

# NORTHERN MICHIGAN TURF MANAGERS ASSOCIATION

C. E. "TUCK" TATE, PRESIDENT

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TUESDAY, AUGUST 19th, 1980  
INTERLOCHEN GOLF & COUNTRY CLUB  
INTERLOCHEN, MICHIGAN

FRANK HEMINGER, SECRETARY-TREAS.

1147 SANTO

TRAVERSE CITY, MI. 49684

PHONE: 616-947-9274

What you see above is the story on this Association's next meeting. Interlochen is located about two miles west of the town on M-31, the main artery from Traverse City to Beulah or south. It is very easy to find and it was here that our Association was founded nine years ago.

Our Secretary-Treasurer Frank Heminger is the host Superintendent here and he and Tom Hishuck, one of the owners invites you to play their fine 18 hole golf course. Interlochen probably plays more rounds of golf per year than any other golf course in northern Michigan. It is a very interesting challenge of golf which you will enjoy. Starting times are desired, the phone number is area 616/275-7311. Lunch is available however arrange your schedule so as not to miss your starting time.

Dinner will be served at 6:30 P.M. and our business meeting will start as soon as dinner is over. Our speaker for the evening will be Gerald H. Matthews, Michigan Golf Course Architect who will present the new slide presentation developed by The American Association of Golf Architects. This is very interesting in that they will give you ideas which you can use in making changes, improvements, additions, to your course.

As usual, we must inform Interlochen of the number that will be there for dinner. Our usual postcard is enclosed and we would like you to please get it in the return mail immediately. Some of you have been very good about returning these cards whereas others of you should be ashamed for the lack of cooperation to your fellow host superintendent, that has the invited you. PLEASE Act NOW.

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The Executive Committee of G.C.S.A.A. has named James E. McLoughlin as Executive Director of the Golf Course Superintendents Ass'n of America. McLoughlin is a graduate of Holy Cross College. He holds a law degree from Fordham University and a Master's in physics from Syracuse University. He was a high school physics teacher and coach for six years before taking over as Executive Director for Metropolitan Golf Association in 1966. The Metropolitan Golf Ass'n is the nations largest and oldest and serves more than 225 private clubs within the tri-state metropolitan New York area. Mr. McLaughlin comes well recommended and qualified to lead this national organization to greater heights. We are very fortunate in the selection.

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## DEALING EFFECTIVELY WITH SALESMEN

Salesmen are a necessary part of your business operation. They keep you informed of new products and serve as a personal contact between you and your suppliers. When a product you need is in short supply, a good relationship with your salesman can make the difference between getting your order and going without.

Unfortunately, many superintendent/salesman contracts result in a lot of time and coffee being consumed with very little to show for it. Here are some ways you can organize your meetings with a salesman to save you both time and energy.

**Prepare For Sales Calls** by having some idea of what you will order. Study that firm's promotional literature and trade magazine advertisements to develop a list of questions about products which interest you.

**Make Your Salesmen Understand** that your time is valuable and that you have no intention of wasting it. Your regular salesmen should understand that you will have nothing to do with a salesman who wastes your time and his. After all, he is there for your convenience.

**Train Your Staff** to separate the unimportant and unneeded items which salesmen are seeking to sell you from those products which could be of some value. Give someone on your staff the authority to turn down those which obviously have little value. Keep a list of your needs handy so that your staff can refer to it when a salesman calls.

**Meet with Salesmen** in an area of your building where you are least likely to be interrupted. The few minutes each day you save by making your meetings more efficient will add up to a sizable total by the end of the year.

**Don't Bother Your Salesmen** with matters over which they have no control. If you have a problem which they cannot solve, go directly to the company and use the time saved for more pressing matters.

If doesn't hurt to cement valuable relationships over an informal cup of coffee when you both have time to spare, but a hard look at the way you deal with salesmen can result in a considerable amount of time on everyone's part.

—Credit GCSAA Fore Front

Pat had been going to "Harry The Barber" for years. Each time he went in, Harry would start name dropping: "My friend Harry Truman. My good friend Jimmy Carter. As I was telling my friend, Bob Hope," etc. One day Harry said:

"As I was telling my good friend, The Pope . . ." at which point Pat interrupted:

"Hold it! This time you've gone too far, Harry. I've listened to your name dropping for years, but when you tell me The Pope is a personal friend, that's too much!"

"Real close friends," said Harry.

"O.K.," said Pat. "I've been wanting to go to Rome for a long time. I'll bet you ten thousand dollars you don't know The Pope. Go with me and prove it."

"Ten thousand? I'll go," said Harry.

They arrived in Rome and joined the multitude awaiting The Pope's appearance.

"Excuse me," said Harry The Barber. "I'm going on inside. When my good friend The Pope and I appear on the balcony, you'll owe me \$10,000."

The two appeared. Never having seen The Pope, Pat was skeptical. He turned to a little Italian gentleman standing next to him and asked: "Do you live in Rome?"

"Lived here all my life," was the reply.

"Do you know who that is up there on the balcony?"

The little fellow peered up, squinted his eyes, and replied:

"I don't know who the guy in the funny hat is, but that's my friend Harry The Barber standing there beside him."

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## SIX STEPS TO BETTER COMMUNICATION

"Communications is the lubricant for the work of an organization and fuel for the manager's positive relationships with an effective, satisfied crew," Ronald C. Frame, an Oklahoma City management consultant, states in *Managing Human Resources*, a new GCSAA management manual written especially for golf course superintendents. Frame gives six suggestions:

1. **Think through what you wish to accomplish before you start.** This is tactical, it is preparation and it helps eliminate surprises in the process.

2. **Determine the ways you will communicate:** This is a process of selection. What will work best with the other party?

3. **Appeal to the interests of the recipient:** You want his attention, he wants to know how he will be affected.

4. **Give feedback on what others communicate to you:** That is, "Now let me make sure I've got it." Feedback is a checking, confirming process.

5. **Get feedback on what you are communicating:** The burden is on you to make yourself understood.

6. **Test the effectiveness of important communications before relying on them:** Ineffective communication is no communication at all and will tend to generate problems of attitudes, sorry work, and more difficult communications later.

*Managing Human Resources* is available to GCSAA members for \$3.25 from GCSAA Headquarters, 1617 St. Andrews Drive, Lawrence, Kan. 66044.

**Dutch elm disease cure?** A University of Chicago medical student says he might have stumbled across a solution to the Dutch elm disease while attempting to discover a cure for cancer.

William J. Elliott was studying ways of synthesizing maytansine, a potent anti-cancer drug, when he learned a chemical analog of that drug attracts beetles that cause Dutch elm disease in elm trees. An analog is a man-made equivalent of a natural chemical. Elliott and his colleagues say they have developed a method to produce the analog — multistriatin — and that the raw materials are cheaper to buy than gasoline.

He said a vial of the chemical is placed at the base of a tree and the beetles get entangled in fly paper when they venture near the attractive chemical. Josef Fried, the professor directing the research, says enough multistriatin has been produced to attract all the elm tree beetles in North America.

## TURFGRASS CLIPPINGS—DUMP 'EM? OR LEAVE 'EM?

*Dr. A. Martin Petrovic and Robert O'Knefski with Ann Reilly*

What are turfgrass clippings? Basically, they are leaf blades and are 75-85% water. What isn't water is 3-6% nitrogen, 0.5-1% phosphorus and 1-3% potassium (a 4-1-3 fertilizer) along with calcium and a few other nutrients. There is little or no lignin or cellulose in turfgrass clippings, and because of this along with their being most water, they do not lead to thatch accumulation. Thatch is composed mainly of stems, crown tissue, leaf sheaths, roots and rhizomes, but not leaf blades.

### LEAVE 'EM?

Putting greens and other specialty surfaces aside where clippings have to be removed, one solution to the "what to do with clippings" problem is to leave them there. Collecting clippings is more than a waste of precious energy for you, it is also a waste of energy for the plant. As clippings break down, the "recycled" 4-1-3 fertilizer is returned to the turf. You have eliminated the dumping cost, and have saved the time of emptying catchers of bags and hauling the clippings to the dump by returning clippings to the turf.

Research at Michigan State University has shown that turf requires up to 2 extra pounds of nitrogen per 1000 sq. ft. where clippings are removed. These studies also indicated that turf needs 20-30% more fertilizer if clippings are removed to match the quality of turf plots where clippings are not removed. Thus, fertilizer costs can be cut by returning clippings to the turf, and the need to supply additional fertilizer which may end up in the ground water is eliminated.

Research at the Connecticut Agricultural Experiment Station showed comparable results. Turf specialists there found that 1.8 pounds of nitrogen per 1000 sq. ft. were removed when grass clippings were cleaned up. In some cases, researchers found that clippings could return over 50% of the nitrogen that was added as fertilizer. The turf was greener and growth was more vigorous where the clippings remained. Ten years ago, similar studies at Cornell University and at Eisenhower Park in Nassau County showed that turf was greener, more vigorous and more disease tolerant when clippings were left (dollar spot in particular was reduced).

When clippings are short, they fall down between the blades and decompose quite quickly. Tests at Michigan State and Connecticut showed that the clippings are recycled and the nutrient elements are utilized within 7 to 14 days. This was de-

termined by visual observation and at Connecticut by tracing the heavily isotopes of a form of nitrogen.

If the clippings are very long, wet or heavy, they should be removed. An alternate to raking is to re-mow the area after the clippings are dry, or to use a mulching mower. A few things should be remembered when using a mulching mower: 1) The turf must be relatively dry before mowing to help prevent machine cloggings and the formation of large clumps of clippings; 2) You will need to mow more often in the spring and fall because of the faster growth rate. If more frequent mowing is not possible during these periods, you may need to switch to conventional mowers; 3) Mulching mowers produce up to 30% finer clippings than conventional rotary mowers which means faster clippings breakdown, deeper and faster penetration of the clippings into the turfgrass canopy and clippings that are less noticeable.

### MULCH 'EM?

Turfgrass clippings can be used as a mulch around ornamentals, reducing weed competition, conserving soil moisture, supplying nutrients as the break down and helping to improve soil conditions especially in fine textured soils. Clippings can be used as a straight mulch, but are better if they are allowed to air-dry first. They can be composted with or without leaves, but either way should be applied to at least 1" thick and should be turned under in the fall to help supply nutrients for the next year. As with any mulching material, when using clippings as mulch: Avoid clippings from areas with stolons such as creeping bentgrass as clippings of this type can form into new plants and infest the ornamental beds, and do not use the first several batches of clippings after applying broad-leaf herbicides to the turf to prevent injury to ornamental plants.

### FEED 'EM?

You must answer NO to this question before considering turfgrass clippings as an animal feed: "Have any pesticides been applied to the turf? If you answered YES, strongly consider other alternatives for clipping utilization. Dried, pelletized clippings have been shown to be an excellent poultry feed; however, large acreages are needed to produce enough clippings for this process. Sod farmers, with limited pesticide usage, have been able to do this to a limited degree.

So., what are you going to do with your clippings? You leave 'em, dump 'em or use 'em. Remember, though, this point if you remember nothing else: clippings DO NOT create or add to the thatch layer of the turf.

L.I.C.C.S.A.

Reprint: NYSTA Bulletin

Restaurant owner from the old country kept his accounts payable in a cigar box, accounts due on a spindle and cash in his register.

"I don't see how you can run your business this way," chided his son, an accountant. "How do you know what your profits are?"

"Well, son," the father replied, "when I got off the boat, I had nothing but the pants I was wearing. Today your brother is a doctor. Your sister is an art teacher. You're an accountant.

"Your mother and I have a nice car, a city house and a country home. We have a good business and everything is paid for.

"So you add all that together, subtract the pants, and there's your profit."

*Hejaz Commentator*

Granddad bought a small, almost unnoticeable hearing aid and was so pleased he returned to the office to express his satisfaction.

"I imagine your family are very happy, too," said the salesman.

"Oh, they don't know I have it," chuckled the elderly man. "And am I having fun. In the past two weeks I've changed my will three times."

The Holeproof Sports Sock Company has thousands of letters on file from satisfied customers. The one they've chosen as the best came from a champion golfer who wrote, "Half an hour after I donned your socks, I got a hole in one."

The weaker sex is the stronger sex because of the weakness of the stronger sex for the weaker sex.



## CREATE A FIRE PROTECTION PLAN

Do your employees know what to do if a fire breaks out in your shop or maintenance building? Are they prepared to take immediate action to ensure safety and to minimize property damage?

The first step is to prevent loss of life. Employees should know the nearest exit from each enclosed work area, plus one or two alternative routes.

The second step is to notify the fire department. Emergency telephone numbers, including fire, police and ambulance, should be posted next to every telephone, and the location of any alarm boxes should be well known to all employees. If practical, one or more employees should be charged with the responsibility of seeing that the proper authorities are called in such cases.

Fire extinguishers usually come in three basic classes: A, B and C.

**Class A extinguishers** are generally air-pressured water, soda acid, pump tanks or gas cartridge types. They are only effective on wood, paper or textile fires, and should not be used on flammable liquid or electrical fires. This type of extinguisher works by wetting down the fire's fuel, lowering its temperature and extinguishing it.

**Class B extinguishers** usually are dry chemicals or carbon dioxide, and are most effective against flammable liquid fires, including oil, gasoline, paint or grease. They may also be used to fight small Class A fires.

**Class C extinguishers** also are dry chemical or carbon dioxide types, especially designed to be used against electrical fires. They may also be used for small Class A or B fires. Class B and C extinguishers work by replacing the oxygen the fire needs to burn with carbon dioxide, smothering the flames.

The number and types of extinguishers you need depends on the amount and kind of fire hazards in the various areas of your shop. Class A extinguishers, where appropriate, should be no more than 75 feet of travel distance apart, and Class B and C extinguishers should be no more than 50 feet apart. Extinguishers are also available that use an all-purpose chemical and may be used on all classes of fires.

Have extinguishers inspected regularly and recharged promptly after use, and see that employees are given periodic instruction on their use. Your local fire department or extinguisher supplier may be able to help you set up a training program.

*Reprint: Forefront*

Few things help an individual more than to place responsibility upon him and to let him know that you trust him.

BOOKER T. WASHINGTON

## PURCHASING EQUIPMENT

Many of you have been attending the various turf conferences and trade shows during this winter — some of you with the intention of seeing and maybe purchasing a new piece of equipment.

Purchasing equipment is always a difficult and demanding task. Yet, you, as a turf manager, have the responsibility of purchasing, maintaining, and protecting thousands of dollars worth of mowers, tractors, and other turf maintenance equipment.

Let's assume you need a new piece of equipment. How do you go about obtaining it? The first and main thing you should remember is that you want a piece of equipment which best fits your situation. That means it should meet your job requirements and your financial situation.

You should define the job you want done and determine the specific job requirements. Compare how long it takes to do this job with whatever method or machine you are now using to how long it will take with the new piece of equipment. At the rate minimum wages are going up, it might be cheaper to buy a new and better piece of equipment.

Now you need to figure out the approximate amount you can spend on a new piece of equipment. Remember, you can't buy a Cadillac on a Volkswagen budget. Although most new equipment carries a high initial cost, the long-term savings and better looking turf area from timely maintenance will make the purchase worthwhile.

Expensive equipment does not mean it's the best. You can buy a \$200 mower to trim the grass around a sand trap, or you can buy a \$75 mower to do the same job. No matter which mower you buy, the housing will be severely eaten by the sand. It may be wiser to buy the cheaper mower and replace it as it wears out than to buy a more expensive mower which will require a larger initial cash outlay and still need the same maintenance as a cheaper mower.

The time has now come for you to go looking for that new piece of equipment. Trade shows are probably the best place to go looking first. They will generally have a wide selection from different manufacturers. You will also find less pressure to make a sale than at your local equipment dealer. You should also make sure to read all the professional literature you can about the various pieces of equipment in which you are interested. Talk to others who may own the piece of equipment in which you are interested. What I'm telling you is to look around. Ask questions to learn about a machine's drawbacks as well as its potentials. Always ask for a demonstration; don't just kick the tires. Keeping up with the latest equipment is a must for the conscientious turf manager.

If you now have made up your mind on the piece of equipment you want to buy, the next step is to shop around for the best deal. Be sure to find out what services will be performed by the seller and the details of your guarantee. When you do finally make your purchase, you should make sure you get a service manual which lists all parts and has instructions on how to make repairs. It is also a good idea to make up a 3-inch by 5-inch index card on which you can record the equipment's identification number, date and location of purchase, cost, and maintenance to be performed on the machine in later months. This card can be a valuable, ready reference for the turf manager, especially as it applies to insurance, depreciation schedules, and maintenance schedules.

Remember, shop around to determine what fits your need and your budget before buying that new piece of equipment.

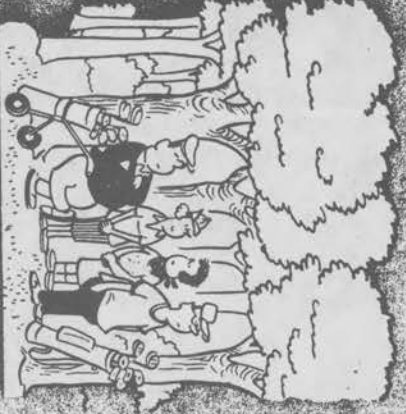
from **Fore Front** (May, 1977)

CLIP OUT AND POST!

THE GOLFER, March 1976

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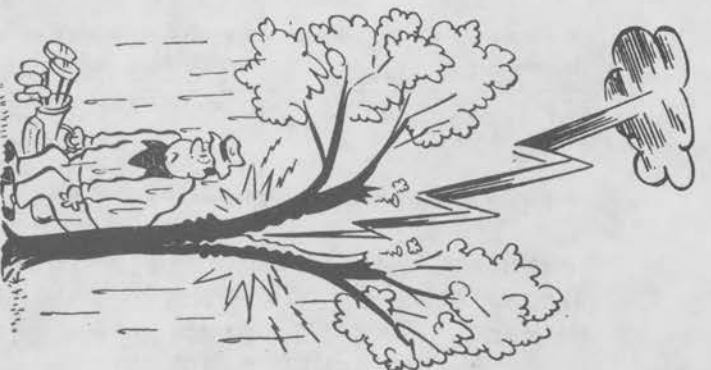
# LIGHTNING



**DO STAY AMONG SEVERAL TREES**  
It is unlikely that lightning will be attracted to a grove of trees.



**DON'T GET IN A SMALL SHELTER**  
Small, exposed shelters may offer protection from rain, but little, if any, from bolts of lightning.



**DON'T GET UNDER A LONE TREE**  
More golfers are killed in rain storms in this manner than any other. Single trees are especially attractive to lightning.



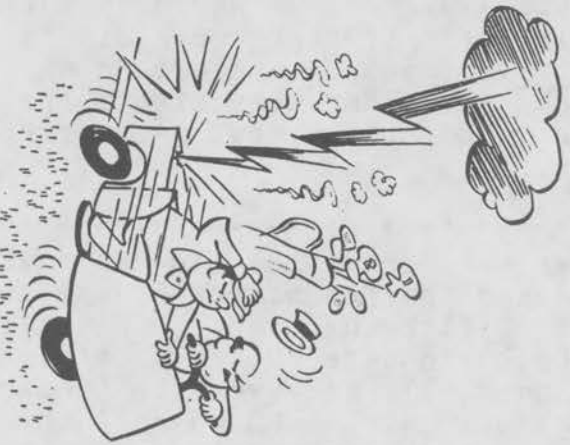
**DO SEEK A DEPRESSION**  
Lightning nearly always skips valleys or other depressions in the ground.



**DO FIND A LARGE BUILDING**  
Lightning bolts are not in a large number of open-sided protected buildings.



**DON'T RAISE CLUB OR METAL UMBRELLA**  
Several golfers have been "electrocuted" when their raised club or umbrella acted as a lightning rod, attracting the bolt.



**DON'T STAY IN YOUR GOLF CAR**  
In 1959 two Chicago golfers were killed as they raced toward the clubhouse in their car during an electrical storm.

It is that time of the year again, display.

CLIP OUT AND POST!



In looking forward to 1981 and meeting places. We would appreciate invitations for meetings at your location if it is possible to have us, so please talk it over with your people and extend an invite giving us the best day of the week most convenient, the best month with a possible second choice, and/or the best week of the month to fit into your clubs plans.

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This is the third year of the three year pesticide license that most of our members have. I have asked the Department of Agriculture at Traverse City as to how renewals will be handled. The certification will end on the anniversary of your birth date. 90 days before this certification ends, the applicant will receive from Lansing study materials, application and also locations throughout the state including times and dates as to when examinations will be given. The basic or core, recertification examination consists of 25 true or false, or multiple choice questions, and the category # 3 or Ornamental & Turf, examination has 20 questions.

If you have any further question as to your personal status, we suggest that you contact either Bruce Wildie or Leonard J. Gardner, Dep't of Agriculture, 1030 Hastings St., Traverse City, 49684

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#### Take Your Path to Success

The objective of any endeavor is to accomplish the desired results. Many folks say there is only one right way. That is no more true than to say there is only one wrong way. There are many right ways and many wrong ways.

The process might be likened to traveling from one city to another. The objective is to get, say, from Los Angeles to New York. The methods of travel can be many: you could ride a bicycle, motorcycle, horse, car, train, airplane, or go by boat. Or you could use a combination of any or all of these methods.

The routes of travel could be just as varied. Even a wrong road could be very rewarding. Columbus didn't know for sure where he was going, nor did he know where he was when he got there. However, that he started with an objective in mind and kept going, opened up a whole new world for all of us.

The important thing is to start. Select a short or long objective and, as you travel, work and learn. You can change courses, change work, change objectives or destinations. The important thing is to pick an objective and start. However, keep a steering control so that you can alter course to improved objectives. In today's world with pyramiding technology and changing world conditions, it is important to keep steering control of your progress, but, at the same time, to remain flexible so that you can reach success in *your* way.

*Ralph A. Nichols*

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SEPTEMBER DATES TO REMEMBER, 8th will be our meeting at Missaukee Golf Club, Intersection M-55 & M-66, between Lake City and Mc Bain. Sept. 9th, will be Field Day at Traverse City Golf & Country Club.

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Reminder that we must tell Interlochen Golf & Country Club of the number that will be there for dinner. A fine menu is planned and we want you to be present so get your card in and try and bring along a prospective member that should be with us. The postcard

NOW.