



Mid-Atlantic Association of Golf Course Superintendents NEWSLETTER

VOLUME XXXVII

MAY 1984

NUMBER 3

Superintendent-Pro Will Be Played At Indian Spring C.C. on May 8

Indian Spring Country Club, the site of our 1984 Superintendent-Pro tournament on Tuesday, May 8, is a private club with 36 holes of golf; it has been at its present location since 1955. Both of its courses, the Valley and the Chief, were designed by Washington's best known golf course architect, Eddie Ault. The Valley course, on which our tournament will be played, is a flat but narrow golf course with a number of lateral water hazards. Because most professional tournaments at Indian Spring are held on the Chief course, few pros are familiar with the Valley, which has undergone extensive drainage and re-design work in the last few years that have made it an excellent test of golf.

Indian Spring is a busy club. In addition to catering to its more than 1,000 members, the courses play host to some 40 major outings each year. Among these are the Vince Lombardi Memorial, the H.E.R.O.E.S. tournament, the NFL Alumni tournament, and the National Democratic Club Speaker of the House tournament. The club has been the site of four Maryland state opens and one PGA Tour event, the Carling Open won by Gay Brewer in 1961. More than 80,000 rounds per year are played, mainly between April and October.

A number of new projects are nearing completion. The driving range has had a major facelift, with a new 8,000-square-foot practice tee being built and extensive drainage and grading work being done on the range area. A 700-square-foot satellite maintenance building is being built on the golf course to house nine triplex greens, tees, and apron mowers to cut down on transport time and turf damage.

The putting greens were originally C-1 and C-19 but have been overseeded many times with Penncross bent. They are verticut lightly every three weeks

The President's Message

Each and every May, the Mid-Atlantic Association of Golf Course Superintendents sponsors its annual Superintendent-Pro Tournament. Bearing in mind that the fundamental reason for people joining country clubs is to be able to play golf, what two people are more essential to a successful program than the golf course superintendent and the golf professional? And what better way is there to solidify the bond of cooperation and understanding between the two than a round of enjoyable competition with other members of our professional associations; If you and your pro have not yet entered, do so as soon as possible.

Our host for this year's tournament will be MAAGCS Secretary Wayne Evans and Indian Spring Country Club, and Tom List and Mike Fischer of Rehoboth Beach Country Club are expected to defend the Clare Emery Trophy they won last year at Washington Golf and Country Club. Whether or not you're playing in the tournament, be sure to get your reservations in for dinner and the May meeting by calling 964-0070.

Bill Neus is due a special vote of thanks for his hard work in providing a fun-filled Ladies Night at Burn Brae. Thanks also go to Ken Ingram for his fine effort in coordinating the disease identification seminar attended by 19 of our members at the University of Maryland last month.

Michael J. Larsen, *President*



and topdressed lightly 8 to 10 times during the season. Greens are cut six times a week to 5/32" or 3/16" and are fertilized with 1 pound of elemental sulphur in the winter, 1 pound N in two Spring applications and 2 pounds N applied in September and October.

Tees and aprons are ryegrass and are cut three times a week to 1/2". Ryegrass fairways are cut three times a week at 3/4" and fertilized with 1 pound each in September and October. Zoysia and Bermuda fairways receive 2 pounds of urea in half-pound applications in June, July, and August, plus 2 pounds in late August.

Wayne Evans, CGCS, has been superintendent at Indian Spring for the past 4 years. Prior to coming to Indian Spring, Wayne was at Marlboro Country Club for a year and at Brandywine Country Club for 6 years. He has been a superintendent for 13 years and a certified superintendent since 1982. Wayne and his wife Carol have two sons, Chris and Jason.

Directions to Indian Spring are as follows: From Baltimore, take 95 south to 495 (the Beltway), going west on 495 to Georgia Avenue. Then, along with those traveling from Virginia and other parts of the Washington area, proceed north on Georgia Avenue (Maryland Rte. 97) for 5 1/2 miles, turn right on Layhill Road (just past a small shopping center) and go 1 1/2 miles to the club on the right side of the road.

PROGRAM FOR MAY 8

Lunch — 11 a.m. - 1 p.m. barbecue (cash)

Golf — 1 p.m. shotgun start at Valley (non-tournament golfers can arrange to play the Chief course at noon)

Cocktails — 6 p.m.

Dinner — 7 p.m. (cost, \$26)

Meeting — following dinner

Coats and ties required

Mid-Atlantic Association of Golf Course Superintendents NEWSLETTER

Published by this Association to aid the advancement of the Golf Course Superintendent through education and merit.

Claud Corrigan, *Editor*

Joe Gambatese, *Photographer*

1984 Officers and Directors

President Mike Larsen
Vice President Gerald Gerard
Secretary Wayne Evans
Treasurer Lee Dieter
President-Emeritus Ken Braun
Educational Chairman . . . Ken Ingram
Membership Chairman . Robert Lambert
Golf Chairman George Renault
Social & Benevolence Bill Neus
Editorial & Publicity Walter Montross

From the Golf World

The National Golf Foundation has come up with a profile of the typical American golfer: he is 48 years old, shoots an average score of 87, lives in a household with an average income of \$37,000 a year, and spends over \$500 a year on green fees and golf equipment. The NGF did not say whether or not he fixes ball marks and replaces divots, but odds are that he doesn't.

The GCSAA plans extensive media coverage of the U.S. Open to be played June 14-17 at Winged Foot Golf Club in Mamaroneck, N.Y. *Golf Course Management* reporters will follow superintendent Sherwood Moore and his staff as they prepare and maintain the course, and the June issue of the magazine will be devoted almost entirely to the Open, including a foldout cover photo of Winged Foot. And how would you like to have a gang with pencils and notepads watching your every move during a week like that?

The new director of regional affairs for the United States Golf Association is a Scotsman, Eric Shiel, who has succeeded Jeff Rivard, the new executive director of the Golf Association of Michigan. He will be responsible for relations with state, district, and regional golf associations, membership administration, and supervision of a staff of three regional managers with offices in Chicago, Pebble Beach, and Atlanta.

The local tournament scene is beginning to heat up. The Maryland State Team Championship has been completed, and the Northern Section,

RECOMMENDED READING: THE ONE-MINUTE MANAGER

by Ken Ingram, *Superintendent*
Columbia Country Club

Currently a national bestseller, *The One-Minute Manager* has a number of important applications for all golf course superintendents. In our extremely labor-intensive field, where as much as 70% of our budgets is devoted to labor expenses, proper management of people should outweigh the turf, pest, and water management efforts that consume so much of our time. One point that this book makes over and over is that people who feel good about themselves produce better results. To achieve that goal, it sets forth a new management style consisting of three "secrets" — One-Minute Goal Setting, One-Minute Praising, and One-Minute Reprimands.

Goal setting is not new to managerial style, and we all know the importance of knowing where we are going and when we should be there. *The One-Minute Manager* suggests that you list all your goals in 250 words or less, on separate sheets for you and for your employees. In this way, you can check occasionally and know in one minute or less if you and they are on track. You should also be able to discuss problem areas with employees and try to get them to answer their own questions.

One-Minute Praising offers radical changes. How many times have you patrolled the course looking for someone doing something wrong? Try doing the opposite. Look for someone doing a job right and praise him for it. Make sure that you tell people what it was they did right and how important it was to the club. Stop for a moment of silence to let them see how good you feel and then shake hands or pat them on the back to show your support. It only takes a minute.

The One-Minute Reprimand does away with controversial annual performance reviews. Reprimand people immediately, be specific, and reaffirm that you like them but not their performance in this particular situation. Be sure to stop for a moment of uncomfortable silence to let it sink in, and then depart with a handshake or pat on the back. When it's over, it's over, in a minute or less.

The benefit of adopting the One-Minute Manager's style is that proper personnel management actually takes less, not more, of our time, demands on which add to the stress factor. Unfortunately, *The One-Minute Manager*, like most current expositions of motivational and managerial theory, seems to have more application to a white collar environment. Managing blue collar labor is different and often more difficult; it's getting a common man to do an uncommonly good job, and it's one reason our field is so distinctive.



Virginia State Golf Association team matches get underway April 28. The Washington Metropolitan Golf Association kicks off its 1984 schedule on April 30 with the annual Steinem/Lawrenson tournament at Hobbits Glen. U.S. Open local qualifying will be held on Monday, May 21, at Montgomery Village and Norbeck (they play 18 holes at each course), and the second annual Metropolitan Men's Public Links Championship will be staged at Reston South on June 7-10.

All area clubs belonging to the WMGA have now been given their "Strokes Received" charts which indicate how many more or less strokes of handicap a player will receive when he plays that course, depending on its relative difficulty. Handicaps are being figured as if all scores were made at a course with a "Slope" of 113, the average Slope, and with each course

having its own chart based on its new course rating and Slope, the player's handicap is then adjusted to the course he is playing (including his own, if its Slope is higher or lower than 113). The idea is to make handicaps "portable," since it is obvious that the degree of difficulty of golf courses can vary a great deal. The idea is still regarded by the USGA as experimental, but the initial results of adopting the Slope system in Colorado, which re-rated all its courses in 1982, have been excellent, and golfers there have hailed the new system as the fairest yet. To date, eight associations have been approved for activating the Slope system this year, and the 43-club WMGA, most of whose superintendents are active in the MAAGCS, is happy to be one of them. It has taken WMGA course rating teams nearly 18 months to complete their job and make the system operable.

First-Round Results In Match Play Event

Eight first-round matches in the annual match play tournament were played on April 10 at Talbot Country Club, with the following results: Nick Vance defeated Virgil Robinson; Walter Montross won over Sam Kessel; John Tutich beat Wayne Evans; Frank Shirk eliminated Scott Wagner; Dick Gieselman defeated Mike Larsen; Gerry Gerard came out the winner over Lee Dieter; Dave Fairbank won over Bill Neus; and George Renault disposed of John Johns.

The second round will not be played in May because of the Superintendent-Pro tournament but will take place in June at Green Spring Valley Hunt Club. In that round, Montross will play Vance, Tutich will take on Shirk; Gieselman will meet Gerard, and Fairbank will tackle Renault.

Hurdzan Will Head Architects Society

Michael J. Hurdzan of Columbus, Ohio, has been elected as the new president of the American Society of Golf Course Architects at their annual meeting at Indian Wells, California. A partner in the architectural firm of Kidwell and Hurdzan, Inc., which has designed more than 80 new golf courses, he has earned a B.S. in turfgrass management from Ohio State, an M.S. in turfgrass physiology from University of Vermont, and a Ph.D. in environmental plant physiology. The new ASGCA president got his introduction to golf courses as a caddy and member of the grounds crew at a golf course owned by the Kidwell family. He has an extensive library of books on the game's origin and design philosophy as well as a collection of hickory shafted golf clubs.

GCSAA Members Meet With British, IGA

A number of GCSAA members are in the British Isles in mid-April participating in "Golf Course '84" sponsored by the British Association of Golf Course Architects and the English and International Greenkeepers Association. Speaking at the conference are Jim Prusa, GCSAA associate executive director; Stanley Zontek, regional director, USGA Green Section; Bruce Williams, superintendent at Bob O'Link Golf

HERE'S AN ANSWER FOR CRITICS OF THE MAINTENANCE BUDGET

What do you, as a superintendent, say when a Board member or a new member of your club's Green Committee asks why your green budget has kept going up, maybe even doubling what it was just a few years ago? Do you have a satisfactory answer, one that will put your questioner's doubts to rest? Or do you fall back on some vague phrases about the high costs of machinery, fertilizer, and labor and hope he lets it go at that?

The latter course is unnecessary if you read the February issue of *Golf Course Management* in which Jim Prusa faced the problem of rising golf course maintenance costs head on. The key point in his article was that *real* costs of a golf course maintenance have not risen over the years; in fact, considering the quality of care that is now demanded and the ever greater number of rounds that are being played, the real cost has gone down.

Discussing the affects of inflation, Prusa says that during the period 1972-82, consumer prices increased by nearly 105 percent, while there are indications that golf course maintenance cost increased by approximately 108 percent. This means that maintenance cost increased only some 3 to 4 percent over that 10-year period. If costs are discussed in *nominal* terms, that is, dollars as just dollars rather than *real* or inflated dollars, they do seem to have risen alarmingly, but such comparisons are misleading and erroneous.

Financial statistics compiled by the auditing firm of Panel, Kerr & Forster, who do much of the auditing of clubs in this country, and published in an annual report called "Clubs in Town and Country," indicate that in real dollars, the cost of maintaining a golf course have not increased significantly since 1963. And if country clubs, which are often run by committees rather than business executives, can do this well, the profit-oriented golf operations such as resorts and fee courses should be doing even better.

In identifying the reasons for golf course maintenance costs being held to reasonable levels despite inflation and greatly increased play (the average number of rounds per course has risen from 16,850 in 1963 to about 35,000 in 1982), Prusa quite naturally points to the efforts of the GCSAA in the fields of educating the superintendent, disseminating valuable information, and cooperating in the turfgrass research programs of the USGA and other organizations. The growing emphasis on professional education has produced a body of young, management-oriented superintendents who have been able to improve the efficiency and productivity of their operations. The expertise that has been developed has been a key factor in holding down the real cost of maintenance.

This brief summary should indicate to you the valuable background material that can be found in Jim Prusa's article. Whether or not you need this kind of information in your job, you should be aware of the facts, and he provides an ample supply.

Meeting Schedule, 1984

- May 8 — Indian Spring C.C.
- June 12 — Green Spring Valley Hunt Club
- July 10 — Piney Branch Golf Club
- August 14 — Annual Picnic at Bretton Woods
- September 11 — Chevy Chase Club
- October 9 — Maryland Golf & C.C.
- November 13 — Hobbits Glen
- December 11 — Lakewood C.C.

Course, Highland Park, Ill., and, Dr. James Watson of the Toro Company. While in England, the GCSAA group will play Royal Birkdale and Royal Liverpool and then move on to Scotland where they will tee it up at St. Andrews' Old Course and at Carnoustie.

NEW MEMBERS

- Harry M. Fridley IV, Class F
Vice President
Lea's Green Meadows, Inc.
Washington, D.C.
- Thomas L. Knoll, Jr., Class D
Assistant Superintendent
River Bend Golf & Country Club
Great Falls, VA
- Gary W. Ferdyn, Class D
Assistant Superintendent
Chevy Chase Club
Chevy Chase, MD
- Jeff Miskin, Class D
Superintendent
Montgomery Country Club
Laytonville, MD

Mid-Atlantic Newsletter Supporters

Adams Equipment, Inc.
Distributor of Bunton-Goodall, Yard-Man, Ryan, Milorganite, F.E. Myers Sprayers, and Standard Pro-Line, Par-Aide, and Lewis Line Golf Accessories.
Robert Adams, Ed Cope, Ed Burgess, Dick Rosenkilde
Silver Spring 301-589-2300
Baltimore 301-668-0500

Centreville Sod Growers
Bluegrass, Fescue, and Falcon Tall Fescue Sod
Sheldon & Craig Betterly 703-361-8338

Conway, Inc.
Ransome Bobcat and McCulloch and Poulan Chainsaws, Weedeater, Flymo, Honda Engines, Roper Tractors
Dick Jones, Jim Duval, Bill Lindner 953-9220
Laurel and Baltimore, Md. 301-792-7383

Cornell Chemical & Engineering Co., Inc.
Pesticides: (Fungicides, Herbicides, Insecticides, etc.) Chemicals: (Dyes, Paints, Plastics, etc.) Application Equipment: (Sprayers, Spreaders, Parts, etc.)
Don Klein 301-636-2400
Cliff Case Home: 301-271-4292

G.L. Cornell Co.
Jacobsen Turf Equipment Tom Harris
Cushman Turf Trucksters Russ Bull
FMC/Bean Sprayers Terry Hill
National Triplex Mowers Ken Baker
Giant-Vac Blowers & Vacuums Bill Brown
Standard, Pro-Aide, and Doug Ballenger
Lewis Line Golf Supplies Randy Reed
Club Car and Columbia Golf Car
301-948-2000 (Washington Area)
800-492-1373 (Baltimore Area)

Egypt Farms, Inc.
Golf Green Topdressing, Trap Sand, IBDU & Par-Ex Fertilizers, R&R Parts, Trevira, Spun bond, Gypsum & Mulch.
John Strickland, Carroll Davis 301-335-3700

E-Z-Go Division of Textron
GX-800 Light Turf Vehicle, X-500 Light Turf Vehicle, GT-7 Turf Truckster, and E-Z-Go Golf Cars
Rick Arnold, Bob Post, Roscoe Shupe
301-948-2920 (Baltimore) 301-792-4699
(Richmond) 804-262-3275

Fairwood Turf Farm
Sodding suppliers of Bluegrass & Tall Fescue
Water Livingston, Ann B. Reyes 301-390-6212

Lea's Green Meadows, Inc.
Lebanon Fertilizers, Chemicals, Grass Seed & Supplies, Spreaders & Sprayers.
Herb Lea, Harry Fridley 202-488-1818

Lebanon Chemical Corp.
Manufacturers and Formulators of Country Club and Greenskeeper Professional Turf Fertilizers.
Junior Ruckman 703-869-2628
Ed Price 800-233-0628

Lofts/Maryland
Grass Seed, Chemicals & Fertilizers
Joe Yudin, Strick Newsom, Ron Prillaman, 301-937-9292 Wash. Area Riley Barber
301-323-4444 Balt. Area

Lyons & Lyons Sales Co., Inc.
Turf Maintenance Equipment
Hustler and Hahn Distributors 301-665-6500
Jim Lyons 301-592-6500

Moore Golf, Inc.
Construction and irrigation of golf courses, parks and recreation areas.
David Canavan, president 703-825-9211

Par-Ex Professional Products
Slow Release Fertilizer with IBDU, IBDU/SCU
R.A. "Dick" Doyle 301-357-8056
Estech, Inc., P.O. Box 1996, Winter Haven, FL 33883 813-294-7793

Pro-Lawn Products, Inc.
Technical and Planning Services, Professional Turf Fertilizers, Pesticides, Turf Seeds, Soil Amendments
Thomas L. Malehorn 301-876-7474

Scarlett Company
Turfgrass Seeds, Fertilizers, Sprayers, Spreaders, Turf Marking Paints & Other Golf Course Products
Mike Hanna, Bob Terry 301-752-3415

Scott's Proturf Division
Slow Release Fertilizers, Controls, Seed & Spreaders
Mike Layle 804-565-2763

Seed Corporation of America
New Varieties Turf Seed, Coated Seeds, Ryegrasses, Bluegrasses, Tall Fescues, Hard Fescues and Red Fescues
Joe Gatzdanner, Nancy Gross, Bill Daniels 301-685-6900

Share Corp.
Liquid Turf Maintenance Products, Vehicle Maintenance Products
Ed Howser 301-465-8154
Milwaukee, WI 414-355-4000

Shemin Nurseries, Inc.
One-stop horticultural distributors of nursery stock, fertilizer, irrigation, pottery & accessories and interior plants.
Al Fritz, Ken May, Lance Whitney, Don Smedberg Burtonsville, Md.
301-792-4531 Balt. Area 301-421-1220
301-384-8988 Wash. Area

Turf Equipment & Supply Co., Inc.
Toro Turf Equipment and Irrigation Products; Olathe Turf Equipment; F.E. Myers Sprayers; Lyly Spreaders
Lynn Matson, Bill Hughes, Bob Lynch, Don Turner, Gary Phillips
301-796-5575 (Baltimore Area)
301-621-2975 (Washington Area)

Turf Center, Inc.
Sod & Sodding Services (Bluegrass, Zoysia, Bermudagrass, Bent & K-31 Tall Fescue)
Emory Patton, Diana Patton 301-384-6300

Mid-Atlantic Association of Golf Course Superintendents NEWSLETTER

Claud Corrigan, *Editor*
2236 Malraux Drive
Vienna, VA 22180
(703) 573-4931

First Class Mail



FOR SALE

Men's & Women's Steel Lockers
\$25 per compartment of 3
Call Gene Dyke, 301-239-3232