

The Green Sheet



Central Pennsylvania Golf Course Superintendents Association

Volume 7 Issue 3

May 1999

May Meeting

Susquehanna Valley Country Club

Wednesday, May 5, 1999

10:30 AM - Speaker

11:45 AM - Lunch

12:30 PM - Shotgun

This is a Joint meeting with the Keystone Association.

(There will not be a CPGCSA Board of Directors Meeting this month.)

Golf Course Profile

Susquehanna Valley Country Club is a private club that was established in 1918. It was originally a nine hole course. The back nine which was designed by William Gordon was opened in 1958.

Superintendent Profile

Greg Bingeman has been superintendent at Susquehanna Valley Country Club for 26 years. He is a 1969 Penn State University turfgrass graduate.

1999 Surveys

Thanks to all Superintendents that participated in the 1999 Superintendent Survey. We had a 50% response rate this year!!! Your summaries will be mailed as soon as they are complete.

The speaker for this meeting is Bob Hesser. This presentation provides 2 credits in Aquatics (Category 9).

Increase Efficiency with the Internet

To be successful and provide the highest value to employers, a superintendent needs to stay on course with more than just the latest technology in turfgrass management. Superintendents also should have access to the latest computer technology, including the Internet, at the office.

Benefits of superintendents having Internet access in the office:.

- **Improve communication** with golf course officials and fellow GCSAA members using E-mail.
- **Access current weather forecasts** for their local area to stay aware of how weather conditions may affect daily operations.
- **Visit the growing number of supplier Web sites** to gather information and comparison shop for equipment, supplies and services.
- **Post problems** on the GCSAA discussion forums and gather expertise from hundreds of member superintendents.
- **Participate in association activities**, such as registering for regional seminars, planning your conference and show schedule, reviewing publications, and getting the latest news.
- **Find technical information** by using various search engines and databases of research findings and agronomic practices.
- **Access compliance/regulatory information** at the local, state, and federal levels and get MSDS from GCSAA's Web site.

Double Benefit: No matter what information needs may be met by using the Internet, the end result is the same: superintendents will be able to do their jobs more efficiently for their employers.

Source: GCSAA Information Services Committee as printed in GCSAA's Leader Board, January/February 1998 issue.

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President's Message

I would like to thank John Gehman, Owner and Superintendent of Butter Valley Golf Port, for hosting the April 6 meeting. A better day could not have been chosen - the weather was perfect, as always the course was in great condition, the food was delicious and the speaker was very informative. For those of you who were unable to attend, please try to attend our next meeting, which will be joint with Keystone on Wednesday, May 5, 1999 at Susquehanna Valley Country Club.

On a more concerning note, I would like to extend the Associations apologies to Novartis for any mis-understanding in the Editorial section of the April Green Sheet. I have spoken to the Editor and he was trying to bring light to an issue that he PERSONALLY feels is an area of concern to all Superintendents.

In today's industry, every Superintendent is on a "tight" budget. Chemicals, pesticides, fertilizers, and herbicides are all major parts of our budget. Therefore, we are always attempting to obtain the most competitive bid. The Editor was merely expressing his concern over this matter. The purpose of the Green Sheet is to benefit the membership of CPGCSA, specifically the Superintendents. All articles in this publication are not written by professional writers but by amateurs thus reflecting their opinions and personalities. Most of those opinions will be based on a Superintendent's experiences.

I would like to thank all Affiliate members for their advertising, without them our Green Sheet would be compromised, and assure you that an attempt will be made to prevent any singular bias remarks from being made in the future.

On a more positive note, I would like to wish my fellow superintendents a great season! Here is hoping your greens are fast and firm, your fairways nicely manicured, your tees divot free, your rough up to your members ___ and your refrigerators full of your favorite beer!

See you all on May 5.

Theodore S. Zabrenski, President

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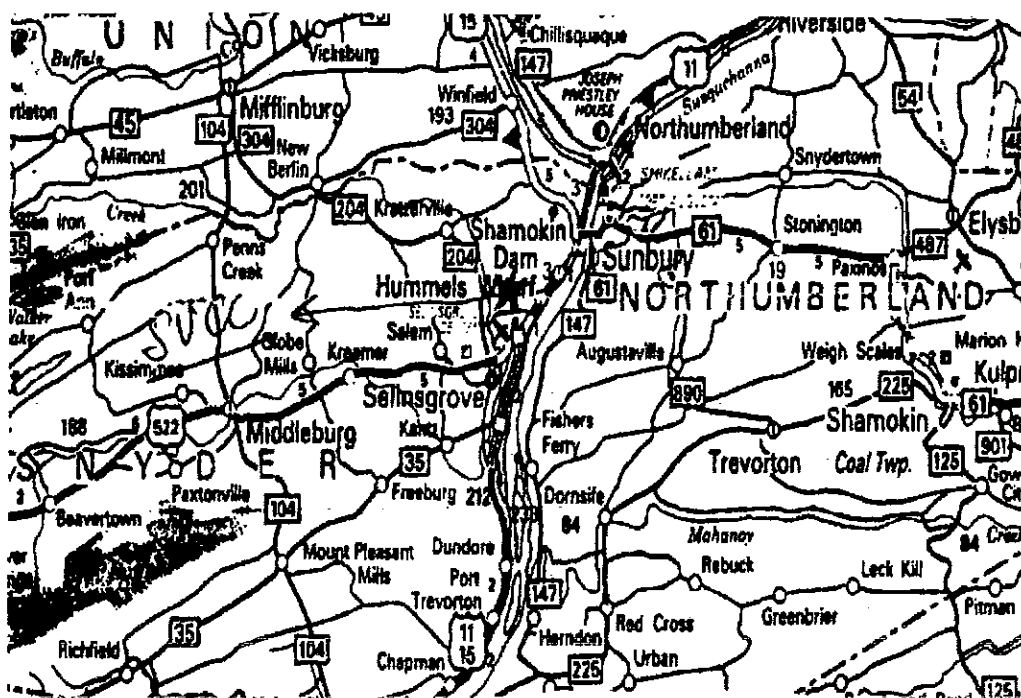
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Directions to Susquehanna Valley Country Club

Routes 11/15 North. Turn left onto Mill Road to SVCC entrance (Past Susquehanna Valley Mall and Pep Boys)



Membership News

We would like to welcome the following individuals into our association.

Mark Blest, Superintendent Honey Brook Golf Club	Class A
David Boniface, Superintendent Pilgrim's Oak Golf Club	Class B
Jeffrey M. Granitz, Assistant Superintendent Golf Club at Felicita	Class C
Robert Orazi, District Manager Koontz Irrigation and Supply Co.	Class AF

There were no new applications presented this month. If you know of anyone who may be interested in membership into the association or has questions on the status of their applications, please have them contact Mark Malasavage at (717) 533-3269.

The final membership dues statements for 1999 have been mailed. This third notice includes a \$10.00 late fee. Please return your payment by May 15 to retain your membership and to continue receiving association mailings.

Moving violations

Golf course superintendents across the nation were asked:

What is the most common golf car driving violation on the course today?

Driving Too Close or On Greens

41%

Ignoring Daily Posting or Golf Car Restrictions

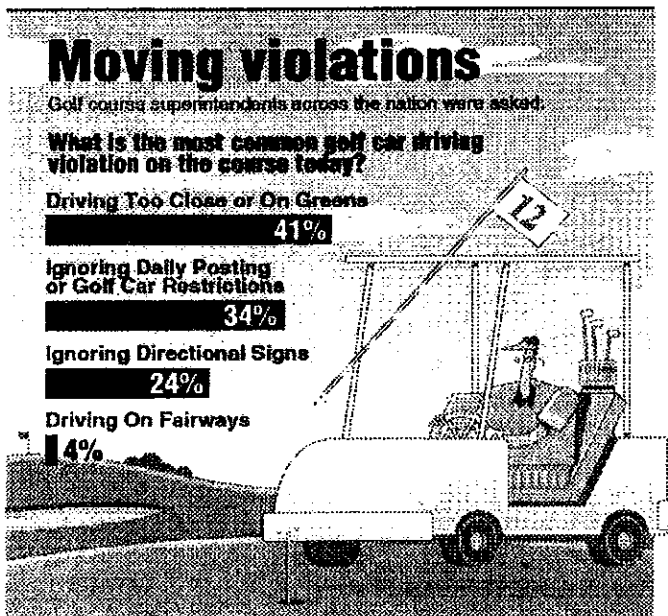
34%

Ignoring Directional Signs

24%

Driving On Fairways

4%



Source: GCSAA's 1999 Golf Leadership Survey

Local Research

Tony Goodley, CGCS at Heritage Hills Golf Resort is working with Peterson Annual Bluegrass. Anyone working with or interested in sharing information, please call Tony at (717) 755-1919 or Greens@HHGR.com.

Employers Cite Benefits of Certification

In the past 26 years, GCSAA's golf course superintendent certification program has become one of the most challenging and rewarding professional development programs in the industry. **Important:** To improve the overall experience and education of superintendents, employers can help by providing the time and funding necessary for their superintendent to work toward the eligibility requirements to enter and complete the CGCS program. **Why?**

An independent study commissioned by GCSAA in 1996 to determine how employers and golf course owners value and perceive the CGCS designation found:

- 69 percent to 89 percent of the owners, professional managers and green committee chairs interviewed said the CGCS designation made a noticeable difference in golf course conditions, organizational skills, budget and people management skills.
- 98 percent cited the areas of turfgrass management, knowledge and application of research findings, equipment innovations and environmental matters as being important to top management. These are all major areas of study in the CGCS program.

Recent Findings: In GCSAA's 1997 Membership Survey results, 46.4 percent of CGCS respondents cited experience, a sense of accomplishment and continuous improvements in all job-related activities as reasons for becoming certified. **Opportunity:** With more than 163 courses and seminars, including self study and correspondence courses, the certification program supports the qualities and qualifications sought by employers. Those qualities are reflected in superintendents' various roles - from agronomist and environmental steward to golf strategist and financial manager. **Requirements:** The certification examination covers six major areas of golf course management and is administered in on six-hour period.

For more information on certification, call (800) 472-7878, ext. 484.

Source GCSAA Leaderboard September/October 1998

Equipment Wanted

Please call Scott Fischer at Red Lion Country Club if you have the following available to sell. (717) 246-6538.

- Used verti-cut heads for a 1993 Jacobsen Greens King IV.

We will continue to advertise used equipment and equipment wanted in each newsletter. If you have anything that may be of interest, please contact Wanda to place your ad FREE!!!

Heather and Gorse

by Mark V. DelSantro, CGCS

It has been said that some people "can't see the forest for the trees." Yet, for a tiny ant living in this great big world, it might be said that that ant "couldn't see the heather for the gorse." It's really simply a matter of semantics, isn't it?

Heather and Gorse has been censored for the month of Many by the higher powers of the world in which we live. As a viable alternative, the editorial staff of the CPGCSA has decided to post a few "Letters to the Editor" in response to last month's "Heather and Gorse" article. Please be forewarned that these letters are strictly the opinions of the scribes. Similar to editorials published over the past year, they do not necessarily reflect the opinions or beliefs of the CPGCSA as an organization.

Enjoy!

April 1, 1999

Dear Mr. DelSantro:

I would like to take this opportunity to respond to your recent Heather and Gorse column in which you raised questions concerning agency pricing and singled out Novartis as a company who you perceived as taking advantage of golf course superintendents.

At Novartis Turf & Ornamental we strive to offer golf course superintendents environmentally sound plant protectants which help solve their problems. We invest heavily in research and development to bring new products and solutions to the market and we continually innovate in formulations and packaging to improve our current product offerings. We field one of the largest and most technically proficient sales and R&D staffs in the industry. Our 24 sales representatives and our 7 field R&D scientists (all with PH.Ds) work with university researchers, distributors and superintendents to ensure that our products are used properly and to their best potential.

We provide training on subjects as diverse as Risk Communication, Disease Insensitivity Management, Worker Right to Know and Insecticide Resistance Management to superintendents free of charge. We sponsor activities with virtually every state and regional GCSAA chapter and are major sponsors of initiatives with the national GCSAA. We are Platinum Tee Club Members, one of the four corporate sponsors of the Environmental Steward Awards, sponsors of the Legacy Scholarship Award program, the military superintendents educational program and are major contributors to the GCSAA Foundation. Several of our scientists are GCSAA seminar instructors and donate all their speaking fees back to the GCSAA Foundation. All told, Novartis contributes hundreds of thousands of dollars per year to the advancement of the superintendent's profession and the betterment of the game of golf.

Concerning agency pricing, only three of over thirty product package sizes we offer are covered under an agency program. For each of those three (Banner MAXX, Subdue MAXX and Primo LinkPaks) there are alternate package sizes and/or formulations available that are not on agency programs. You should be aware though that in each case, you will always be able to buy the Novartis package size on an agency program at a lower price than the package size that is not on agency. It is Novartis' intent to ensure that the superintendent's best value and lowest price can be obtained by buying LinkPaks.

Distributors cannot alter the price of agency products because they do not own those products. Ownership is retained by Novartis and the distributor acts as our agent in completing the sale to the superintendent. In return, Novartis pays the distributor a fee which covers their costs and provides them a fair profit margin. For Novartis, agency programs are a way to ensure that superintendents receive the best value and our distributor partners remain profitable so they can continue to provide the services you require.

In closing, Mr. DelSantro I would like to assure you that Novartis cares very much about the superintendent's opinion of us and whether or not you purchase our products. I would be most happy to visit you at Wyncote CC to discuss this matter further or better yet, I would be pleased to address this topic with your membership at an upcoming meeting of the CPGCSA. Please call me at (336) 632-2464 if I may be of further assistance.

Sincerely,

Gene Hintze
Director, Novartis Turf & Ornamental

USGA Rules of Golf

"The Value of a Lost Ball?"

General Synopsis: If any of you saw the Masters tournament in early April, maybe you saw this situation. On Saturday, Greg Norman flew his tee shot on the twelfth hole into a bush behind the green. For his allotted five minutes, his playing partner (Lee Janzen), his partner's caddy, his caddy and himself searched ferociously through the bush. They were lifting, poking, prodding...about the only thing they did not do was actually uproot the bush. The question is "if Greg Norman or his caddy, while searching for the ball in the bush, caused the ball to move, would he have been penalized?" As an additional question, "what if Lee Janzen or his caddy, while searching for Greg Norman's ball in the bush, caused the ball to move, would either of the players have been penalized."

Answer: The answers are "yes" and "no". Rule 18-2 and 18-4 cover these questions. Rule 18-2 Ball at Rest Moved by Player, Partner, Caddie or Equipment states that the player, his partner, or either of their caddies lifts or moves it, touches it purposely, or causes it to move except as permitted by a Rule, the player shall incur a penalty stroke. The ball shall be replaced unless the movement of the ball occurs after the player has begun his swing and he does not discontinue his swing. Rule 18-4 Ball at Rest Moved by Fellow Competitor, Caddie or Equipment in Stroke Play states if a competitor's ball is moved by a fellow-competitor, his caddie or his equipment, no penalty is incurred and the ball shall be replaced.

Discussion: Now, I wonder had Greg Norman known this rule, if he would have raped the bush the way he did in an effort to find his golf ball. Considering that if he moved his ball in the bush, he would have been penalized one stroke and he would have had to replace his ball. After replacing the ball it most probably would have been unplayable, costing him another stroke, meaning that he would have needed to chip the ball in from the mulch for a bogey. Realistically, he would have been staring at at least a double bogey and maybe even a triple bogey. Instead, he didn't find his ball, he returned to the teeing ground, under a penalty of one stroke, hit the ball on the green, and made the putt for a bogey. How much was that lost ball worth?

1999 CPGCSA Meetings

- * **June 8** **Country Club of Felicita**
Brian Heffley, Superintendent
- * **July 13** **Range End Country Club**
Kirby Putt, CGCS
Pete Ramsey, Superintendent
- * **August** **Carlisle Country Club**
Greg Fantuzzi, CGCS
- * **Sept 21** **Wyncote Golf Club**
Joint Meeting with Philadelphia
- * **October** **We are looking for a host for this meeting.**
Annual Meeting

Allied News

The Allied Golf Course Superintendents Association of Pennsylvania wish to thank the following companies for their support of the 1999 hospitality suite in Orlando.

Aer-Core, Inc.
AgriEvo
Andre & Sons, Inc.
A T Sales/Chip Presendofer
Ault, Clark & Associates LTD
Bayer Corporation
Blest Sand Corporation
Blaukavitch Golf Course Design
Blue Ridge Peat Farms
Colin Boyd Turf Industries
D. M. Boyd Company
Earthworks
Farm & Golf Course Supply
Finch Turf Equipment
Fisher & Son Company
Golf Cars, Inc.
Golf Car Supply
Krigger & Company
Lawn & Golf Supply
Lesco
Mid-Atlantic Equipment Company
Montco/Surfside
Novartis
Pennick-Arrimour, Inc.
Philadelphia Turf Company
Pocono Turf Supply
Sarver Irrigation
Shearon Environmental
Sporting Valley Sod
Stull Enterprises Golf & Turf Division
Sweeney Seed Company
Tanto Construction & Supply
Three Rivers Tractors & Equipment
TSG Services
Turf Partners, Inc.
Zeneca Professional Products

If you have any information that you would like included in the June Newsletter, the deadline for submissions is May 17, 1999.

Please fax information to Wanda at (717) 279-0368 or e-mail to fry@nbn.net.

To The Editor:

Wow -- I just finished reading my CPGCSA April newsletter and as always the "Heather and Gorse" article articulates the thoughts in my mind. I've spent the last 2 weeks going through my supply bids using all the factors Mark DelSantoro expounded upon in his article with regards to selecting the products for my course - all while ultimately keeping in mind it's my obligation to my employer to do the best I can for them. I can never remember a year with so much agency pricing, a.k.a. price fixing. If this trend continues I'll no longer need to send-out bids, just increase my phone budget. Of course they'll also be no need for sales reps to stop by because we'll get all the information we need from the mother office - maybe the corporate boys already have this figured in the master plan. The sad fact is that when you talk to your rep about this growing problem, they are as concerned as I am. Come on corporate brass, let these people do what they were trained for sell!

Now Mark, I understand through the grapevine you've taken some heat from the Novartis boys and others, because they feel they have been "singled out". Hell, they should feel honored because you named them, you could have listed a growing number of companies who are price fixing. You also suggest that perhaps GCSAA could help in this matter. As a long time and proud member of the GCSAA I do have to confess to my growing concern for the number of "corporate partners" we now have. You see I believe GCSAA exists because of individual members and the local chapters, but then again I used to think Washington DC existed because of US citizens electing their local representatives. I hope we're not to the point where corporate donations cloud the legitimate concerns of it's membership.

Let me finish by saying that once again a thought provoking article, timely, and truly a concern of the membership. I have decided to no longer refer to you as Professor DelSantoro but as the Prophet DelSantoro - keep up the good work. By the way if you are asked to print a retraction, do the honorable thing say #@*% off and quit.

Jeffrey L. Fry, CGCS

Golf Results

The following are the results from the four man scramble golf tournament at Butter Valley Golf Port

First Place: 67

John Chassard	Mel Leaver
Kelly Kressler	Ryan Fogel

Second Place: 69

Lee Kozsey	Jim Carville
Steve Chirip	Shaun Barry

Longest Drive:

Mike Benedict

Closest to the Pin:

Scott Fischer

Hope to see you next month at Susquehanna Valley Country Club with the Keystone Association!

Scott Fischer

Associate Degree Option Available for Penn State Technical Program Students

Penn State's two-year Golf Course Turfgrass Management Program has worked out an articulation agreement with Penn College of Technology which allows all graduates of the 2-year Turf Program to complete an Associate Degree. Penn College of Technology is a Penn State affiliate located in Williamsport, PA.

The agreement allows any certificate program graduate to continue studies at the Williamsport Campus. By completing two semesters and required classes, the student would be awarded an Associate Degree in Landscape Technology with an emphasis in Turfgrass Management. For further information, contact Rich Weilminister at Penn College at (717) 320-8038, extension 3534 or George Hamilton at Penn State at (814)865- 3007.

April 1999

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Barry Goodhart
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The Green Sheet

