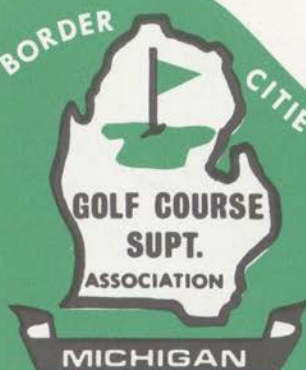


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Official Publication of the
Michigan & Border Cities Golf Course Superintendents Association



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How to make your board see the value of new turf equipment.



Convincing your Board of Directors that new turf equipment is a necessary and sound investment can be one of your most difficult tasks. They don't always see the benefits behind such a purchase.

And as good businessmen, they won't commit the money until they're sold on the expenditure. So when it comes time to face them, here are some of the things you should point out.

Point #1: The Duffer Demands More.

Today's golfer is more sophisticated than ever before. He has seen, and many times played, some of the finest courses in the world. He recognizes the value of a good course. And if yours is sub-par, he'll go elsewhere.

With this more sophisticated golfer comes the need for more sophisticated golf course maintenance. Heavy player traffic has increased the work required to keep the turf in top condition. So jobs that were once optional are now mandatory. Where spiking a green used to be sufficient, today it also needs deep aeration.

All this dictates the use of specialized equipment that wasn't available ten or even five years ago. Equipment that will enable you to build and maintain a top flight course, and help avoid special turf problems that could prove extremely costly.



Point #2: Machines Do More.

In the past decade, the price of labor has tripled. The same number of men must do more work in less time to give you the same value for each labor dollar invested.

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And your turf equipment is depreciable; something your labor is not. You get an accounting break over a period of years. At the end, it's like owning a piece of free machinery. One that will continue to save you money long after you've paid for it.

Which brings us to the third point.

Point #3: Longevity Makes Them Worth More.



Equipment life should be a prime consideration when you select a manufacturer. The longer a machine works, the more it does,

and the less maintenance it requires, the better your investment. And here's where we'd like to put in a little plug for Cushman and Ryan turf equipment.

Both lines of machinery are built to last... and last. It's not unusual to see a piece of Cushman or Ryan equipment still doing its daily chores after ten or fifteen years of use. We believe the idea of "planned obsolescence" should be obsolete.

But performance is just as important as longevity. A Cushman Turf-Truckster and its accessories give you the capabilities to transport, spray, spike, dump, aerate, and top dress... all from one power source.

If "A Day With the Board" is in your future, we'd like the opportunity to tell you more about the full line of Cushman and Ryan Turf equipment. Write to us and we'll send you our catalogs, full of detailed product information. Information that may help you open a few eyes to the value of new turf equipment.



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Fuller brothers organize "The Invitational"

By Clem Wolfrom



L to R: Clem Wolfrom, president of MBCGCSA, Bill Fuller, Ernie Fuller, Fred Fuller, Roger Van Dyke, president of MPGA.

JULY 26, 1979 - The Fuller brothers, owners of Bay Pointe Golf Club, Union Lake, Michigan, organized what was called "The Invitational". This golf tournament was solely for the purpose of raising funds for the Michigan Professional Golfers Association, Junior Golf Fund and the Michigan and Border Cities Golf Course Superintendents Association Turf Research Program.

The format was as follows: Fifteen Michigan pros, fifteen Michigan superintendents, along with 50 guests, were invited to join in this scramble tournament. Each person, pros, superintendents and guests, had to put in \$100.00 entry fee. The Fuller brothers provided the course, carts, luncheon (which was superb), cocktails and, above all, a cash donation of \$1,500.

At the end of the tournament, a \$5,000.00 check was presented to Mr. Applegate, President of the Michigan P.G.A.; and also a check for \$5,000.00 was issued to Mr. Clem Wolfrom, President of the Michigan and Border Cities Golf Course Superintendents Association. The monies received by the superintendents will be given to the Michigan Turf Foundation to help further turf research in the golf course industry.

The tournament was such a success that it will be held again next year. The Fuller brothers have indicated that there are more people wanting to participate than there is room for. How lucky we are to have supporters like the Fuller brothers in the State of Michigan.



Jack Lorenz, Roger Gill, Don LaFond, Bruce Wolfrom, Charles Gaige, Craig Russeman, Gerry Gill, George Prieskorn, Ward Swanson, Clem Wolfrom, Gerry Prieskorn.



— FROM FOREFRONT —

Are you bored?

A profession is an occupation requiring extensive training, education and experience. One engaged in such activity as a means of livelihood is a professional. But there are degrees of professionalism just as there are ranks of professions.

Some occupations - teaching, medicine, law - are assigned a high rank on the professional scale. Some professions and professionals earn greater respect because of their assumed competence or expertise as well as years of organized strength and public relations programs. Their professional character, spirit or methods are diametrically opposed to the amateurs.

Every professional does not have to have a Ph.D. or have spent most of his life as a lawyer or doctor to earn the respect and esteem that comes with knowing his job. It was not too long ago that very few universities offered professional training for golf course superintendents. Today, there are numerous institutions offering some sort of training for those interested in

pursuing a career as a golf course superintendent.

A professional is not someone with a hundred hours of classroom instruction. While knowledge learned anywhere is valuable - it is not the goal and it does not make a professional. The goal is application of that knowledge.

A professional takes as much as he can squeeze from his job and in the same shake he returns - through his experience, ethics and teachings - a dividend to that profession. The test of a professional is his attitude - his desire to tackle his job with enthusiasm and a willingness to open his mind to all the stimuli that influence him in his work.

A superintendent with a good attitude - a professional viewpoint of his job - will not do just what has to be done. He will approach problems with thought. He will seek others' thoughts. He will use his reasoning, training and learning to elicit solutions that will not only rid him of his immediate problem, but that will have a long-range effect.

A professional is one who is aware of what the job is all about and of how to go about it with the best results

Continued on page 9

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Birmingham Country Club are 1979 Champions

The 1979 baseball season was a big success. The teams had a lot of fun and the league is getting more competitive each year. Al Bidwell, President of the league spent a lot of time setting up the schedule and keeping track of the standings. Thanks Al, for a job well done.

The standings of the league finished this way:

EAST DIVISION

	W	L	T
Birmingham	8	1	0
Oakland Hills	7	3	0
Knollwood	4	5	1
Forest Lake	0	9	0

WEST DIVISION

	W	L	T
Pine Lake	7	2	1
Baypointe	6	4	0
Farmington	4	6	0
Meadowbrook	2	8	0

The top three teams in each division made the playoffs which were played at Thomson Memorial Field in Northville. The final game was between Pinelake and Birmingham C.C. It was a close and exciting game with Birmingham being the victors. A special thanks to the umpires Glenn Kohorn, John Morgan, Fritz McMullen, Don LaFond, Gordy LaFontaine, and Mike Edgerton.



The Birmingham Country Club's grounds crew recently won the softball championship of the Golf Course Softball League of Oakland County with a win over Pine Lake Country Club in the playoffs. Other teams in the league represented Oakland Hills, Knollwood, Farmington, Bay Pointe, Meadowbrook and Forest Lake. Members of the Birmingham team, standing left to right, are: Tom Mason (Superintendent), Paul Andrews, Bill Conklin, Greg Pugliesi, Bill Eagan and Bob Brown (Asst. Supt.). Kneeling are Jim Badalamenti, Bill Lange, Anne Hittler and Dave Baughman. Not pictured is Dan Paulson.

Bruce Matthews honored by Club Managers Association

At a recent Club Managers' meeting, W. Bruce Matthews was accepted into the exclusive group of managers known as the "25 Year Club". There are 63 club managers throughout America that have served their clubs for 25 or more years.

Our Association has a "25" year recognition, but it is only for 25 years of membership in our association, compared to the CMA's requirement of 25 years at the same club which makes it quite an achievement. Congratulations, Bruce!

By the way, Bruce belongs to our National Association for well over 40 years and has been involved in all phases of golf, as Superintendent, Builder, Architect, Manager and Consultant. He is definitely the Dean of our Profession in the State of Michigan.



James S. Ford (left), manager of Berrien Hills Country Club and president of the 25 Year Club presents a plaque to W. Bruce Matthews, CCM (retired), a past president of the 25 Year Club.

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Are you bored? continued
and least expenditure of energy. Golf course superintendency is a profession - it requires extensive knowledge of a wide range of subjects. A pro-

fessional superintendent is one who does his job - on or off the course - and acquires knowledge and then applies that knowledge to his work.

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All seminars will be held at The Netherland Hilton, Cincinnati, Ohio. (513) 621-3800.

PESTICIDE III

Insects

As government agencies tighten

restrictions on the use of pesticides, information on insects and methods of controlling them becomes more and more crucial to the working superintendent. Learn how to identify and control common insects in this informative seminar.

IRRIGATION II

Equipment/Operation

Each year, irrigation becomes a more important factor in golf course budgets. A well-designed system can save both time and money, but mistakes can be very costly. This seminar will concentrate on the basics of modern irrigation equipment from the fundamentals of hydraulics to the

Continued on page 17

Molenda leads Michigan Kenney Cup team

Trailing front runner *Lynn Janson*, Greenridge C.C. ('79 State PGA Champ, 44 points) in the Michigan PGA point standings race for Player-of-the-Year honors (Al Watrous Award) is 5th place challenger *John Molenda*, Knollwood C.C. (36.5 points) who will head the 12-man Michigan PGA Team against the State's 12 top Amateurs (six from the Golf Association of Michigan, six from the Michigan Public Golf Association) in the 2nd Annual *Frank E. Kenney, Sr. Memorial Cup Matches*, (formerly the Governor's Cup) Saturday and Sunday, September 29-30 at Detroit Golf Club. Mr. Kenney, 1894-1976, was a former President and General Counsel of the Golf Association of Michigan.

Saturday morning sees two amateurs play two professionals in six, Four Ball Best Ball matches, while in the afternoon two members from each team compete in selective drive, alternate shot foursomes. Sunday's finale is twelve singles matches (match play). All matches are worth 3 points - front nine, back nine, total. Last year the Pros soundly trounced the Amateurs 47½ to 24½ at Red Run G.C. Their only defeat in the 8 year history of the event was in 1976 at the C.C. of Detroit. Other PGA team members: *Jim Picard*, Lochmoor Club, (24 points); *Glenn Hall*, Pine Lake (22 points); *Tom Fortuna*, Oakland Hills C.C.; *Buddy Whitten*, Blytheville C.C.,

Belmont (34.5 points); *Dick Drager*, Dearborn C.C.; *Gene Bone*, Bay Pointe G.C.; *Ted Kondratko*, Dun Rovin C.C.; *Dave Smith*, Carl's Golfand; *Jim Roschek*, Royal Scot G.C.; *Lansing; Bill Marx*, Knollwood C.C.; and *Jim St. Germain*, Black River C.C., Pt. Huron.

Birmingham C.C. Professional Emeritus, *Ray Maguire* will act as the team's Non-Playing Captain.

Other top ten Michigan PGA point leaders: *Max Anderson*, Saginaw C.C. -40; *Al Mengert*, Oakland Hills C.C. -30; *Jack Seltzer*, Hillsdale G & CC, -37.5; *Randy Erskine*, Battle Creek -25; *John Traub*, Great Oaks C.C. -22.5; and *Mike Husby*, Sugar Springs C.C. - 21. The winner will be determined after the November 8-11 PGA Club Pro Championship in Georgia.

Information: Doug Findlay,
Executive Director
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Results: Detroit G.C.
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Coping with stress

In the modern pressure-cooker world, stress and fatigue are daily problems. The tension starts to mount when we tackle the morning paper, and, for some people, it never lets up.

Many executives and people in management positions feel that they have learned to live with stress. Some even claim that they need it to work at peak efficiency. However, a recent study produced these statistics on the effects of stress on businessmen earning more than \$40,000 yearly.

One out of five suffers a heart attack.

Two out of five are divorced.

Three out of five die before their wives.

The average life expectancy after retirement is only four years.

Most are asked to retire five years before the mandatory age.

If pressure is indeed necessary for these people to succeed in their jobs, they pay a high price for success. In fact, experts say that pressure and the fatigue which results from being constantly on edge are responsible for mistakes, oversights and generally lowered efficiency. We become more susceptible to disease, we forget important steps in complicated processes, we ignore safety procedures and our personal relationships suffer because we don't have time to properly maintain them.

For example, headaches are the most common of all physical complaints, with an estimated 42 million chronic sufferers in the United States alone, and tension is a factor in all but a few types of headaches.

There are ways of fighting stress. It is possible to control and redirect it so that mental and management capabilities are unimpaired. By learning to live with it, you can anticipate upcoming problems, have time to avoid them and escape the ultimate stress - personal failure.

These four suggestions are ways superivossrs can deal with the pressures of everyday life.

1. Keep your mind outwardly directed. Under stress, we lose the ability to see problems for what they actually are. We lose touch with reality, and our decisions no longer deal effectively with the problems at hand. By staying in touch with the people around us, we can get a clearer picture of problems and can anticipate future ones.

2. Ask questions. Don't do all the talking. Never assume that your employees will tell you when something is wrong. You must seek out problems and their causes for yourself.

3. Keep your sense of reality. Try to read between the words and into the true meaning of what people are telling

Continued on next page

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Action needed for Extension Services

The Federal Government is cutting their budget and extension services will probably be greatly affected. This situation is now being reviewed by a National Agricultural Research and Extension Users Advisory Board.

It began preparations of a report to the President and the Secretary of Agriculture at a meeting on July 10. This Board is currently made up of 21

appointees representing environmental interest groups, agricultural production and nutrition with no representation for the turf and ornamental horticulture industries.

Without a representative for the non-agricultural Green Industries our concerns run the risk of being overlooked. In order to avoid, or at least lessen, the impact of further cuts in extension services falling on those specialists serving our industry rather than the strictly agriculturists, it is imperative to make our feelings and positions known NOW while this report, scheduled for completion in September and submission in October, is still being formulated. We must point out not only the tremendous service the extension turf and landscape specialists perform in helping improve the environment through research and assistance to improve industry practices and efficiency, but

Continued on next page

Coping with stress cont.

you. Just as we are rarely able to communicate what we actually mean, we are seldom able to correctly interpret another person's thoughts from the words he says.

4. Schedule your time so that you concentrate on stressful activities when you are at your peak and try to include plenty of time for less stressful activities. Find something which allows you to escape the pressure, such as exercise or a low-key hobby. And be sure to get plenty of sleep.

Action needed continued

also that the President is destroying his own budget if he discontinues programs that will generate more tax revenue through increased efficiency and output.

Please send your personal views on this issue to James Meyers, Executive Secretary, National Agricultural Research and Extension Users Advisory Board, Room 349-A, U.S. Department of Agriculture, Washington, D.C. 20250. Enough letters for our side of the case CAN have an influence on this report. When you write, you might also consider sending a copy to your Congressman.

Credit: GCSAA September Chapter Newsletter

James R. Brooks joins Harvest Publishing as national sales manager for Golf Business magazine

The Harvest Publishing Company is pleased to announce that James R. Brooks has joined the company as national sales manager for GOLF BUSINESS, the magazine for golf course management and turf maintenance. According to Richard J. W. Foster, Group Publisher of Harvest's Business Publications Division, Brooks will have over-all responsibility for the sales and promotion activities associated with GOLF BUSINESS. In addition, he will be personally responsible for the southern sales region. Brooks will be based in the Business Publications Division's new Atlanta sales office.

Brooks, 39, is well-known among golf course superintendents, turfgrass educators, and the turf maintenance industry. For the past five years he has been associated with the Golf Course Superintendents Association of America serving most recently as director of marketing and sales.



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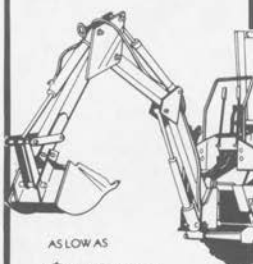
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Recent changes affecting IRA's

The Revenue Act of 1978 brought about a number of important changes in Individual Retirement Accounts (IRA). The most significant change extends the time limit for establishing an IRA. You may now establish and contribute to an IRA account up to the due date of your tax return, including extensions. So, if your 1978 tax return is on extension, it is not too late to establish an IRA provided you qualify in all other respects.

In the past, excess contributions to an IRA were subject to a withdrawal penalty if they were taken out prematurely. Under the new legislation, you have until the due date of the return to correct the preceding year's excess contribution. It is also possible under certain circumstances, to withdraw prior years' excess contributions, and not have these withdrawals subject to penalties, nor have the withdrawn amount designated as income.

Rollover rules, in which distributions from one pension plan are placed in an IRA, have also been liberalized. It is no longer necessary to be a five-year participant in a qualified plan before placing a lump-sum distribution in an IRA, tax-free. The rollover must still be accomplished within 60 days. It is also possible to have partial rollover of a lump sum distribution without incurring a tax liability on the total distribution.

One final change made in the IRA regulations concerns the penalty imposed on individuals age 70½ and who have made no withdrawal from their IRA. If you can show evidence that the shortfall in the amount of withdrawals from an IRA was due to reasonable error, and that appropriate steps have been, or are being taken to remedy the shortfall, then the excise tax normally imposed will be waived.

Because of the highly-complex nature of these changes you should consult your pension advisor or Business Counselor before acting.

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GCSAA Fall Seminars cont.
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LANDSCAPE I
Design Theory

A well-designed golf course should offer more than just a challenging playing area. It should also offer golfers a chance to enjoy a beautiful outdoor setting. However, these beautiful and functional golf courses require a great deal of planning and skill. This seminar will teach superintendents how to exploit the full potential of an area through proper landscape techniques.

NUTRITION I
Principles

Turfgrass, like every other living thing, must have food to live and grow. However, the punishment inflicted on turfgrass by the game of golf makes nutrition a very important factor in its growth. This seminar will focus on the elements required by turfgrass, the ways in which plants use nutrients and methods by which nutrients can be added.

MANAGEMENT II
Personnel

Management of a golf course requires more than just a sound knowledge of technical turf information and the ability to work within a budget. A golf course superintendent must also be able to manage and motivate his employees. The process of management and the reasons why people work will be the focus of this seminar.

Continued on next page

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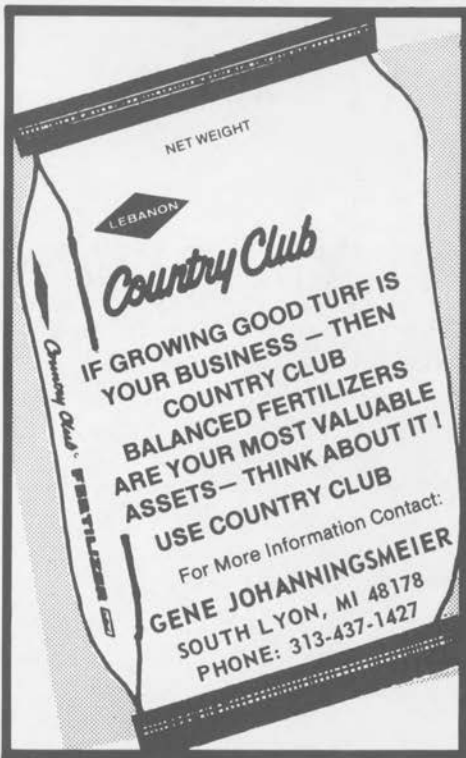
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GCSAA Fall Seminars cont.

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Each registrant will be able to select only one two-day seminar. Enrollment is limited and applications will be accepted in the following order: GCSAA superintendents, GCSAA members (non-superintendents), non-GCSAA superintendents, all others. All applications must be accompanied by the proper fee and received by GCSAA no later than two weeks prior to the seminar. A cancellation fee will be deducted as follows: 2 weeks prior to seminar, 10%; 1 week prior, 20%; 2 days prior, 30%. No refund within 24 hours.

The registration fee for the Landscape I Seminar will be \$90 for members and \$125 for non-members. Fees for the Management II, Irrigation II, Pesticide III and Nutrition I seminars will be \$80 for members and \$115 for non-members. This fee includes all training sessions, reference materials, optional examination, lunches and refreshment breaks. All other meals and housing are not included in the fee and are the responsibility of each individual attending the seminar.

Housing information will be sent with registration confirmation.

Where do you fit in?

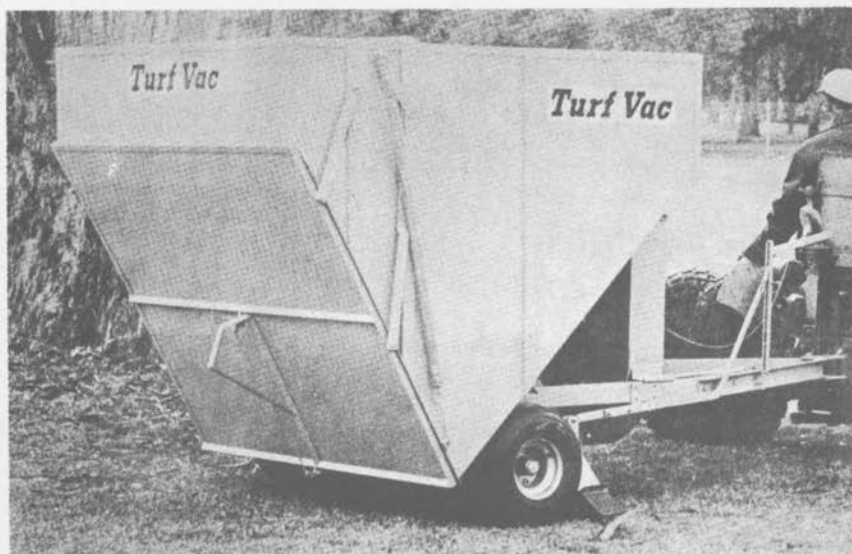
There are two kinds of members . .

Some keep their organization strong,
While others join, just to belong.
Some volunteer and do their share
While others rest and never care.
On Meeting days, some always show,
While some there are who never go.
Some always pay their dues ahead;
Some get behind for months, instead.
Some do their best; some build, some
make.
Some never do - just sit and take.
Some lag behind, just let things go.
And never help their group to grow.
Some drag, some pull, Some don't,
Some do.
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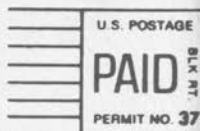
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