



## NORTHERN MICHIGAN TURF MANAGERS ASSOCIATION

TUESDAY, OCTOBER 5th, 1982  
FAIRVIEW HILLS GOLF COURSE  
MIO, MICHIGAN  
Phone: 517/848-5810

FRANK HEMINGER, SECRETARY-TREAS.  
1147 SANTO  
TRAVERSE CITY, MI. 49684  
PHONE: 616-947-9274

The October meeting of this Association will be held as shown above. This meeting will be different from any other that we have held and will be a luncheon meeting. The meeting will start at 11:00 A.M. with our business meeting followed about 12:30 with lunch and then golf. This is an experimental project and will permit everyone to head for home as soon as their golf is completed, getting you home during the daylight hours.

The location of Fairview Hills Golf Course is 6 miles north of Mio between Mio and Fairview on M-33. If you come from the south or west, in Mio go north on M-33. Coming from the north on I-75, exit at Down River exit and go east to M-33, at Fairview go south approximately 3 miles to the golf course. If there is any question, the phone number is shown above.

Our speaker for this meeting is Dr. Joseph M. Vargas, Jr., Plant Pathologist from Michigan State University, our expert on turfgrass diseases and needed especially for this time of year to bring us up to date on the latest developments and recommendations for treating our turfgrass for the coming winter weather. It is my understanding that at the present time in this north country, that there is much dollar spot and pink snow mold. Joe can cover all these problems with such clarity that we should all go home feeling like experts. We are very grateful to be so fortunate in having this speaker at this time of year.

The luncheon will be "Chicken -A-La-King" and will cost \$5.00 including tax and tip. It will be served in the new clubhouse at Fairview Hills after our meeting. As is usual, we must advise our genial host, Fred Kauffman of the number that will be there so please complete the enclosed postcard IMMEDIATELY. After lunch, Fred invites you to play this fine layout which he and George Fox have prepared especially for you on this day. They promise not to put the pins where you will putt off of the greens and guarantee you an enjoyable day that you will remember during the months ahead. \$2.00 entry fee for golf, lest you forget.

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THE HOME SWEET HOME-OFFICE DEDUCTION IS LEGAL AGAIN. Do you moonlight after your regular working day—running a separate business, such as real estate, writing or bookkeeping out of your home? If so, you could be eligible once again for the home-office tax deduction, a tax break Congress removed back in 1976 but which has just been given the okay again. The pre-1982 requirement was that you could deduct home-office expenses (heat, depreciation, light, painting, etc.) only if you used your home as your principal place of business for your main occupation. Now, however, you can deduct these expenses as long as a specific room in your home is your principal place of business for any one of your occupations, including a separate part-time job or business that you handle after hours or on weekends. Note, however, that the law doesn't change the requirement that the office space at home must be used exclusively for business. In other words, if you work as a secretary at the telephone company all week, but do freelance typing at home, using one room in your five-room apartment exclusively for this purpose, you can deduct one-fifth of your rent, utility bills, etc. However, if you also use this room as a family or TV room, you can't deduct anything.

An added bonus is that the new tax law is retroactive. Therefore, if you didn't deduct such home-office expenses on your 1979, 1980 or 1981 tax returns, you can now file amended returns listing them and get a refund. To file an amended return, phone your local IRS office—in phone book under U.S. Government—and ask for copies of Form 1040X. ■



## The Troubles We've Seen

Sunday morning, between the hours of 7 and 9:30, is the favorite time for calling the Green Section agronomist to discuss golf course troubles.

It is true that this is the time when he's most likely to be home. But it may not be the time when you'll find the agronomist in a humor to be greatly sympathetic to your problems, particularly when the club has encountered troubles through deliberate actions that could have been avoided.

Clubs could save themselves many troublesome and expensive situations if they asked questions BEFORE they took actions. It is a distressing fact that relatively few golf course problems we encounter are caused by uncontrollable factors. Rather, they are brought about by poor management, poor construction, or a misunderstanding of plant growth principles.

These points probably can be illustrated most vividly by reciting some of the trouble calls that have come to one Green Section office during the past year. To save possible embarrassment to the club, the accounts are fictionalized to some degree, but all are based on actual cases. If a club member should recognize his own club's problem among those presented here, he may take comfort in the fact that there are very few original mistakes and there are members of other clubs who think it is 'their' problem which is being aired.

### "Drainage by Theory"

A new drainage theory was incorporated into the new greens established at one long established club in the Southwest. Essentially, the system involved the placement of a permeable seedbed mixture about 8 inches deep over a compacted, impermeable subgrade. Theoretically, water moves easily downward to the compacted soil and then outward to the edge of the green. The system works, except when water is applied too rapidly (as frequently happens in the case of rain) or when the slope is so long that water comes to the surface before it reaches the edge of the green.

It appears likely that these greens may need to be rebuilt again. The cost to the club for testing this theory will be considerable.

The Green Section has been involved with investigations of green construction methods for many years and has devised a construction procedure that has been proven to work well. We urge clubs to investigate thoroughly the merits of this procedure before undertaking to build greens on the basis of an idea that sounds attractive but which has not been tried.

### Can We Buy Short Cups?

At a golf course in the process of construction the green chairman greeted the agronomist with the question, "So you know where we can buy shallow cups?" It developed that the club was running short of money; the golf course had been designed on a rather elaborate scale with large greens, tees and bunkers. Much effort had gone into the development of costly ponds and other artificial beauty spots. Now, however, as the course neared completion and

as money supply neared depletion, someone had suggested that a good many dollars could be saved by reducing the thickness of topsoil on greens from 12 inches to 6 inches.

There is no question that the quantity of topsoil needed on greens is an expensive item but it is our opinion that it would be poor economy to save money by sacrificing quality of putting greens. The normal minimum recommendations for topsoil depth is 12 inches. Inasmuch as 20 to 25 percent shrinkage is common, the green eventually is covered with about a 9 inch depth.

### The Nature of Drainage

At a golf course where greens are old, compact and chronically troublesome, water was found to be standing in the cup. Water had been applied about 36 to 40 hours previously. The Green Section representative took the occasion to point out that drainage was poor and that this was one of the factors concerned with shallow roots and unhealthy turf.

A rather heated discussion followed. The greens were rolling and the surface permitted ready run-off of excess water. Club members maintained that these were well-drained greens. From the standpoint of SURFACE drainage, the members were right, but internal drainage or ready movement of water through the soil is the other aspect of good drainage. Surface drainage is important but it is not enough. Water that moves into the soil must also be allowed to move out.

*Credit: USGA Green Section*

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### INDISPENSABLE?

Some day when you're feeling important  
Some day when your ego's in bloom  
Some day when you have the feeling  
You're the most important man in the room,

Take a bucket and fill it with water,  
Stick your hand in up to the wrist.  
Pull it out, and the hole that remains  
Is a measure of how much you'll be missed.

You may splash all you wish when you enter,  
Stir the water around galore,  
But you find when you finally leave it,  
It's exactly the same as before.

So, as you follow your daily agenda,  
Always do the best that you can.  
Be proud of yourself, but remember—  
There is no indispensable man.

Author Unknown

## Rusting On Your Laurels

Presentation by

James Arch, President

James Arch and Associates, Maitland, Florida  
at U Mass Turfgrass Conference

The title of this presentation is RUSTING on your laurels, not resting. Recently I was reading in a book published by Prentice-Hall which said it very well when it said, "When you are green you can grow but when you are ripe, you start to go rotten."

A few Sundays ago, on a church marquee in Winter Park was written, "The road to self-improvement is ALWAYS under construction." Another way of expressing it is "when we cease to grow we start to go" or "we don't grow old . . . when we stop growing we are old." That may be at 20 or need not be at 80.

For example, a teenager may be too tired to cut the grass while a 75 year old grandma who knows the grandchildren are coming for the weekend will clean the house, bake a cake and cookies and have unlimited energy.

Dr. Robert Schuller expressed it very well. He says that well meaning people often say to him, "Dr. Schuller, I hope you live long enough to achieve all your dreams and ambitions." His reply is always the same, "I hope I don't because if I do, I will have died before I die."

Throughout life our continuing purpose is GROWTH. William James, the Harvard professor, said we use only 10% of our potential. More recent psychologists such as Dr. Herbert Otto and Dr. Eric Fromm say it is closer to 3 or 4%. In any event, we all have room for continuous growth.

Last year I received a call from a gentleman who identified himself as Sherburn Ruprecht, who said he had sat in on a talk I gave to a group of life insurance general agents and agency managers and he liked what I said and how it was said, and he would like me to give a talk at his annual awards banquet for his people and do a seminar for them. We made all the necessary arrangements. Then I asked Sherman to tell me about his organization.

He told me he was the agency manager for the Lutheran Brotherhood Fraternal Life Insurance for Lutherans which started in 1918. He came to Florida 4 years ago when the Florida agency was 70th out of 82 . . . now, 4 years later, it is in 4th place. The fastest agency in the 63 years they have been in business. He also pointed out that his agents can sell only to Lutherans, which means that instead of having 8 million prospects in the state of Florida they have only 100,000 and this includes women and children. This growth took place during difficult years from business and financial points of view.

Then I said, "Sherburn, anyone who can bring an agency from 70th to 4th in that short period of time must have a great philosophy in building an organization; what is it?" Fortunately, I had a sheet of paper handy and I wrote down what he said. It ought to be written in large bronze letters so all can see it each day. This is what he said.

"Our business is building people . . . when you build people in knowledge, personal abilities, income, they become self-sufficient, then production follows."

When he said this, it reminded me of what Wolfgang von Goethe wrote about management . . .

*"When you see people as they are, you leave them as they are, but when you see them as they are capable of becoming . . . you help them to be what they can be."*

J. Sterling Livingston, a Harvard professor, wrote in the Harvard Business Review, referring to it as the Pygmalion Effect in Management . . . the self-fulfilling prophecy. We get what we EXPECT from people. If you look at your people as ineffective, incapable, you will expect poor performance from your people. When you have high regards, expect high performance, that is what you will get.

Such a person was Robert Browning, the poet. He saw people as they were capable of becoming and had high expectations. His attitude and love, respect and adoration for Elizabeth Barrett breathed the breath of life into her. Elizabeth Barrett was one of 11 children, the daughter of an oppressive, tyrannical, negative, bad tempered, critical, domineering father. His tight control, fits of rage, made the very sensitive and frail Elizabeth very nervous and sick. She was a bed-ridden invalid for most of her first 40 years of life. That was until she met Robert Browning. He did not see Elizabeth that way. He saw her as a warm, loving, kind, thoughtful person. Elizabeth described this relationship and her life as being a flower opening up. He gave her a new breath of life and thus she built her self worth and self esteem.

They were married, took an extensive, exhausting trip throughout Europe which she handled beautifully. She gave birth to a child (after age 40); both did fine. She wrote the "Sonnets of the Portugese" and the very famous poem, "How Do I Love Thee."

All because of the expectations of another person.

One of the seven key attitudes in life is that of EXPECTATION. Let us right now spread some high expectations to each other.

The success of this meeting is because of the person you are sitting with. Please turn to the person on your left and right and behind you and say this to each one, "I am proud of you and glad you are here."

Will you please answer this question by a show of hands, "How many of you believe you are normal?" That was an interesting response. First we had a few people who thought they were normal. Then people began to look around and thought they had better become normal, so more hands went up. Then more. Well, you normal ones are the people I need to talk to.

There is no such thing as human behavior without a reason. It is the natural law of CAUSE and EFFECT. Did you know that the bee flies 1000 miles to gather sufficient nectar to make one pound of honey. Just imagine such a tiny thing flying 1000 miles. The work, the struggle, the time. After all that effort and energy, what happens? We steal it! Do you understand why the bee has such a lousy disposition . . . under those circumstances, wouldn't you sting too!!!

About 4000 years ago, a Hindu mystic wrote in archaic sanskrit on a papyrus scroll the key to the mastery of life in just seven words. It is the key to all success and failure. The key to happiness and the cause of worry. Down through the ages philosophers and psychologists have agreed that what he wrote, "As one's thinking is—such one becomes." Two thousand years later, the Roman emperor and philosopher Marcus Aurelius said the same things when he gave us eight words that will TRANSFORM our lives: "Our lives are what our thoughts make them."

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About 26 years ago, I was at the home of Dale and Dorothy Carnegie in Forest Hills, N.Y. and I asked Mr. Carnegie, "You are writing biographies of famous people, interviewing well known personalities on radio, and have helped thousands of people to attain greater success; what is the biggest lesson you ever learned in life?" I thought he would have to think about an answer, but he didn't. He responded immediately and said, "That is easy to answer. By far, the most vital lesson I ever learned is the importance of what we think. Our mental attitude is the X factor that determines our fate." He then quoted Emerson who said, "A man is what he thinks about all all day long." . . . "But how could it be anything else? Think happy thoughts and you will be happy."

The Buddhists say, "All, yes all that we are, is the result of what we have thought."

Dr. Norman Vincent Peale in a recent speech said, "This is the greatest natural law in the universe and fervently do I wish I had known it when I was a young man . . . but I did not. I did not know it when I was 20, 30, 40 or even 50 . . . it is the greatest discovery in my life other than my relationship with God. Simply stated it is this: "When you think in negative terms, you will get negative results . . . when you think in positive terms, you will get positive results." Exactly what the Hindu mystic said.

In the Bible, in Proverbs, is stated, "As a man thinketh in his heart, so is he." Now we have an additional word in this statement, the word 'heart.' To understand that in modern day understanding, it would read: "As a person thinks sub-consciously, so is that person."

At birth, we are given a piece of equipment that, if it had to be replaced, could not be replaced for a billion dollars. This amazing unit will enable us to BE the person we want to be, HAVE the things we want to have, and DO the things we want to do. Unfortunately, we have not told how to operate it. So instead of our running it, it runs us. It is the most magnificent, awesome creation anywhere. Scientists cannot explain how it works; they do not know.

The average brain weighs 2 to 3 pounds and like the rest of the body it is about 75% water, which means the mineral content is about 10 to 12 ozs. It is about the size of half a grapefruit. The cortex, the outer 1/8th of an inch, has 500 billion neurons. It has memory banks within it that will store more information than is in the Smithsonian Institute. It records everything we see, hear, and think. It is a Xerox copying machine, a Polaroid camera, a Betamax video tape recorder, a technicolor wide screen projector, 1000 I.B.M.

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computers plus billions of miniature microfilm cartridges.

To duplicate these things, it would take a building as big as the Empire State Building, weigh tons, and take the power of Niagara Falls to operate it, and would cost billions. If it could be made, it still would not think, reason, exercise choice, make decisions, be creative, nor have feeling. We have all these qualities.

Now, I would like to mention a *magic word* which is the secret of happiness, the foundation of psychiatry, the basis of mental health, and will give the strength to face all problems of life. Yet, when you see it in a newspaper or magazine, you would not even think about it. Even so, it is a magic word. The word is ATTITUDE. The way we look at things, state of mind, the posture we take. It may be negative, positive, or even neutral. Dr. Walter Scott, President of Northwestern University, said, "Success or failure in business is caused more by mental attitudes than by mental capacities." William James said, "The greatest discovery of this generation is that human beings can alter their lives by altering their attitudes of mind."

To illustrate the importance of attitude—prior to May 6th, 1954, no human had ever run a mile in less than 4 minutes. Sports writers, coaches, athletes and doctors said it is physically impossible for the human body to run a mile in less than 4 minutes. Then it happened. On Thursday, May 6th, at Oxford, England, at a meet at Oxford University, Roger Bannister broke the 4-minute barrier running the mile in 3:59.4. On August 19, 1981, at the Zurich Invitational Track and Field Meet at Zurich, Switzerland ran the fastest mile an American had ever run. He did it in 3:53.98 . . . but he came in 8th. The first ten runners came in under the 'impossible' 4-minute barrier. The winner of the Zurich event was Sebastian Coe from Sheffield, England, who knocked 11 seconds off Roger Bannister's first mile under 4 minutes. Just imagine how far a miler can run in the last 11 seconds of the race. The only change is attitude. No longer do they say it cannot be done.

Most people fail to exercise the greatest power they possess—the power to choose. Instead of reacting to things that happen to us, we have the power to ACT. We can choose what we think and what we think, we become.

Credit: Tee to Green

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At our Sept. Annual Meeting, Mike Garvale, Leon Powell and Jim Tollefson were elected to the Board of Directors for 3 year terms. At the same time, Tom Reed was elected for a 2 year term and is the first Class "G" member to serve. At the October meeting, new officers for 1983 will be elected. We would also like to publically thank Fred Bond and Dave Longfield for their kind contribution of their time, effort and advise during their long tenure as members of the Board. October 31 ends our fiscal year and the new year of 1983 starts November 1st. This means that your new dues are payable so please make the job of your fellow member Sec.-Treas. easier by sending in your check. Dues for 1983 are the same as in 1980, there will be no increase.

The POSTCARD please so Fairview Hills will know the number being present. This will be our last meeting of the present season. The gals will have the big party on October 9th, please bring her so we may know the boss in your family. Thanks.