

# NEWSLETTER

MARCH, 1975



*Golf Course Superintendents Association*  
OF NEW ENGLAND, INC.

Sponsors and administrators of the Lawrence S. Dickinson Scholarship Fund — Awarded yearly to deserving Turf Management Students.

## LOOK OUT FOR 'FIZ', 'WHIZ' ETC.

Surely, you have been introduced to certain companies "guaranteed to lavish miracle maintenance aids" on the golf course superintendent. They often are known as "Fiz" or "Whiz". Then there are "Searchme" and "Wow" and the dead-giveaway... "Phew".

Included in the package deal these firms offer are occasional visits from the sales high command. They start at the top with general sales manager and dip on to district sales manager and farther down to the local salesman. For simple identification, they are fittingly cast in our little episode as "Curly", "Larry" and "Moe". Joining them in what amounts to a fractured conversation is, say, "Super X". The lines, please:

Curly: "Hi, there, Anybody home today? Thought you'd be in Florida with the rest of the millionaires... heh-heh."

Super X: "If I had time, I'd laugh at that one."

Larry: "That's just a joke, Super. Look at us. Don't we look like we're all business. The jokes can wait. Have we got a deal for you. Tell 'em, Moe."

Moe: "Thought I'd never get into this battle of wits. We have just the thing you need. Gets rid of all those pests in your trees. Might even try it on the green chairman if he happens to be nasty."

Super X: "You're boring me with those jokes again."

Curly: "Hey, Moe, let me take over. You're right, Super. We're not here to waste your time with small talk. Have you ever heard of 'Be-Gone'? Probably not. We're the exclusive distributors. But once you use it, you'll say it's the greatest insecticide to be discovered in 50 years."

Super X: "Yeah, what's in it?"

Curly: "What do you mean, 'what's in it?!'"

Super: "Just what I said, I'd like to know what this 'Be-Gone' contains. That's not asking too much, is it?"

Curly: "Certainly not. We came prepared. Hey, Larry, answer the man's question. That's why we have the full squad here."

Larry: "You heard the man, Moe, Give him the answer."

Moe: "I have to admit that's a logical question. What's in it, ey? I know what it is, but I can't pronounce it. It's a big long name."

Super X: "Now that doesn't tell me much, does it?"

Curly: "You really want to know? Well, let me use your phone for a minute. It'll be long-distance... collect."

Super X: "Be my guest."

Curly: "Hello, Charle. Let me talk to George. Yeah, George, it's Curly. You know, the general sales manager. By the way, what's the stuff in 'Be-Gone'? Oh, dy-syston. OK, thanks. That's it, super. Dy-syston."

Super X: "Good, what's the percentage per pound?"

Curly: "Why didn't you ask while I had George on the phone? Here, let me use the phone again. (pause) It's me again, George. How about the percentage of that stuff? What's it, 'dy-whatever'? Oh, two percent per pound. Right."

Larry: "All right, we got that straightened out. Here's the deal. We get \$185 a hundred pounds with a minimum order of 300 pounds. Now how many truck loads do you want?"

Super X: "Wait a minute. I have a local supplier right here in

town who'll sell me as little or as much of a product as I want. It's the same thing, only it contains 15% dy-syston. I don't have to use as much in an application. And...he charges me \$79.90 per hundred."

Curly: "Yeah, but you're dealing with a top company here. We have faith in our products. We stand on our reputation."

Super X: "I only know what I can get in town. And your reputation might be the biggest joke of all. You don't know what's on your label, you have no knowledge of your product and no concept of our problems."

Curly: "Sure, sure. But we're letting you in on the ground floor. There's nothing like our stuff on the market. There's only one 'Be-Gone' "

Super X: "Right you are. Try some yourself. BE GONE!"

Gerry Finn

### Special Notices

- 1 — Dealers — If you wish to demonstrate equipment at upcoming meetings, please contact Larry Bunn — Tel. 828-7266 or 828-6540
- 2 — Employment — Our employment chairman is Arthur Washburn. Job openings are to be channelled through him. Tel. 383-9532 or 383-1870

### EDITOR'S NOTE

On this month's agenda is one of the highlights of our educational atmosphere. It's the annual Turf Conference, sponsored by the Massachusetts Cooperative Extension Service, Massachusetts Turf and Lawn Grass Council and the New England Golf Course Superintendents Association. In other words, it's our show.

And our show will be blooming, as one of the first signs of spring, March 5, 6 and 7 at the Highpoint Motor Inn, Chicopee, Mass.

The planning committee, headed by Dr. Joseph Troll and including NEGCSA president Tom Curran, has lined up another outstanding program. Some of the guest lecturers include Dr. William E. Knoop, Dr. Robert N. Carrow, Alexander Radko, Eb Steiniger, Stanley Zontek and Dr. William Daniel.

It's a must for every golf course superintendent.

This Conference will take the place of our regular monthly meeting.

# SOUND OFF

(Sound Off moves to the front burner this month with a hot issue getting much of the space. This feature, incidentally, is for all readers of the Newsletter, including members of the NEGCSA. Rebuttal letters on all printed material in the Newsletter always are welcome and will be published if they are received in the proper attire of name and address or both upon request. All correspondence should be directed to Newsletter Mail Bag, 290 North Road, Sudbury, Mass. 01776. The Newsletter reserves the right to comment on all published letters.)

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"As a matter of introduction to this comment on the so-called Rule 2 passed at last month's NEGCSA meeting, let me open by saying that I am in complete disagreement with it and question its legality as well as its logic.

"Rule 2, in case you are not aware of the particulars, reads thusly: 'Salesmen, whose companies are friends of the Association, shall be allowed to attend all business meetings of the Association. They shall have no vote or hold office'.

"In certain research of our Association's constitution and bylaws, I have attempted to ascertain what type of membership the salesmen assume as regular partakers of our meetings. I found there are six classes of membership—Regular, Associate, Assistant, Honorary, Life and Inactive. Without boring you with definitions of each category, let me assure you that salesmen do not qualify as any of these types. Let me qualify that, also. They could join as honorary members. However, the process of that route requires more than just a show of hands at a meeting.

"So, while concluding that salesmen are to be admitted to meetings as permanent guests, I have come across a section of our bylaws pertaining to the guest situation. Article XII, Section 1 reads: 'All Association rules governing members, guests, officers and committees found necessary shall be formulated by the Board of Directors in cooperation with the various committees'.

"As far as I know, the Board of Directors never took the question of guest privileges for salesmen under advisement. It is my interpretation of this article that the Board of Directors has the authority to admit or eject guests.

"However, we will leave the legality of the salesmen rule for people of more wisdom than I. Personally, I believe a legal interpretation of our bylaws should be forthcoming because of this situation.

"But, now for the logic. At the base of everything is lack of attendance at Association meetings. Our president appointed a committee to study this occurrence and come up with solutions. Unfortunately, the committee failed to begin at the beginning or 'why weren't members coming?' Certainly, it does the association little good to build meeting attendance with persons outside the profession. Of course, there is a connection. But the goals and purposes of the two groups are as different as winter and summer.

"What I would like to suggest is obvious to anyone who has been making our meetings of late. We have fallen into a rut. There is nothing to attract members to meetings. It's the same old endless meanderings of individuals, the same old meeting site and the same old race to leave. It seems to me that we have become stagnant.

"Why can't our future programs touch on the topical subjects of the day and produce the aggressive, imaginative type of meeting which we haven't had in years. And it has to be something more than petty controversy. If we need fights to draw a crowd, we

should stage our meetings in exhibition halls and maybe even sell tickets.

"There are a number of issues which touch the daily life and the future of the superintendent. For example, are we all up on the happenings on the Massachusetts Bill #H2738? It has been introduced to the legislature and could destroy the work of the profession and those who provide us the weapons to combat course damage and disease.

"This bill, if passed, would prohibit use of petrochemical fertilizers for everything other than food production. Since almost all fertilizers used on the golf course are petrochemical products, the outlawing of them would place an incredible burden on the superintendent, not to mention the entire course maintenance family.

"Taxes are an integral part of the country club system these days. There are plenty of avenues to explore here. Some courses are being unfairly taxed out of business. In certain areas the survival of the golf course has reached a critical stage. How do our law-makers feel about a special zoning proposal, one that would place golf courses under the protective wing of the environmental-awareness explosion?

"These are only two thoughts for consideration as attractions for our coming meetings. There are experts available in each field of thought who could be invited and would be delighted to be heard on their particular subject. And from these could come other ideas to keep a steady flow of information available for members.

"For this reason and others stated before, I think we have made a mistake in changing the look of our organization and yielding to the easy way out in tackling an attendance problem. What makes you think that the addition of salesmen will make any difference in the number of bona fide Association members who make the meetings? What we needed were suggestions to get the ball rolling within our own ranks, not one that seeks aid and comfort from outside them.

"If we can't solve our own problems from within, it's a sad day in our lives. And, who ever asked the salesmen if they wanted to attend our meetings in the first place?"

RON KIRKHAM  
Needham, Mass.

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We're sure there'll be comment on this one from others. Let it be.

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(That wraps up Sound Off for this session, a lively one for sure. Let's hear from you and you and you.....out there.)

## CONGRATULATIONS TO

Charles R. Lane — Regular Member  
Leo Bouchard — Associate Member  
Voted in at the last meeting

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# Golf Course Superintendents Association

## 'DEFECTOR' TO LEAD THEM

One of our own, so to speak, has been elected president of The American Society of Golf Course Architects.

Goefrey Cornish, he of the intriguing Fiddlers Green address in Amherst, touches us two ways. First, he is a "friend" of the New England Golf Course Superintendents Association. And, then, he is a "defector" from the superintendents' ranks. "Oh yes", he chimes. "I served two years as the course superintendent at the St. Charles Country Club in Winnipeg. I have been associated with the game of golf in all ways. Did a little playing, had a handicap of seven...once."

Cornish's high post among those referred to as those "battling designers" gives him an opportunity to spread the main message of the golf course architect, that his product and the maintenance of same by the superintendent form a major impact on the environment.

It is a matter of fact that the 12,000 golf courses in the United States now occupy more land than the state of Rhode Island. Cornish reminds that the golf course represents one of the rare open space entries that will be "open" forever. He also drops the call that golf courses in urban areas are the last resort for many species of wildlife.

According to Cornish the golf course construction business is beginning to catch up with the design of the layouts, meaning that there will be a slight tailoff the architectural level. The reason for this lag with our present declining economy is the planning period involved. Some of the courses under construction today were set down on their blueprint stage two and three years ago.

Despite an expected decrease in the future, presently new course construction and refurbishing of older courses continue at a high level in New England--specially in Massachusetts where the firm of Cornish and Robinson (Bill who is Geoff's architectural associate) currently has a hand in the bulk of business.

The lineup of new courses in New England includes Iyanough Hills, Hyannis; Quashet River, Mashpee; Heritage at Plymouth; The New Wollaston CC, Milton; The New Walpole CC, Walpole; new nine at Fall River CC; Greylock Glen, Adams; Nepsic CC, Glastonbury, Conn.; new nine Eastman Lakes, New Hampshire.

Some long established layouts, particularly in Connecticut are in the process of having their faces lifted. They are New Haven Municipal; Keney Park, Hartford; Goodwin Park, Hartford; Stanley Municipal, New Britain and Hartford Golf Club, Hartford.

Cornish's individual contributions to the golf architectural field

mount with the turning of each spring. With Robinson, Geoff has been in the thick of the rise of some 150 courses which are now in play or scheduled to open in 1975.

He lists the Golf Club at Aspetuck (Easton, Conn.) as his own personal gem. Aspetuck is a "men-only" club and therefore is shunning publicity these days of libs and what not. It's so private (only 100 members) no one knows about it. It is cut between ledge with a beautiful natural background which is breathtaking, according to Geoff.

One of his most unusual ventures takes him to Northern Greece where he is designing an exclusive course there. "When it is completed", Cornish quips, "it will have an added hazard of its own. The only way to get to the course is by yacht!"

The affable Cornish looks upon Robert Trent Jones as the patron saint of the golf course architectural profession. Oddly, he chooses The Country Club, Brookline as the greatest course he's seen. Oddly, because the course was designed by a Crimean War captain--one Charles Blair MacDonald--certainly not a member of the ASGCA.

Thus, congratulations are in order for one of our own. Geoff Cornish certainly will serve his group well. His professional reputation must be regarded as a forerunner to his success as commander-in-chief of those "battling designers".

Gerry Finn

### TEMPORARY RULES, 1941

RICHMOND GOLF CLUB  
LONDON, ENGLAND

1. Players are asked to collect the bomb and shrapnel splinters to save these causing damage to the mowing machines.
2. In competitions, during gunfire or while bombs are falling, players may take shelter without penalty or ceasing play.
3. The positions of known delayed action bombs are marked by red flags at a reasonable, but not guaranteed, safe distance therefrom.
4. Shrapnel and/or bomb splinters on the Fairways, or in Bunkers, within a club's length of a ball, may be moved without penalty, and no penalty shall be incurred if a ball is thereby caused to move accidentally.
5. A ball moved by enemy action may be replaced, or if lost, or destroyed, a ball may be dropped not nearer the hole without penalty.
6. A ball lying in a crater may be lifted and dropped not nearer the hole, preserving the line to the hole, without penalty.
7. A player whose stroke is affected by the simultaneous explosion of a bomb may play another ball. Penalty one stroke.

Thanks To  
Bert Frederick

### 25 Year Members

who received their pins at Feb. Meeting.

Henry Genther  
Norm Mucciarone  
Mel O'Kelly  
Sam Swayze

Members to receive pins at April Meeting

Guy Tedesco  
Leon St. Pierre  
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### Job Opening

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\*Contributors to the Lawrence S. Dickinson Scholarship Fund

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