



October, 1975

Published monthly by the Metropolitan Golf Course Superintendents Association

Vol. IV, No. 9

MEETING NOTICE

Date: November 20, 1975

Place: Out Post Inn, Port Chester, N.Y.

Luncheon: 12:30

Annual meeting and election following lunch.

All members welcome.

Directions: Cross Westchester Expressway (Route 287), to Exit 11, Route 1 North (Boston Post Road). The Inn is after the second light, just past the Mobil station on the right.

COMING EVENTS:

- Nov. 11, 12 G.C.S.A.A. Turf Nutrition Seminar I, Waltham, Mass.
- Nov. 20 M.G.C.S.A. Annual Meeting
- Dec. 1-4 New Jersey Turfgrass Expo 75
 - Dec. 1 Golf
 - Dec. 2-4 Educational Sessions
- Dec. 13 M.G.C.S.A. Annual Christmas Party, Rye Golf Club
- Jan. 6-8 Northeastern Weed Conference, Boston Mass.
- Jan. 19-22 Pennsylvania State University Turfgrass Conference
- Jan. 28-29 Cornell University Turfgrass Conference, Rye Town Hilton
- Jan. 30 U.S.G.A. Green Section Educational Conference, Biltmore Hotel, N.Y.C.
- Feb. 8-13 G.C.S.A.A. International Turfgrass and Show, Minneapolis, Minn.

PRESIDENTS MESSAGE:

The golfing season is just about over. It has been a tough year for many of us. I am sure many of you have questions as to what M.G.C.S.A. is doing. We have incorporated but the final papers have not come into our hands, due to the usual red tape. We will have the new By-laws available at the annual meeting. We also will have the results of the superintendents survey along with the budget survey. We are still having some problems in communication. All I can say in this area is that we will try harder. It would also be helpful, if you are having trouble in getting the Tee to Green, that you please contact the printer, 698-8510 and inform them what class member you are. The will make corrections or additions to our mailing list. We won't know unless we hear from you. We will be honoring our past Presidents at the annual meeting so let's try to have a nice turnout.

Research and Scholarship (Hyperodes and Dung Beetle)

All class A members have received the letter in regard to the monies we hope to raise for research on the hyperodes weevil. Your club president and also green chairman have received the same letter. It is up to each Individual superintendent to see that his club is aware of the importance of this research project. By just putting 200 dollars in your budget we will be able to reach our goal. Remember it is tax deductible so you may know individuals who also would want to contribute to this research project. We did it once before. There is no reason why we can't do it again.

Annual Meeting: This is the time to be heard so attend. We are not perfect and so we want to correct any membership gripes at this time so we can correct ourselves and improve for 1976.

Garry N. Crothers, Pres.



Tom telling it like it is. MGCSA Field Day Dinner: left to right, Bob DePencier, host, Tom Mascaro, keynote speaker and Garry Crothers, president of MGCSA.

MGCSA NEWS: Equipment & Supplies Field Day

Terry Mulligan and Bob Phipps were Co-Chairman this year. The format was changed so that we could attract more club officials. Golf was available in the morning up until 10 A.M. We had a small turnout but the weather was threatening and it was hard to say what the success was in the area. We had over 30 commercial booths set-up for the afternoon. Our host Bob DePencier really had a nice spot for us. It was right next to the clubhouse and the demonstrations



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Garry Crothers
Ted Horton

Co-Editor
Co-Editor

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Not copyrighted. If there is good here, we want to share it with all chapters — unless author states otherwise.



MGCSA Field Day Demonstrator Jack Magovern.

took place at the large putting green also by the clubhouse. We had some new commercial firms represented. We had each commercial firm say a few words about their product or equipment. We certainly were blessed with the weather as the rains held off until all demonstrations were complete. Certainly the forecast for the day was not a bright one. After the rains came (which continued for 3 days) we had a nice cocktail hour, followed by dinner. We were very happy with the turnout with 85 for dinner. Lundy Casterella, the new Superintendent at Old Oaks (congratulations), brought his President, Mr. Schlechter, who took a first prize in the club official category in the golf tournament in the morning. Tom Mascaro was our after dinner keynote speaker. He gave his

usual excellent presentation with slides. I guess the thing that everybody responded to most was the all girl crew of Joe Yusi in the Florida area. Tom pointed out that not everybody is geared to having an all girl crew. You have to have the right personality to keep harmony even in an all girl crew. We certainly want to thank Tom again for coming and it topped off another successful M.G.C.S.A. Field Day.



MGCSA Field Day Demonstrator Roger Morhardt.

CGCS Attained By 13% of Total

More than 13 per cent (13.10%) of the eligible Class A members of GCSAA, 239, have become "Certified Golf Course Superintendents" since the program's inception in 1971. In addition, another 6.5 per cent have submitted applications and are in various stages of completion.

A review of the Association's 4,021 member roster, revealed that 1,825 members met the basic qualification of two year's Class A membership in GCSAA.

Credit: Fore Front, August, 1975

HERE'S HOW TO ESTIMATE YOUR SAND TRAP REQUIREMENTS

- Sand weight—96 lbs. per cubic foot (approximately).
- One ton of sand—22 cubic feet.
- One ton of sand will cover 66 square feet at a depth of 4 inches or 44 square feet at a depth of 6 inches.
- Average sand trap will use 5-8 tons of trap sand at a 4" to 6" depth.
- Formula to determine amount of trap sand required:
 $\text{Length} \times \text{Width} \times \text{Depth} \times 96 \div 2,000 = \text{tons.}$

Credit: Ottawa Silica Company

CHRISTMAS PARTY — 1975

RYE GOLF CLUB — December 13, 1975

Cocktail Hour — one hour open bar

7:30-8:30 P.M.

Baked Clams

Fried Shrimp

Egg Rolls

Wrapped Franks

Chicken Pieces

Lobster Puffs

Cheese Twirls, etc., etc.

Dinner — 8:30 P.M.

Celery-Olives

Honeydew Melon, Lemon Wedge

Tossed Green Salad

Prime Ribs of Beef, au jus

Baked Potato, sour cream and chives

String Beans, almandine

Rolls and Butter

Parfait

Coffee

A bud vase with a floral arrangement will be on every table.

Unlimited liquor for five (5) hours on two rolling bars —
top-grade liquor; also wine and beer . . . includes one hour
cocktail hour.

4-Piece Orchestra — 4 hours

8:30 P.M.-12:30 A.M.

Door Prizes

Cost Per Person — \$20

includes tax and gratuities



NOMINATING COMMITTEE — Chairman Harry Nichol

The nominating Committee presents the following slate of officers and directors for the 1976 year.

President — Garry Crothers

1st Vice President — Robert DePencier

2nd Vice President — Charles Martineau

Secretary — Richard Gonyea

Treasurer — Robert Alonzi

Directors: Allen Tretera, 2 years

Raymond Twombly, 2 years

Ralph Castelli, 2 years

Terry Mulligan, 1 year

Robert Phipps, 1 year

Michael Meiffi, 1 year

WALTER "ANDY" ANDROSKO — Testimonial Dinner

The M.G.C.S.A. had an excellent turnout to the testimonial dinner for Andy. Over 200 of Andy's friends from many associations and other Extension Agents turned out to honor Andy. Our own Bill Caputi was MC and he did his usual. Alfred Del Bello, County Executive, made an appearance and praised Andy for his many years of devoted service. Of course Billy had a few needles for Del Bello too. Andy received many plaques from the many Associations represented at the dinner. M.G.C.S.A. gave a plaque noting Andy as our friend who has helped the Superintendent over his 25 years of service. We also presented him with a complete set of golf clubs with bag. He was quite surprised. In fact he thought the dinner was only going to involve the Extension people and board and when he walked into the cocktail hour at the pool, he said . . . "Boy, there must be a big party going on at the Sheraton tonight." They were all Andy's friends. It couldn't happen to a nicer guy. We will miss him but I am sure he still will show up at many of our meetings. Good Luck in your retirement, Andy.

The following is a letter from Walter Androsko, Coop. Ext. Agent recently honored at his retirement dinner in Ossining.

Mr. Garry Crothers

Pres. of Metropolitan Golf Course Supt.

The Apawamis Club

Rye, N.Y. 10580

Dear Garry:

My appreciation to you and to the Turf Superintendents for the nice remarks and the most wonderful gift given to me at my retirement dinner.

Most of all, I have enjoyed the friendship, confidence and cooperation of your group. We have cooperated in many educational programs. I have developed many friendships which I know will continue. It was fun and interesting all the way.

My best wishes to you and the Metropolitan Golf Course Superintendents in the years ahead.

Sincerely yours,

Andy



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PROGRAM:

New Jersey Turfgrass Expo '75

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GENERAL SESSION

Tuesday, December 2 - Renaissance Ballroom

- 9:00 a.m. Opening of Educational Conference - Peter Loft
Door Prize Drawing (winner must be present)
- 9:15 a.m. Keynote address - The Past, Present, and Future of Turfgrass - Thomas Mascaro
- 10:00 a.m. Turfgrass Research Reports
- 11:00 a.m. D.N. Riemer, Chairman
- Kentucky Bluegrass Strains, Ca Arsenate and Fusarium - W. Dickson
 - Minimum Mowing Studies - R. Duell
 - Control of Rhizoctonia, Pythium, and Stripe Smut - P. Halisky
 - Biology and Control of Ataenius Spretulus (Haldeman) - H. Streu
 - Fertilization Tests on Kentucky Bluegrass - R. Engel
- 2:00 p.m. Nematodes in Turfgrass Production
- 3:00 p.m. J. Springer, Chairman
- A Study of Nematodes in Turf - J. Troll
 - Nematode Survey on Long Island - Maria Cinque
 - Research on Nematodes - J. Chen
 - Sampling for Nematodes - R. Myer
- 3:00 p.m. Recycling Organic Residues - S. Bulpitt
- 3:30 p.m. Annual Meeting of the New Jersey Turfgrass Association - P. Loft
Business Meeting and Election of Officers for 1976

GOLF AND FINE TURF

Wednesday, December 3 - Renaissance Ballroom A

- 9:00 a.m. M. Lucas, Chairman
- 11:00 a.m.
- Panel - The Way to Better Tees
 - Design and Construction - R.L. Jones
 - Care of Tees - Public - J. Spang
Private - A. Rathjens
 - Research and Comments on Sand - D. Waddington
- 2:00 p.m. A. Rathjens, Chairman
- 4:00 p.m.
- Turfgrass Nurseries on The Golf Course - J. Flaherty, Jr.
 - Construction and Development of Golf Courses - E. Etchells
 - Panel - The Golfers Viewpoints on Turf
 - Preparation for Tournaments - D. Johnstone
 - Turf that Pleases Golfers - E. Comer

Thursday, December 4 - Renaissance Ballroom A

- 9:00 a.m. Fine Turf Problems of 1975 - R.E. Engel,
11:00 a.m. Chairman
- Resistance and Control of Grubs - L. Vasvary
 - Control of Hyperodes - J. Fulwider
 - Control of Hot, Wet Weather Diseases - P. Boizelle, G. Crothers, S. Davis
 - Excess Water - D. Wagner, W. Caputi
 - Panorama of The 1975 Season - A. Radko

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Revels The Down-To-Earth Life,
Which Is Devoid Of Fancies and Flings,
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Tho' Life's Not Always A Hummer;
Indeed:—Not During The Summer,
When Katy Has No Recourse,
Since Her Rival's A Grass-Skirted Course;
But To Tread Alone With Her Sprightly Crew,
Losing The Battle To A Tameless Shrew.

(Patiently Endures The Season's Flirtation);

With "Umpteenth" Diseases Spawning Fear;
Her Man Wings About Like A Timeless Gear,
Till Long Hours (His) Shape A Tiring Shadow;
Home-Bound;—Murmuring In Self-Chatter;
Katy Waiting—Steps Gaining In The Evening Glow;
Hands Reaching—In A Tender Clasp;—Softly A-glow.

(Gracefully Soothes The Simmering Tide);

Autumn Breezed In With A Leaping Heave,
Spilling A Batch Of Virgin-Leaves,
Scattering Them In A Wayward Disdain,
Leaving Behind A Shameful Tree Bare;
Only A Few Leaves Woven In Fine Texture Remain;
Those I Held Gently And With Care;
Across Their Pear-Shaped Peak,—
Penned:—"Kate Is Unique!"

Frank Paladino



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GOOD SALESMAN—GOOD SUPERINTENDENT

"Good superintendents are good salesmen," a simple enough statement. But its real meaning and implication is not as obvious. As you travel around the state or country, you often compare your course, equipment, budget, etc., with what you see elsewhere. You probably ask too, "How does he do it?"

As we all know, different situations will permit the golf course superintendent to do different things for himself and his course. Climate, soil conditions, age of the course and particularly the members' desires will have a great bearing on the course itself and the latitude the superintendent has. But, frequently the results boil down to the superintendent's salesmanship.

A favorite definition of salesmanship is the art of never selling but rather learning what people want and then helping them obtain it. Involved in this approach to salesmanship are the arts of observation and persuasion. Observation tells you what the people want, persuasion provides the means of giving them what they want.

Most golf course superintendents could find this approach successful for themselves and their course. They are blessed with an abundance of the power of observation and with some effort could easily improve on their abilities to persuade.

To utilize this plan, the superintendent must first determine what his golfers want. Usually, this involves three major areas: scores, beauty and prestige, not necessarily in any order of preference. Next, he must adopt an attitude of "selling" what he wants in terms of what the members desire.

Assume for example you have been contemplating what you feel to be a necessary purchase. After attending various equipment exhibits, field demonstrations and talking with fellow superintendents and salesmen, you have determined exactly what you want. What now? Do you explain to your chairman or committee how having this machine will replace

one that has been causing you tremendous problems because of breakdowns or other insufficiencies? How the root structure will be affected, etc.?

While these points may be of real concern to you or your fellow superintendents, they will only maximize your interest while minimizing the interests of the golfer.

A better approach might be to inquire into the golfer's desires to play through with less mechanical interruption to his game, having fewer non-play holes or days, more uniform playing surfaces, having a course with greater beauty—in short, being the envy of golfers at other courses.

Depending on the potential of the item you are contemplating, you can "sell" the golfer on your need through an approach that causes him to be the salesman.

Regardless of your personal sales approach persuasion must be supported by a sound presentation that fully documents your case. Undoubtedly, at some time, you will be called upon to "prove your case" before the purchase is approved. This will mean having all the facts and figures gathered together in a fashion showing not only your thorough organization, but just as important, the manner of the presentation itself could greatly influence your audience and their final decision.

As with all such things, there will be short-comings and pitfalls to be aware of and this process is no different. You must not "sell" more than you can reasonably expect to deliver, nor should the golfer be permitted to assume such a miracle.

The more successful businesses are operated on a repeat purchase philosophy. You should expect to do the same. Souring your golfers with mis-spent money will only make it doubly difficult to purchase even a necessity the next time around.

Credit: Fore Front, August, 1975

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Somebody has done that.

That person is Thomas F. Rewinski, Green's Superintendent, at the National Golf Links of America, at Southampton on New York State's Long Island. Tom Rewinski, Town Trustee, Party Committee Man, father of eight, and a long time golfer has spent most of his working life at the National Golf Links of America. He became golf superintendent there in 1958, prior to that being maintenance foreman, which was preceded by a naval career. His first acquaintanceship with the National came in 1938 working there as a caddy.

The National Golf Links of America must be considered one of the country's greatest golf courses. It might also be considered one of the country's most difficult courses to maintain, located on rather infertile Maritime soil, and battered by Atlantic climate. Seeded in the early 1900's, it has gained a reputation for prestigious golfers who demand a well-cared for 18 holes.

Tom Rewinski enjoys a reputation of one of America's finest golf course superintendents and certainly one of its most popular. This amalgam of talent, experience, and perceptiveness focused Tom's attention on a bright patch of grass growing on the 9th fairway of his course. After a few years of observation, Tom noticed this grass kept its color throughout dry periods, continued to spread, and remained free of disease. He called Al Radko, Agronomist, Eastern Section, of the United States Golf Course Association, to help him evaluate this grass. Radko was sufficiently impressed. He contacted Dr. C. Reed Funk of Rutgers University, one of America's leading turfgrass breeders. Together they determined that Rewinski's grass was a unique and important discovery worthy of further evaluation. Plants were collected and taken to Rutgers University where formal evaluation and testing began.

Several years of testing substantiated Rewinski's feelings

about this grass, that it is a superior variety of Kentucky Bluegrass meriting commercialization and use on a broad basis.

During the testing period, the experimental variety, designated P-142, impressed representatives of a commercial seed company, Pickseed West Inc., of Tangent, Oregon. An agreement was formalized between the various parties involved in the grass's discovery and Pickseed. It was Pickseed's responsibility to evaluate the seed production potential of the variety and subsequent tests proved that these were totally adequate for field scale commercialization to begin.

Rewinski's dream will soon be fulfilled. The patch of grass on his ninth fairway will soon have its identical progeny growing in thousands of other locations, not only in North America, but around the world. Touchdown Kentucky Bluegrass, the name selected for this new variety is now in full scale production in the hands of professional seed growers in the Western States of Washington, Idaho and Oregon. Future production plans also call for seed acreage in the Mid-West State of Minnesota and the Canadian Province of Manitoba.

Touchdown Kentucky Bluegrass has been a consistently top ranking cultivar in tests at Universities and Agricultural Experiment Stations. It has impressed many visitors at its original testing site at Rutgers University in New Jersey. In trials during 1974 at the Ontario Agricultural College, at the University of Guelph, Guelph, Ontario, it ranked first in a test exceeding 30 varieties. It has scored impressively in tests at turf grass breeding institutions in Holland. In private tests in Oregon it has been the top rated variety.

Just as Tom Rewinski is a leader in his profession, his Touchdown Kentucky Bluegrass promises to be a leader in the new group of Bluegrass varieties available to the modern turf grass professional.

Credit: "Green is Beautiful"

Ontario Golf Superintendents Association, September 1975

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GOOD IDEA

The March issue of the Maine GCSA carried an interesting article by **Bob Shields** originally written for the **Mid-Atlantic Newsletter**. We thought the information was worth passing on to our members.

YOUR OWNER'S MANUAL

A lot of valuable information regarding golf course maintenance machines can be recorded on the front of the owner's manual and parts list that comes with each piece of equipment.

At Woodmont we retain and have on file a maintenance manual for each machine we have ever bought. On the front cover of the manual is recorded the date of purchase, cost of the item, the name, address, and phone number of the suppliers, the manufacturer's serial number, the make and

serial number of the engine, as well as code, type and model numbers.

For tractors, we show the manufacturer's model and serial numbers, the type of engine, and of course the engine serial number. We also list tire sizes as well as tire serial numbers. If it is a fairway tractor with mowers attached, we show the serial number of each mowing unit. For quick reference we list the spark plug number and gap setting. Also listed are the numbers for the air cleaner and oil filter.

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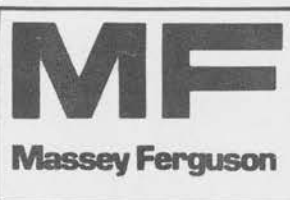
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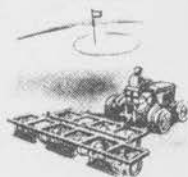
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