



Mid-Atlantic Association of Golf Course Superintendents NEWSLETTER



VOLUME XXXX

APRIL 1987

NUMBER 2

From the President

Another year, another golf season, are you ready to meet the challenge? I'm not talking about the challenge of maintaining a golf course or your skills in public relations and communications. Your commitment to your God and your family isn't the challenge I'm talking about either. The subject is Professionalism, your commitment to your lifes' work. This is my challenge to you! Give more of yourself to your profession. If you feel that you can't devote the time to serve as an officer, examine your reasons. Start out the year with the goal of attending association meetings and functions. Support the board of directors, they've got a great schedule lined up for you this year, show them you care about your profession by being there.



Lee Dieter, *President*

Haines, Takes the Pains Out of Marking

As we gear-up for Spring and begin to set up the golf course, questions arise regarding the proper ruling for each hazard, drop area and ground under repair. At Redgate Golf Club, Mr. John Haines, PGA Professional, will address our group. John, from Hunt Valley Country Club, has long been active and supportive of our Association. During a slide presentation he will demonstrate the correct methods for each marking, along with handouts. A question and answer session will only strengthen our knowledge and understanding. Leave your marking paint at work, stakes are optional but definitely don't forget to RSVP at (301) 381-0030.

ROCKVILLE, M.P.T. & SPRING

Redgate Golf Club and Raymond Evans, CGCS, will host the April 14 meeting. The Match Play Tournament will begin with a new point system for gross and net awards.

Located in Rockville and designed by Mr. Thurman Donovan, Redgate G.C. was constructed by Moore Golf, Inc. It has offered a challenging par 72 since its opening in 1972.

Our host, Raymond Evans, a C.G.C.S. since 1983, is a graduate of the University of Maryland's Institute of Applied Agriculture. His background includes serving as an Assistant Superintendent at Bretton Woods and Congressional Country Club. 1977 saw him accept the challenges of Superintendent at Redgate.

Ray and his wife, Barbara, have two children and are the proud owners of a new Labrador Retriever puppy.

Tees and fairways at Redgate were originally seeded in Bluegrass. During the last two years, Ray has been overseeding with the new improved perennial ryegrasses. Although some of the original bluegrass remains, a definite marked improvement has been noted in certain areas with the ryegrasses. Tees and fairways receive 3#N annually with cutting heights varying during the year. Ray is looking forward to some tee modification and/or reconstruction in the near future. Greens are penncross bentgrass and receive up to 5#N annually.

Schedule of the day's events include golf which is available anytime. However, those planning to participate in the Match Play Tournament and are not already in a foursome should meet around 11:00 a.m. for pairings. Lunch will be available at the snack bar, cash only.

CASUAL DRESS will prevail for dinner. Repeat — wear casual attire! Cocktails and a barbecue dinner of chicken and ribs complete with all the fixings will be served at the Rockville Civic Center Mansion. As standard, cocktails will begin at 6 p.m. with dinner to follow. Cost for dinner should not exceed \$15.00. We again request that you be considerate and RSVP at (301) 381-0030.

DIRECTIONS: Golf Course: Exit off Capital Beltway (495) North onto Route 270. Proceed to Route 28 and head East for 1.8 miles (road will make a 90 degree left turn and name will change to Norbeck Road). After 2nd light, make a left onto Avery Road. Club will be visible on the left.

Rockville Civic Center Mansion: Follow as above, EXCEPT, after reaching Norbeck Road take the first right onto Baltimore Road. Proceed to the second left onto Edmuntson Road, and immediately make a right into the Civic Center and follow signs for Mansion.

SELLING

by Russell J. Bateman

Everyday we are required to sell an idea, project or ourselves. Dale Carnegie's book, "Five Great Rules of Selling" is excellent reference material. His method is easily grasped but must be practiced.

The following simplified examples describe the five rules.

1) ATTENTION—"Gentlemen, we have played on as inferior #4 green for the past 20 years."

2) INTEREST—"This fall we examined the soil profile and discovered a layer of slag 14" below the soil surface."

3) CONVICTION—"The slag was tested by the University of Maryland and was determined to be extremely acid and also contained enough salt to be detrimental to bentgrass roots."

4) DESIRE—"The fourth green has always been an eyesore to the club. We all want good greens to put on, shouldn't we solve the problem and make the course one to be proud of?"

5) CLOSE—"This is what we must do to accomplish that goal. Let me explain ..."

Try to talk in terms of real interest to your members on items such as safety, better playing conditions, faster play, less

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