



THE NEWSLETTER

Golf Course Superintendents Association OF NEW ENGLAND, INC.

Sponsors and administrators of the Troll-Dickinson Scholarship Fund — Awarded yearly to deserving Turf Management Students.

December 1990

Superintendent to Salesman...a Smooth Ride

Jack Cronin looked back, saw what he'd accomplished over a 20 year period as a golf course superintendent, and decided it was time to move on. So, he turned to golf course maintenance equipment and products sales.

Tony deBettencourt had given ten years of his working life to the golf course superintendents profession, saw there was nothing available between jobs, and made a similar change.

Larry Bunn had a young family, could count the weekends he took off in 16 years as a super on one hand, and decided he'd find a normal working schedule as a salesman.

Ron Tumiski ran the superintendent's job at a municipal golf course in Baltimore, realized he'd never have control over hiring a crew that had to be assembled through a combination of civil service lists and politics, and followed his father's footsteps into sales.

Wayne Ripley often wondered how long it would take the golf course superintendents profession to be rewarded on the basis of performance rather than be assaulted by the whims of personalities, and left that state of bewilderment for a place on a sales staff.

So goes the rundown on a few of the golf course superintendents' alumni who have made successful career switches and, on the whole, could get along on either side of the equipment and products sales' pitch.

Cronin, whose last super post was at the Cochequo Country Club in Dover, NH, did it all in that capacity.

"I had a good job, I served as president of the New Hampshire Superintendent's Association, helped run the state turf conference, and

thought I had achieved all I wanted to achieve as a super," Cronin told. "So when everything began to get repetitious, I looked for something else to do. The R.F. Morse Company offered me the challenge I needed, as a salesman. That was five years ago, and it's been smooth sailing ever since."

deBettencourt has been out of the superintendents field just two years. He has hitched on with Turf Products Corporation and reports that the transition has gone well.

"I always liked being a super," Tony explained. "But, like most jobs, it had its good and bad points. One thing I don't miss about it is the seven-day work week. However, being part of a successful conditioning program and administering that program gives you a good feeling. But I like what I'm doing now. It has challenges, too."

Bunn's last superintendent's stop was at Blue Hill. In fact, he replaced Ripley when Wayne changed careers. He noted that time really flies.



This is Larry's 11th year in sales.

"Getting into sales was something that was always on my mind," Bunn disclosed. "It was a profession I thought I'd enjoy, so I gave it a try. It's been enjoyable, too."

"But I can't knock the superintendents field. I work as many hours in my

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NEXT MEETING

Tuesday, January 22, 1991
Blue Hill Country Club
ANNUAL MEETING

9:00 a.m.	Director's Meeting
11:00 a.m.	Regular Meeting
12:00 noon	Lunch
After Lunch	Vote
	Educational Session (Open Discussion)

Host Superintendent
Dave Barber, CGCS

Reservations Required
Call by January 18, 1991
(617) 527-6968

Dave has been the course superintendent at Blue Hill C.C. since 1980. Prior to Blue Hill Dave was superintendent at Wayland C.C. for 16 years. He is a graduate of Stockbridge, Univ. of Mass., lives in Canton, and has four children. Dave is past president of GCSANE and was a board member for 16 years.

DIRECTIONS:

From 128 take exit 2A (Rte. 138 Stoughton), go to 1st set of lights and bear right (Washington St.), go approx. 1 mile and take a right on Pecunit St. (sign will say BHCC). Club is on the left approx. 3/4 mile.



Participating Board Members of the GCSANE and NEPGA at the annual joint meeting in November.

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job with Sawtelle. There are no slow periods. However, I can manage to arrange free weekends. That's important to me. It could never happen when I was a super. You know, I can't get parts of that job out of my system. I work my tail off on my lawn."

There was a lot of excitement in Tumiski's life as a superintendent. He liked the challenge Mother Nature sometimes offered him, he liked to spiffy up his course for special events, and he gained satisfaction from triggering top notch conditioning results.

"I think I could have moved on (from Forest Park Golf Club in Baltimore), moved on to something better as a superintendent," Ron advised. "But I liked the thought of trying something new, especially since my dad had been involved in sales all

PROSPECTIVE NEW MEMBERS

Kenneth Lallier
Regular Member
The Quechee Club
Quechee, Vermont

Timothy Stanwood
Assistant
Myopia Hunt Club
South Hamilton, MA

his life. So when I got the opportunity to join Lesco, I took it. Job security had nothing to do with the change, either. That never bothered me because I've never been afraid of hard work."

Ripley emphasizes that being a golf course superintendent is still a great profession.

"But it's tough," Wayne added. "I was especially disenchanted with the system of hiring and firing superintendents and the overall treatment they received because of maybe one man on a country club executive committee and some silly carryover of an old personality clash.

"I had ten good years as a super. And I guess the greatest reward was just to walk out on the course early in the morning, look around at its beauty, and get a comforting feeling doing it. Those were some of the happiest days of my life on the golf course.

"However, I never liked the idea of playing up to the green chairman or some other official because I was afraid of losing my job. So one day when I had arranged for an interview with Jack Peterson, I took myself there and joined the Tom Irwin Company. The jobs are similar in a way, too. You have to produce in both. They're also very rewarding in their own way."

GERRY FINN

The Super Speaks Out

This month's question: *What are the results of your experience with the installation and utilization of water meters to comply with a state regulation monitoring the use of water on the golf course?*

Keith Gavin, Pinebrook Country Club:
"The idea of metering the water usage is a good one; however, I think there's going to be a problem if the state wants to set up some kind of figure as a normal amount and work off that to control exceeding the figure.

"This year's total shouldn't be even a ball park figure in the use of water because of all the rain we had. Certainly, weather conditions have to be monitored, along with the check on the irrigation numbers to reach something close to a normal amount for a typical golf season.

"For instance, my total at the present is something over 100,000 gallons per day and it could change if we get some of that Indian Summer over a long stretch of time.

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CALENDAR OF EVENTS

- Jan. 10-11** New Hampshire Turf Conference
- Jan. 22** Annual GCSANE Meeting
Blue Hill C.C.
Lunch
- Feb. 5-12** International Golf Course Conference and Show
Las Vegas, Nevada
- Feb. 20** Regular Meeting
Monoosnock C.C.
- Mar. 5-7** Mass. Turf Conference
- Mar. 21** Regular Meeting
Nashawtuc C.C.
Lunch
- Apr. 4** USGA Regional Seminar
Weston C.C.

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"Actually, I'm surprised at how little I used—even taking into account the heavy rainfall we had in the northeast this summer. I would think whatever state commission is handling water usage would have to monitor it over several years before determining what it thinks is a norm and a guide for future watering.

"In fact, I'm kind of confused about the way the monitoring is being conducted. I've heard a lot of numbers being tossed around and I can't understand what they mean. Somebody said a violation would occur when usage exceeds nine million gallons a year.

"Regardless, I'm taking daily logs and doing what the regulation says I have to do. I'll just submit my figures and see what happens."



Chip Brearley, Bay Pointe Country Club: "I really lucked out as far as installation of a water meter goes. I put in a brand new irrigation system and everything

was done at that time. It was very easy and because of the circumstances I think my watering program will be an unqualified success.

GCSANE November Golf Results

Blind draw team of four
Best two balls - Gross & Net
Tatnuck C.C.

Low Gross

Steve Murphy
Ron Kirkman
Kevin Osgood
Chris Peterson

1st Net

Tom Bachli
Rick Forni
Alan Anderson
Henry Deboar

2nd Net

Steve Chiavaroli
Bob Mucciarone
Norm Mucciarone
Bob Grant

"I checked my meter on a weekly basis and the last time I looked it all added up to about 88,000 gallons per day. I believe the meter all right, but I thought I'd be using a lot more than that.

"The thing that has me thinking overtime about this whole process is the uncertainty that goes with the end result. Okay, so I have enough readouts to establish a reasonable norm in usage, but where do I go from there?

"Again, I'm only conjecturing, but I think the purpose of the metered irrigation system is to prevent overusage of water and make everyone aware of water conservation. I can buy that, but the method of deciding how much water I can and cannot use remains in a gray area. I'd like to know how they set that one up.

"Eventually, the practice will be beneficial to all. At first I thought checking usage would be a headache, but in the long run I believe it will make all of us (supers) better managers."



Paul Johnson, Ferncroft Country Club: "To tell the truth, I've had a meter installed for more than a year and a half. But I really haven't

come up with a true figure for one full season. I'm working it, but I don't expect to be surprised when the final numbers are brought in.

"My situation is different than the water usage programs of most superintendents. For one thing, we have 27 holes and our watering responsibilities spill over to beautification programs for one office building and a hotel. Believe me, that's a lot of ground to cover.

"The water meter regulation has merit, but I'm not sure what our totals for usage will tell the state. We have no access to domestic (town) water for our irrigation system. All the water we pump for greening the golf course and beautifying all of the grounds is our own. It comes from ponds on the course. I really don't know if they (state) can regulate how much of our own water we can use.

"As for the meter installation, it was easy and came in at a cost of about \$1000. I've heard some figures floated around for yearly usage total and they don't sound familiar as far as our grounds go. I've always thought we ran between 22 and 23 million gallons a year. But what the state will do with that figure stymies me. I'd really like to know where all of this is leading us."

GERRY FINN

President's Message



The 1991 winter meeting dates will be published in this month's newsletter. Please make note of them and plan to attend.

Kevin Osgood has prepared an interesting educational winter for us all. In an effort to help as many members as we can, we will be sending out the budget survey early this year. Our intention is to encourage as many people to participate as possible. I am sure everyone is well aware of the state of our economy. In times like these, Club Officials are becoming very sensitive to where their Club budget relates to other clubs. I have received a large number of calls this fall on budgets and in order to reflect the proper ranges and percentages, we need everyone's support.

Please keep in mind that this survey may be done anonymously and that the results are only distributed on request to any Superintendent member of GCSANE. When questioned on budget, my reply is very general and I encourage the caller to request such results from his superintendent. Two years ago, our survey included golf course dimensions, spray intervals, and costs. Although it is tenuous, this category (if included this year) is very interesting, due to the variables of each course. Please take the time to fill the survey out and send it back as soon as possible. This is definitely one of our important tools.

PAUL MILLER

TURF TIDBITS

The GCSANE and the Cape Cod Turf Managers Association will host a Hospitality suite on February 9 and 10, 1991, at the Riviera Hotel and Casino in Las Vegas, Nevada. Two volunteers are needed for the room for both nights. Contact Ron Milenski at (508) 779-6911.

Friends of the Month

Pipe Irrigation Equipment Supply Co. (P.I.E. Supply Co.)

The P.I.E. Supply Co. is a distributor of quality irrigation products who serves the irrigation industry alone. P.I.E. Supply Co. provides both technical and sales support for all types of irrigation projects. These projects range from low volume drip and micro irrigation systems to centralized water management computer systems and multi-row golf course projects.

Experience distinguishes P.I.E. Supply Co. with over 125 combined years of irrigation background. The sales force is comprised of past turf managers, irrigation designers, irrigation contractors, and factory representatives. The distributor is very involved with local and national irrigation associations so that it can inform customers of changing laws, trends, and events within the irrigation industry.

As a distributor of Buckner and Hunter irrigation equipment, P.I.E. Supply Co. has been recognized nationally for its technical services department.

With two warehouses in Connecticut and offices in New York and Rhode Island, P.I.E. Supply Co. is committed to serving the irrigation needs of New England.

For more information, please contact area irrigation representatives John Lensing, Paul Roche, or Steve Smith through the main office at (203) 878-0658.

Our second Friend for this month did not respond. Sound familiar?



Participating Board Members of the GCSANE and NEPGA at the annual joint meeting in November.

GCSAA RESOURCE GROUPS

Recently announced in Golf Course Management, the Board of Directors of GCSAA has begun the process of restructuring the GCSAA committee process. The new format will transfer the present established committee system that cover general subject areas to a procedure of creating special resource groups to address specific projects/issues for a more timely efficient application of the many resources our total membership provides. The new system will provide a more active participation opportunity for members to get more involved in their association.

Anyone wishing to participate in the future of GCSAA and the profession can send a letter of interest specifying areas of experience (i.e. government, education, fund raising, planning, etc.) along with a brief resume to Charles T. Passios, CGCS, Director GCSAA, Hyannisport Club, P.O. Box 392, Hyannisport, MA 02647. If you have any questions, call (508) 775-5116.

This is your chance to become involved in one of the most dynamic professional organizations in the country.

NEPGA and GCSANE Joint Annual Meeting

A meeting between the New England PGA and the Golf Course Superintendent Association of New England was held at the Colonial Restaurant, Lynnfield, MA on November 13, 1990. In attendance from the GCSANE were Ron Milenski, The International; Chip Brearley, Bay Pointe Club; Paul Miller, Nashawtuc C.C.; Eric Newell, Rockland C.C.; Robert DiRico, Brae Burn C.C.; Kevin Osgood, Newton Commonwealth; Kip Tyler, Salem C.C.;

and Richard Zepp, Whitinsville C.C. Those present from the NEPGA were Jack Gale, Tatnuck C.C.; Jack Neville, Ponkapoag G.C.; Kurt Sokolowski, Pine Brook C.C.; Ted Murphy, Garrison G.C.; Manny Francis, Green Harbor G.C.; Jim Bombard, Whitinsville C.C.; and Don Lyons, George Wright C.C.

The agenda consisted of the following discussion questions:

1. Discuss the set-up of consistent dates for a board liaison meeting every spring and a full membership educational session every fall.
2. Does the golf pro need more information on pesticide applications, posting, exposure, etc.
3. Integrated Pest Management (IPM). What is it, and how will it affect golf and the environment?
4. Is there information available from the NEPGA Newsletter that would be beneficial to superintendents and vice versa?
5. Have we reached the point yet where there is proper communication between the pro and superintendent?

The debate was spirited with everyone feeling the meeting was well worthwhile.

The Price of Environmental Stewardship

The Golf Course Superintendent's management role is changing drastically. Ten years ago, the superintendent's basic responsibilities were: People Management, Budget Management, and Turfgrass Management. These aspects of the business are still important; however, the challenge of environmental stewardship is probably the most important concern facing today's golf course superintendent. Due to the public's increasing awareness of pesticide usage, a greater percentage of the superintendent's time and budget is spent addressing environmental issues.

The EPA Price Tag

In the last decade, total research costs for new pesticides have risen nearly five-fold. Listed below are some examples of things which increase the costs of new products, consequently increasing the costs of maintaining a golf course.

- Registering a new product with the EPA takes 4-5 years to generate data, and 2-3 years to process the information and results, at a total cost of approximately \$28 million.

- New testing requirements by the EPA measure the impact of developmental compounds on aquatic environments, non-target plants, bird populations, and residue levels in groundwater. Each test can take two years to conduct at a cost ranging from \$.5 million to \$2 million.
- The demand for increased quality control in data has increased the price for testing in contract labs. In 1988 cost to test a compound's impact on bees was \$2,000. The cost of the same test in 1989 was \$12,000.
- Research costs have increased by the following amounts since 1980:

Dissipation & Groundwater	32%
Ecological Toxicology	8%
Metabolism & Fate	7%
Toxicology	3%
Residue	1.5%

Reducing Worker and Environmental Exposure

Packaging and formulation application costs have increased 35% since 1988 in the development of product enhancements to reduce worker and environmental exposure to turf products. Upcoming packaging innovations include dissolvable bags, biodegradable packages, and closed delivery systems.

Formulation changes that improve worker and environmental safety include lower use rates, capsules, gelpacks, clays, and polymers that reduce leaching.

Plant Facility Investments

At CIBA-GEIGY, total costs to make chemical manufacturing facilities safer to workers and to the environment have risen 800% since 1984. Costs are projected to double in 1991.

We hope that the information in this letter will help to explain the increasing costs of maintaining environmentally sound products.

RUSS NIELSEN
CIBA-GEIGY Corp.
Turf & Ornamental Dept.

DONATIONS FOR TURF RESEARCH FUND 1990

MANY THANKS!

January's Raffle
February's Raffle
April's Raffle
May's Raffle
July's Raffle
August's Raffle
The J.P. Roberts Co.
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Twin Hills
Country Club Enterprises
Nashawtuc C.C.
Mt. Pleasant (Lowell)
Needham G.C.
Thorny Lea G.C.

Whitinsville G.C.
Cohasset G.C.
Brae Burn C.C.
Framingham C.C.
Weston G.C.
Mt. Pleasant (Boylston)
The Country Club
Rockland G.C.
The International
Tatnuck C.C.
The Orchards G.C.
Leon St. Pierre
Marshfield C.C.
Newton Commonwealth

TURF TIDBITS

Turf Specialty Inc. had several hundred people from several states attend their recertification seminar on November 13th at the Wachusett C.C.

The guest speakers and their topics were: Dr. Lee Burpee of the University of Georgia, Biological Control of Turfgrass Pests.

Dr. Noel Jackson, University of Rhode Island, Biology and Control of Winter Patch Diseases.

Dr. Harry Niemczyk, Ohio State University, The Fate and Mobility of Turfgrass Insecticides and Herbicides.

Dr. Joseph Vargas, University of Michigan, Importance of Fungicidal Timing for the Control of Summer Patch Diseases.

State of the State

by Robert G. Helgeson, Dean
UMass at Amherst

October 13, 1990

To: Phyllis M. Gillespie
Executive Director
Green Industry Council
P. O. Box 171
Sutton, MA 01590

I am pleased to respond to your recent letter inquiring about the impact of state budget cuts on the College of Food and Natural Resources.

Let me first discuss the cuts that have occurred in this past year because they will serve as an example of what could happen in the near future. As you are painfully aware, Cooperative Extension was the first of our units to experience drastic budget impact. The FY 90 Extension budget was reduced by 37%, and in September of 1989, 52 extension staff, including 26 agents, were laid off or terminated. That was roughly one out of three positions. Every one of the programs we had to eliminate in this action was important to our constituents.

In this past year the College, which had been reduced by 4% in FY 89 and by 4% again in FY 90, had to discontinue: a) the research program at the Suburban Experiment Station at Waltham; b) the Department of Food Engineering; and c) the Seed, Feed, and Fertilizer Laboratory. All of these programs were important to the College and important to our constituents. The little known Seed, Feed, and Fertilizer Lab, for example, analyzed the seed, feed, and fertilizer samples taken by DFA so you could feel confident that when you bought a 10-10-10 fertilizer you were actually getting 10-10-10. We no longer have an engineering program where

issues like irrigation engineering may be addressed. I don't think I have to tell the Green Industries Council how important the research program at the Suburban Experiment Station was.

In the previous two paragraphs I discussed the reductions last year. For the fiscal year that started July 1, 1990, the University has experienced three 4% cuts for a total of \$16 million. They have frozen all current and upcoming positions and put a freeze on all nonsalary spending. In addition, they are eliminating four academic departments (terminating all faculty in these departments July 1, 1991), and reducing by up to 40% ten academic programs across campus. The College was selected for three of these reductions. The Departments of Entomology, Plant Pathology, and Resource Economics will have to be reduced by 30%. These are three of our most successful programs and the reductions, quite frankly, mean a possible 30% reduction in areas like IPM, diagnostics, and educational programs that are important to our constituents. These reductions are on top of the many vacancies that already exist throughout the College.

We are also experiencing something that I had not anticipated. We have many contracts with state agencies that are used to support our programs. The state is now cancelling or drastically curtailing many of these contracts. For example, the IPM contract was recently reduced by 23% and the contract to research the ticks that vector Lyme Disease has been cancelled.

In Cooperative Extension, the county line has been reduced in each of the 4% cuts and when the state changed their policy on fringe benefits, we experienced another \$600,000 reduction because we had to absorb fringe benefits on federal salary dollars. We expect that these reductions will be handled by attrition and curtailment in nonpersonnel expenditures, but the result will be significantly fewer people in the Extension system. For example, Bob Fitzgerald has recently retired and we will not be filling his position.

I hope this has been helpful. I do want to take this opportunity to thank you and the Green Industries Council for all the help you have been to the College. Together we can help maintain a strong and competitive industry.

1991

NEW HAMPSHIRE TURF CONFERENCE

January 10 and 11, 1991

The Center of New Hampshire
700 Elm Street
Manchester, NH

Sponsored By



and

UNIVERSITY OF
NEW HAMPSHIRE
COOPERATIVE EXTENSION

Cut-off for Newsletter material is the *1st of each month*. If there are any topic suggestions for "Super Speaks Out" or the front cover feature articles, please call Kip Tyler at (508) 532-2236. I would also like to print material written by superintendents or anyone else who would care to contribute.

Letter to the Editor

The following is a letter to Paul Miller from Richard J. Cooper, Turfgrass Specialist, UMass Amherst.

November 23, 1990

Greetings from Amherst! I hope this letter finds things well with you and the Association as the year winds to an end. As we get ready for the snow to fly, I thought that this would be an appropriate time to express my appreciation to both you and the membership of GCSANE for your support of the UMass turfgrass research program this past year.

I think that perhaps the most important action that GCSANE took during 1990 was for you and several other members to meet with myself, Dr. Craker (Head of the Plant and Soil Sciences Department), and Dr. Robert Helgesen (Dean of the College of Food and Natural Resources) early in the year. Being new to the University, Dr. Helgesen was not aware of the importance of the turfgrass industry in Massachusetts before our meeting. He is certainly impressed with GCSANE and the impact of the turfgrass/golf industry now. In fact, when the latest round of budget cuts befell the University earlier this fall, Dr. Helgesen personally intervened to save the position of our Turfgrass Pathologist, Dr. Gail Schumann, whose position had been slated for elimination by University administration. I am convinced that

GCSANE's earlier communications with the Dean were instrumental in his decision.

The Association's donation of the Pesticide Storage Building for our South Deerfield Research Facility has resulted in a dramatic upgrading of our ability to store pesticides in a safe and responsible manner. Our pesticide storage situation has thus changed from being an embarrassment to being a state of the art example of how pesticide storage can be managed. We certainly appreciate the gift.

In addition, the 2nd Annual Turfgrass Research Golf Tournament during September at Nashawtuc was a big success. Aside from the substantial financial success of the tournament, I was especially impressed with the great turnout and support by GCSANE. The long hours and careful planning which many people contributed to the event were certainly evident.

In closing, I'd like to again express my appreciation to the Association for their continued support of our program. In these times of budgetary woes, your support is especially valued. Please extend my thanks to the membership as well as best wishes for an enjoyable holiday season and a prosperous New Year.

GCSAA Trade Show — Feb. 10-12

What's new? Find out at the GCSAA Trade Show.

More than 500 manufacturers and suppliers will display the newest products and services in the golf course management industry during the 1991 GCSAA Trade Show, scheduled February 10-12 at the Las Vegas Convention Center. The Trade Show will be held in conjunction with the 62nd International Golf Course Conference, hosted annually by the Golf Course Superintendents Association of America.

The largest annual event in the industry, the GCSAA Trade Show affords golf course superintendents the unique advantage of being able to compare all the different product lines in one place at one time. Companies from around the world will preview the latest products available for the management of golf courses. Millions of dollars worth of turf and irriga-

tion equipment, drainage systems, geotextiles, seed, turf chemicals, and all manner of turf maintenance supplies will be featured.

The trade show is recognized by *Tradeshows Week* as one of the 150 largest in the United States.

The 1990 Conference and Show held in Orlando, Florida drew more than 17,000 people, including more than 1,500 international visitors representing 44 countries outside the United States. A record 552 exhibitors showcased their products and services during the three-day show.



**62nd International
Golf Course
Conference & Show
February 5-12, 1991**

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