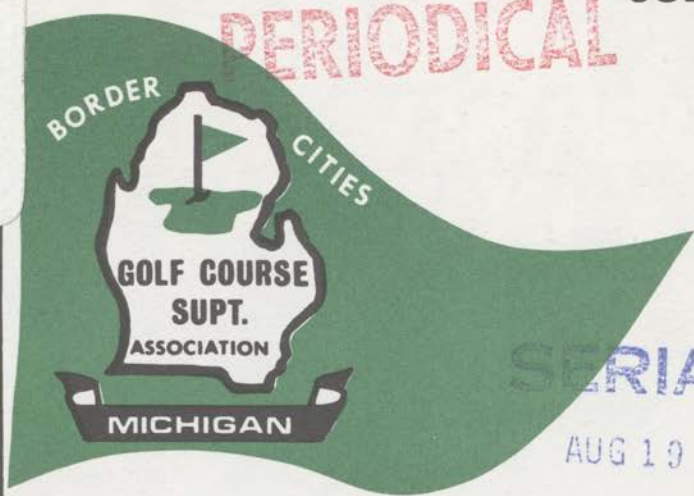


GV  
975  
A1  
P3  
1982  
July

JULY 1982

PERIODICAL



SERIALS

AUG 19 1982

MICHIGAN STATE UNIVERSITY  
LIBRARIES

# A PATCH of GREEN

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

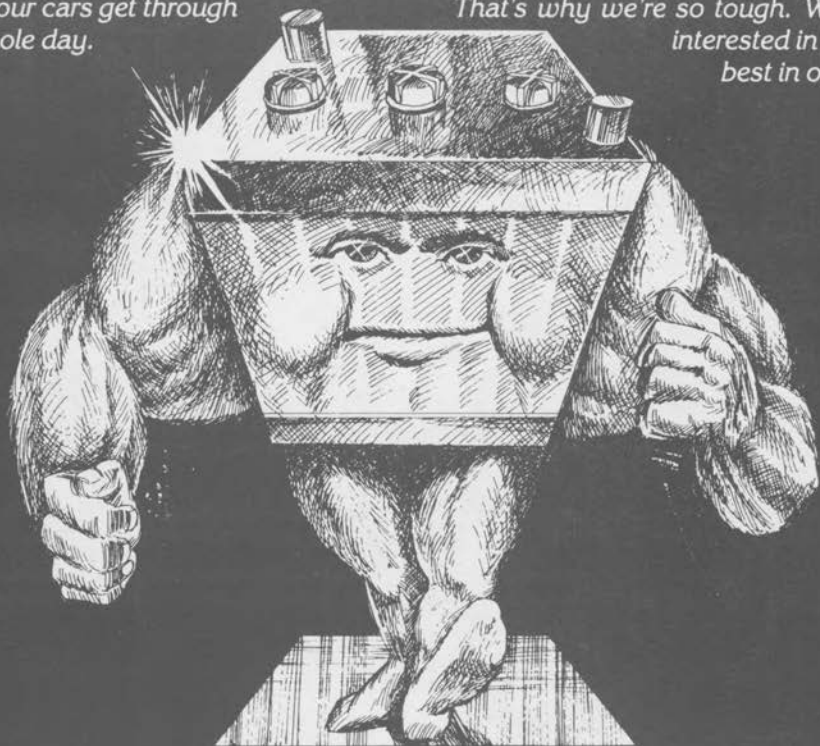
# WE'RE THE TOUGH NEW BATTERY IN TOWN.

*Tough, because the Superior Battery has what it takes to get your golf cars through long tough days. And long tough seasons.*

*Our deep cycle design helps assure that strong, continuous power will be delivered to the motor. To make sure your cars get through a 36 hole day.*

*And when you put us in service, you get the added benefit of dealing with a company that manufactures its batteries right here in Michigan. A company that's just a phone call away. A company that's only interested in making one kind of battery. A golf car battery.*

*That's why we're so tough. We're only interested in being the best in one game.*



**AND WE'RE MADE RIGHT HERE IN MICHIGAN.**

## **SUPERIOR BATTERY**

49600/Martin Drive/Wixom/Michigan/48096/624-0724



**MICHIGAN & BORDER  
CITIES GOLF COURSE  
SUPERINTENDENTS  
ASSOCIATION**

**PRESIDENT**

**BRUCE WOLFROM, CGCS**  
Barton Hills Country Club  
435 Stein Road  
Ann Arbor, Michigan 48103  
Off. 662-8359 - Res. 884-8684

**VICE PRESIDENT**

**WALTER TROMBLEY**  
Arrowhead Country Club  
3130 Orion Road  
Lake Orion, Michigan 48035  
Off. 373-5240 - Res. 693-2924

**SECRETARY-TREASURER**

**KEVIN DUSHANE, CGCS**  
Wabeek Country Club  
159 Willards Way  
Union Lake, Michigan 48085  
Off. 851-1689 - Res. 698-2924

**BOARD OF DIRECTORS**

**CLEM WOLFROM**  
Detroit Golf Club  
530 Kendry  
Bloomfield Hills, Michigan 48013  
Off. 345-4589 - Res. 334-0140

**MICHAEL EDGERTON**  
Meadowbrook Country Club  
32736 Hees  
Livonia, Michigan 48150  
Off. 349-3608 - Res. 522-6238

**CHARLES GAIGE**  
Lakelands Golf & Country Club  
7390 Rickett  
Brighton, Michigan 48116  
Off. 231-3003 - Res. 227-4617

**CRAIG ROGGE MAN**  
St. Clair Country Club  
22185 Masonic Blvd.  
St. Clair Shores, Michigan 48082  
294-6170

**DANIEL UZELAC**  
Dominion Golf Club  
RR No. 1  
Oldcastle, Ontario, Canada NOR 1L0  
Off. 969-4350 - Res. 969-4350

**THEODORE WOEHRL**  
Oakland Hills Country Club  
3390 Witherbee  
Troy, Michigan 48084  
Off. 644-3352 - Res. 649-8512

**PRESIDENT EMERITUS**

**JAMES TIMMERMAN, CGCS**  
Orchard Lake Country Club  
7183 Buckhorn  
Orchard Lake, Michigan 48033  
Off. 682-2150 - Res. 360-0238

**"A PATCH OF GREEN"**

Published monthly by the  
**MICHIGAN AND BORDER CITIES GOLF  
COURSE SUPERINTENDENTS ASSOCIATION**

Circulation: 1,250

Ted Woehrl, CGCS, Oakland Hills C.C.  
James Timmerman, Orchard Lakes C.C.  
**CO-EDITORS**

Printed At

**BLAKEMAN PRINTING COMPANY**  
31823 Utica Road  
Fraser, Michigan 48026  
Phone: (313) 293-3540

**MONTHLY ADVERTISING RATES**

Double Page Spread.....	\$150.00
Back Outside Page.....	75.00
Full Page.....	65.00
Half Page.....	40.00
Quarter Page.....	30.00
Eighth Page.....	15.00
Sixteenth Page.....	10.00
Classified Ad (per column inch).....	7.50

DISCOUNT RATE: One Year 10%

Note: Advertising fees may not be deducted  
from the above rates.

*This Month's  
Advertisers...*

Century Rain-Aid  
DuPont  
Golf Car Distributors  
Kirkland & Associates  
Lakeshore Equipment Corporation  
Lawn Equipment Corporation  
Lebanon/Agrico  
Michigan Pre-Cast Concrete  
W.F. Miller Garden & Equipment  
Oxford Peat Company  
Rain-Bird Sales, Inc.  
O.M. Scott & Son, Inc.  
Wm. F. Sell & Son, Inc.  
Sprinkler Irrigation Supply Co.  
Sprinkler Services, Co.  
Superior Battery  
Terminal Sales Corporation  
Tire Wholesalers, Inc.  
Turfgrass, Inc.  
Turf Supplies, Inc.  
Wilkie Turf Equipment Division, Inc.

## What We Should Know About Phosphorous

From Divot News So. Calif. Chapter Phosphorous is essential to all plant growth. It is essential in the transfer of energy within the plant as well as heredity characteristics. Phosphorous is active in cell division and stimulates early root formation and growth with more branching and fibrous roots.

Seedlings use more phosphorous than mature plants. Some plants take up most of their phosphorous in the first few weeks of growth. As with nitrogen, there is a transfer of phosphorous from older to younger tissue. Usually, signs of insufficient phosphorous will therefore appear in older leaves.

There may be several symptoms of phosphorous deficiency. Growth and maturity may be decreased. There can be a deepening of green color at first, turning to a purple reddish color, even on the sheaths and stolons. Symptoms will appear first in the lower, older leaves and the tips may eventually die. Roots may be stunted and poorly branched. A deficiency of excess phosphorous may prevent other nutri-

ents from being acquired by the plant. Only one percent of the phosphorous in the soil is usually available at one time. When soluble phosphorous is added to the soil, it can be converted to insoluble, unavailable forms in two or three days. Since it is not subject to leaching and does not move through the soil, it builds up in surface layers. Surveys taken during 1963 and 1964 in Los Angeles County showed all but one new sand green to be excessively high in phosphorous.

Availability of phosphorous depends on its water solubility and is not necessarily related to total phosphorous. Soil pH affects phosphorous availability, with pH of 6.5 to 7.5 being the most favorable. Above this ties up the phosphorous in calcium phosphate and below with aluminum and iron compounds. Drying also makes phosphorous less available.

With time, changes take place in the reaction of phosphates in the soil. The following diagram shows these changes which are in constant equilibrium.\*

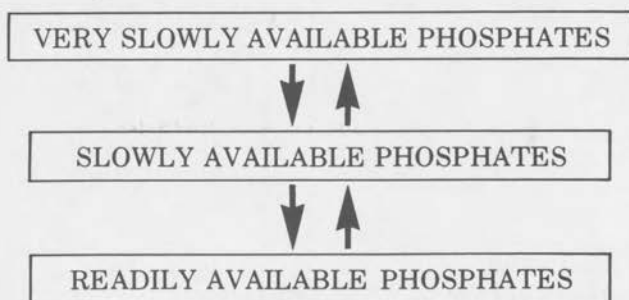


Fig. I. Fertilizer phosphates are generally in the "readily available phosphate" group but are quickly converted

to the slowly available forms. These can be utilized by plants at first but

*Continued Page 8*

# TURF TRUCKSTER SYSTEM.

Because the flexibility of the Cushman Turf-Care System saves you time and money. Here's how!

The System is built around the rugged, versatile 18 hp Turf-Truckster, 3- or 4-wheel model. With this one power source and options, you can haul, spray, spike, spread and top dress. And

save as much as 35% on equipment in the process.

Because, instead of buying separately powered units for each job, you buy only the Turf-Truckster and the modular Cushman accessories you need. So you pay less in total for equipment... and have only one power unit to maintain.



## CUSHMAN TURF-CARE EQUIPMENT

OMC-Lincoln, a Division of  
Outboard Marine Corporation  
6201 Cushman Drive  
P.O. Box 82409  
Lincoln, Nebraska 68501

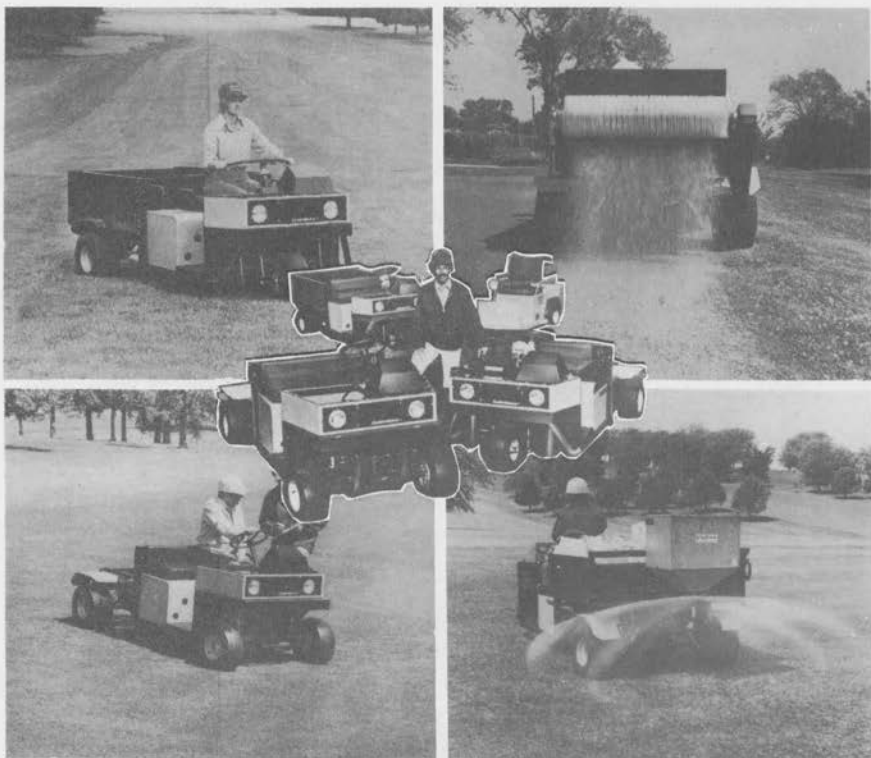
But that's not all.

The System is also a time saver that can cut your labor costs. Accessories mount on the back of the Turf-Truckster. Your men do their work quickly, efficiently... and then move on to the next job at speeds up to 22 mph. There's less wasted traveling time, so you get more work out of each hour of labor cost.

The Cushman Turf-Care System. Versatility, superior performance, economy. It's a tough system to beat.

Write today for your free Cushman Turf Care Catalog.

# You can't beat the system.



**CALL NOW**  
For a demonstration  
and price quotation.  
(313) 338-0425



## GOLF CAR DISTRIBUTORS

1980 W. Wide Track Drive (U.S. 10)  
Pontiac, Michigan 48058  
Phone: (313) 338-0425

# WHAT PRICE GREEN FEES?

Marshall Dann, Ex Sec of the Chicago-land Country Clubs reported at the NGF Pheasant Run Workshop, that the average CC Member paid \$86.00 per round. To return a modest 10% interest on the appraised price of any course in our industrial NE calls for \$14.00 a round. Who is kidding who when neighboring courses charge \$8.00 or less. So one has to be competitive, yet meet the costs of operation. How? Would doing more little things win more customers?

1st we have to have more NEW golfers using the course during non-premium time. We need people so that we can teach them just ONE step at a time. Like learning to walk. Make it fun and easy in small groups to learn correctly. Breaking poor golf habits is like giving up sex or whiskey.

2nd tell people about the nice LITTLE things about your course. Things they will look for like the natural things, turf, trees, flowers, wild life etc. Play came to a complete stop one Saturday when a fawn sauntered out of a neighbors woods across several fairways and a couple of greens.

3rd I met a man in New Jersey at their expo who came up to me and said, "I remember your pictures of the FLOWERS in tile in your parking lot, your Donald Duck on #2 lake and your shephard dog Jasper." That was 3

years after he had seen them in Orlando Fla at a NGF Workshop.

4th SMILES. If you can't smile you can't work here. Look at customer images on TV, fast food chain ads, toothpaste ads, toilet paper and even preparation H. All are sold with a smile.

5th Clean disposable towels on both hand carts and power cars plus a litter bag on a pull cart. They cost so little yet mean so much. A customer said it best. "I have played golf 30 years and this is the first time I was given a towel and litter bag on a cart." Your kindness is repaid by having a litter-free course. It costs so little yet pays such big dividends.

6th There are flowers in bloom 365 days a year in our clubhouse. They are silent salesmen. They are noticed by all who come here, they love it. Now on April 4 a 50 mph wind and snow blizzard howls, yet on the bar there are daffodils in vases. Strange how flowers purify language at the bar.

7th Benches on every tee; sure you have them. Did you have them out for that 1st round of golf in the spring? They are needed most at that time. Does the person changing the tee markers in early morning wipe the dew off the benches with a squeegee? Does he or she empty the trash box? Clean

*Continued Page 10*

**No synthetically produced fertilizer can compare with  
MILORGANITE**

Golf Courses Use More

**MILORGANITE**

Than Any Other Fertilizer



**TERMINAL SALES CORP.**

12871 EATON AVE.  
DETROIT, MICH. 48227  
(313) 491-0606

# Encino Installs Computerized Irrigation Control System

Orange, Ca. - Hugh G. McKay Associates - Management Group - International Orange, California announces the installation of a COMPUTERIZED IRRIGATION CONTROL SYSTEM by Motorola at Encino Golf Course, Encino, California. (City of Los Angeles)

The Computerized Irrigation Control consists of Central/Satellite Controls designed to provide;

- (a) Computerized Irrigation Control;
- (b) Automatic Printout of Events;
- (c) Flexible Programming;
- (d) Syringe Cycles (Frost & Heat Protection).
- (e) Soil Moisture, Temperature Control
- (f) Pressure, Wind Speed Control
- (g) Fertilization Injection
- (h) Pump Control
- (i) Separate Programming (Greens, Tees, Approaches, Fairways,

Roughs)

The Computerized Irrigation Control System has an active two-way communication with the Satellite Units monitoring problems in the field such as control, station or valve failure, etc., with daily printout of field problems occurred.



## Tire Wholesalers Company, Inc.

19240 West Eight Mile Southfield, Mich. 48075  
(2 1/2 Mile West of Southfield Road)

Phone: (313) 354-5644

---



**MICHELIN**

**TRUCK-CAR  
TRAILER  
MOTORCYCLE  
INDUSTRIAL  
TIRES**





WHOLESALE PRICES TO COMMERCIAL ACCOUNTS

# Susco

## FOR ALL YOUR IRRIGATION NEEDS

### YOUR FULL STOCK FULL SERVICE DISTRIBUTOR



JIM VINCE  
GENE STENNETT  
PETE ASARO



SPRINKLER IRRIGATION SUPPLY CO. 1316 N. CAMPBELL ROAD ROYAL OAK, MI 48067  
PHONE: (313) 398-2233

### Research Review, Cont.

upon ageing they are rendered less available and are then classed as very slowly available. At any one time perhaps 80-90 percent of the soil phosphorous is in "very slowly available" form. Most of the remainder is in the slowly available form since perhaps less than one percent would be readily available.

A report by Dr. Felix Juska of the U.S.D.A. states that high phosphorous favors *Poa Annuua* establishment and decreases the effectiveness of some herbicides in controlling it.

Research by Dr. Elliott C. Roberts at Iowa State University revealed that during hot weather high phosphorous added to high nitrogen further reduces the vigor of fine turf. An imbalance between phosphorous and nitrogen and potassium may cause nitrogen to be absorbed by the plant but not utilized by it. Plants are slow to recover from these imbalances.

In an article by Dr. P.C. De Kock and

Dr. A Wallace it was shown from research at U.C.L.A. that high concentrations of phosphate in plants cause a typical iron deficiency chlorosis with characteristic mineral and biochemical patterns. Then studies show that organic acids in leaves are involved in the absorption and distribution of minerals, particularly calcium and potassium, and that their behavior is controlled by an iron-phosphate balance. High phosphorous is also known to cause Zinc, Copper, and Boron deficiencies.

\*From *The Nature and Properties of Soils*, by Buckman and Brady.

Work done by Dr. B.R. Lunt and Dr. R.L. Branson and Dr. S.B. Clark of the University of California indicate that both soil and plant analysis can be used as guidelines in connection with turfgrass nutrition. The following levels of plant analysis for Newport Bluegrass should provide reasonable good guidelines for other turfgrasses until further information becomes available.

### OPTIMUM PLANT ANALYSIS LEVELS

<u>Element</u>	<u>Percent of dry weight of clippings</u>
N	4.0 - 4.5
P	0.34 - 0.45
K	1.0 - 1.2

### SOIL PHOSPHOROUS LEVELS

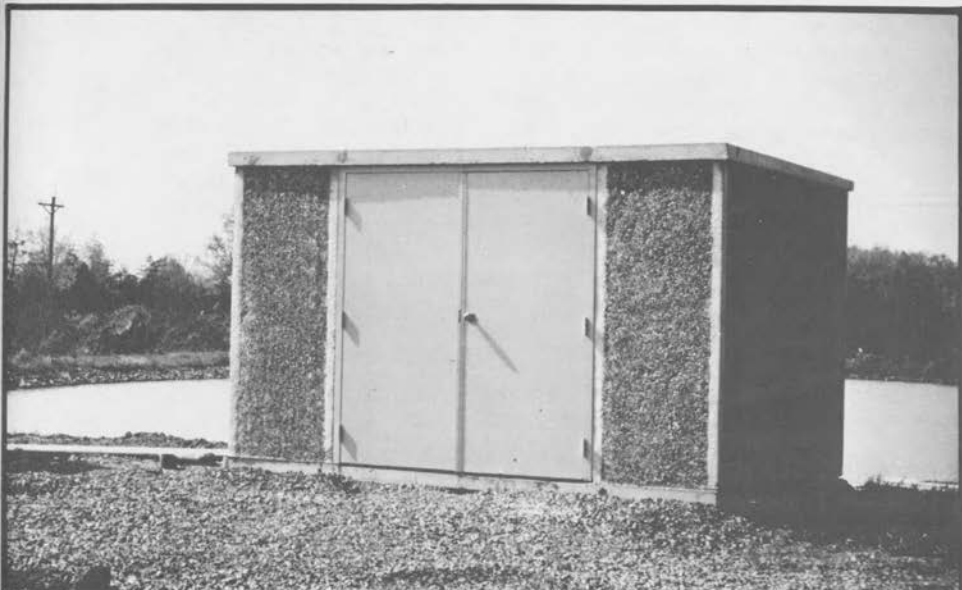
<u>Deficient</u>	<u>Possible Deficient</u>	<u>Adquate</u>
Less than 5ppm	5 - 8ppm	More than 8ppm

Because phosphorous does not move appreciably in the soil the accumulations are primarily in the upper soil surface. This means that it is highly desirable to incorporate phosphorous into the soil before planting when possible and to apply it after aeration if a fertilizer containing phosphorous is used.

Roots remove soluble phosphorous from the soil. As this occurs, more enters the soil solution from the solid

phase. As residual phosphorous from fertilization increases, this will also increase the plant-available phosphorous. Soil microorganisms can greatly increase the amount of available phosphorous as they convert the reservoir of organic phosphorous into soluble inorganic phosphorous. Therefore, as organic phosphorous increases, so does the amount of available phosphorous.





Patent Pending

**The EASI-SET®**

## **GOLF UTILITY BUILDING**

Steel reinforced precast concrete construction provides a secure, fire and vandal resistant, waterproof facility for a wide variety of uses on the golf course. This maintenance-free, portable building can be installed rapidly and is easily moved from one location to another. Ideal for use as:

- Restroom facilities
- Snack bar
- Pump house
- Equipment storage

---

Please send me a full color brochure on the EASI-SET Concrete Building

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_

### **MICHIGAN PRE-CAST CONCRETE**

4950 Mason Rd.  
Howell, MI 48843  
(517) 546-1005

 Licensed by EASI-SET® Industries

POG 07/82

### Green Fees, Cont.

towels on every ball washer every day? Did that person add more to the ball washer, like a germicidal soap that needs emptying but twice a year? Did that employee put score cards, pencil and BOOK MATCHES in the mail box an No 1 tee, at 2 tee at 10 tee and at 11 tee? The retired Bob Williams, from Bob-O-Link, Chicago area, gave me the book match idea. That is all I can remember from the turf conference where he spoke. I laugh at my self every time I think of it because his idea cost me \$300. I don't regret the spent bucks but it is a reminder that new ideas cost \$\$\$ yet worth the money.

8th. The Good Book says there is no water in hell. It is hell to try to concentrate on golf when one is thirsty. We set up Igloo coolers of fresh water every 3rd hole. If one runs dry the players quickly let us know. This courtesy wins customers. Sure it costs, so does mowing greens seven (7) days a week. That Monday night league golfer is entitled to your very best.

9th You have heard it said that SLOW PLAY is killing golf. Not so at the

Lyons Den. We assign you 2 starting times for 18 hole round. It does not matter whether you start on 1 or #10. If on 1 your starting time on #10 will be 2 hours later. If you start on 10 you have another starting time on #1 - 2½ hours later. Golfers usually beat it. Is SLOW PLAY a matter of SLOW management?

We have many beginners. We cannot discriminate even at premium time. We politely tell them about our 7 and 4 rule. Take no more than 7 strokes tee to green. After 7 pick up and drop on green, then not more than 4 putts. It works. Beginners are never embarrassed yet able to keep up to players ahead. If they fail we have the legal right to ask them to leave. We refund their greens fee politely. How is it legal? Our score card reads, OPEN TO ALL GOOD SPORTS. We are the judge of their sportsmanship. Let them sue if they want to try.

10th A final silent THANKYOU on both #9 and #18 tees large flowers beds blooming from crocus time to freeze up. Men comment more about

*Continued Page 12*

## ARE YOU INTERESTED IN JOINING THE MICHIGAN AND BORDER CITIES GOLF COURSE SUPERINTENDENTS ASSOCIATION?

FILL IN THE QUESTIONNAIRE BELOW AND MAIL TO:



CLEM WOLFROM  
DETROIT GOLF CLUB  
530 Kendry  
Bloomfield Hills, MI 48013  
Off. 345-4589, Res. 334-0140



DATE \_\_\_\_\_

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

OR YOU MAY CONTACT THE NEXT GOLF COURSE SUPPLIER WHO CALL ON  
YOU AND GIVE HIM THE INFORMATION NEEDED FOR APPLICATION.



## **TERSAN® 1991 + Daconil 2787®** **Put the proven performers together for even better control of brown patch, dollar spot and other serious diseases.**

TERSAN® 1991 fungicide and Daconil 2787® fungicide are two of the most effective disease control products on the market. And now, these proven broad-spectrum fungicides are labeled for tank mixing. Together, they give you even better control of major turf diseases than either product used alone. You get improved control, yet without the problem of phytotoxicity common with some tank mixes.

A TERSAN 1991/Daconil 2787 tank mix will give you consistent performance against brown patch and dollar spot—the two most troublesome diseases on turf each summer. You'll also get strong action on leaf spot and other important diseases. It's the kind of performance superintendents depend on when a quality course can't be compromised.

\*Daconil 2787 is a registered trademark of Diamond Shamrock Corporation.

Tank mixing brings other advantages, too. With TERSAN 1991 in your tank, you get systemic action for protection from within the turf plant. Disease control is longer-lasting and is less affected by rainfall or frequent irrigation. Tank mixing fungicides with different modes of action also reduces chances of benzimidazole resistance. You help insure the long-term effectiveness of TERSAN 1991 in your disease control program.

This year, plan on using TERSAN 1991 in combination with Daconil 2787. It's the tank mix turf diseases can't match.



*With any chemical, follow labeling instructions and warnings carefully.*



## Green Fees, Cont.

the flowers than ladies. They associate golf with beauty. The ladies are pleased with the large tuberous begonias from the garden next to the turf care center. Flowers have that language "Come back and see us tomorrow."

We can't pay our bills with Paul Voykin's leaves. (Apr 82 GCM) It takes a lot of the LONG GREEN to meet the overhead.

People enjoy all kinds of wildlife (both outdoors and indoors.) An example is the gift shop at the Lake-Geneva conference center. The lady sold small packets of corn so the buyer could feed the many wild ducks that stay there year around. The 25¢ packet figured out to \$56.00 for a bushel of corn that those overfed ducks did not need, but is gave the giver a lift to think he was helping the helpless wild life. Like the Boy Scout doing his Good Turn. He received more benefit by doing it than did the recipient.

Do you offer your customers a LIFE SUPPORT system? A portable oxygen unit is just as important to them as a fire extinguisher is to your building and equipment. Ours has extended the lives of three of our customers. Cost about \$100.00 Recharge from your own shop oxygen or by your local fire dept.

Do you have a Lightning-Tornado alert program? Call your local Weather Bureau and volunteer to become a trained SKYWARNER. A half day a year is all it takes to keep updated in their training program. Install a weather alert radio with built-in tone signal. We installed sirens on our Jeep sprayer unit. Let your customers know that you are interested in their safety. This system can save lives and protect the course from legal liability.

These LITTLE THINGS may make you smile all the way to the bank this year.

**Keep  
this card  
handy.  
It could  
save you  
time  
and  
money.**



**Jim Brocklehurst**  
Technical Representative

ProTurf Division  
O. M. Scott & Sons

1964 Catalpa Street  
Berkley, Michigan 48072  
Telephone: 313/547-9632

# TORO®

## GROUNDMASTER 52



**A new dimension in riding rotaries: the perfect mid-size mower. Big enough to mow up to 18 acres a day. Maneuverable enough to mow, and trim, an acre or less. Groundmaster 52. With hydrostatic drive and clean, simple engineering all the way. Haven't you done without a new Toro long enough?**



**WILKIE**

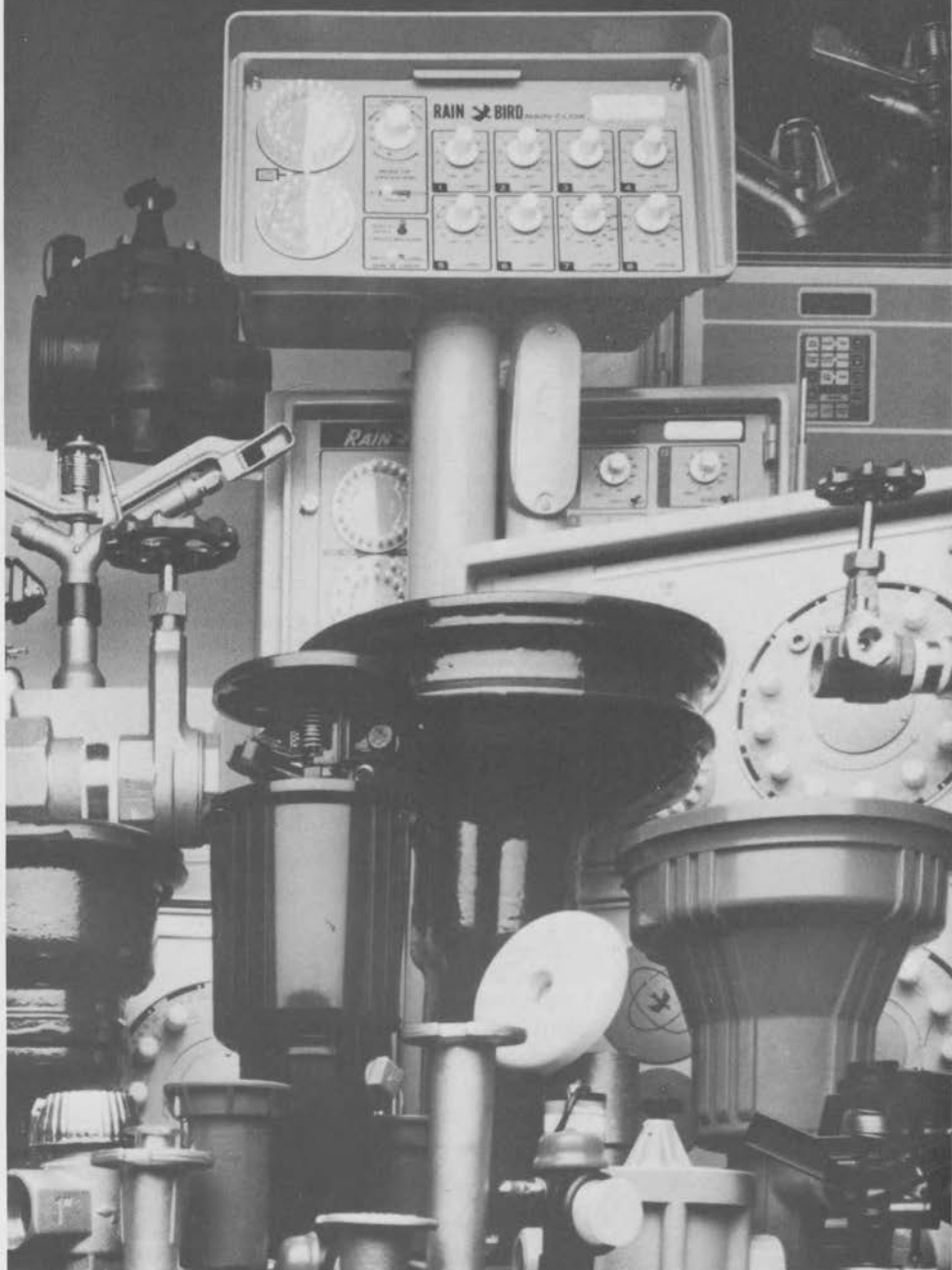
**Turf Equipment Division, Inc.**

**TORO**

P.O. Box 749 • 1050 Opdyke Road • Pontiac • Michigan • 48056 • 313/373-8800

**NO ONE MAKES RAIN SO MANY WAYS.**

**RAIN  BIRD<sup>®</sup>**  
Simply Better.



# Why not Say what you Want?

● “Do you want to go skating tonight, or would you prefer to go to the movies?”

“Whatever you want, dear.”

☆☆☆☆

● “Shall we have a drink before lunch?”

“What do you think?”

☆☆☆☆

● “Would you rather fill in for me on Tuesday afternoon or Wednesday afternoon, Hilda?”

“Whatever is better for you, Marie.”

Conversations of this kind take place every day. In each case, one person asks another to express a preference. And, in each case, the desired answer is not forthcoming. The individual who is questioned simply refuses to commit himself or herself.

People who give this kind of equivocal answer will usually tell you they were trying to be “nice.” Since they don’t have a strong preference, they think it is appropriate to let the other person make the decision. But the people who receive such a reply often don’t see anything “nice” about it. Some say that they feel it is a brushoff – the other person doesn’t care enough to think about the question. Others feel put down. They have asked someone to make a choice, only to have that person refuse. The decision, then is thrown right back to them.

**Pertinent Answers.** So it turns out that it would usually be “nicer” to be more responsive when you are asked such questions. If you have a preference say so. You can do so directly, of course... “I’d much rather go to the movies.” But you don’t necessarily have to be so positive about it. Instead, you can express your answer in a way that leaves room for the other person to share his or her feelings... “Skating sounds like fun, but I am a little tired tonight. Maybe the movies would be a better choice.” The other person can then go along with your preference – or try to persuade you to go skating.

You can use the same kind of approach when you don’t really have any preference, but want to make sure the other person feels free to state one. Sometimes, of course, you may know the answer your questioner wants, as in “Shall we have a drink before lunch?” In that case, it’s really “nice” to supply the desired answer.

The point is that people who ask you to state a preference are usually asking for more than information. They are making an effort to establish contact with you. Your response should reward that effort by showing that you welcome this attempt to reach out to you. In doing so, you demonstrate that you really value the person as well.

**Observation:** Of course, human nature being what it is, expressing a definite preference won’t work every time. For example...

“Would you prefer filling in for me on Tuesday afternoon or Wednesday afternoon, Hilda?”

“Wednesday, Marie.”

“All right, but there will be a few problems. I’ll have to change one of my appointments – I thought sure you’d pick Tuesday – but I can probably manage it.”

In this instance, “Whichever is better for you, Marie” might have been the better answer, after all. Still, you haven’t lost anything by being honest – and you can always change your mind. Reasearch Institute Personal Report January 29, 1981

## INTERRUPTIONS: THERE IS AN ART TO AVOIDING THEM

You walk into your shop in the morning. The phone is ringing. You pick it up and spend the next 15 minutes talking. Immediately after hanging up the phone, someone is in front of your desk waiting to talk to you about a problem. You spend 20 minutes discussing ways to alleviate that problem.

Then you turn to some paperwork that must be done before you head to the course. On the way out of the door you see someone who stops and talks with you for 30 minutes.

All the while your work is waiting for you. As a manager you are being given a heavy dose of the interruptions. Interruptions often wreak havoc with a manager's effectiveness.

Interruptions are not always obvious—some are deceptive. They masquerade as legitimate concerns and we hesitate to label them time wasters. This presumption of legitimacy is attached to telephone calls as well as visitors.

You may say that callers and visitors wouldn't stop by without a good reason. But sometimes a caller or visitor simply wants to socialize or to procrastinate. There are several ways to get an upperhand on the interruption syndrome. One is to manage your use of the telephone; another is to gain control over shop conversations; a third is to plan for uninterrupted think time. Good management dictates that incoming telephone calls be prevented from destroying a manager's concentration. Many callers ask for the superintendent because they identify his name with that of the course. The wise manager introduces his staff to clients, speaks highly of their competencies and suggests, "Jim is our expert on pesticide application. I depend on him to keep our members informed."

Consider the telephone a message machine and get off the line promptly. Avoid openings that invite long, drawn-out conversations. Instead of saying, "Hi, Fred. How was the golf game last Saturday?" say "Hi, Fred, I need a couple of quick answers if you have a minute."

Visitors can cause problems for man-  
*Continued Next Column*

# COUNTRY CLUB



## TURF PRODUCTS

- Homogenous Granulation
- High UF (W.I.N.)
- Balanced Feeding
- Fits Your Budget

Distributed by:



SOUTH LYON, MICHIGAN 48178

Phone: Area 313 437-1427

GENE JOHANNINGSMEIER

Lebanon Chemical Corporation  
P.O. Box 847, Danville, Illinois 61832

# Wm. F. Sell & Son, Inc.

SINCE 1923

RENTAL  
SALES - SERVICE



- ★ LOADERS
- ★ SWEEPERS
- ★ TRENCHERS
- ★ MOWERS
- ★ ROTARY CUTTERS
- ★ BACK HOE DIGGERS
- ★ BACK FILL BLADES
- ★ POST HOLE DIGGERS

Complete Line of  
Material Handling  
& Farm Equipment

JOB TAILORED EQUIPMENT

Call **282-5100**

1655 TELEGRAPH RD. — TAYLOR  
1 MILE SOUTH OF EUREKA



agers, too. It is difficult to determine in advance the importance of a visit, so managing visits involves many alternatives. Consider some of these options:

- a. have fixed reception hours – this allows callers to know when you are available. It also gives your staff a fixed period of time when they can see you if they have problems.
- b. face your desk away from the door so that you are not interrupted by passerby.
- c. meet the visitors outside your office.
- d. confer standing up.
- e. at the outset, tell the visitor you have only a certain number of minutes to give him, then adhere to that figure.
- f. give the visitor your undivided attention. Do not allow interruptions.
- g. hold occasional luncheon meetings – to remove the pressure for social visits during business hours.
- h. meet regularly with your staff – a well-informed staff has less need to confer in an unplanner manner.

## IT'S THE LITTLE THINGS THAT COUNT

By Old Bill Lyons

Someone once said, "Take care of the pennies – the dollars will take care of themselves." As a golf course owner – superintendent (adviser) let's put it on a maintenance basis. "Take care of the little needs of the golfer – the bigger things will take care of themselves." Few who might read this went thru the depression of the 30's and early 40's when we had to think in terms of pennies for survival.

Each morning now I awaken early to get the morning newspaper's financial pages to see if there is some ray of hope to break the deadlock of unemployment and high interest rates. All I find is more factory closing, bankruptcies and forecasts for still higher interest on working capital. What does this mean to golf? Will fewer people be playing? The National Golf Foundation records the number of new facilities. They have a wealth of information of golf course operations that can be had to help the existing public fee courses to survive the depression of the 80's.

The "Garden of Eden" story by C.F. Martley – April issue of Golf Course

*Continued Page 19*

## GOLF COURSE IRRIGATION SPOKEN HERE!

*We talk your language:*

- Specialized trouble-shooting equipment.
- Technical information.
- Pumping systems experts.
- All your needs!

Talk to us.

Master Distributor

**RAIN BIRD**

**Century Rain Aid**

31691 Dequindre  
Madison Heights, MI 48071

**313/588-2990**

22159 Telegraph  
Southfield, MI 48034

**313/358-2992**

# GOLF

---

---



**G**OLF is a science, the study of a lifetime, in which you may exhaust yourself but never your subject. It is a contest, a duel, or a melee, calling for courage, skill, strategy and self-control. It is a test of temper, a trial of honour, a revealer of character. It affords a chance to play the man and act the gentleman. It means going into God's out-of-doors, getting close to nature, fresh air, exercise, a recreation of tired tissues. It is a cure for care, an antidote to worry. It includes companionship with friends, social intercourse, opportunities for courtesy, kindness and generosity to an opponent. It promotes not only physical health but moral force.

-----  
D. R. FORGAN

— With Compliments of —  
**ROBT. FORGAN & SON, LTD., ST. ANDREWS, SCOTLAND**  
The Leading Golf Club Makers for over a Century & a Quarter

### It's the Little Things, Cont.

Management — about the work of Rev James Ford, Glencoe, III is a step in the right direction. NGF figures show there are as many 9 hole courses in Missouri as 18 holers. Yet we seldom see a story about a successful 9 hole operation. We made more profit at Lyons Den on 9 holes than now on 18. But we got greedy and for ¼ million we put in another 9. It has not paid off. We deserve more money for 9 on that layout than on the 1st 9. But someone started the trend in the 30's depression to charge less for the 2nd 9 when the buyer bought an 18-hole ticket. Today if the rate is \$5.00 for 9 then 18 is sold for only \$8.50. We need a 5 and 5 program.

### WET SOIL AND CARTS

With all of the wet weather this winter, someone called to discuss effects of cart traffic on fairways. The superintendent had made a decision to close the course to all cart traffic. Rain twice a week for several weeks and the night before had saturated the soil. The members called two area clubs and found their carts running, then confronted the superintendent with this information. The superintendent realized the two area clubs had paved cart paths from tee to green. This club did not. Next question: It isn't raining now. Why can't we take the carts now? Answer: Water-saturated soil is much more easy to compact than damp or dry soil. The water acts as a lubricant between soil particles. Weight from above, forces soil particles into empty spaces. The soil particles move easily, forcing out free water and any air in the spaces. Granular structure of a good soil is ruined. Pore space for air and water is taken by soil particles, making the soil more compact and dense. Reduced pore space means less room for roots to enter the soil. Result: poor grass growth. A day of running carts on saturated soil could require several years of cultural practices, such as slicing, core aeration and tilling, to correct the soil for good grass growth. Landon's Turf Tips



**Serving you better**

**With QUALITY . . . .**

**MALLINCKRODT LEWIS**  
**FORE PAR CLEARY**  
**COUNTRY CLUB**

**CHICOPEE Upjohn**  
**FOX VALLEY Chipco**  
**DIAMOND SHAMROCK**  
**Yankee CYCLONE**

**PBI Gordon Aquatrols**  
**Turfgrass Products PanaSea**



SOUTH LYON, MICHIGAN 48178  
Phone: Area 313 437-1427  
GENE JOHANNINGSMEIER

## Evaluating Your Operation

With the pasing of summer, golf course superintendents in many parts of the country have an opportunity to sit back, take a deep breath and evaluate their operations. On many courses, heavy player traffic has slowed, seasonal employees have gone and budget time is approaching. It's time to take inventory.

Besides the problems of getting the course and equipment ready for winter and inventorying leftover supplies, it's also time to look back over the summer and take a mental inventory of your operation's strengths and weaknesses. For example, what went wrong during the season? Was your course damaged by insects or disease? If so, what can be done to prevent a recurrence? Now is the time to figure out what should be done and when.

Were your crew members aerifying the course on the day of a club tournament? The slow seasons are the time to work out lines of communication to prevent such misunderstandings from happening next year.

What can be done to improve the course? Take an objective look at your irrigation system, your equipment and the design and condition of your course. Maybe this is the time to plan improvements.

While you are evaluating your performance over the last season, don't overlook the things that went especially well, either. Did you pick up any additional responsibilities this year, responsibilities you might like to continue? Did you try a new scheduling program that was effective? How can it be changed to work even better?

Which of your employees really came through for you? Did an assistant take over some of your responsibilities and run with them? Which employees are willing to put out a little extra effort? Which ones seem to have good ideas? Did one of your seasonal employees prove to be especially hardworking and reliable? If so, you will want to make arrangements to have him back next year.

Now take a look at those projects that were put off all summer. Now is the time to dust them off and get to work on



## Sprinkler Services Co.

SPECIALIZING  
IN

- **NEW GOLF INSTALLATIONS**
- **CONVERSIONS TO AUTOMATIC**
- **PUMP RENOVATIONS**
- **DRAINAGE**

OVER 15 YEARS  
EXPERIENCE  
INSTALLING

*RAIN BIRD*®

**Sprinkler Services Co.**

**BOB QUIGLEY**

**(313) 531-5355**

them.  
Here is where a good filing system comes in handy. By taking clear notes on problems and opportunities as they occur, and by adding to those notes when you evaluate your operation at the end of the season, you can develop a handy reference tool for use in the future.

Whatever your evaluation of the summer proves, it's important to reap whatever benefits you can. If everything went relatively well, it's just as vital to know why as it is to uncover the causes if there were any problems. By building on the past year's achievements, and avoiding its mistakes, we can face anything the future has to offer.

**G.C.S.A.A.**  
**Credit - Forefront**

### PROMISE YOURSELF

Promise yourself to be so strong that nothing can disturb your peace of mind. To talk health, happiness and prosperity to every person you meet. To make all your friends feel that there is something in them. To look at the sunny side of everything and make your optimism come true. To thin only of the best, to work only for the best and expect only the best. To be just as enthusiastic about the success of others as you are about your own. To forget the mistakes of the past, and press on to the greater achievements of the future. To wear a cheerful countenance at all times and give every living creature you meet a smile. To give so much time to the improvement of yourself that you have no time to criticize others. To be too large for worry, too noble for anger, too strong for fear and too happy to permit the presence of trouble.

### CUP PLACEMENT RULES — HOW IMPORTANT?

Rules on where to place a cup? There are none — official, that is. The USGA, Godfather of golf play and playing conditions, has wisely only offered suggestions and left good judgement to you. There is little question about the importance of proper cup placement and proficiency in changing the location. Important it is because 54 shots in

*Continued Next Page*

If you have changed your address, please let us know so we can keep our addressing plates up to date.

#### Present Address:

NAME

ADDRESS

CITY

STATE

ZIP

#### Fill In New Address:

NAME

ADDRESS

CITY

STATE

ZIP

Mail this form to:

#### A PATCH OF GREEN

31823 Utica Road  
Fraser, Michigan 48026

## TURF SUPPLIES INC.

6900 Pardee Rd., Taylor, Michigan  
(313) 291-1200

DON'T EVEN THINK  
OF BUYING . . . . .

GRASS SEED  
FERTILIZERS  
FUNGICIDES

WITHOUT CALLING

**291-1200**

## TURF SUPPLIES INC.

6900 Pardee Rd., Taylor, Michigan  
(313) 291-1200

"For Land's Sake - Use Peat"



**OXFORD PEAT CO.**

1430 E. Drahnner Rd.  
Oxford, Michigan 48051

PROCESSED PEAT  
Top Dressing Blends  
Custom Blending

FRED LATTA 313/628-5991

The best in Turf Supplies—  
LESCO 100% Sulfur-Coated Fertilizers,  
Golf Course Accessories, Chemicals including

**LESCOSAN\***

A Highly Effective Pre-Emergence  
Crabgrass and Poa Annuua Control

\*Lescosan (Betasan-Reg. TM of Stauffer  
Chemical, Co.)

(800) 321-5325 Available (800) 362-7413  
NATIONWIDE From: IN OHIO

Lakeshore Equipment & Supply Co.  
"Home Of LESCO Products"  
300 South Abbe, Elyria, OH 44035

Don Kirkland &  
Associates

IRRIGATION SYSTEM INSTALLATION  
AND SERVICE

MANUAL SYSTEM CONVERSION

GRADING - DRAINAGE

- MECHANICAL - ROCK REMOVAL

SEEDING - MULCHING



673-0009 ————— 674-1321

#### Cup Placement, Cont.

each 18 hole round are concerned with pin placement—18 to the green and 36 on the green—a mere 60 to 75% of all the strokes a golfer should need. Here's what the USGA says:

1. If possible, have the cup at least five paces (15 feet or so) from the green's edge and further than this from any sand bunker.
2. Place it in as near a level area as possible and level over a six foot diameter if possible. The ball, when putted should not gather speed or have excessive break. The player should be able to putt boldly for the hole.
3. Always use good judgement to permit fairness for the golfer.
4. Avoid tricky cup placement.
5. Other things to consider:
5. Qualifications of the players.
6. Size and condition of the green.
7. When changing cups, avoid leaving a raised edge around the rim.
8. Make sure the old hole surface is as low as the surrounding green surface.
9. So you have built in problems that don't give you much choice. Just do the best you can and maybe the devil will forgive you anyway. Remember there are plenty of others in the same boat. — from Iowa GCS Reporter, Vol. 10, No.8

#### New GCSA Chapter Added to Roster

The list of official GCSAA chapters has grown to 98 with the affiliation of the Northern Great Lakes GCSA. The group's affiliated status was approved during the GCSAA Executive Committee's postconference meeting. Of the 98, 95 are affiliated chapters and three are associated chapters.

The officers of the Northern Great Lakes GCSA are John Beck, Oakcrest Golf Club, Norway, Mich., president; Richard Victorson, Pine Grove Country Club, Iron Mountain, Mich., vice president; Tom Heid, Riverside Country Club, Menominee, Mich., secretary/treasurer; John Netwal, Little River Country Club, Marquette, Wis., director; Jerry Wiles, Highland Golf Club, Escanaba, Mich., director, and Mark Rizzi, The Bluff Country Club Gladstone, Mich., director.

# Hahn SPRAY-PRO



## 4-Wheel Self-Propelled Sprayer

Compact size easy maneuverability! Big size capacity and coverage!

Just over 9 feet long, yet it carries a 160 gallon polytank with patented Hahn jet agitation. 16 ft. 3-section folding boom with 20 nozzles for precision application of liquid fertilizer, pesticide, fungicide, and weed control. Centrifugal pump: 100 p.s.i., Max. 55 g.p.m. Max. High pressure piston pump and hand gun optional for trees, shrubs, or brush control.

16 h.p. Kohler cast iron engine and 3-speed transmission.  
Hydraulic brakes, automotive steering.

Hahn has 33 years experience building self-propelled sprayers.  
This one is designed for your business.



Sold and Serviced by

### LAWN EQUIPMENT CORPORATION

46845 W. 12 MILE ROAD NOVI, MICH. 48050

P.O. BOX 500 (313) 348-8110



## The E-Z-GO Maintenance Machine.

The E-Z-GO GT-7 Truck is a vital part of any efficient maintenance system.

The GT-7 is engineered for versatility and durability.

Its all-steel construction takes on the tough jobs longer.

# E-Z-GO

## TEXTRON

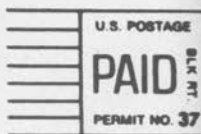
Call Now For A Demonstration And Price Quotation

**W.F. Miller** Garden & Lawn  
Equipment Company

1593 S. WOODWARD AVE. BIRMINGHAM, MICHIGAN 48011

TELEPHONE: (313) 647-7700

"A Patch of Green"  
31823 UTICA ROAD  
FRASER, MICHIGAN 48026



MICHIGAN STATE UNIVERSITY  
LIBRARY - SERIALS  
EAST LANSING, MICH. 48823