

THE GREENERSIDE

Official Publication of the Golf Course Superintendents Association of New Jersey

The Greenside repeats last year's accomplishment

As you can see, *The Greenside* received the *Best Overall* distinction during the GCSAA conference in Las Vegas this winter. Although I am listed as editor on the certificate that is only because I was editor at the time of the contest.

Ilona Gray was the editor of the January-February 1996 issue that we entered. The cover article was written by **Ken Kubik**; it was about **Jack Martin** receiving the Distinguished Service Award. Ilona's editorial was about the GCSAA Conference in Orlando. **President Powondra** wrote about what we accomplished in 1995 and were looking forward to in 1996.

As usual, **Shaun Barry** had a couple of articles including a review of the President's Ball and The Leslie Cup presentation. **Chris Carson** wrote about the DSA award. **Dennis DeSanctis** wrote about our friend **Ralph Engel**. **Armand LeSage** wrote about managing stress, and **Steve Chirip** relived the NJTA silver anniversary celebration.

Mike Mongon reported on the 1995 Field Day, and **Nancy Sadlon** submitted an article about Ecological Restoration. **Ed Walsh** tried to figure out the government shut-down, and **Dr. Bob** compared building the interstate highway system and getting environmental permits to build a golf course.

Behind the scenes are **Dale Nieves**, our typist, and **Tony Rosa**, our layout expert and artist. We can not forget **Judy Policastro** who makes sure that the ads get in and paid, just one of the many jobs that she does. Let's make sure that we recognize all the **advertisers**.

It took a lot of effort to get this award, and all the people above helped make it happen. As luck would have it, Ilona put it all together and I got my name on the certificate (sounds like something that would happen between Ed Walsh and Steve Malikowski).

Thanks to everyone who helps during the year, and let's hope that we can do it again!

Best Overall

in the category of publications primarily produced by professional editors/publishers or paid chapter executives who are not practicing superintendents.

1996 Chapter Newsletter Editors Contest

The Greenside
GCSA of New Jersey
Ken Krausz, CGCS, editor

Bruce R. Williams

Bruce R. Williams, CGCS
1996 President

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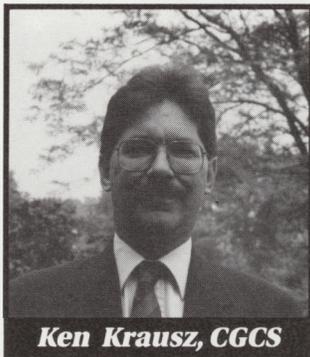
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EDITORIAL



Ken Krausz, CGCS

Tieing up loose ends

Well, I asked for it. In the March-April issue of *The Greenside*, I listed what I hoped was a complete list of Certified Golf Course Superintendents (CGCS). In the article I requested that if I forgot any CGCS to please let me know.

I found out that John Wantz, CGCS, was a member of the GCSAA Certification Committee in 1979 and 1980. My computer must have had a problem with the Ws as I left out Pat Wall, CGCS, and Ed Walsh, CGCS. My one saving grace is that Ed did not notice! Sorry for the oversight John, Pat and Ed.

In my first edition of *The Greenside* I mentioned that I had an article about lightning protection and that I would print it in the spring. That article is in this issue, but, with the recent court ruling about lightning protection and liability, all I can say is if you do it, make sure you do it right.

We have a new feature this month. CADENCE is the title of a new section by and about assistant superintendents. Make sure you pass this on to your assistant if he/she is not a member

Please remember that June 1st is the deadline for any articles submitted for the July-August issue.

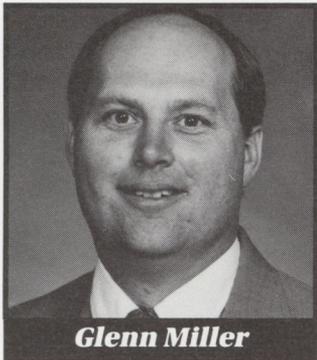
Let's hope that we all have a safe and healthy season.

In Memoriam

Arthur Elmers passed away on April 15, 1997. He was a life member of GCSANJ. Living on his family's farm on Staten Island, Art became interested in agriculture at a very early age. He worked on the turf plots at Rutgers under Ralph Engle which helped to fine tune that interest. Amhurst School of Agriculture was his next stop. After graduating, Art became the assistant superintendent at Baltusrol GC, before becoming superintendent at Glen Ridge CC in the mid 50's. In 1959 Art went to Preakness Hills C.C. where he served as superintendent for 28 years.

Art founded Homestead Irrigation, which is now run by his sons, Dennis and Douglas. His son Arthur is employed by the Storr Tractor Company. Art also has a daughter Karen. Our sympathy goes to them and to his wife Barbara.

PRESIDENT'S MESSAGE



Glenn Miller

State of the association

Thanks to **Les Stout** and Basking Ridge C.C. for hosting our Education Seminar and Table Top Field Day on March 25, 1997. Congratulations to **Joe Kennedy, Vincent Bracken**

and their committees for organizing a great day. In spite of the short notice the day was a success, thanks to the speakers and the vendors, for those individuals lucky enough to attend.

I would like to take this opportunity to update the membership on the status of GCSANJ. I have heard some concerns over the last few months about the financial situation of the Association. These concerns are unnecessary and misleading. I can assure you that this Association is as strong as it ever was and growing stronger every day, financially as well as in other areas. I know this because I see first hand the hard work by our Board members and the increasing involvement by the members of the Association.

At the Annual Meeting back in November, there was a motion made to increase dues by 25 dollars. This increase was to offset the loss of Field Day revenue and rising operating costs. The motion was tabled and the Board was asked to research alternative methods of funding to meet costs. The Board is currently looking at some possibilities, including special events such as the Table Top Field Day, hole sponsorship at monthly meetings, reduced operating costs, dues scale for different classifications of members or increased dues throughout. All of these options will be thoroughly considered, and some have already been implemented.

We are currently working on improving and strengthening our relationships with Rutgers University, New Jersey Turfgrass Association, GCSAA and our fellow chapters. A closer relationship with other industry groups will benefit everyone.

Lastly, I suggest that everyone mark his or her calendar for August 13, 1997. This is the scheduled date for the Rutgers Turfgrass Field Day. **Dr. Bruce Clarke** has specifically designed this Field Day for golf and fine turf. Along with their usual display of turf research, **Dr. James Murphy** and Dr. Bruce Clarke should have some interesting progress to report on their Greens Construction Research. I am sure we will be hearing more on this soon.

Glenn A. Miller

Calendar

- May 20** **May Monthly Meeting,** Mattawang Golf Club. Host: R.K. Chip Kern, CGCS. Contact Judy Policastro, (201) 379-1100.
- June 23** **June Monthly Meeting,** Bowling Green Golf Club. Host: David A. Mayer. Contact Judy Policastro, (201) 379-1100.
- July 24** **July Monthly Meeting,** Great Gorge Country Club. Host: David Brubaker. Contact Judy Policastro, (201) 379-1100.
- August** **District Meeting,** to be announced.
- August 13** **Rutgers Turfgrass Field Day**
- September 15** **Invitational,** Hominy Hill Golf Course. Hosts: David Pease, Ron Lupke. Contact Shaun Barry, chair, (908) 846-8173.
- October 9** **GCSANJ Championship,** Alpine Country Club. Host: Stephen Finamore, CGCS. Contact Judy Policastro, (201) 379-1100.

Going soft

More than 600 golf courses in North America have banned metal spikes, up from 175 in January, according to Kelly Elbin, vice president of marketing for Softspikes Inc. The manufacturer of plastic cleats has made quite an impression on the Senior PGA Tour, with 54 out of 78 players sporting the spike alternative at the Boone Valley Classic last month, including winner Gibby Gilbert. Jim Dent, Graham Marsh and Raymond Floyd also have won events this year wearing Softspikes product.



GCSANJ NEWS

THANKS

by Shaun Barry

In November 1996, Chris Carson presented a plaque to me stating that the GCSANJ had chosen me to be the recipient of the first Member of the Year award. What a shock! I was only able to say thank you. I could think of many other members who deserved to be recognized more than me, so I was a bit embarrassed.

It is now months later, and I still feel very proud and lucky to have been chosen. Being first is special, but so is second or third. Why not try and do even more for the Association this year? That great feeling you will get for helping may even get better.

Thanks to each and everyone of you, and remember the words of A.W. Tillinghast, "Don't do it unless you do it well." Do it well for your Association.

MEMBERSHIP REPORT

The following new members were approved by the GCSANJ Board of Directors:

Chip Dayton	Suneagles at Ft. Monmouth - C	Dist. 3
Charles McMonagle	Knickerbocker CC - C	Dist. 1
Angelo Pruscino	National Chem Search - AF	Dist. 1
Tim Reinagel	Essex County CC - C	Dist. 2
Roger A. Stewart, Jr.	TPC @ Jasna Polana - A	Dist. 3
Dariusz Wadolowski	Twin Brook Golf Center - B	Dist. 3
Jason White	Great Gorge CC - D	Dist. 1

The following members had changes in their membership categories:

Beth Bevins-Taggart	C - D
Christopher Boyle	C - B
Chris Brawley	C - AF
John Fitzgerald	B - A
Rebecca Hawkins	C - B
Jay Long	C - B
Herbert Phillips	C - B
Melvin Waldron, II	B - A

WELCOME

The Greenside is happy to announce that **George Pierpoint, IV**, of Ardsley C.C., and his wife, Jennifer, are the proud parents of a bouncing baby boy, Travis John! Travis

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GCSANJ NEWS

Continued from page 4

John was born on March 7, 1997. Travis John, Jennifer and George are all doing well.

TWO SUPERINTENDENTS REMEMBERED

By Doug Larson

It saddens me to write about the passing of Stanley Zontek, Sr. on February 17, 1997. I had the honor of knowing Mr. Zontek quite well when I worked at Wildwood Golf & C.C. He was a true gentleman and a pioneer in our profession.

Stanley was born in Poland and immigrated to America with his family through Ellis Island at the age of seven. The family settled in West Virginia, where he and his brothers began playing golf. He began his career as a golf professional and evolved into a pro/superintendent at Oak Hill Golf Club in West Virginia, where he played a lot of golf with Sam Sneed. As his reputation grew, he became a very sought after superintendent and moved on to Manor C.C. in Maryland. From there he made his way to Rolling Green and White Manor in Philadelphia, and, eventually, to Wildwood Golf & C.C. in New Jersey from which he retired.

Stanley developed a close relationship with Joe Duich at Penn State and this is probably why he planted the first 10 pounds of Penncross in the country. Although he was not formally educated, which most superintendents were not in that day, he worked hard to educate himself.

He is survived by his wife Laura, two brothers, one sister, three daughters, and son, Stanley, Jr., who is a U.S.G.A. Greens Section agronomist in the mid-Atlantic region. The GCSANJ sends their deepest condolences to the Zontek family.

The Golf Course Superintendents Association of New Jersey is sad to report the passing of one of our oldest members. Michael Yarussi, 85, passed away in Beverly Hills, Florida. Mr. Yarussi retired from Oak Ridge Golf Course in Clark in 1976. Our condolences go out to his wife, Agnes, and the rest of his family.

LPGA SHOPRITE CLASSIC

by Steve Malikowski, CGCS

Once again, **Dave Geyer**, CGCS, is busy preparing the Greate Bay Golf and Country Club for the LPGA Classic. Now

that spring is here, he and his staff are busy fine tuning the course for one of the most popular LPGA events. As is consistent with any tournament site, final preparations are continual and, at times, can be almost overwhelming.

Dave and his staff have been giving the LPGA a great course to play on over the years, and, having gone through a recent change in ownership of the course, have had the challenge of many new course improvements as well as routine tournament preparations. As we all know, tournament preparations are numerous, so if there are any interested volunteers who may have a few hours of time to put in, please call Dave by June 15 to offer your services.

Some of the chores would include roping and staking the course for spectator control; this needs to be done on Sunday afternoon, June 22. Also during the tournament week, from Monday, June 23 through Saturday, June 28, in the afternoons and early evenings Divot Heads are needed on par fours and five landing areas and, of course, tees. About eight to ten people will be needed to handle this job. I know Ed Walsh will probably have some spare time by then, so he will probably coordinate this job. (Sorry, Ed, I couldn't pass up the opportunity.) Also caddie buckets will need to be attended to, which entails changing the water the caddies use to clean clubs at each tee site. Both of these are afternoon and early evening jobs. Dave tells me that passes and parking will be available for all volunteers.

Please call Dave Geyer at his office to offer your services. I'll be there to make sure Ed Walsh can handle the divot mix.

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GCSAA NEWS

SUPERINTENDENT S ELECT OFFICERS AND BOARD SLATE

by Wayne P. Remo, CGCS
GCSANJ Delegate

The Golf Course Superintendents Association of America held its annual meeting and election on Tuesday, February 11, 1997, in Las Vegas, Nevada. It was the first time a computerized ballot was used.

Paul S. McGinnis, CGCS, from Moon Valley Country Club in Phoenix, Arizona, was elected to the presidency of the GCSAA and succeeds Bruce R. Williams, CGCS, who becomes past-president. This was accomplished unanimously by a floor vote as McGinnis ran unopposed. Paul has been a member of the Association for 19 years and has been on the Board of Directors since 1992. He just finished a term as vice president.

George Renault, III, CGCS, from Burning Tree Club in Bethesda, Maryland, was elected unanimously from a floor vote to vice president. He too ran unopposed. George just completed a term as secretary/treasurer, has been a member for 19 years and on the Board of Directors since 1993.

David W. Fearis, CGCS, from Blue Hills Country Club, Kansas City, Missouri, was elected secretary/treasurer. He defeated R. Scott Woodhead, CGCS, from Valley View Golf Club in Bozeman, Montana, by a vote of 5,222 for Fearis to 827 for Woodhead. Scott still has one year remaining as a director on the Board. New Jersey gave its full complement of 163 delegate carried votes to David Fearis.

Four candidates ran for three director positions. Jon D. Maddern, CGCS, of Elk Ridge Golf Course in Atlanta, Michigan, received 1,849 votes; Samuel R. Snyder, VII, CGCS, of Hercules Country Club in Wilmington, Delaware, received 4,910 votes; Michael Wallace, CGCS, of Hop Meadow Coun-

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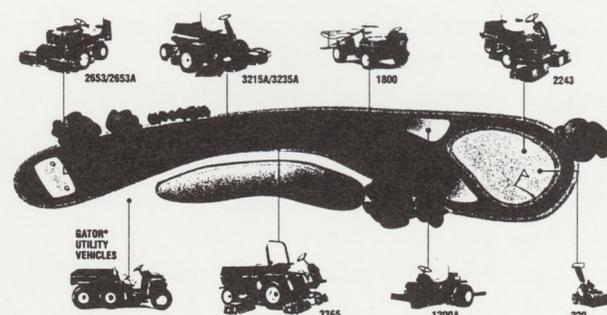
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Continued from page 6

try Club in Simsbury, Connecticut, received 5,294 votes; and Tommy D. Witt, CGCS, of Wynstone Golf Club in North Barrington, Illinois, received 5,817 votes. New Jersey gave its full complement of 163 delegate carried votes each to Snyder, Wallace and Witt, who were elected. The total number of votes cast was 17,870. Their terms as director runs until the 1999 election, which will be held in Orlando, Florida.

Board Member Ken Mangum, CGCS, of the Atlanta Athletic Club in Alpharetta, Georgia, has one year remaining on his current term.

GCSAA 1997 BYLAWS CHANGES

by Wayne P. Remo, CGCS
GCSANJ Delegate

The Bylaws Committee and the Board of Directors of the Golf Course Superintendents Association of America recommended revisions to the current Bylaws and Articles of Incorporation, which were voted upon at the annual meeting held on February 11, 1997, in Las Vegas, Nevada. A two-thirds vote is necessary for passage of any bylaw changes.

An amendment to Article 1, Section 1 of the association bylaws that would require all Class A and B superintendent applicants for membership residing in the United States, except Alaska, and joining the association after July 1, 1997, to maintain membership in an affiliated chapter passed by a vote of 5,988 in favor to 52 votes opposed. New Jersey voted 163 in favor and 0 opposed.

The Class AA amendment defines how a superintendent qualifies for life membership. The amendment requires that a life member must have retired as a golf course superintendent or assistant superintendent; must have been a superintendent or assistant superintendent; be a member of GCSAA for 25 years, of which a minimum of 20 years has been spent as a golf course superintendent; and waive their membership dues passed by a vote of 5,984 in favor to 66 opposed. New Jersey voted 163 in favor and 0 opposed.

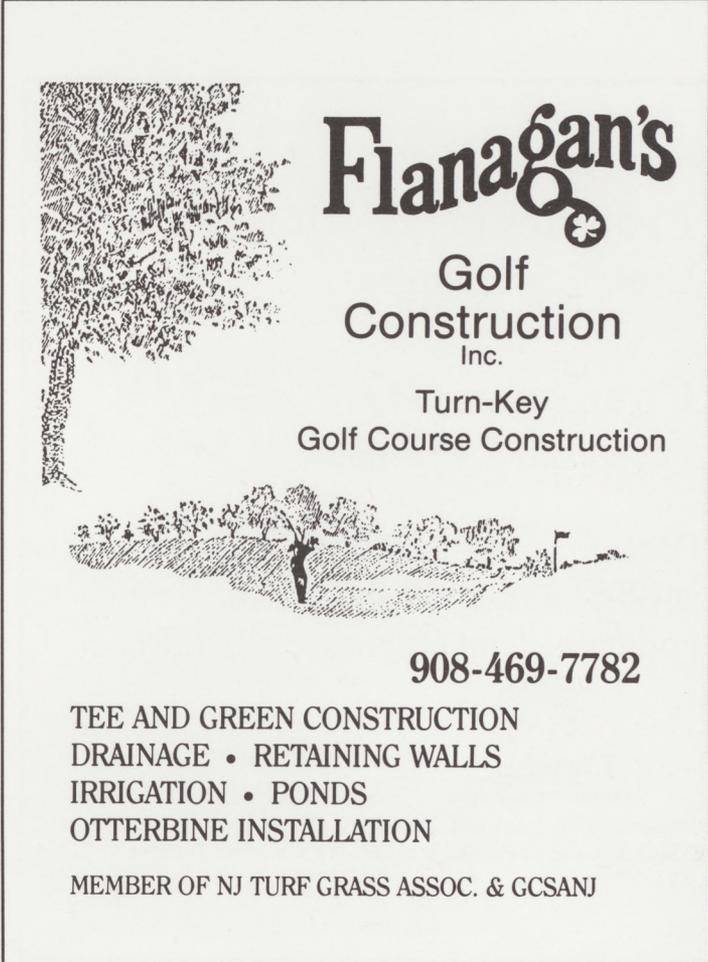
The Retired Amendment defines Retired Membership as when one no longer seeks employment within the scope of activities of any membership class of the association. An applicant may apply to the Board of Directors for Retired Membership. A member may retire after reaching age 55 or having completed a minimum of 20 years of service in any membership classification. The amendment passed by a vote of 6,054 in favor, 0 opposed. New Jersey voted 163 in favor.

A proposal to raise the membership dues of Class A and B members to \$250, and Class C members to \$125 passed by a vote of 4,732 in favor to 1,318 opposed. New Jersey voted 163 opposed.

The Class C-V amendment, which would have required applicants for Class C-V membership to have been an assistant for at least three years and would have allowed voting privileges and full dues, failed by a vote of 3,063 opposed to 2,987 in favor. New Jersey voted 163 opposed.

A proposal to set the initial Class C-V membership dues at the same rate paid by Class A and B members as voted upon at the 1997 Annual Meeting would have passed by a vote of 5,643 in favor to 407 opposed, but it will not take effect as the previous amendment was rejected.

The direction taken by New Jersey's delegate at this and all past annual meetings is directed by the officers and Board members of the Golf Course Superintendents Association of New Jersey.



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CADENCE

by Brian M. Remo

Please allow me to introduce myself. My name is Brian Remo. I am currently the assistant golf course superintendent at Rock Spring Club in West Orange, New Jersey, where I serve under my father, Wayne P. Remo, CGCS. Prior to my present position, I was assistant to Eric Carlson at Lake Mohawk Golf Club in Sparta. I have worked on golf courses ever since my foot could reach the pedal on a trap rake, at such courses as Essex County C.C., Essex Fells C.C., North Jersey C.C. and White Beeches C.C. In May 1995, I graduated from Delaware Valley College with a B.S. in Agronomy, double majoring in Turfgrass Management and Environmental Science, My wife, Fran, and I now reside in Paramus.

But enough about me, because this article isn't about me. It's about us! I am very excited about this article, for as of today, CADENCE is the first correspondence dedicated to the assistant golf course superintendent in New Jersey. Each issue of *The Greenside* will feature a new article written by yours truly, based on the correspondence that I receive from assis-

tants throughout the circulation of this magazine. We no longer have a vote, my friends, but we do have a voice, so let's put it to good use. The GCSANJ is founded on its purpose to promote professional improvement through the education and cooperation of its membership. As the future of this industry, we,

Each time you watch a football game, you'll hear the voice of the quarterback communicating with his offense. This is called a CADENCE.

therefore, have a commitment to promote ourselves and each other. There is a lot we can learn from one another. (You never know, we might teach the big dogs a thing or two!) Regardless,

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CADENCE

Continued from page 8

this is an excellent opportunity to contribute to a profession that gives so much to its members, and a way for the future of GCSANJ to establish a brotherhood that is so evident in its present.

You're probably wondering where I came up with CADENCE as a title for our article. Well, my father and I have what I consider to be an outstanding working relationship. He makes the calls, and I carry them out. Our superintendent/assistant relationship is very much like that of coach/quarterback. In order for a team to be successful, the coach has to have a winning game plan, time management, a relentless commitment to excellence and unyielding trust in his team. The quarterback is the so-called coach on the field. He has to be a leader, understand the coach's game plan, be able to predict and prevent the effects of adversity, and, most importantly, be a hardworking contributor to the team. A coach gives the quarterback a play to carry out, having full trust in him to change that play on the field if the defense is predicted to interfere with its progress. In the case of golf course management, the defense might be weather, time restriction or outside factors that affect the outcome of the desired task. All in all, the quarterback has to be part coach, part player. Each time you watch a football game, you'll hear the voice of the quarterback communicating with his offense. This is called a CADENCE. Therefore, I thought it fitting that the voice of the assistant superintendent share the name.

The goals of an assistant superintendent are very similar to those of the superintendent, however, CADENCE gives us this opportunity to explore areas that pertain to the specific interests that separate the two. I already have many topics in mind for future issues, but the idea is for each and every assistant to offer his knowledge and suggest topics he thinks might help us all. For the past 15 years I have been lucky enough to earn a living and build a future doing something I truly love with all my heart. Not everyone can say that, but I'm willing to bet that almost everyone who reads this article feels the same as I do. I've had the opportunity to work at six great courses for three outstanding superintendents. I've attended five GCSAA National Conferences, had the privilege to

meet many professionals in this industry, and I have learned from every one of them. I now look forward to learning from you.

Please send correspondence and article suggestions to Brian M. Remo, c/o Greens Dept., Rock Spring Club, Rock Spring Road, West Orange, NJ 07052; phone (201) 736-2154; fax (201) 325-1964; e-mail: DVC11@aol.com.

I would like to take the opportunity to thank Ken Krausz, CGCS; Ed Walsh, CGCS; Steve Malikowski, CGCS; and Wayne P. Remo, CGCS, for their support and for turning an idea into an opportunity.

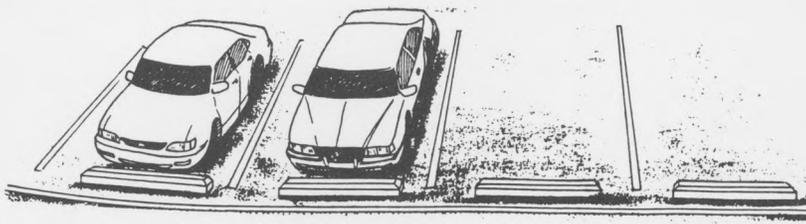


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Beyond commemorative tree plantings

by Nancy P. Sadlon, Executive Director
Alliance for Environmental Concerns

The current trend:

The golf course is the perfect location for commemorative plantings. Almost always the plant of choice is the shade tree and inevitably its donator insists that it be planted in a visible location for all to see and admire. So the question is, how many shade trees can reasonably be located near the clubhouse, the first and the ninth tees, and not affect the original character of the course or impact its playability? Typically, the answer is a lot fewer than is typically perceived as acceptable by the club membership. Additionally, it is often forgotten that the trees full effect will not be realized for 30-40 years, and at that time its size for the chosen location is out of scale. The solution to this trend is the development of a Long Range Landscape/Restoration Plan that provides alternative commemorative solutions, allows for the changes over time in plant growth and provides for the overall enhancement of the character of the course.

The Long Range Landscape Plan:

The type of long range plan suggested is much more than a planting plan that looks for ways to dress up areas of the course and identify areas to be planted with ornamental trees, shrubs, ground covers and annuals. This plan includes a hard look at the site's inherent natural qualities, its character (both present and desired) and proposes a long term plan of action to achieve an enhanced aesthetic character. It seeks to identify and follow through with projects such as restoring a meadow area that existed at the time of the course's construction, or a forest area which gave the special backdrop and definition to the par 5 or the restoration of the pond that has lost its natural beauty over the years. It is landscape projects such as these that have a large impact on the course's character. To paraphrase

the golf course architect Geo. C. Thomas Jr.,

The most important thing in our enjoyment and exhilaration of the game is the thrill of nature. It is the natural course which embraces its own special natural features that is touted as the superior course. Places like the rolling hills of Pine Valley with its lovely contrast of sand and pine trees and the courses of the linksland by the sea in Scotland are remembered in part for the strategy of the course's layout but mostly for their natural beauty.

Every course has its own unique setting, natural beauty and sense of place which is worth enhancing. The Long Range Landscape Plan/Restoration Plan can help to achieve this goal. It should include:

- A. Evaluation of course style and statement of desired character
- B. Evaluation of the natural setting of the course and determi-

Continued on page 16

am



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Twenty years and now what?

By John Fenwick

I would like to begin by introducing myself. Currently I am superintendent of the River Course at Fiddler's Elbow Country Club. I began my turf career "by accident" in 1975, while working at Fiddler's Elbow. I had received my B.S. from Rutgers in forestry and had worked for the Forest Service in California. I returned to New Jersey with the expectation of saying good-bye to loved ones and heading for the left coast. I started at Fiddler's Elbow as an interim job, enjoyed the golf course, and I distinctly remember a turning point which kept me on the golf course. Dr. Henry Indyk was visiting the course and Superintendent Paul Boizelle. Paul introduced me and explained to Henry that, after two seasons, I was struggling with the decision of a career path in forestry or turf. Dr. Indyk simply said, there is no question the turf industry would be more rewarding. The three of us had such a simple conversation, but it was the conviction in their voices that helped me choose turf.

Why am I reflecting on this? For one simple reason: Editor Ken Krausz made me do it! Ken was aware that since 1977 I had worked as a superintendent at three different courses in New Jersey; I had also worked as a salesman in the turf industry on three different occasions. Naturally, Ken thought this might be a great story for *The Greenside*, and it is. The problem, of course, is reducing 20 years of fun and games to a couple of pages. Ilona had suggested the same thing, and, coincidentally, they both referenced the same article in the Florida association's newsletter, authored by Supt./Sales/Supt. Scott Wahlin. It is worthwhile reading, and Mr. Wahlin had some interesting perspectives on the sales representative/superintendent relationship. I really struggled, however, writing an article which compares my life as a superintendent and the one as a salesman. The big stum-

bling block is that this is a career in progress, and I have a feeling there might be a few more twists and turns before it is all said and done. Therefore, if you will allow me to indulge in three ideas that have shaped my career, I promise to finish with Letterman-like lists of the top ten reasons to work as a sales rep or as a course superintendent.

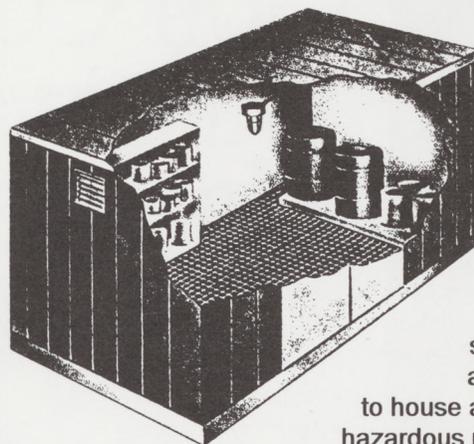
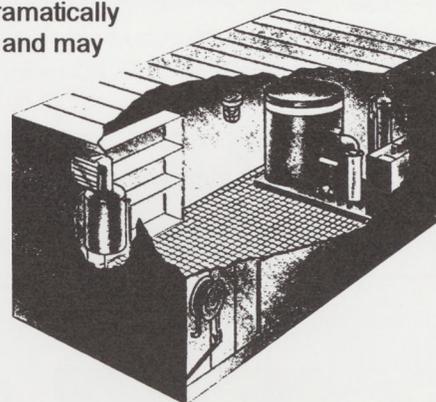
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Twenty years and now what?

Continued from page 11

Philosophically first, "Life is what happens to you while you're making other plans." That quote is from the keynote address by Suzie Humphreys at Turf Expo '96 and is certainly an accurate assessment of my working life. I didn't get the nickname "Flex" for nothing. Others would argue that success is best attained by setting goals and staying focused. I don't want to challenge that philosophy, but I think it is a shame, in fact tragic, that my friend's 15-year-old child feels pressured to make career decisions now, or risk falling behind academically.

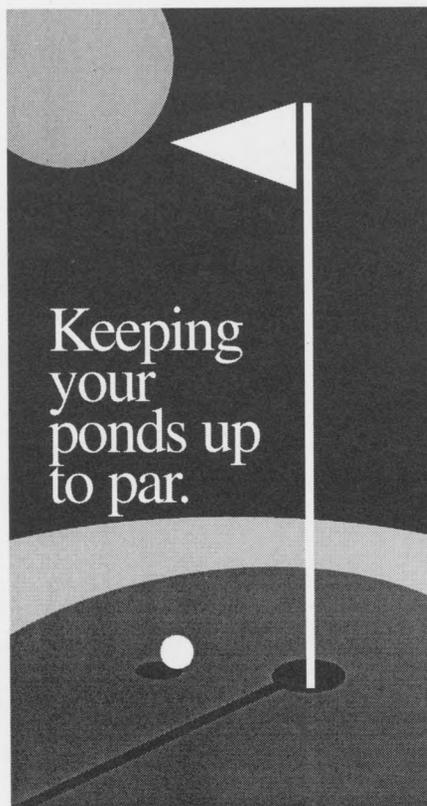
Secondly, no one in the turf industry should fall into the "grass is always greener . . ." trap. Consider the following Gallup survey: "Four groups of people (farmers, factory workers, executives and doctors) were asked if they needed more income to make ends meet and, if so, how much. Every income group—from \$15,000 annually to \$150,000—responded that they need about 10% more.

Finally, I am reminded of Willet Wilt's often told story in which he, after attaining experience on the golf course and in

sales, applied for a more lucrative position at a nationwide distributor of turf products. This company required all applicants to take a rather extensive written test. As a result of this test the company felt there were applicants more qualified in sales than our own Willet Wilt. The company hired someone else, and Willet went on to build a successful business of his own.

As promised, here are my top ten reasons for being a sales representative and my top ten reasons to be a superintendent. I would add, in either case, the worst reason to stay with it is anxiety that your expertise is limited. I think that the superintendent's managerial skills, required work ethic and leadership qualities should open doors throughout the job market. Likewise with the turf industry sales representative. Whether the golf course is a stop-off in your career or a life-long achievement, I think we should all enter the '97 season with head held high, proud of our industry's progress and professional in our continued development.

Continued on page 13



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Twenty years and now what?

Continued from page 12
Superintendent

1. Weekend work (when the in-laws are coming).
2. Convincing the greens committee that nematodes eating grubs is a good thing.
3. Did I mention a quick round of golf instead of going home to mow the lawn?
4. The Handshake. The accolades from the Club Champion or tournament winner who may not have "beaten the course," but won at a time that you both know the golf course was at its very best.
5. The quiet and serenity of the early morning golf course.
6. Working in an industry where "gray area" decisions still outnumber clear-cut ones. The perfect mower or best greens mix and drainage configuration continue to be as out of reach as the "perfect mousetrap."

Sales

1. Weekends off.
2. Convincing the IRS that superintendents eating grubs are deductible.
3. Did I mention sleeping in on weekends?
4. The Handshake. The successful conclusion to a big sale that was worth the time and effort because you know how beneficial it was for both parties.
5. The quiet and serenity of that second cup of coffee at home.
6. Working with customers/clients who are constantly looking for the "perfect mousetrap."

Continued on page 16



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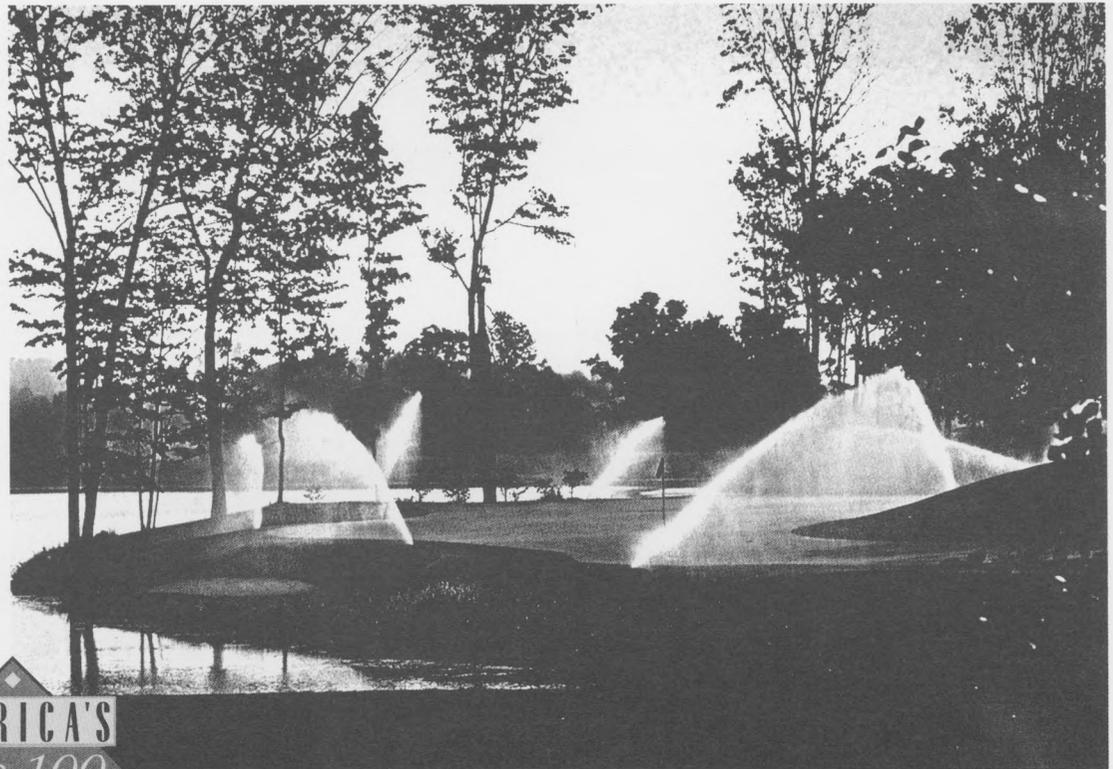
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Twenty years and now what?

Continued from page 13

Superintendent

7. Politically correct golf. A perfect excuse for playing poorly: you wanted the green chairman to realize you are working too hard.
8. The golfers understand that on a bad day their swing plane and putting stroke are fully to blame.
9. Hiding on the sunny slope of the golf course with the first rays of spring.
10. Getting ahead in this business depends more on "sharing with the Joneses," rather than keeping up with them.

Sales

7. Politically correct golf. A perfect excuse for playing poorly: you wanted your customer to win.
8. The boss fully understands that there are some days you can't sell guns to the Terrorists.
9. Hiding behind the home computer on a rainy day.
10. The weather in N.J. is always perfect for sales. Too dry, weeds, too wet, disease.

Beyond commemorative tree plantings

Continued from page 10

- nation of the inherent natural qualities which are of significance to its character
- C. Identification of natural functions such as drainage and infiltration
 - D. Identification of current landscape/horticultural plantings and evaluation of these additions for their consistency to desired course character
 - E. Preparation of Landscape Plan including specific suggestions for plantings and restoration projects
 - F. Identification of management and maintenance practices to achieve or work toward the goal over time
 - G. Provision for the commemorative needs of the membership, including the recognition through plaques or photos in the club house.

Commemorative Alternatives:

Projects to consider as alternative commemorative projects include the Perennial Gardens/Butterfly Gardens, Pond Restoration, Reforestation or A-Forestation, Wetland Restoration, Native Grass/Meadow Restoration. In addition to the enhanced character of the site that can result from these projects, there are other benefits such as reduced maintenance and enhanced wildlife habitat. As always it is critical to choose appropriate plants. Plants that are consistent with the regional geography and the site's natural vegetation communities, plants with pest resistance and which require the least amount of maintenance. Typically, native plants that are adapted to the site's soils, climate and available water conditions can provide

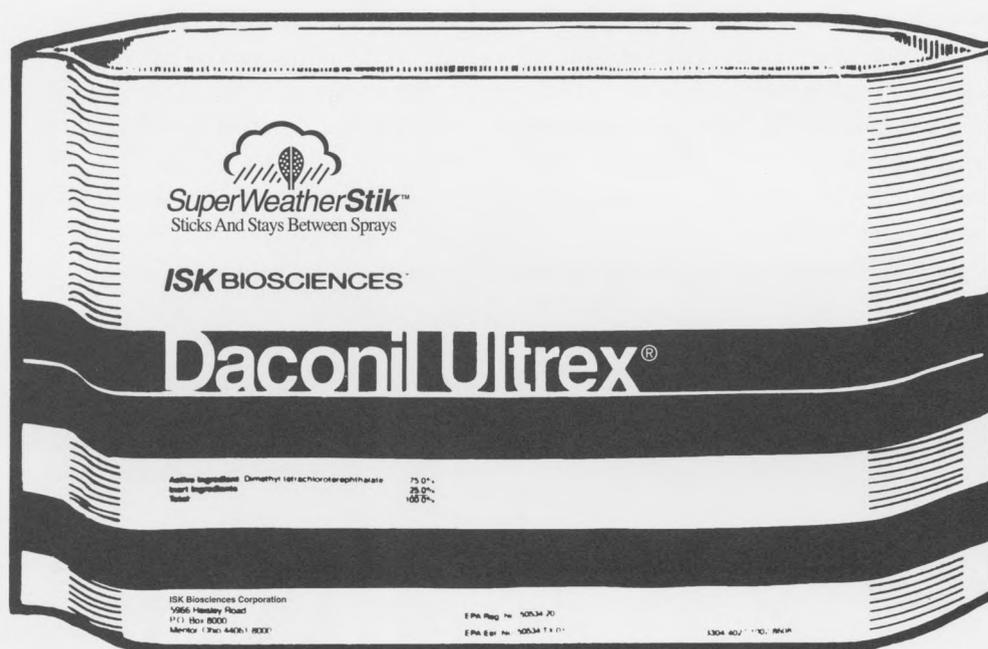
habitat for desirable species and are important to include in the Long Range Landscape Plan. There are a number of plant species which satisfy these criteria.

Professional Assistance

There is probably no one who knows his golf course more than the superintendent, perhaps most for the problem areas and for the hot spots of concern to the membership. There is no one more qualified than the golf course architect to determine the distances and arrangements which set the strategy and diversity of golf shots of the course. But in choosing a professional to assist in the task of the Long Range Landscape Plan as outlined above, it is the professional who provides a combination of talents that is needed. These talents include: a strong knowledge of the natural environment including soils, vegetation, climate, hydrology and aesthetics; knowledge and appreciation of natural succession of various vegetation communities; a thorough understanding of the game of golf and working knowledge of the plants of the region. The professionals trained in each of these areas include landscape architects, restoration ecologists, golf course architects and horticulturists, respectively. It is critical to find one who has expanded his professional expertise to include all of the above and one who can bring all these talents to the project.

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A unique fire call

by George Thompson, Superintendent
The Peddie School Golf Course

On Wednesday, June 26, 1996, a lightning bolt hit the golf course and melted most of the plastic components in my pump panel. Naturally, I had planned on watering the course that night. It was one of the few dry spells of the season and one of the hottest.

I called my distributor who told me Saturday was the earliest he could get the parts. I thought the turf could handle the drought until then, but by Thursday, with no rain and temperatures climbing, the 90% poa greens, tees and fairways were turning a lovely shade of brown.

On Friday morning I tried some alternative methods of watering. Any green that had water nearby was syringed with small sump pumps and garden hoses. The ones not near water were sprayed with the regular course sprayers, a 100-gallon 5D1 unit and a 240-gallon Broyhill sprayer. Because of the heat that Friday, it was a losing battle.

A member, an old farmer, suggested renting a large pump

and hooking it into the main pipeline. We contacted several rental companies in the area, but were told they didn't have pumps that could supply the volume needed. One guy suggested we rent a fire truck!

Since I am a retired local volunteer fireman, I called the fire chief and asked him if the 1969, 1,000 GPM Hahn pumper they used as a reserve pumper was available. A half-hour later, after some unique plumbing work, we were drafting out of my irrigation pond and into the main line. After about an hour, we had the dial reading 100# PSI and began opening valves. We found we could run 12 greens heads at a time and still maintain 80# pressure. The fire company crew stayed until all the tees and greens had received half an hour of watering.

Some of the greens never fully recuperated until fall, but without the old farmer's suggestion and the rental guy's joke and the fire company's help, things would have been a lot worse.

The parts came Saturday morning, were installed and I was watering once again that evening.

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Good neighbors

by Doug Vogel, Superintendent
Packanack Golf Course

Borrowing equipment, technical advice and mutual commiseration are just a few of the benefits that are derived from developing a good working relationship with neighboring superintendents. I have the good fortune to be the neighbor of John O'Keefe, CGCS, of Preakness Hills C.C. Many, many times John has bailed me out in the six years that I have known him. Whether it was a part, a piece of equipment or some of his knowledge—if John had what I needed, it was mine.

The Packanack G.C. and Preakness Hills have enjoyed this relationship dating back to 1964 when Preakness Assistant Superintendent Marty Futyma became Packanack's first superintendent. Futyma, and later his successor, Ziggy Zaleski, could count on legendary Preakness Superintendent Arthur Elmers to loan them equipment that a new 9-hole golf club could barely afford. In fact, Zaleski was known to relish Elmer's old cast away equipment. Ziggy could take any piece

of rusting garbage and fabricate a perfectly usable piece of equipment. To this day we still use trailers made from old Preakness Hills Red Riders.

This thirst of Zaleski's for down-trodden equipment was further quenched by raiding the scrap heap of another neighboring superintendent—Jiggs Remo of the North Jersey C.C. Now, I too have made the passage to the safe haven of the North Jersey C.C. After an irrigation main line broke last summer, the dire need of a Dresser coupling was fulfilled by one of the true gentlemen of our business. Without hesitation, Gary Arlio opened his irrigation shed and offered me whatever I needed. I walked away with the final piece of the puzzle.

So, in the shadows of the fairways that were once maintained by the talented troika of Zeleski, Elmers and Remo, now toil the neighbors Vogel, O'Keefe and Arlio. Knowing that you are not alone out there makes a difficult profession just a little easier. It is a great comfort knowing that if I had a good fence to build, I could count on John and Gary. As the great poet Robert Frost never said, "Good neighbors make good fences."



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Lessons from geese

1. As each bird flaps its wings, it creates an "uplift" for the bird following. By flying in a "V" formation, the whole flock adds 71% greater flying range than if the bird flew alone.

Lesson: People who share a common direction and sense of community can get where they are going quicker and easier because they are traveling on the thrust of one another.

2. Whenever a goose falls out of formation, it suddenly feels the drag and resistance of trying to fly alone, and quickly gets back into formation to take advantage of the "lifting power" of the bird immediately in front.

Lesson: If we have as much sense as a goose, we will stay in formation with those who are headed where we want to go (and be willing to accept their help as well as give ours to the others).

3. When the lead goose gets tired, it rotates back into the

formation and another goose flies at the point position.

Lesson: It pays to take turns doing the hard tasks and sharing leadership: with people, as with geese, we are interdependent on each other.

4. The geese in formation honk from behind to encourage those up front to keep up their speed.

Lesson: We need to make sure our honking from behind is encouraging—and not something else.

5. When a goose gets sick or wounded or shot down, two geese drop out of formation and follow it down to help and protect it. They stay with it until it is able to fly again or dies. Then they launch out on their own, with another formation, or catch up with the flock.

Lesson: If we have as much sense as geese we too will stand by each other in difficult times as well as when we are strong.



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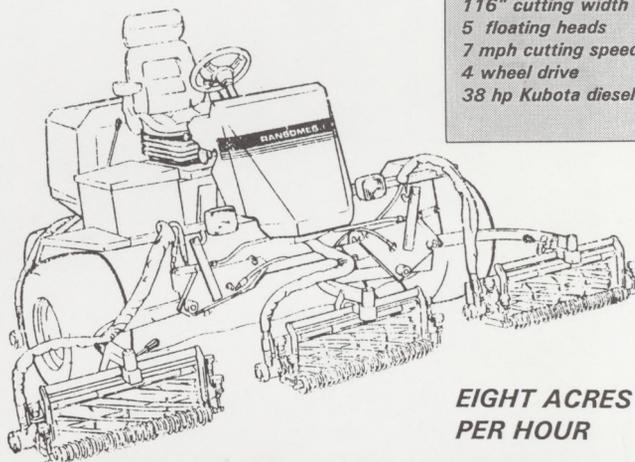
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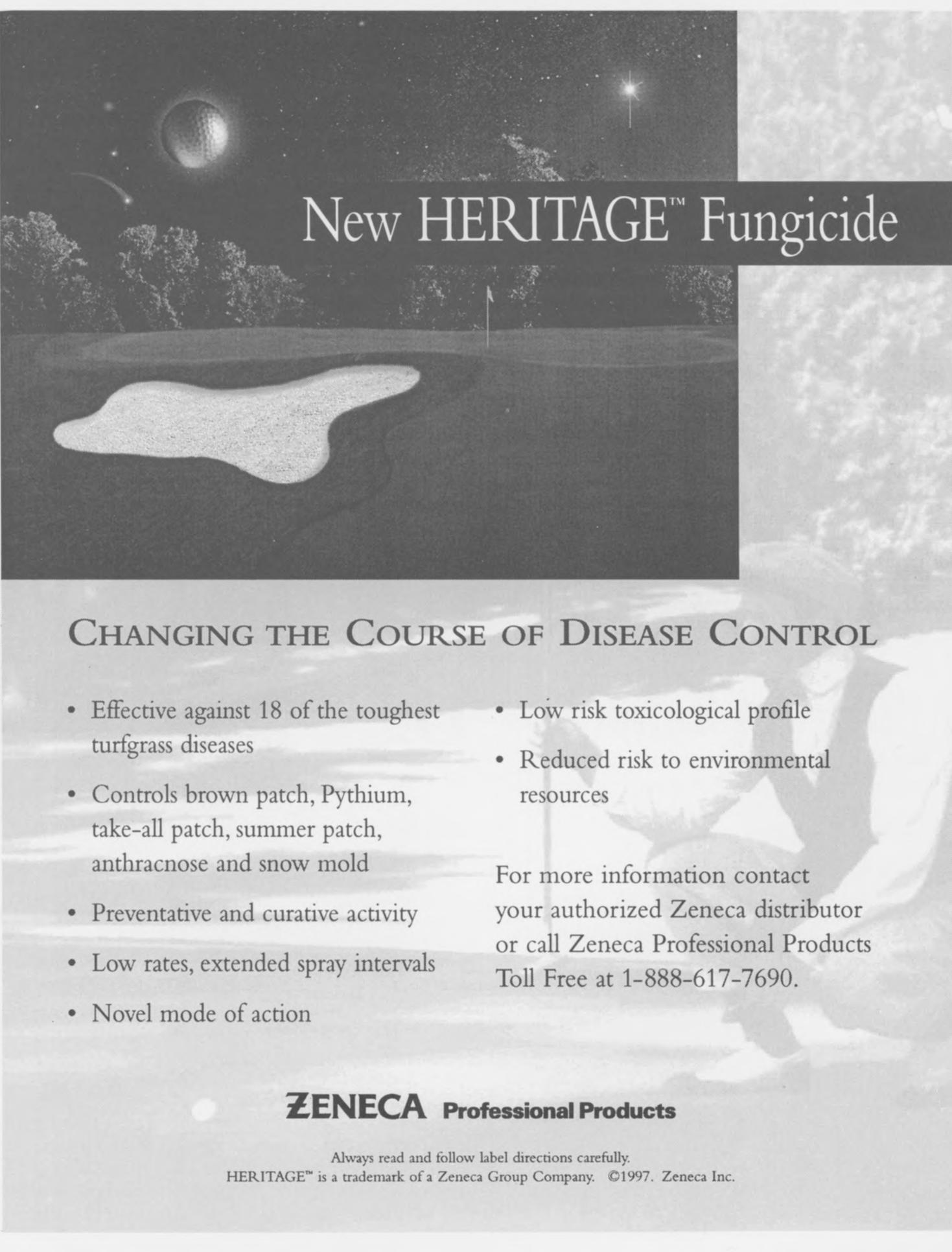


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The truth leaks out

by Dr. Nigel Wisskowski, CGCS

What do they do with the dirt? Did you ever wonder what Harris Laboratories does with the soil samples when they are done with their analysis? Who would think of something like this other than me? Also one might wonder, when does soil become dirt?

Well, to answer the first question, I called Harris Labs and began my quest for knowledge. I asked the person I contacted on the phone, and her answer was quite surprising. She said that they throw it out in their back yard into a big pile. Well, that wasn't exactly the scientific answer I expected, so I continued with, "You do what?" She then responded, "We toss it out back into the big dirt pile." Of course now I know when soil becomes dirt. Now my next question to her is, "Well, ma'am, how big is this pile of dirt?" Why was I not surprised to hear this next answer? "Real big." Rather than "digging" any further, or "fuhther" as they say out there, I decided to leave it at that.

So I decided to try to figure out for myself how big this pile was. Now, I called my Scotts tech rep to see if he could help me, knowing that Scotts is a big user of Harris Labs for soil analysis, I figured I was heading in the right direction. I find that the Scotts Company accounts for only approximately 18% of all of Harris's business, but this is a good starting point. With 60 tech reps generating an average of 400 samples per year at about 2 lbs. per sample, that works out to be about 48,000 lbs. per year. If Harris Labs has been doing this for 15 years, then we get 720,000 lbs. And, if the Scotts Company accounts for only 18% of all of Harris's business, then multiplying that number times five would be a reasonable total of 3,600,000 lbs. Now if we use a figure of 2,100 lbs./cu.yd. (because I'll assume the soil is dried before they throw it out back), then the pile is 1,714 cubic yards. She was right, that is a big pile of dirt!

The truth leaks out (Part 2)

by Dr. Nigel Wisskowski, CGCS

Hats off to Joe Owsik. He must be reading the minds of thousands of GCSAA members who are currently wondering why we are not getting the support of our Big Brother Association concerning a non-metal spike shoe policy. I recently read Joe's comments in the latest issue of *TurfNet* about the GCSAA non-commitment to a spikeless shoe policy. With over 1,000 golf courses nationwide now spikeless, how long will it take for the mother ship to get the message?

It is a known fact that these products are best for everyone's course. Many regional associations have taken a stand; why is our national association still sitting?

If they would act on this issue as quickly as they acted on not allowing cameras at the show, we could be vaulting ahead in progress. If litigation is in fact an issue, if forcing golfers to be spikeless is a legal issue, I offer this as a solution. At the Sand Barrens Golf Club, we will not force golfers to wear soft spikes, but we will impose a surcharge for those who do not. For those who do not want to pay the additional fee for wearing metal spikes, we will replace their metal ones with the soft spike type for half of the surcharge price, i.e., \$75 non-metal spikes, \$85 for metal spikes, or \$80 if they let us change their metal ones to non-metal. For those who still insist on wearing their metal spikes, let them, as they will be few and far between.

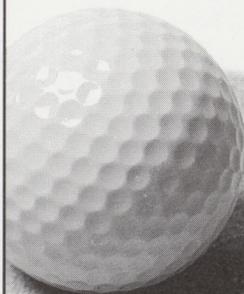
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So when you hear it thunder, don't run under a tree!

By Jozsef L. de Kovacs, CCM, CHA
Deal Golf & Country Club

What can be done to protect lives and property from lightning strikes?

Inform:

Do not assume everyone knows about the dangers of lightning. Display warning signs or posters around the maintenance buildings. Place warning stickers on ground equipment.

Detect:

Heed local weather reports or use an electronic detection device to determine if lightning is in the area.

Warn:

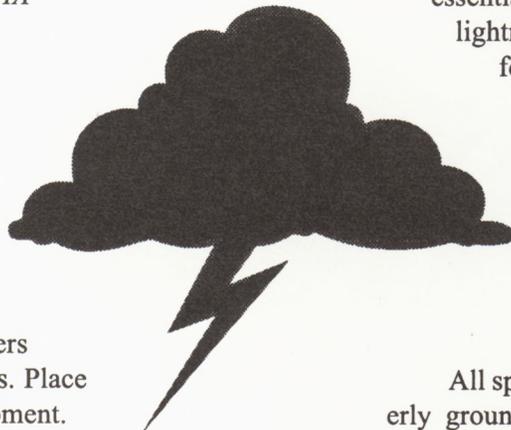
Let your employees know that lightning threatens by means of audible or visual signals which can be seen or heard anywhere on the golf course.

Shelter:

Provide adequate weather shelters. The maintenance building, clubhouse, half-way house or rest rooms are shelters that should be made known to all maintenance employees. If a structure is specifically designed as a storm shelter, it must be protected by professionally installed lightning rods.

Protect:

Equipment storage buildings and maintenance buildings are



essential to the operation of the club. Protect them with lightning rod systems. Consider lightning protection for important or significant trees. Other vital equipment in need of protection from lightning strikes and surges consists of underground irrigation equipment control panels, substations, pumps, computer controlled telephone systems, alarm systems and electronic data processing equipment.

To Protect Equipment:

All sprinkler heads should be interconnected and properly grounded with the appropriate wire for the system. Control panels, substations, pumps and buildings should be equipped with lightning rods. People and equipment on the golf course are vulnerable to lightning strikes. This is because lightning seeks objects lighter than the surrounding landscape, such as golfers, lone trees and umbrellas.



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by James K. Woods, a registered representative with The Berger Financial Group, L.L.C. Mr. Woods specializes in personal investment and insurance planning.

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Here's a quick checklist of things to consider:

Continued on page 25

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A little financial foresight

Continued from page 24

1. **Invest for growth** to help you stay head of inflation. Consider putting a portion of your retirement money in growth-oriented investments, such as stocks or stock mutual funds.
2. **Diversify** your investment portfolio among stock, bonds and money market instruments or cash equivalents to moderate risk.
3. **Insure your independence.** Life insurance and Long-term care (LTC) coverage can help you maintain your independence as you grow older. These coverages should be reviewed every couple of years.
4. **Draw up the "basic four" documents.** Make sure you have these in place:
 - A *will* provides legal instructions for the distribution of your assets.
 - A *living will* designates someone to make decisions on

your behalf regarding life-sustaining procedures.

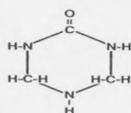
- A *power of attorney* authorizes someone to manage your finances for you in case you become sick or disabled.
- A *list* of your bank, investment and insurance accounts and how to locate your professional advisers.

Start today. Your insurance agent or financial adviser can provide valuable assistance and help you plan for your future. Of course, managing your financial affairs in later years will not be carefree. You'll still need to evaluate and update your insurance policies and your investment accounts, but you'll finally have the time and energy to make thoughtful, informed decisions. Remember, a little financial foresight will take you comfortably into that future—and leave you free to do everything you've planned.

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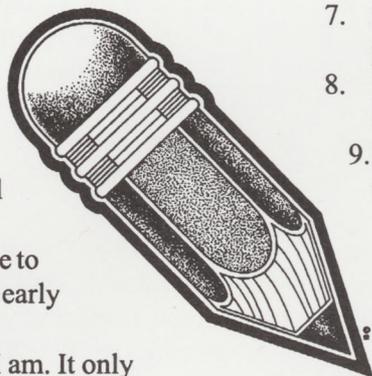
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Thirteen memos from your child

by Jozsef L. deKovacs

1. Don't spoil me. I know quite well that I ought not to have all that I ask for. I'm only testing you.
2. Don't be afraid to be firm with me. I prefer it. It makes me feel more secure.
3. Don't let me form bad habits. I have to rely on YOU to detect them in the early stages.
4. Don't make me feel smaller than I am. It only makes me act "stupidly" big.
5. Don't correct me in front of people if you can help it. I'll take much more notice if you talk quietly with me in private.



6. Don't make me feel my mistakes are sins. It upsets my sense of values.
7. Don't protect me from consequences. I need to learn the painful way sometimes.
8. Don't be too upset when I say, "I hate you." It isn't you that I hate, but your power to thwart me.
9. Don't take too much notice of my small ailments. Sometimes they get me the attention I need.
10. Don't nag! If you do, I shall have to protect myself by appearing deaf.
11. Don't forget that I cannot explain myself as well as I would like. This is why I am not always accurate.
12. Don't make me rash promises. Remember that I feel badly let down when promises are broken.
13. Don't forget that I can't thrive without lots of understanding love; but I don't need to tell YOU, do I?



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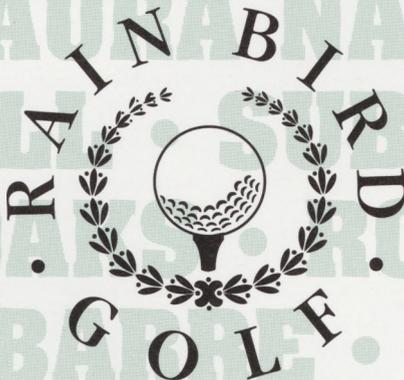
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