

# **Turf Times**



The newsletter from the Northern Michigan Turf Managers Association

Bi-Monthly Update September/October Volume 31, No. 4

120023

# President's Message

Zero, zilch, nothing, goose egg, flat tire in a rain storm on a two track in the western UP without a cell tower to call AAA for a tow, number five green with a perched water table in September. That's what my brain feels like this morning. Not moving anywhere. Nothing to inspire or tick me off right now.

Wow, what a difference coffee makes. Augusta is back in the news again. Hootie, no chicks. What gives? Would you rather look at saggy men's breasts? Or are you scared that women will bring Augusta to their knees instead.

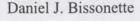
Speaking of chicks, how about the Karaoke bar at Brimley? If you missed the fundraiser at Wild Bluff, shame on you. We had 27 teams, good weather, a fine golf course and lots of fun. Craig Hoffman almost dropped in a hole-in-one to take home the two Polaris snowmobiles. As we all know, almost doesn't count except for horseshoes and hand grenades. Polaris, hand grenades, hmmmmm... A special thank-you goes out to all the venders for their continuing support. By the way, the NMTMA and The Sault Tribe alike met scholarship fundraising goals.

Did I mention snow? It's been a strange year for growing turf and it's hard to believe the snow mold applications are starting to take place soon. Irrigation blowout is right around the corner. Buck fever has hit the bow hunters and shells are flying for small game. I know many of you will be disappointed, but the clay courts at Walloon will be closed, thus marking the end of the season.

Let me see, whom haven't I abused lately on the front page? Venders, PGA, USGA, GCSAA, ASGCA, and the NMTMA. Been there, done that. Oh yes, I have not ripped on any golfers. Do you think ball marks repair themselves? We have a chemical that we spray on greens and ball marks magically disappear, we're just not telling you because we like to watch your fat but when you bend over! And divots, well we didn't need grass on the tees anyway. We really want to have artificial turf so we don't have to mow it and we have more time to drink coffee. I want to go on record and say that no golf course needs any rope or signs. The golfer has enough sense to stay 30 feet away from the green. We know it's hard to decide which side of the rope to drive on anyhow and we don't want to cause you any more confusion because you can't read the words on the sign that say in big letters "NO CARTS". While I find it hard to believe that there are mechanisms under the seat of the golf carts that suck the life out of your brain when you climb aboard these vehicles, I must agree with you as that's how I felt after riding around the golf course on my cart this morning.

Stay tuned, as I have only one more president's message left to scribe and have plenty of room on the front page for "your name goes here" followed by "didn't show up to a meeting in a while must be stuck on a two track in the middle of the UP somewhere".

Green side up,



# 2002 MTF FUNDRAISER

This year's Michigan Turfgrass Foundation fund-raiser was held on the Arcadia Bluffs Golf Club on May 21, 2002. The golf course was in excellent condition thanks to golf course superintendent Paul Emling and his staff. The weather was wonderful as a full field of players helped raise \$7,456.00 for the MTF. Thanks to everyone who dropped off an amazing amount of raffle prizes. Shirts, hats, jackets, cash and loads of free golf certificates where brought in by contestants and sponsors to help raise money for turf research.

Two teams came in with a scramble score of 59; the Phil Owen team won the score card playoff against the Wayne Siegreen team. Both winning teams each had a \$330.00 skin as well. Closest to the pin winners were, Alex Greenacre, Matt Lane, Bob Doezema and Kevin Frank. The two long drive winners were Tony Ingersoll and John Holberton. Special thanks to Kimberley Olson who collected cash for the 50/50 drawing.

During the day, players had the chance to talk with many special guests that played in the event. They were; Dan Wyant - MDA Director, Keith Creagh - Deputy Director of the MDA, Jim Maitlen - Agriculture Commission, Don Nugent - MSU Trustee, Ian Gray and Gary Lemme from the MSU Experiment Station, Gordon LaFontaine - MTF Executive Director, Tom Smith - MTF Past President, Joe Vargas, Kevin Frank and Greg Lyman from the MSU turf team. It was a pleasure having you play in our northern MTF event.

Thanks again to Paul and the entire staff at Arcadia Bluffs and most of all thanks to our vendors who help support the MTF with continued financial support.

Tournament Sponsors

Michigan Turfgrass Fundraiser - May 21, 2002

Arcadia Bluffs Golf Club

#### Gold

Lebanon Fertilizer & Seed / Tri-Turf Inc.
Spartan Distributors
Turfgrass, Inc./Syngenta
Valley Turf, Inc. – Textron and Rainbird
Aventis Chipco Professional Products

#### Silver

John Deere Golf & Turf One Source Weingartz Golf & Turf Talstar by FMC United Horticultural Supply

#### Bronze

The Andersons Company
Beck Sod Farm, Inc.
Boylan Sales, Inc.
Deep Roots Aerification Service
J. Mollema & Son, Inc.
Rhino Seed
Uniroyal Chemical Co.

Steve Hammon MTF Fund-raising chairman

# Top Ten Benefits of *Leasing*Michael J. Flemin, President, Equipment Leasing Association

#### Tax Treatment

The IRS does not consider an operating lease to be a purchase, but rather a tax-deductible overhead expense. Therefore, you can deduct the lease payments from your corporate income.

#### Balance Sheet Management

Because an operating lease is not considered a long-term debt or liability, it does not appear as debt on your financial statement, thus making you more attractive to traditional lenders when you need them.

#### 100 Percent Financing

With leasing, there is very little money down, perhaps only the first and last month's payment are due at the time of the lease. Since a lease does not require a down payment, it is equivalent to 100 percent financing. That means that you will have more money to invest in revenue-generating activities.

#### Immediate Write-Off of the Dollars Spent

Leasing payments are treated as expenses on a company's balance sheet, therefore, equipment does not have to be depreciated over five to seven years.

#### Flexibility

As your business grows and your needs change, you can add or upgrade at any point during the lease term through addon or master lease. If you anticipate growth, be sure to negotiate that option when you structure your lease program. You also have the option to include installation, maintenance and other services, if needed.

#### **Customized Solutions**

A variety of leasing products is available, allowing you to tailor a program to fit your month-to-month or year-to-year cash flow needs. You are able to customize a program to address your needs and requirements—cash flow, budget, transaction structure, cyclical fluctuations, etc. Some leases allow you for example, to miss one or more payments without penalty, an important feature for seasonal business.

#### Asset Management

A lease provides the use of equipment for specific periods of time at fixed payments. The lessor assumes and manages the risk of equipment ownership. At the end of the lease, the lessor is responsible for disposition of the asset.

#### Upgraded Technology

If the nature of your industry demands that you have the latest technology, a short-term operating lease can help you get the equipment and keep your cash. Lease equipment that you expect to depreciate quickly. Your risk of getting caught with obsolete equipment is lower-because you can upgrade or add equipment to meet your ever changing needs.

#### Speed

Leasing can allow you to respond quickly to new opportunities with minimal documentation and red tape. Many leasing companies can approve your application within one or two days and you can have your equipment very quickly.

#### Improved Cash Forecasting

By leasing equipment you know the amount and number of lease payments over the life of the leasing period, so you can accurately forecast cash requirements for your equipment.

#### Flexible End of Term Options

There are several options for disposing of equipment after the lease term ends including returning the equipment, renewing the lease or purchasing the equipment.

#### Tax Benefits

Lessors often pass the tax benefits of ownership on to the lease in the form of lower monthly payments.

#### Improved Earnings

Operating lease accounting provides a lower cost than a capital lease in the early years of a lease.

### Today's OSHA: A Compliance Update

Location: TRAVERSE CITY, MI10/29/2002, HOLIDAY INN, 615 EAST FRONT STREET, Event #8001632

Program Hours: 8:30 AM to 4:00 PM Registration begins at 8:00 AM

When it comes to complying with OSHA, you can't afford to miss a single new regulation. Especially when the price you pay could be up to \$70,000 for each violation. The sudden increase in the number of multi-million dollar fines shows that strict enforcement and harsh penalties are becoming the norm with OSHA inspectors ... and judges.

The last thing you want to do is to break the news to your boss that your company's being fined thousands -- perhaps millions -- of dollars because you didn't keep up with the changes in OSHA.But how can you get up-to-date FAST on the latest changes in OSHA regulations that your company is required to follow?

Attend this seminar and, in just six information-packed hours, you'll learn how to avoid violations that could cost your company BIG bucks ... and maybe even put an end to your career. And, you'll have the unique opportunity to ask questions about both old and new regulations. So you can double-check your compliance methods and make sure you're on solid legal ground.

After the session, you'll go back to work with a complete understanding of the latest OSHA regulations. Plus, you'll know how to streamline OSHA recordkeeping responsibilities and discover and eliminate new worksite hazards.

How You Will Benefit ...

- OSHA regs that often trip up managers ... and how you can avoid these costly pitfalls
- The #1 OSHA violation ... and how to make sure your company doesn't get nailed for it
- Where an OSHA inspector's power ends ... and your company's rights begin
- How to design emergency action plans that could significantly reduce your company's legal liability

#### What You Will Cover ...

#### **Improve Company Compliance Levels**

- · How to set up surprise self-inspections so you're always ready for an OSHA inspector to walk through the door
- The fastest way to eliminate backsliding and get employees to keep complying with new safety policies
- · How to pinpoint whether a hazard is caused by employee behavior ... or work conditions
- The new gray areas in OSHA regs that often trip up managers ... and how you can avoid these costly pitfalls
- 2 times where you don't have to worry about the Lockout/Tagout Standard

#### Confidently Meet OSHA Standards

- . An updated OSHA compliance checklist that can alert you to new dangers ... before an inspector starts searching
- Common employee shortcuts that could land you in legal hot water ... and how to stop them right now
- Steps that'll help you show "good faith" to an inspector ... and sidestep a "willful" violation
- The #1 OSHA violation ... and how to make sure your company doesn't get nailed for it
- The new OSHA regulations that require you to develop special employee training sessions
- · What every manager should know about employees' legal rights vs. the company's responsibility to OSHA
- What routes you can take to challenge a citation you feel is unfair
- A good rule of thumb for telling how much employee training is needed to fulfill your legal obligations to OSHA

#### Easily Handle OSHA Recordkeeping Responsibilities

- 5 times you can count on finding an OSHA inspector on your doorstep
- Valuable tips on what you should and shouldn't say to an OSHA inspector
- . New records you can't afford to be caught without ... and how long you need to keep them on file
- · What specific facts an OSHA inspector wants to see in accident and injury reports
- How to streamline your latest recordkeeping responsibilities so you can find what you need in seconds
- Where an OSHA inspector's power ends ... and your company's rights begin

#### **Expertly Troubleshoot Worksite Hazards**

- How to determine which type of hazard prevention and control system is best for the risks you face today
- How to tell if your Hazard Communication program has kept up with the times
- How to design emergency action plans that could significantly reduce your company's legal liability
  - Surprising conditions that make protective clothing a risk to some workers
- Page 4 How the Confined Space Entry Standard is sneaking up on many managers

## For Sale

'92 Earth Safe dual 500 gallon (1000 gallon capacity) vaulted, aboveground fuel tank and pumps. \$5,000 and you haul it away. (\$16,000 new)

'94 Jacobsen 1684 diesel, 3WD tri-king. 2100 hours. Very good condition. \$4,000.

'96 Lastec 721-X Articulator. 10 ft. pull behind rotary. Very good condition. \$3,000.

Call Mike Morris at Crystal Downs CC: 231-352-4241.

# Why???

- 1. ... do we always have frost on the weekend or the day of a 10:00am shotgun?
- 2. ... do we have to put the blues, white and black tee markers together on the blues? Can't they just say that you will be playing the blues?
- 3. ... do machines always break down at the farthest point away from the shop?
- 4. ... does the proshop staff seem to let you know important details the day of the event?
- 5. ... does the maintenance of golf carts come out of our budget when we don't even use them?
- 6. ... do golfers love to drive in circles around the natural areas you have grown to look so nice?
- 7. ... don't people understand that rope is meant to keep them out, not direct them in?
- 8. ... can't people understand what the heck directional cart signs mean? CARTS»
- 9. ... don't people understand what a wet spot looks like?
- 10. ... don't crew members comprehend that .150 is less than .350?
- 11. ... can't crew members just all get along?
- 12. ... doesn't the proshop staff understand that sending out a single at 7:00am is a big deal?
- 13. ... doesn't the proshop staff understand how much of a difference there is bt. 6:50am and 7:00am.
- 14. ... take all the tee markers off except the blues for an outing? Coincides with #2.
- 15. ... that a maintenance day means no golfers for that day, not send them out at 12:00pm?
- 16. ... can't there be a little give and take bt. departments with golf?
- 17. ... does sales and marketing have to schedule shotguns that go off at 7:30am at the end of September?
- 18. ... do they send off golfers off the back before the maintenance staff has started work on the back 9?

(Continued from page 4)

## Today's OSHA: A Compliance Update

A checklist that'll help you build a first-rate Job Hazard Analysis system Who Should Attend ...

Safety managers, supervisors -- anyone who wants to gain practical experience staying in compliance with OSHA.

One-Day Seminar Price: \$189.00 (U.S. Currency)

Meeting Code: KOA

#### Your Satisfaction Is GUARANTEED!

At Padgett-Thompson, our #1 goal is to give you the tools you need to succeed. That's why every seminar, conference and training resource we offer is 100% guaranteed. Every time

## = The NMTMA appreciates the support from the following businesses... =

\*IRRIGATION\*

Waterways Irrigation Golf Irrigation Specialists (989) 858-0282 / (313) 278-3698

John Deere Landscapes
Featuring Hunter Golf Irrigation Products
(800) 642-3706

·SOD, SOIL, & CONSTRUCTION·

Beck Sod Farm, Inc. David Beck (989) 864-3549 / (800) 968-2325

Huggett Sod Farm, Inc. Bent & Bluegrass Sod, Shade Trees & Bulk Peat (989) 635-7482 / (800) 432-2763

> Great Lakes Bentgrass Finest Quality Sand Grown Sod (734) 677-3618

Bunting Sand & Gravel Products Inc. Robert Resteiner (989) 345-2373

Tri Turf Soils, Inc. Tom Reed, Sr. (231) 943-7806 / (888) 616-7806

**•CONTRACT SERVICES•** 

Commercial/ Environmental Turf Soil Reliever Service (248) 858-7700 / (800) 231-5296

Turf Services Contractual Services (616) 842-4975 / Cell (616) 638-5819 \*FERTILIZER, CHEMICAL & SEED\*

Tri-Turf

Eric Denoyer & The Warehouse on Wheels
(231) 943-8343 / (800) 636-7039

Aventis-Chipco

Joe Grippi and Kevin Fuchs
(616) 460-8560 / (248) 515-9880

Turfgrass Inc. Serving Northern Michigan From Gaylord (989) 705-8180 / (866) 705-8180

> Rhino Seed and Supply Next Day Delivery Guaranteed! (800) 790-1898 / (800) 677-1006

> Sweeny Seed Company It Pays to Plant the Best (800) 344-2482 / (989) 773-5391

Turf Chemicals, Inc. Russell Hancock (989) 725-7145 Fax (989) 723-7410

United Horticultural Supply Signature: You Have Our Name On It! (989) 277-4704 / (877) 802-2970

\*OTHER\*

Holiday Inn Grayling

Dawn Umphrey

(989) 348-7611 / (800) 292-9055

The Source Save Money With Canadian Used Equipment (900) 659-4123 / (905) 541-2400 FERTILIZER, CHEMICAL & SEED, cont.

Lesco Jim Bluck (800) 321-5325

Anderson's Golf Products
The Groundwork for Excellence
(248) 698-2358

**•EQUIPMENT, SERVICE & SUPPLIES•** 

Spartan Distributors Your Full Line Toro Distributor (800) 822-2216

Weingartz Supply John Deere, Lastec, Dakota and More (888) 453-8873 / (877) 465-9040

> Valley Turf Inc. A Cut Above (800) 688-3605

**•GOLF CART SALES & SERVICE•** 

Boylan Sales Inc. - Yamaha Golf Cars Jim Atchison (616) 685-6828 / (616) 437-2602

Kodiak Equipment Company New, Used, Parts, Service, Utility Vehicles (231) 258-0603 / (888) 746-0800

\*TIRES & TUBES\*

Tire Wholesalers Co., Dan Cress (231) 775-6666

...and we encourage you to support them =

Northern Michigan Turf Managers Association P.O. Box 80086 Lansing, Michigan 48908







Dr. James B. Beard International Sports Turf 6900 E. Kelenski Dr. Cedar, MI 49621

NMTMA Executive Committee

Dan Bissonette Steve Hammon President Vice President

Dan Hunt

Treasurer

Tom Reed, Sr. Doug Kendziorski Executive Secretary Recording Secretary BEARD COLLECTION