



May, 1980



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.

Hurts to Pay the Price

Has the cost of dues at your club increased hand in hand with the country's spiraling rate of inflation? If not, in all probability members are now biting the bullet and coming away with severe tooth problems.

Some clubs find themselves in critical financial straits for the sins of the recent past. Those could be clubs which prided themselves on holding the dues and assessment lines in the wake of obvious hikes in the cost to maintain life at the course and dining room at an affluent level. Now, it is coming back to haunt them.

In this case, foresight has been abandoned and hindsight has taken over in the form of huge drains on a club's working capital. Isolated instances of this lack of planning and hard-nosed reaction to reality are popping up all over the place, resulting in emergency measures that figure to sock members in the long run.

Without a regulated program of gradual increases in the dues

structure of the country club, those emergency measures have surfaced in the form of expensive loans whose interest compounds the eternal money problem.

Reports have been running a breakneck-speed course at clubs who find themselves strapped for working funds. At today's going rate, for example, a loan for \$100,000 could cost a club anywhere from fifteen to twenty thousand dollars in annual interest. Who must pay the price? The members, of course.

Some of the stories emanating from certain clubs are unbelievable. One, in particular, has not had a dues increase in the last five years. During that period, budgets have increased along with services demanded by its members. And, all of a sudden, the club finds itself in a huge financial hole. The immediate remedy is a loan...but at interest rates which have to result in a crash hike in dues and probably an accompanying assessment.

The sad part of this situation stems from the fact that for the past several country club seasons members have been conditioned to paying a set dues fee. Now, with money needed to keep the country club living pace at an expected level, those members must dig down through the bottom of their pocket. Some can afford the jolt, most cannot.

Under the strain of this financial drain on members, the aforementioned club -- plus many like it in the same fix -- must re-evaluate their position to meet the challenge of survival.

The question arises: "are they willing to pay the price?"

Outlandish financial holes can't be filled with hope for a break in the rate of inflation or some unexpected windfall from one or two philanthropic members. They must be met with a realistic approach to operational programs with either a firm tightening of the belt or a concession on the part of club directors to the effect that members be made aware they have to foot the bills.

Tightening the belt could be touchy. The country club can't offer filet mignon at McDonald's prices. Therefore, quality of goods and services must be aligned with the price members are willing to pay for them. If it means limited dinner menus, restriction of serving hours in the dining room and general cutback in maintenance outlay on the course, the members must accept the decline.

Obviously, the personal economic structure of the individual member comes into play here. Those, who feel they can afford to continue the plush country club life, must express willingness to pay for it. Those, who can't, must either convince colleagues that this is the logical road to travel or find themselves another club in tune with their spending habits.

The answer is really simple. If country club members insist on remaining in the upper social echelon -- along with a continuation of lavish benefits that go with that station, they must assume the burden of financing it. And the club's administrators must yield to the pressures of inflation by setting up a realistic payment schedule. Otherwise, somewhere down the road they will become strapped. 1980 goods and services demand 1980 prices. No one can escape this fact...not even the affluent country club member.

Gerry Finn

President's Message

The Bylaws Committee has drafted seven (7) proposed amendments to the existing Bylaws for consideration at the Association's next meeting at Westover.

Passage of each amendment will require an affirmative vote of two-thirds of all voting members present, and we will deal with as many Bylaws as time permits.

At future meetings there will be more proposed amendments and the membership shall be so notified of these.

We know many members do not have Bylaw books and the Association has no extra copies. Hopefully, by years end we can solve this problem

Ron Kirkman
President GCSANE

NEXT MEETING

Westover C.C.

Host Supt. John Pluta

May 13, 1980

Directors meeting 9:00 a.m.

Regular meeting 10:00(Sharp)

Lunch 12:00 Noon

Golf After Lunch

Directions

Take exit 6 from the Mass. Pike. Springfield exit. Bear right on Burnett Rd. Go to end to intersection take first left. Go 4.6 miles through Granby. Bear left on New Ludlow Road. Course 1/8 miles on right.

Economics on the Golf Course

Item: The cost of chemical products, used to enhance growth and fight disease on golf course turf, has increased some 30 percent since April 1 while coming off an already astronomical price state.

Item: The cost of repair parts for golf course maintenance equipment is 25 to 30 percent higher than a year ago.

Item: The cost of new golf course maintenance equipment parallels the cost of repair parts to sustain old equipment.

Item: Many golf courses are operating refined and expensive equipment under the dependence of laborers who are paid an astonishing rate of \$3.50 an hour.

Item: Vandalism is on the upswing, keeping up a trend that comes to light whenever economic conditions are unstable.

And the deadbeat goes on and on and on.

What can the golf course superintendent do about such by-products of a national economy which is giving inflation its head and headed for a point where ye old bubble bursts?

The situation causes more than a mild dilemma for the superintendent who often is asked to retain the outstanding course conditions of the past as his costs for it outdistances his operating budget. To be frank, the inflation rate is two times that which constitutes the average yearly budget increase.

Therefore, some changes and even some drastic measures must be entertained by the superintendent in order to give him a fighting chance at performing his prescribed duties. And the first thing he must seek is a realistic look at the problem from the people he has to satisfy -- the country club members.

First, the member must refrain himself from anticipating course conditions similar to those he sees on television where the weekly PGA Tour romps over manicured playgrounds. He doesn't belong to those clubs. And, more important, he doesn't have to pick up the tab at them. If one believes those TV courses thrive on ordinary financial outlay, he has been into too many spirits while observing them.

Once the member realizes that his superintend-

ent is not blessed with the lofty budget of the PGA Tour circuit layouts, he has to begin to see light. That's when the superintendent can practice his economics.

Those can be put right to work on the purchase of certain products. One bright example -- fungicides. Cutback in their use would result in a healthy saving. Instead of spraying everything in sight, the super could restrict dosages to greens, fairways and maybe approaches to the putting surfaces.

Another possibility is a re-examination of the use of water. Right now, golf courses depend so much on automatic irrigation methods and constant use of them that they are becoming over-lush. Again, the member must accept this restriction in that he must live with greens that are not under the fall of consistent moisture and prone to disease.

Soft greens are an invitation to damage and subsequent outlay of remedying materials and labor by the superintendent. Sure, it looks all-pro to loft a wedge shot to the green, make it stick and dig up a divot the size of a Mexican hat in the process. But what's the matter with the chip and run shot? It gets the same result even though it doesn't look picture-perfect. So what?

Among other counter measures, which should be available to the super, are allowing greens and fairways to grow higher -- allowing roughs to grow into the perimeters of fairways -- allowing fringes to grow hairy and stepping up the golfer's obligation to assist in keeping conditions at their best. The latter would include more effort into raking traps after shots and repairing ball marks on greens.

Economics on the golf course, then, is a matter of cooperation between golfer and superintendent ...and also a necessary additive to country club maintenance. In the end, both parties will enjoy the setting more and the country club will benefit by it.

Gerry Finn

The following personnel will be voted on at the next meeting for membership.

Mark J. Klimm
Manual Viveiros
Ed Brearley
Charles Harukewicz

Peter Ohlson
David Comee
Henry Stelling
Frank Wingate

PRESIDENT

Ronald Kirkman
25 Green St.
Needham, Mass. 02192
Home Phone 444-8412
Office Phone 444-5548
Club Affiliation
Needham Golf Club

FIRST VICE PRESIDENT

Brian Cowan CGCS
Robins Way
Harwich, Mass. 02645
Home Phone 432-9041
Office Phone 945-9230
Club Affiliation
Eastward Ho.

SECOND VICE PRESIDENT

Donald Hearn CGCS
4 Topeka Rd.
Chelmsford, Mass. 01824
Home Phone 256-8709
Office Phone 894-5906
Club Affiliation
Weston Golf Club

SECRETARY

David Barber CGCS
145 Dedham St.
Canton, Mass. 02021
Home Phone 828-7266
Office Phone 828-6540
Club Affiliation
Blue Hills C.C.

TREASURER

Pete Coste CGCS
121 Granite St.
Medfield, Mass. 02052
Home Phone 359-7247
Office Phone 566-0240
Club Affiliation
The Country Club

TRUSTEE

Bert Frederick
45 Stoney Brook Rd.
Nabnaset, Mass. 01861
Home Phone 692-6445
Office Phone 453-1231
Club Affiliation
Vesper C.C.

TRUSTEE

Meindert Schults
737 Princeton Blvd.
Lowell, Mass. 01851
Home Phone 458-7605
Office Phone 452-8228
Club Affiliation
Mt. Pleasant G.C.

TRUSTEE

Melvin O'Kelly
345 Plain St.
Marshfield, Mass. 02050
Home phone 834-4229
Office Phone 837-3321
Club Affiliation
Marshfield C.C.

FINANCE CHAIRMAN

Robert Johnston CGCS
128 Wilbraham Rd.
Hampden, Mass. 01036
Home Phone 566-3075
Office Phone 566-3096
Club Affiliation
Hampden C.C.



Manny Francis Sr. accepting his award from past president Charlie Tadge.

Arthur Washburn, Don Hearn, Burt Frederick and Manny Francis Sr. congratulating Mel Lucas on being elected president of GCSAA.



Seated from left to right: Don Hearn, second vice president; Ron Kirkman, president; Dave Barber, secretary. Standing: Pete Coste, treasurer, Brian Cowan, first vice president.

Any Supt. wishing to attend the LPGA tournament at Ferncroft C.C. may show their cards and be admitted at no charge.

There will be another joint meeting with the club managers June 9, 1980 at Metacomet C.C. Rhode Island.

GOLF CHAIRMAN

Ken Mooradian
134 Green St
Hopedale, Mass. 01747
Home Phone 473-2352
Office Phone 473-3508
Club Affiliation
Hopedale C.C.

EDUCATIONAL CHAIRMAN

Paul Miller
173 Salem St.
Swampscott, Mass. 01907
Home Phone 581-2808
Office Phone 595-3107
Club Affiliation
Tedesco C.C.

NEWSLETTER CHAIRMAN

Tom Schofield CGCS
290 North Rd.
Sudbury, Mass. 01776
Home Phone 443-3712
Office Phone 235-7333
Club Affiliation
Wellesley C.C.

PAST PRESIDENT

Dean Robertson
24 Riverview Drive
Newbury, Mass. 01950
Home Phone 462-4540
Office Phone 745-7289
Club Affiliation
Kernwood C.C.

Information contained in this publication may be used freely, in whole or in part, without special permission as long as the true context is maintained. We would appreciate a credit line.

Please patronize **FRIENDS OF THE ASSOCIATION**

Baker Tractor Corp., Ford Tractors
Harley Davidson Golf Cars
Swansea, Mass.

Bordens Spreader Service
Maynard, Mass.
Tel. 617-897-2571
Sales Rep. Jack Borden
Bulk Limestone Dealer

The Charles C. Hart Seed Co.
Wethersfield, Conn.
Bob Kennedy, Rep.
Roy Sibley, Rep.
203-529-2537

The Clapper Co.
1121 Washington St.
Newton, Mass.
617-244-7900

Grounds Equipment Co., Inc.
383 Boylston St.
Newton Center, Mass.

Geoffrey S. Cornish & William G. Robinson
Golf Course Architects
Fiddlers Green, Amherst, Mass. 01002

C.S. Curran
T.R.C. Products, Oils and Greases
7 Linden St., Framingham, Mass.

Scotts Pro-Turf Div.
Rep. Ed Wiacek 1-401-253-4284
Rep. Allan Cumps 1-413-253-2995

Gold Star Sod Farms, Inc.
Sod & Pine Bark Mulch
Canterbury, N.H. 603-783-4717
Weston, Mass. 617-894-5474

Holliston Sand Co., Inc.
Lowland St., Holliston, Mass. 01746
Sand for top dressing and bunkers

I & E Supply, Inc.
66 Erna Ave.
Box 9 Milford, Conn. 06460
203-878-0658

* Tom Irwin, Inc.
11B A St.
Burlington, Mass.

Larchmont Engineering and Irrig. Co.
Larchmont Lane, Lexington, Mass.
617-862-2550

The Magovern Co. Inc.
27 Lawnacre Road
Windsor Locks, Conn. 06096
Tel. # 1-800-243-7718 or 1-203-623-2508
Louis C. Rogers, Vice Pres.

D. L. Maher
Box 127, Concord St.
N. Reading, Mass. 01864

* R. F. Morse & Son, Inc.
W. Wareham, Mass. 02576
Tel: 617-295-1553
J. Willen Roell, Rep.
Larry Bunn, Rep.

New England Sealcoating Co., Inc.
Tennis Court Const. and Maintenance
Sealcoating - Hingham Ind. Center
Hingham, Mass. 749-6800

N.E. Chapter Land Improvement
Contractors of America
Professional Conservation of
Soil and Water
Contractor in your area,
call Peter Whiting, Pres.
617-877-5323

Now Chemical Corp.
Bill Brennan, Rep.
Tel. # 891-1275 anytime
Box 522
Holliston, Mass. 01746
Tel. # 429-2044

* Old Fox Chemical Inc.
Fertilizers - Seeds - Turf Chemicals
66 Valley St.
E. Providence, R.I. 02914

Pro-Lawn Prod., Inc.
Fred Anthony, Sales Rep.
391 Tremont St.
N. Dighton, Mass. 02764
617-823-1348

Richey & Clapper, Inc.
28 Rutledge Rd.
Natick, Mass. 01760

* Sawtelle Bros.
565 Humphrey St.
Swampscott, Mass.
617-599-4856

Scott Associates, Inc.
60 Water Street, Clinton, Mass.
617-365-6341
Pumps-Sales, service
Installation- Vertical
Turbine pump specialists

Tuckahoe Turf Farms, Inc.
Slocum, R.I., Litchfield, N.H.
1-800-556-6985
Alan Anderson
Sam Mitchell

Tuco Products Corp.
Div. of the Upjohn Co.
Kalamazoo, Mich.
David Sylvester
203-828-3790

Turf Products Corp.
1496 John Fitch Blvd.
S. Windsor, Conn. 06074
1-203-289-3471
John Perry, Sales Rep.

Turf Specialties Inc.
84 Merrimack St.
Hooksett N.H. 03106
Turf & Drainage supplies
Ken Turner 617-263-7526

Valley Farms Nursery & Supply, Inc.
133 Hopemeadow St., Rt. 10
Simsbury, Ct. 06070
Putting Green Sod for the Professional
Joe Bidwell Pres.
Bus. - 203-651-8555 Res. - 203-658-6886

White Turf Engineering
5 Summer Drive, Winchendon, Mass. 01475
617-297-0941

Phillip Wogan
Golf Course Architect
21 Budleigh Ave., Beverly, Mass.

* Contributors to the Lawrence S. Dickinson
Scholarship Fund

NEWSLETTER

Golf Course Superintendents Association
OF NEW ENGLAND, INC.



TOM SCHOFIELD CGCS
Newsletter Committee Chairman
290 North Road
Sudbury, Mass. 01776
Home Phone 443-3712
Office Phone 235-7333
Club Affiliation
Wellesley Country Club

PETE COSTE
Business Manager
LEON ST. PIERRE
Co-ordinator
GERRY FINN
Contributing Editor

Return to:
TOM SCHOFIELD
290 North Road
Sudbury, MA 01776

FIRST CLASS

First Class
U. S. Postage
PAID
Maynard, MA
Permit # 17