



Mid-Atlantic Association of Golf Course Superintendents NEWSLETTER



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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

(Continued on page 3)

ON THE TEE . . .

Two local Assistants recently became a full fledged Superintendents. Mike Evans left Burning Tree Club to assume responsibilities at Prince George's Country Club and Luke Maissonpiere assumed his duties at Andrews Golf Club when Robert Lambert decided to retire and enjoy life. Our congratulations to all and remember we are here to help.

A sincere welcome to a new arrival to our area, Mitchell P. Williams, Superintendent of Manor Country Club. Note that he also is advertising for an Assistant Superintendent. Inquiries should be directed to him at 922-1707 as soon as possible.

HURRAH one of our own. Dr. Fred Grau, an Honorary Member in both the MAAGCS and the National among others is having two awards named in his honor. The Crop Science Society of America is initiating the Fred V. Grau Turfgrass Science and the Fred V. Grau Science Awards. Both awards are to be presented in 1987 and are presented in recognition of significant career contributions in turfgrass science.

The National Sports Turf Council (NSTC) will occupy the same office space used by the United States Golf Association (USGA) many years ago. NSTC will be located at USDA-ARS-BARC, Building 001, Room 333, Beltsville, MD 20725, telephone (301) 344-3655.

Save those Blue tags. Contributions can be made to NSTC at the above address. A lot of good can be done with your help!

Plan on attending the Musser Tournament being held at Woodholme Country Club, October 27, 1987. Information can be obtained by contacting Egypt Farms at (301) 335-3700. Proceeds underwrite many good research projects. Make a commitment, GET INVOLVED.

Lester Tanner, Editorial and Publicity Chairman would like to receive your help and support. Newsworthy items that you would like to see printed in your local newspaper, etc. should be forwarded to one of the committee persons, Russel Bateman, Tony Goodley or Lester. They will forward such info to the paper of your request, on approved forms. Do you have questions? Refer to your "Public Relations and You" manual, Section B, Page 4.1 (GCSAA). Contact the National if you don't have this booklet.

The Maryland Alliance for Responsible Regulation of Pesticides (MARRP) is soliciting contributions to help organize and lobby against "harsh or unliveable" laws that would jeopardize our way of conducting business. While this may be a simplification of their efforts, the majority of us would probably applaud and even welcome such restrictions, if applied to the correct "GUILTY" persons. The Federal Government can't figure out "Who Done It!" and the outlook for Maryland doesn't look to be promising either. As professional individuals, we recognize the best strategy might be good sound pesticide applications. Harry Homeowner and Lawn Who may shackle alof us!

The United States Golf Association will be conducting a seminar at Columbia Country Club April 9, 1987. For those interested parties who are not pre-registered, the cost will be \$35.00 at the door. All are welcome and encouraged to attend. Bring your Greens Committee Chairman, Golf Pro or even Manager. The program starts at 9:00 a.m., with registration at 8:30 a.m.

MAAGCS Ladies Night will be Saturday, June 6 for an evening cruise on the Potomac River. Boarding will be at 6:30 p.m., sailing from Pier 4 (6th & Water St., S.W., Washington); \$40 per couple. This includes a buffet meal, music, climate controlled dining room, open air decks and a cash bar. Featured will be a salute to Broadway. For details and reservations, call Steve Nash; work 968-7090 or home 378-4790 (Va). DON'T DELAY, reserve today. A mailing is forthcoming.

Committees for 1987

Golf Committee - Nick Vance, Chairman; Tom Regan and Tom Walsh will plan and supervise the golfing activities, prizes and trophies of the Association.

Educational Committee - Steve Cohoon, Chairman; Lentz Wheeler schedules speakers with topics for our monthly meetings. They will work with the University of Maryland in planning the Maryland Turfgrass Conference and Trade Show and develop seminars for CEU's and plan other suitable educational programs.

Finance Committee - Thomas Regan, Chairman; Joel Ratcliff and Thomas Knoll monitor the finances of the Association and advise the Board when finances are an issue. They are also responsible for inventory, sale of all property and dry goods, on-going maintenance of name badges, and collection of any fines incurred by members.

Social & Benevolence Committee - Steve Nash, Chairman; Gerald Gerard, Michael McKenzie and Steve Potter will promote the social affairs of the Association. The Ladies Night and annual picnic will be under their direction. Condolences of any nature to members of their immediate family and securing bonds for new born babies are their forte.

Membership Committee - Virgil Robison, Chairman; James Kelley and Eric Linde are responsible for membership material, i.e. cards and certificates, mailing lists and applications for National and MAAGCS are maintained in current conditions.

Editorial & Publicity Committee - Lester Tanner, Chairman; Russel Bateman and Tony Goodley are responsible for public relations for the Association, officers and individual members. They also assist the newsletter editor in preparing articles and handle all billing of the newsletter and directory.

As encouraged by our President, Lee Dieter, use your Board. You should feel free to communicate with them about "YOUR" Association. If you need help in any area or can offer assistance, please contact the Chairman or a committee-person. We are here to serve you.

GIMMES . . .

Congratulations from all of us on your "new" arrival along with our sincere best wishes and blessings for happiness and health. A savings bond will be issued to your child, on behalf of the Association.

Mr. and Mrs. Larry Cornell for their daughter Holly Wallace.

Mr. and Mrs. Steve Potter for their daughter Lynn Potter.

Mr. and Mrs. Dick Gieselman for their son J. Ryan Gieselman.

New Members/ Reclassifications

David G. Fetzer, Class A
Park Manager, Pinecrest G.C.

David W. Anderson, Class F
Sales Engineer, C/Z Enterprises

Geoffrey H. Moses, Class F
Sales Manager, C/Z Enterprises

Michael J. Gilmore, Class B
Supt., Baltimore Municipal Golf Corp.

Alan Rosoff, Class F
President, Seed Corp. of America

Barton Bullock, Class B
Asst. Supt., Washington Golf & C.C.

SELLING (Continued from page 1)

expensive in the long run, etc. Talk of ideas rather than the project itself. Use charts, slides and drawings to get your message across clearly and concisely. List all solutions with the pros and cons while guiding the reasoning process to your conclusion. Remain neutral about the issue and make certain that the cause, not the symptom, is addressed. DO NOT make exaggerated claims of great improvements resulting from the project. Remember the story of the veterinarian who acted as though every animal brought to him had a very good chance of dying; then if the animal lived the vet was a hero and if the animal died, he had predicted that.