the big wet ugly snout of a steer chewing his way down your street? We face it every day. With a slight shiver of course.

My ancestors and I hold your world together. Where would your topsoil be if it wasn't for us? It would blow away like brown talcum powder, that's what. There is lots you do not know about us. We are a cereal, for instance. We belong to a large family called gramineae and if you totalled all of you, and all of the animals in the world, and all the trees and flowers, there would still be more of us.

Much more. So why be mean because we're so sommon? I mean, why? You spend hours in the evening crouching over flower beds. Let's face it, they can't do better than to bloom for a week or two. We're with you most of the year. Sometimes you deign to throw a little topsoil on us as though you were doing a large favor. All you get from the topsoil is weeds.

Watering us is usually a punishment chore. The kids come bounding out, grab the hose, glance at the hot sun, and give us the works. It's a once-over and grab - yours - while-it's-falling or you're dead. The kid drops the hose and runs back inside. And mowing? That's instant decapitation. The boys mow us as though they were giving themselves a haircut. Right to the bone.

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And yet, to please you, we fight the chill of spring and autumn, the merciless sun of summer, the drenching drowning rains, the drought, fungus, weeds, nasty worms which become highly personal and the birds, which not only pick on us, but also wipe their beaks on our blades.

Have you ever been watered in the heat of the day? The sun magnifies itself in the drops of water clinging to your sides. This doubles the heat and honest injun, I damn near die. You drink with your mouth. Is it too much to ask you to remember that I drink with my roots? Water on top of the ground does me no good. Please?

I too come from good families and bad. You've heard of some of my relatives: Blue, Bent, Fescue, Red, Buffalo, Crested Wheat St. Augustine, Bermuda, Carpet Zoysia -- come to think of it I have a cousin named Knot There is Crab, Quack and an old Latin professor named Phragmites Communis, although we have never called him that to his face.

We try to keep politics out of it. Our job is to grow. Grow and spread. We make your house look good. Most of the time, we are neat and orderly but if we get carried away with enthusiasm and move into the drive all heck breaks loose. The man of the house doesn't mention it until the next punishment chore comes up.

We're his whipping boys. And girls He uses us to make others dislike grass He smiles with pleasure when his dog scratches his back on us. If there is any reincarnation, I just hope that guy comes back as a blade of grass. I'd like to be around to see it.

If he cuts his finger on the mower, it's major surgery. But if he backs the car out of the garage and mangles four or five thousand of us, it's not worth mentioning.

It's a lousy life, if you get the message. For the birds, but that's a cruel joke. I have a root system that is a masterpiece of lacy underpants, but does anybody ever look at it? Not unless I'm being spaded.

CONTRIBUTION

Ed Heath from Needwood Golf Club sent the following article both to us and to the National It is nicely done and he is the first one from our group to submit an article to them. The forms he includes are good and you might be able to utilize them if you have a need for something like this.

THE IMPORTANCE OF MANAGEMENT

By: Edward J. Heath

A man once looked out over the vast Grand Canyon and said, "My God something has happened here." Yes, something had happened. For millions of

years, nature, through the elements, pounded and ground the virgin soil to form this great wonder. Immersed in the pride of accomplishment looking out over your golf course, you realize it, unlike the Grand Canyon, did not completely materialize through nature. Other contributing factors influenced by your management ability have made it possible. Let us consider the following factors in achieving this goal: Planning training, directing, coordinating, and controlling.

First, for us to be proficient in our work we must plan. Planning improves with practice, and the more we plan the better we are able to organize the crew's work, as well as our own. Planning is a responsibility no man in management can escape. With the complexities we face today as golf course managers a long range planning program is needed. This program should be written down and concern all areas of the course over a years' period, so it can be run in an orderly manner. It should then be broken down and transferred into monthly, weekly, and daily facets of operations. This will tell you and the crew where, what, when, and how the operations will be carried out. These easy to follow forms have proved most helpful for us at Needwood. The monthly schedule is for the superintendent and the weekly schedule for the crew.

This type of planning provides us with our objectives on paper and by going over them with the crew, efficient teamwork can be employed. This way the schedule can be organized into a fluid operation without confusion and misunderstanding. Tell your men not only the how, but the why of their jobs. Another idea is to use those rainy days and winter months for classes explaining all the phases of maintenance. Not only will they benefit from them, but you will find yourself gaining new insights. Your men will become more interested in their functions and better understand the cycle of the relationship between what they are doing and why it is important. When they know the "why" they are better able to give their ideas. Remember, you can learn something from every man you meet. I have found these educational classes to work very well with some actually willing to devote their own time to attend.

Training is of the utmost importance in proficient management. The president of a large corporation does not have time to oversee all operations involved in his company. As it expands, more authority and responsibility is delegated down the chain of command. By training, you will be able to delegate authority and responsibility yourself, not only to your assistant, but to the entire crew. This will make for a better organized work schedule, and leave you more time to attend your tasks.

HOORAY!!!

Not enough good can be said about the following article. It's really a shame that the good Dr. Powell is not eligible to send this article to the National. If he could, he would take home the prize money for sure. Most of the supers in the country will agree with this article and no doubt the people that Dr. P. is talking about will be severely wiped out after they read it. But the commercial salesmen who are straight and honest in their business will not hang their heads that's for sure. Of course, there are a few supers who base their business dealings on just this type of a relationship. But fortunately their number is small and so is their image.

TURF MANAGEMENT

A.J. Powell, Jr., Turf Specialist

BEWARE OF "SATCHMO"

Hopefully not everyone has had a "Satchmo" visit his turf operation. But chances are good that "Satchmo" has appeared but was not recognized. "Satchmo", by my definition, is an out-of-town peddler with a "satchel full" of "more gifts than a gift shop". For a minimum order of \$67.00 your wife will receive a new pop-up toaster or knife sharpener. And along with your pocket knife, pen and pencil set and billfold you can have a choice between a \$17.00 briefcase or your very own manicure set.

Think again before you bind yourself in such a deal. Why is he so generous and your local dealer so stingy? Is he trying to steal your business or is he only concerned about the quality of your turf operation? Of course, all of his gifts to you and your wife would not make you feel obligated to him on a return trip. Of course, he would not hint around you, your boss, or laborers that you had accepted these gifts. Of course, he would not try to increase that minimum order on the next return trip. To be so generous, he must be considering you as very influential among your peers and associates.

What is your first impression of Satchmo? Suppose Satchmo visits a golf course. Inside his satchel of gifts he also carries a 674 page notebook that describes products for the club house ranging from salt to floor wax, products for the golf pro ranging from kilties to marshmallow centered driving range balls, and products for the superintendent ranging from axle grease to chelated iron. Many of his products are similar

to those you are presently using, but without the actual label you may never recognize them. Many of his products are "fantastic new discoveries" packaged for your convenience. Hopefully, he comes to you first instead of trying to soft-sell one of your mechanics on the type of tube sealant he needs or your boss on the very recent discovery of "Poa Out" for complete Poa annua eradication. Very often his "bag" is name-tossing. John Brown uses six tons per year of his liquid mow and Pebble Run saves \$20,000 annually in labor by using his liquid sand that never needs raking.

If you have time, take a look at his products and judge their worth yourself. Always compare his delivered cost with that of your local dealer. Very often, Satchmo will be able to do no more than read his company's advertisements about the products in question. Play the Agronomist part and question the correctness of the advertisements. Put him on the spot, and he may never return. Although you have been very successful with a cheaper product, he may list 25 reasons why his product is better. Is a free coin purse any reason to switch from a good product to one that you are not familiar with?

Hopefully, you will feel that Satchmo is disrespectful since he is trying to sell you a miracle product. Soil microbes or soil enzymes boxed and ready to mix with fertilizer or water are often sold with astounding assurance that they actually cure soil problems of plant food availability, soil structure, and permeability.

Another product often misrepresented is the surfactant. No doubt surfactants have been successful for special use situations, but general use to solve fertility or management problems is unfeasible. By decreasing water surface tension, surfactants have been used to relieve puddling in depression areas, to increase infiltration or decrease water run-off on small knolls and to decrease dew formation. Therefore, know your needs and buy these materials accordingly. The percent surfactant in a material and its residual nature should be considered when comparing prices.

Satchmo practically always promotes liquid fertilizers. He knows that a good turf operation has labor problems and a pressure sprayer. He often stresses that the phosphorus in liquid fertilizers are very soluble and therefore quickly available. Also the liquid material offers foliar feeding and penetrates deeper into the root zone area. Do you believe these suggested advantages?

Concerning phosphorus availability, most granular phosphates are in an available form when applied. However with either a liquid or granular phosphorus material, if there is complete soil-phosphorus contact, usually 30% or more of the phosphorus is fixed in unavailable forms within a short time. Experiments conducted to date show that usually the same crop responses are obtained with liquid and solid fertilizers when equal amounts of nitrogen, phosphate and potash are applied.

Liquid fertilizers have helped from the labor standpoint for many turf growers because they can be applied through a sprayer. Many liquid fertilizers can be mixed with pesticides that are routinely applied. The actual effectiveness of liquid fertilizers does not differ greatly from that of granular fertilizers. Before purchasing, compare the cost of liquid versus granular materials that give the same amount of plant food. If the cost of the liquid material is greater, then assess whether the extra cost is worth the handling advantages.

Your local salesmen and distributors might not appear to be Santa Clauses, but they are interested in your turf operation. Being concerned is their "bread and butter" and they must give you good service or lose your business. "Satchmo" on the other hand, may only be interested in one or a few purchases because his margin of profit is high and he is not required to consult with you weekly or daily. As professional turf growers, work as closely as possible with your local dealers. And the next time that "Satchmo" visits your turf operation, ask him to accompany you to the next professional turf meeting. His response might amaze you.

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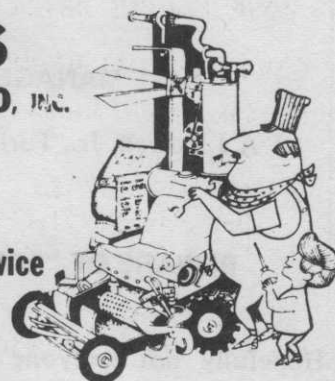
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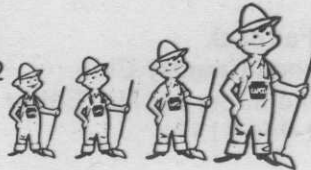
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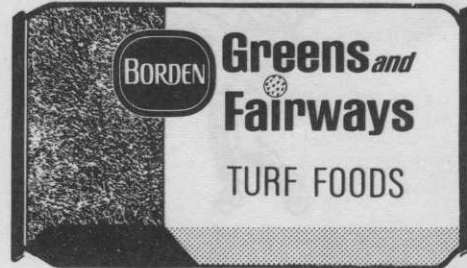
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