



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.

January 1996

An appreciation of Manny Francis: a dreamer whose dreams all came true

January Meeting

GCSANE Annual Meeting

Wednesday, January 3, 1996
Mount Pleasant Country Club
Lowell, Massachusetts

Host Superintendent
John T. Hassett

9:00 a.m. Board Meeting
12 noon Lunch, cost \$13.50
1:00 p.m. Regular Meeting

Reservations Required
Call by December 28, 1995
(508) 632-0252

Winter Meeting Dress Code
Requires Coats and Ties

You must pay by check - No cash!
Checks payable to GCSANE

Jack Hassett has been the golf course superintendent of Mount Pleasant for ten years. Prior to that, he worked at Manderly-On-The-Green, Ottawa, Ontario, Canada, for five years. Jack is a graduate of the University of Lowell and the Turf Winter School at UMass. He is in his third year on the GCSANE Board, serving as a trustee. Jack has one daughter, Julia (17), who is a recent GCSANE scholarship recipient and is attending the University of Miami. In his free time Jack enjoys golf, skiing, and catching large stripers and blues.

Directions: From either Rte. 128 or I-495, take Rte. 3 to Exit 32 (N. Chelmsford/Westford). At the Drum Hill rotary immediately off the exit, head toward Lowell by taking a right onto Westford Road. Go past a shopping center and Lowell Ford and take a right on Westford Street. By taking the 4th or 5th right and following it to the end, you will arrive at Mount Pleasant.

Bob Grant took it upon himself to hit the proverbial nail on the head in capsuling the long and laudable life of the late Manny Francis, who passed away at the age of 91 in October.

"We (superintendents) all have the same dream," the former GCSANE president reflected on Manny's many accomplishments. "Someday we'd all like to build and own a golf course. Manny dreamed that dream like the rest of us. But he also made it come true. His mind never stopped humming."

Francis, a decorated hero of the golf course superintendent ranks whose many honors include the profession's prestigious Distinguished Service Award, was in fact a dreamer by nature. He is perhaps best remembered for his development of the highly regarded grass strain, Vesper Velvet Bent. However, his personal touch comes attached to many turf improvement methods.

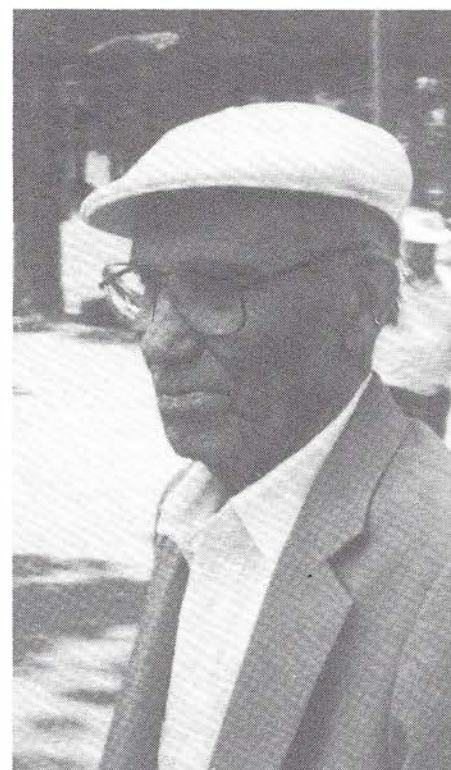
"He was 40 years ahead of his time," remarked Bert Frederick, who worked as Manny's assistant at the Vesper Country Club before succeeding his mentor as head superintendent. "They laughed at him when he suggested that top-dressing greens with sand was the way to go. Now, we're all doing it. But that's only one of many innovative methods for improving turf that can be traced back to Manny. He was a genius, all right, and a silent genius at that."

Francis, who was born aboard a ship between Brazil and Portugal in 1905, came to the United States when he was 16. He had no formal background in golf but landed a job on a course construction crew

while working in a Danbury, Conn. hat factory. After that, golf became his life via a succession of superintendent jobs that passed through South Portland, Maine and Haverhill before the last and most significant stop at Vesper.

Once he was entrenched in the Tyngsboro layout Manny put his grass strain discovery to work. The Vesper course prospered along conditioning lines

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because of it and soon the unassuming super was looked upon as the paragon of his profession.

"Manny also served as the benchmark, if you will, for all superintendents in the way of recognition and reward," commented another former association president, Leon St. Pierre. "He really uplifted the profession. He was supposed to be the highest paid super around and the rest of us used his compensatory skills to advance ours."

"But even more than that Manny was a staunch supporter of the young super. He helped a lot of us get our careers going on the right track. He always was there if a problem arose and there was no keeping him back from helping solve it. He always did it quietly, though. He didn't want anything in return for his expertise. Your friendship was his reward in that sense. So, he made a lot of friends over the years."

Another of Manny's countless friends and admirers is Phil Cassidy, who may even have preceded Francis in the turf business, since he was working in the superintendent's profession in 1924.

"I don't know if there ever has been a golf course superintendent more dedicated to the profession than Manny," noted Cassidy, who was GCSANE president when Francis came aboard the association in 1951. "Eventually he became an inspiration for all. He was there whenever a problem needed attention and it didn't matter how long it took to help solve it. He was a super guy, one of the best. We're all going to miss him."

The demands for Manny's consulting services spread from one end of the country to the other, and even spilled over to Mexico, where he worked wonders with turf and other related golf club problems there. In fact, Manny was offered one of the most lucrative superintendent contracts to remain in Mexico. However, he had other ideas . . . related to his two loves, his profession and his family.

"I'd say Manny had a hand in one way or the other in 75 to 80 golf courses in this and other countries," Frederick told. "He really had a log of important consulting jobs. I know he worked with Donald Ross on occasion and I really think a little of Donald Ross rubbed off on Manny."

"But it was his fertile mind that impressed me the most. He was always thinking there was a better way to do a job. His was just an unbelievable mind. He couldn't stop making it tick either. He was always helping people and not just superintendents. Two of his best friends were Les Kennedy, a former president of the New England PGA and Tom Mahan who

was the pro at the old United Shoe course. Maybe that's why Manny was such a good golfer."

During his 20-year stay at Vesper Manny put the professional touches on several future head supers. Among them, Dave Clement of Framingham, Dick French of Long Meadow, Jack Cronin of R.F. Morse Co., and naturally, Frederick, who was in touch with Manny from the day he met him until virtually the day the maestro died.

"He was a taskmaster," Frederick described the situation between mentor and student. "But, if you showed the same kind of enthusiasm he had for the job, you were the apple of his eye. He was a perfectionist in all things and wanted his assistants to strive for that level. But he was fair and he always made you feel good by giving you a lot of responsibility. When you left him to take your own job, you were well equipped. Believe me, that's an absolute fact."

Francis, then, was that one of a kind individual who sought neither respect nor recognition yet was accorded it because of his mere presence in the golf course superintendent's world. As Frederick noted, Manny Francis was a silent genius. And that Manny Francis presence among his peers never will disappear. He remains immortal in that respect.

GERRY FINN

Calendar

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|----------------------|---|
| Jan. 3 | GCSANE Annual Meeting
Mt. Pleasant C.C.
Lowell, Mass. |
| Jan. 15-17, 1996 | 65th Mass. Turf Conference & 20th Industrial Show
Boston Marriott - Copley Place
Boston, Mass. |
| Feb. 5-11, 1996 | 67th Annual International Golf Course Conference & Show
Orange Cty. Convention Center
Orlando, Florida |
| Feb. 27 | GCSANE Monthly Meeting
Stow Acres G.C.
Stow, Mass. |
| March 18 | GCSANE Monthly Meeting
Franklin C.C.
Franklin, Mass. |
| April 18 (tentative) | GCSANE Joint Meeting with GCMA of Cape Cod
Hyannis Golf Club
Hyannis, Mass. |
| April 30 | Pro-Superintendent-Media Tournament
Sterling Country Club
Sterling, Mass. |

The Super Speaks Out:

This month's question:

What's your policy, plan, strategy, and overall criteria for making capital equipment purchases?

Tom Colombo, Country Club of New Seabury: "Let's say my starting-off point for landing a new piece of major equipment is just like most kids around this time of year (Christmas). I begin with a wish list and take my wishes to the golf director. After that, it's up to the owner."



"Owners or decision makers can vary in their response according to just how much the golf course means to them. In other words, it's a harder sell when you're dealing with a non-golfer even though the golf course is the base from which all of the operations spring."

"Oh, before going to the next step, there must be a plan for rotating equipment in a timely fashion so that everyone can have some kind of handle on the capital expenditure picture. In our case the superintendent-owner negotiating process usually gets going in the fall and settles into a solid decision by spring. Then, once the approval is given, we get into the bidding phase."

"There is a tie-in with a finance company at New Seabury and sometimes this has serious impact on which company gets the purchase contract."

"Considering most major equipment, we solicit bids from three top companies or those distributors representing Jacobsen, Toro, and John Deere. Usually, when the quality of the equipment is comparable, the contract goes to the lowest bidder. However, it's not that rare when the bids are so close that a second bid is asked for."

"Price definitely is a factor in the final decision, especially when the competing companies offer products similar in quality, and service reflects that quality. We have no other factors, no gimmicks in our thinking, once the cost and service are considered."

"Over the long run, though, I think the most important aspect of seeking and getting capital expenditures on a regular rotating basis is the important overall commitment to the golf course. If that's what backbones the whole operation, keeping that capital expenditure wheel spinning

isn't the struggle it is at places where maintenance of the golf course isn't No. 1 on the priority list."

Peter Hasak, Tedesco Country Club: "We have a five-year plan for determining what piece of major equipment is up for replacement, and the club pretty much goes by that life expectancy timetable in keeping our maintenance arsenal up to date. Along that line, too, I should mention that manufacturers definitely are making their big price tag items more durable, which means they're lasting longer. That's a help."

"The capital expenditure process here begins in late August or when the golf season still is in high swing. That's really the time of year to start thinking about replacing equipment. Frankly, it's when the golfers can see what having proper equipment has to do with upgrading and maintaining top playing conditions."

"The replacement plan, then, is set in place. After that, it's a matter of deciding which company makes the sale on a particular piece of equipment."

"Personally, I have a favorite manufacturer. I base my reliance on that company on two factors: quality of product and quality of service backing up the product."

"Most of the time I have a specific piece of equipment in mind, made by a specific company. Then I look at the company's competition and see if it measures up or maybe even surpasses the original product. Another method I use is to test two or three different items and stack them against one another."

"The non-factors in the process are such things as color, personality of the sales

"It boils down to the established reputation of the manufacturer, quality of its products, and service..."

**Peter Hasak
Tedesco Country Club**

"Service comes up big for me... It's not like the old days when a mechanic would show up at six in the morning to put you back in business."

**Bruce Packard
Stockbridge Golf Club**

person, and unfounded comments about particular products. It boils down to established reputation of the manufacturer, quality of its products, and service insuring nonstop use of the item. We've been lucky on all counts."

Bruce Packard, Stockbridge Golf Club: "The replacement thinking process at Stockbridge is a fall to spring happening. Then once the go-ahead is given, I put a lot of factors into use."

"I suppose the three most important guidelines to major equipment purchases are cost, availability of the item, and serviceability."

"To me, purchasing capital equipment is almost like buying a car. I like to get at least two or three bids as far as the cost goes. After that, I dig deeper into the service aspect of the transaction."

"There's even input from members of my maintenance crew. It's important how they react to a certain piece of equipment, because after all, they're the ones who have to live with it on a day-to-day basis."

"Service comes up big for me when deciding on which company gets the sale. I want to know things like access to help when I have a problem, how expensive parts can be, and the ease of repair. It's not like the old days when a mechanic would show up at six in the morning to put you back in business."

"In the end it comes down to confidence in the dealer or the assurance that the capital expenditure item delivers as it's advertised. That's my approach... a nuts and bolts mentality I guess you'd call it."

GERRY FINN

Randy Nichols & Paul Rieke to receive GCSAA Distinguished Service Awards

The board of directors of the Golf Course Superintendents Association of America has selected Randy Nichols, CGCS, and Paul E. Rieke, Ph.D., to receive the association's 1996 Distinguished Service Awards.

The two will receive the awards in recognition of their outstanding contributions to the advancement of the superintendent's profession and as an expression of gratitude by GCSAA for the recipients' many efforts and achievements.

The awards will be presented Wed., Feb. 7, during the Opening Session of GCSAA's 67th International Golf Course Conference and Show. The conference and show will be held Feb. 5-11 at the Orange County Convention Center in Orlando, Fla.

GCSAA President Gary T. Grigg, CGCS, said: "On behalf of our members, the GCSAA board of directors is very proud to honor these two gentlemen with our Distinguished Service Award. Their dedication and outstanding contributions have had a tremendous impact on the industry and our profession."

Randy Nichols, CGCS, golf course superintendent of Cherokee Town & Country Club in Dunwoody, Ga., has served the profession on the local, state, and national levels. Nichols has been a member of GCSAA for 22 years and served on the board of directors from 1987 until 1994. As president of GCSAA in 1993-94, Nichols focused on improving the association's responsiveness to members and enhancing the value of the members' dues investment. He revived the member-led committee system, initiated the now-annual Chapter Relations Meeting to discuss chapter, GCSAA and member issues. He also called for an organizational analysis by Arthur Andersen & Co. S.C., which led to improvements in systems, technologies and member services.

"GCSAA is deeply indebted to Randy Nichols," Grigg said. "His term as president will be remembered for his unwavering focus on what this association is all about - service to members."

As a GCSAA board member, Nichols volunteered on several committees, acting as chairman of the conference and show, tournament, membership, and government relations committees. Since his term

"On behalf of our members, the GCSAA board of directors is very proud to honor these two gentlemen with our Distinguished Service Award. Their dedication and outstanding contributions have had a tremendous impact on the industry and our profession."

**Gary T. Griggs
GCSAA President**

as GCSAA president, Nichols served on the chapter relations committee and is currently chairman of the nominating committee. He holds a bachelor's degree in turf management from Mississippi State University.

Nichols also is a member of the Georgia Golf Course Superintendents Association, the Georgia Turfgrass Association, the Georgia State Golf Association, the Georgia Golf Hall of Fame, and the United States Golf Association (USGA) Green Section. From 1985 to 1986, he was president of the Georgia GCSA, and was vice president of the Georgia Turfgrass Association from 1986 to 1987. He also served on the Advisory Committee of the Georgia State Golf Association and the Nominating Committee of the Georgia Golf Hall of Fame. Nichols was named 1993 Georgia Superintendent of the Year by the Georgia GCSA, an honor that recognizes an outstanding superintendent who has devoted his or her life to the profession.

Paul Rieke, Ph.D., professional educator and researcher with Michigan State University in East Lansing, Mich., has taught the basics of turfgrass management for 32 years. He has been a leader in the development of high-quality, audio-tutorial laboratory exercises for MSU's basic soils course, and his influence on students has been fundamental to their successes.

Rieke and his team of scientists conducted research that resulted in a change in the cultivation equipment and programs used by the turf industry today. In addition, Rieke served a key role in the development of natural grass for use in the Pontiac Silverdome for the World Cup Soccer Games in 1994.

Besides his research and teaching at MSU, Rieke is a turf specialist for the Cooperative Extension in Michigan and has the distinction of being the first university researcher to serve on the USGA Green Section Research Committee. Rieke also has served as a member of both the GCSAA publications/technical resource advisory committee and the educational advisory committee, has taught GCSAA seminars, has been a speaker at GCSAA's International Conference and Show and has been a contributing author to Golf Course Management magazine.

Among his many honors, Rieke received the Award of Merit, MSU Cooperative Extension Service, for developing the "Turf Tip" videotape series in 1986; the Outstanding Teacher Award, Institute of Agricultural Technology, Michigan State University in 1989; the Meritorious Service Award from both the Michigan Turfgrass Foundation and the Sod Growers Association of Michigan in 1994; and the Meritorious Service Award from the Michigan Border Cities Golf Course Superintendents Association in 1995.

He is a member of the American Society of Agronomy, the Crop Science Society of America, the Soil Science Society of America and the International Turfgrass Society. Rieke holds bachelor's and master's degrees in agronomy from the University of Illinois and received his Ph.D. in soil science in 1963 from MSU.

"Professor Rieke is an outstanding turfgrass soil scientist with a broad range of contributions in teaching, research, and extension service," Grigg said. "He has distinguished himself as an expert in the care of lawns, athletic fields, and golf courses."

GCSAA members, affiliated chapters, and allied associates submit nominations for the GCSAA Distinguished Service Award. GCSAA's board of directors selects the recipients each year at their fall board meeting.

GCSAA Environmental Session "crossfire" to offer diverse viewpoints on critical issues

Leaders from the world of golf, representatives of environmental activist groups and governmental agency officials will offer solutions to environmental challenges during the Golf Course Superintendents Association of America's Environmental General Session.

Arthur R. Miller, Harvard law professor and legal editor of ABC TV's "Good Morning America," will act as the moderator of the session, which will take place Feb. 8, 1996, at the Orange County Convention Center in Orlando, Fla. Building on a scenario presented by Miller, panelists will

explore one of the golf industry's most critical issues: golf courses and the environment. Miller's signature "Socratic dialogue" format, used on his public television programs, will stimulate the discussion.

Because of the diversity of the participants, the unrehearsed debate will feature a variety of viewpoints.

Scheduled to take part are: Rich Budell, assistant director, division of environmental services, Florida Department of Agriculture and Consumer Services; William "Tim" Hiers, CGCS, Collier's Reserve

Country Club in Naples, Fla.; Tom Hoogheem, field environmental operations director, Monsanto Co. in St. Louis, Mo.; Michael Hurdzan, Ph.D., Hurdzan Golf Course Design in Columbus, Ohio; Todd Miller, executive director, North Carolina Coastal Federation; Pam Porter, executive director, Wisconsin Environmental Decade; Frank Rossi, Ph.D., assistant professor, environmental management of turfgrass, Department of Horticulture, University of Wisconsin-Madison; Curt Spalding, executive director, Save the Bay in Providence, R.I.

The Environmental General Session will begin at 5:30 p.m., Thursday, Feb. 8, with the presentation of GCSAA's prestigious Environmental Steward Awards and the announcement of the association's new environmental programs and initiatives.

This session, one of many featured at GCSAA's 67th International Golf Course Conference and Show being held Feb. 5-11, will be presented in the evening so as to not interfere with other conference and show events.

Helping make the event possible are GCSAA partners Ciba Turf & Ornamental Products, Jacobsen Division of Textron, Lebanon Turf Products, and Rain Bird.

GCSANE announces recipients of S&B Fund scholarships for 1995

The Golf Course Superintendents Association of New England has announced the first recipients of scholarships from its Scholarship and Benevolence Fund.

The recipient of the Thomas Schofield Memorial Scholarship of \$1000 is Clayton Chiavaroli, attending Bentley College. Awards of \$500 were given to Timothy Fitzroy, a student at Roger Williams Col-

lege, and Geoffrey Brearley, Coastal Carolina University. Scholarships of \$250 were presented to Dayna DeBeradinis, Fitchburg State College, and Julia Hassett, University of Miami.

The spouses, children, or grandchildren of GCSANE members are eligible for the Scholarship & Benevolence Fund Scholarships.

The December Meeting at Thorny Lea Golf Club, Brockton, Mass.

Below, Ron Dobosz and Len Blodgett are in the express lane of the chow line at Thorny Lea Golf Club. At right, John Seid, president of Remote Sensing, Inc. explains infra-red technology on golf courses.



GCSAA Government Relations Committee endorses proactive advocacy to deal with government issues

The Government Relations Committee of the Golf Course Superintendents Association of America met at association headquarters in Lawrence, Kan., Oct. 6 - 7 to review government relations program activities and implementation of the 1995-96 business plan.

The committee discussed ways in which GCSAA could help members become more proactive and improve their effectiveness in dealing with government issues. A major theme was how the association could help members influence changes to laws and regulations, rather than just adapting to changes.

The GCSAA board of directors agreed with the committee's recommendation to register the association and appropriate staff as lobbyists in order to advocate posi-

tions on legislative issues in Congress. The committee also supported taking advantage of opportunities to use the grassroots, or member superintendents as voters, to influence government decisions. A campaign was set in motion to encourage GCSAA members to ask their senators and representatives in Congress to urge the Environmental Protection Agency to address a problem with the Worker Protection Standard (WPS).

The WPS became an issue for GCSAA when an Interpretative Guidance Work Group determined that WPS should cover the portion of golf courses where sod, ornamentals, and kees are grown for replacement purposes as these plants would normally have "commercial value." Prior to this interpretation, golf courses

enjoyed an exception to WPS because the regulation covers only agricultural workers, and the requirements do not apply when plants are grown for other than commercial or research purposes.

In addition, the 11-member committee recommended that GCSAA expand its influence by participating in coalitions, including the Alliance for Reasonable Regulation, the Coalition of Occupational Safety and Health, the Grassroots Endangered Species Act Coalition, and a coalition to support environmental audit legislation.

The GCSAA already is active in Responsible Industry for a Sound Environment, an alliance of specialty pesticide manufacturers and user groups.

DIVOT DRIFT...announcements...educational seminars...job opportunities ...tournament results...and miscellaneous items of interest to the membership.

MEMBERSHIP

Proposed for Membership: Lawrence Flannery, Assistant, Concord Country Club, Concord, Mass.; John Leclair, Assistant, Charles River Country Club, Newton Centre, Mass.

Welcome New Members: Eric Brox, Regular, Hickory Hill Golf Course, Methuen, Mass.; Steven Colangeli, Assistant, Country Club of Darien, Darien, Conn.; Greg Albanese, Affiliate, P.I.E. Supply, Milford, Conn.

INFORMATION

If any member would like to suggest a GCSAA seminar to be held in our area in 1996, please call Dick Duggan at (508) 369-0879 ASAP. He has to check for availability of those seminars and try to make arrangements for the GCSAA to host it.

We were saddened to hear of the passing of Arthur Washburn in mid-December. Arthur was the longtime Golf Course Superintendent at the Cohasset Golf Club, retiring in 1992. Our condolences go out to his family and friends.

Please contact our Golf Chairman, Mike Hermanson, if your club could host a golf meeting in 1996. Mike's number is (508) 632-2713.

Our sympathies go out to Matt Crowther, formerly Mike Iacono's Assistant at Pine Brook, whose father passed away in November. This was particularly tough because it happened just after he was named the new Superintendent at Mink Meadows on Martha's Vineyard.

At the annual conference and show in February, GCSAA will be operating an Employment Board, Feb. 7-11, in the Career Development Resource Center on the trade show floor of the Orange County Convention Center in Orlando. They will post your employment openings at no charge. Resumes received for those openings will be forwarded to you immediately after the conference, or you can pick them up on site. Interview rooms will also be available at no charge. Additionally, these employment offerings will be included in the Feb. 16 Employment Referral Service Bulletin, again at no charge. If you are seeking employment, stop by each day and review any postings. Resumes can be prepared for you at the Career Development Resource Center for \$25. If you would like to advertise a position or reserve an interview room, please contact Jerrie Lynn Johnston at 1 (800) 472-7878 or stop by the Career Development Resource Center at the show.

On February 26, 1996, the Annual Lawn Care Seminar and Show will be held at the Sturbridge Host Hotel, Sturbridge, Mass. This event is co-sponsored by UMass Cooperative Extension and the Mass. Association of Lawn Care Professionals. A total of five Mass. pesticide recertification contact hours will be offered. The registration deadline is February 12. For more information contact Mary Owen at (508) 892-0382.

Hope everyone had happy and safe holidays. See you at the Boston Marriott-Copley Place Jan. 15-17 for the Mass. Turf Conference!

MEETING NOTES

A "Thank You" to Joe Rybka and the entire staff at Thorny Lea for a terrific job hosting the December meeting. The food and hospitality were both great. Thanks again.

EQUIPMENT WANTED

Mike Hermanson is looking for used Jacobsen Blitzer or fairway units, frames, and parts including "oddball" parts. Contact Mike at (508) 632-2713 if you have any you would like to sell.

Please Patronize These FRIENDS OF THE ASSOCIATION

Advanced Agronomic Services, Inc.
65 Rocky Pond Road, Princeton, MA 01541
Specializing in Verti-Drain deep-tine aerification
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Frank Will, Dan Graziano, Kevin LaPorte
1-800-4-AAWILL

Agriturf, Inc.
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Fertilizer, seed, and chemicals for turf.
Bruce Chapman, Paul McDonough,
Chris Cowan
1-800-346-5048

Baker Golf Cars
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Bayer Corporation
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Newport, RI 02840
Baylton, Merit, Dylox, Tempo, Nemacur.
Brad Herman - (401) 846-3515;
FAX (401) 846-8012

Best Bent Turf, Inc.
P.O. Box 318, Raymond, NH 03077
Alan Anderson - (603) 895-6220

The Borden Company
Maynard, MA
Bulk limestone dealer.
Jack Borden - (508) 897-2571

Boston Irrigation Company
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Distributor, irrigation supplies & accessories.
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Caldwell Environmental
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Club Car golf cars, carryalls, utility cars.
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Golf course construction & reconstruction;
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