

Our Mission is to promote the welfare of the game of golf, the science and art of golf course management, the organizational and business effectiveness of the profession, the professional image and well-being of individual members, and to unite golf course superintendents within the Greater Kansas City area.

Since 1933

Heart of America Chapter

GCSAA

GOLF COURSE SUPERINTENDENTS ASSOCIATION OF AMERICA



Environmental
Institute for Golf

Governor's Club



Volume 42, No. 2

April 2010

North/South Cup



Winterstone Golf Course, Independence, Mo.

Date: April 15, 2010

Location: Winterstone Golf Course,
Independence, Mo.

Superintendent Profile: John Johnson is the superintendent at Winterstone. He is a 1994 graduate of Hawkeye Community College in Waterloo, Iowa. From 1994-1998 he was 2nd assistant Des Moines Golf and Country Club in West Des Moines, Iowa. From 1998-2000 he was 1st assistant at Loch Lloyd Country Club in Belton, Mo. From

2000-2002 he was 1st assistant at Prairie Highlands Golf Course in Olathe, Kan. In 2002 he took the position of superintendent at Winterstone.

1st Assistant Superintendent Profile: Josh Hawkins is the 1st Assistant Superintendent. He started his career as an intern at Geneva National Golf Club in 2007 in Lake Geneva, Wis. In 2008 he interned at Loch Lloyd Country Club in Belton. He graduated in 2009 from Iowa State University and has been the 1st Assistant Superintendent at Winterstone since 2009.

Continued on page 5

Heart of America GCSA

Officers and Board of Directors:

President: Doug Melchior - Overland Park Golf Course, 913.897.3805

Vice President: Darin Pearson - Alvamar Country Club, 785.843.6303

Secretary/Treasurer: Tim Nielsen - Drumm Farm Golf Club, 816.350.9900

Immediate Past President: Scott Johnson, CGCS - Shadow Glen, The Golf Club 913.764.6531

Directors:

Scholarship & Research: Duane Sander, CGCS Shoal Creek/Hodge Park Golf Course, 816.781.8975

Tournaments: Todd Bohn - Creekmoor Golf Club, 816.331.3306

Membership, Awards, Historical: Aaron Willing - Indian Hills Country Club, 913.362.4530

Education: Paul Davids, CGCS - Sycamore Ridge Golf Course, 913.592.2085

Meetings & Programs: Bill Irving - Lawrence Country Club, 785.842.0592

Public Relations/Communications: Jeff White, CGCS - Lake Quivira Country Club, 913.631.8002

Special Directors:

Gary Breshears - Kansas City Turf Supply, 816.518.8691

Ken Harding - John Deere Golf 913.208.6546

Alex Tucker - Meadowbrook Country Club, 913.642.2338

Chapter Delegate Liason:

Todd Bohn - Creekmoor Golf Club 816.331.3306

GCSAA Secretary/Treasurer:

Sandy Queen, CGCS - City of Overland Park Golf Division, 913.897.3805

GCSAA Director:

Bill Maynard, CGCS - Milburn Country Club, 913.432.0333

HeartBeat Editor:

Tony Bertels - Swope Memorial Golf Course, 816.513.8911

Executive Director:

Kim Weitzel, 816.561.5323

Support Your 2010 HeartBeat Advertisers

Bayer Environmental Science

913-205-5381

BWI

800-247-4954

CE Golf Design

913-621-5214

Commercial Turf & Tractor

800-748-7497

Emerald View Turf Farm

573-634-3444

Ewing Education Services

816-220-9222

Floratine Midwest

816-331-3659

913-642-7202

Helena Chemical Company

913-541-1310

Herfort Norby Golf Course

Architect

952-361-0644

Holiday Sand & Gravel, Inc.

913-492-5920

John Deere Golf

800-321-5325

Johnson County Topsoil

913-681-2629

Kansas City Turf Supply

913-915-2994

Kansas Golf & Turf

1-800-260-6095

Meyers Companies

913-681-2667

Mid-America Golf & Landscape

816-524-0010

Midwest Laser Leveling

785-608-0195

Redexim Turf Products

816-309-6500

Reinders, Inc.

913-238-0869

816-977-9853

816-225-7235

R.M.I. Golf Carts

913-829-1211

Stingray Aquatics (pond restoration)

708-278-1988

Supreme Turf Products

913-829-3611

Syngenta Professional Products

314-308-0330

Turf Professionals Equipment

913-599-1449

Urban Tree Care

816-214-8327

Van Wall Equipment

913-397-6009

Vermeer Great Plains

1-800-932-3655

Williams Lawn Seed, Inc.

816-863-1372

FUNCTION FORECAST

DATE

April 15
May 5
June 14
August
October 4-5
November 1
December 3
December 14-15

EVENT

North/South Cup
Media Day/Past Presidents' Event
S&R Tournament
Employee Tournament
MO Cup Challenge
Annual Meeting
Holiday Party
Common Ground Conference



NORTH/SOUTH CUP

DATE: Monday, April 15, 2010

LOCATION: Winterstone Golf Course
17101 E. Kentucky Rd.
Independence, MO 64058
816-257-9584

HOST SUPERINTENDENT: John Johnson

SCHEDULE: 10:30am - Registration & Lunch
11:00am – Meeting & Program
12:30pm - Shotgun
After Tournament - Awards

COST: \$50 per person

MEETING TOPIC: "Power Point for the Golf Course Superintendent" with Tracy Adair Dering, GCSAA
(GCSAA CEU's have been applied for)

DRESS CODE: Country Club Attire (Collared Shirts, No Jeans or Cargo Pants). Please clean your soft spikes.

FORMAT: 2-man, best ball. Matching pitting teams from north of I-70 vs. teams south of I-70.
Winner will be determined by which team wins the most matches.

RESERVATIONS: Mail, Fax or Email Reservation no later than **Monday, April 12.**

DIRECTIONS: From 1-35 North (downtown) take the i_70 E exit 9exit 2U towards St. Louis); merge onto I-670 E/I-70 Alt E (which becomes I-70E); merge onto MO 291 N (exit 15B toward Liberty);, turn right onto E. Kentucky Rd; and at 17101 E. Kentucky Rd.

Yes, I/we plan to attend the North/South Cup!

Player(s): _____	Company: _____	Handicap _____	North or South of I-70?
_____	_____	_____	<input type="checkbox"/> N <input type="checkbox"/> S
_____	_____	_____	<input type="checkbox"/> N <input type="checkbox"/> S
_____	_____	_____	<input type="checkbox"/> N <input type="checkbox"/> S
_____	_____	_____	<input type="checkbox"/> N <input type="checkbox"/> S

Person to Contact and/or Invoice: _____

Company: _____

Address: _____

Phone: _____ Fax: _____

Email: _____

PAYMENT:

Check Enclosed Invoice(*) Credit Card: No.: _____

Security Code (now required): _____ Exp.: _____

Name on Card: _____

(*)By indicating you wish to be invoiced, you agree to pay total invoice **upon receipt**. Invoices will be sent electronically when an email is provided.

All "No Shows" will be billed. *** You may cancel without penalty 24 business hours prior to event registration time.

Complete Form and Mail, Fax or Email no later than Monday, April 12 to:
Heart of America Golf Course Superintendents Association
 638 W. 39th Street . Kansas City . Missouri . 64111 . 816-561-5323 . 816-561-1991/fax . www.hagcsa.org

President's Message

Greetings Members,

I think that spring has made it to the Midwest, finally. Most of us are excited about the opportunity to mow some green grass for our patrons and members. Oh the aroma of a freshly cut green on a crystal clear morning with a little dew. I know, I can smell it right now.



I would like to thank everyone for attending the Hospitality and Bowling Events in February. What a great way to start off the year and it was great to see so many new faces. I would also like to "thank" Greg King, Kansas City Turf Supply, and Brian Freeman, Turfwerks, for sponsoring the events. Your support of the association is greatly appreciated.

Our mission is to promote the welfare of the game of golf, the science and art of golf course management, the organizational and business effectiveness of the profession, our professional image and well being of individual members and to unite golf course superintendents in the greater Kansas City area. Our small fraternity that is the Heart of America Golf Course Superintendents Association, and the support staffs which includes assistant superintendents and our affiliates, are an outstanding group. This group is comprised of highly educated and professional individuals. Our affiliates are the entrepreneurs and small business owners who do business within our community. They are what keep our "Heart" pumping - they sponsor events, make donations and contribute their time and resources. We need to support these businesses. This is how we live our mission statement, supporting the organization and those businesses that support us.

Don't delay in signing up for our monthly events coming up at Winterstone in April and Sycamore Ridge in May.

Again, I am always available for questions and comments and I hope everyone has a great spring 2010.

Doug Melchior
doug.melchior@opkansas.org

Editor's Poem



CAMOUFLAGE
Protecting men from honey-dos since 1902
DemotivateUs.com

By Tony Bertels

Take out the trash	I	I don't mean to nag
Go get me some cash		Put your trash in the bag
And I must confess	A	Would you clean up this clutter?
The yard is a mess	M	There are leaves in the gutter
Let's sit down and talk		Don't give me that look
Take the dogs for a walk	W	It won't kill you to cook
Would you fill up my tank?	O	Be nice to my sister
Call my father and thank	M	I am serious, Mister!
Him for sending that card	A	The garage is a wreck
Have you finished the yard?	N	You're a pain in my neck
Would you mind cooking out?		Why must I ask?
What's this bill all about?	H	Always take you to task?
Please wash off that dog	E	Just do it for me
Must you live like a hog?	A	Could you trim up the tree?
Please honor my wishes	R	This color's too faint
Put away all those dishes		It could use some new paint
Did you hang up the light?	M	Pick up that junk
Do my pants look too tight?	E	Get the bags from my trunk
Would you vacuum the floor?		Go hang up that hat
Oil the squeak in the door	R	Does this skirt make me fat?
Just tevo the game	O	Could you pick up the cleaning?
It can wait just the same	A	You give lazy new meaning
I should not have to beg	R	I'll ask you once more
Hold you down by your leg	A	Will you stop at the store?
Let's go out on the town	R	Did you hear what I said?
Put the toilet seat down		What goes on in your head?



ROSTER DEADLINE

Have you paid your dues for 2010? If not, the drop-dead deadline is **April 30**, in order to be listed in the roster.
Don't miss this opportunity!



Looks like we're starting the year off with some clever people who'll be entered into the 2010 Tony's Teasers drawing for **(4) \$250 gift cards.**

March's Clue: Melancholy Turf
Answer: Blue Grass

Here is a list of those that submitted a correct answer (as of 3-30-10):

- Gary Breshears
- Paul Davids
- Graham Edelman
- Jay Fitch
- Brad Gray
- Bill Irving
- Nick Kray
- Brad Lackey
- Tim Nielsen
- Andrew Scott
- Dylan Senn
- Alex Tucker

Remember, each answer will pertain to something related to our industry, terminology we would recognize, a golf course, or even a local member (or a play on their name). The answer can be a person, place or thing.

Again, every month I will supply a clue. You must then come up with the correct response and submit your answer via the website only (**www.hagcsa.org**) prior to the answer being supplied in the next edition. Correct responses will entitle an entry (one entry per correct response) into the drawing. If you solve each month's riddle, your name gets put in the hat that many times; increasing your odds at this fabulous shopping spree. **You must be present at the Holiday Party (December 3) to win**, so everyone better get in the spirit of the season! All members in good standing are eligible to enter.

April's Teaser: National Ticker
Answer: _____

Hint: Guilt by Association.

North/South Cup - cont.

Program: The scheduled program is Power Point for the Golf Course Superintendent and will be presented by Tracy Adair Darning. Tracy is the New Media Product/ Software trainer at GCSAA and has presented this topic at the GIS a number of times and is extremely knowledgeable on this topic. From beginner to expert, Tracy will have several tips on how to develop and Power Point presentations.

Golf Course History: Winterstone opened for play in May, 2003. It was built by Mid-America Golf & Landscape over an active limestone mine. The course is privately owned by Harlan Limpus. Craig Schreiner designed the course.



Dress Code: Country Club Attire (collared shirts, no jeans or cargo pants). Please clean your soft spikes.

Directions: From I-35 North (Downtown) take the I-70 E Exit (Exit 2U towards St. Louis); merge onto I-670 E/I-70 Alt. E (which becomes I-70 E); merge onto MO 291 N (Exit 15B toward Liberty), turn right onto E Kentucky Rd; end at 17101 E Kentucky Rd.


April 2010 HeatBeat


LEGACY SCHOLARSHIP

funded by


&

Count on it.

The Heart of America GCSA Legacy Scholarship Award offers educational aid to the *children and grandchildren of HAGCSA members.* Award of \$1,000 is funded by Professional Turf Products and the TORO Company. The award is administered by the Heart of America Board of Trustees. Applications will be reviewed by an independent committee consisting of three high school educators and three college administrators. All decision of the committee will be final. Applicants will be notified of their status by mail. All scholarship award checks will be made payable to the applicant and his/her educational institution. If you are interested you may obtain an application from the HAGCSA website: www.hagcsa.org/scholarships or by calling the Association Office at 816-561-5323. Deadline is August 31, 2010.





2009 Legacy Scholarship Recipient

ARDEN DARNELL
 (daughter of Ron Darnell,
 Mozingo Lake Golf Course)

Life From the Other Side of the Desk

By Gary Breshears, Special Director

The other day I was talking to a superintendent when he posed the question, "Would you ever get back into the superintendent business?" This isn't the first time that I have been asked this question but this time it really stuck with me after our conversation. I'm not sure why I continued to think about it well beyond we had finished but I thought about how my life had changed in the three years since coming over to sales.

I know most superintendents think the life of a salesman is pretty easy. We have weekends off (if you consider a long honey-do list an off day). We don't start until 9:00 and are done at 2:00 (ok, I admit some days that is true). We don't care how hot and humid it gets (not true, we love the heat and humidity, the more the better...I can almost smell the disease spreading now).

What I have found by sitting on this side of the desk is a new appreciation for what both sides have to do. Over the last couple of years, I have seen superintendents have to make some really tough decisions about how to treat their turf. The cutbacks in budgets have forced guys into doing things that are against sound agronomic principles. Another revelation that has occurred is just how differently things guys do things and get results that are very similar. This is why it is important to attend monthly meetings. Networking with your peers is such a valuable tool that could potentially save you both time and money. I also realized just how many talented and resourceful people we have in our industry. The solutions that many have come up with in response to unique problems are nothing less than impressive (examples will not be given to prevent heads from swelling).

Ok, enough about superintendents. Let's talk about the real working man. The salesman. The biggest realization to me was how difficult it was to get a hold of the superintendent. I was as guilty of this as anyone but a return phone call and setting an appointment is absolutely necessary for us to do our job. Just imagine if someone changed the locks on your turf facility and you're still expected you to do your job. Pretty difficult. I have also realized that

the ultimate goal of every salesman isn't to unload as much product on you each time he walks in the door. Spending many a trade show break with fellow vendors, I have found how much each of these guys love to help guys solve a problem and make a guys job easier. We all want to be a trusted resource for you. Finally, salesmen also don't push products they don't believe in. We all know that if we push a bunch of products to you that don't work, our credibility goes down the toilet. Poor credibility hurts sales!

All this being said, the relationship between superintendent and salesman doesn't have to be an adversarial one. I have told several people over the past three years, that all superintendents should have to do sales for a couple of months so they can see what it is like. I also think it would be a great idea if the salesman spent some time in the superintendent's shoes. A little bit of understanding of each other's circumstances would create a much better environment. If both parties act together, we can work with one another to provide you a terrific product and we all benefit.

Who Will Take Home
the 2010 S&R Trophy?

Mark your calendars and
start forming your teams.
Details forth coming.



The Van Wall Equipment team
takes first place in the
2009 S&R Tournament.

Monday, June 14, 2010

Mission Hills Country Club
Shawnee Mission, Kansas

Brad Gray
Host Superintendent

2010 S&R TOURNAMENT

The Archives

Editor's Note: I thought you might enjoy a few sights from the Heartbeat taken from the last three decades of our association. If anyone has Heartbeats older than 1980, I would love to borrow them!

1980s

Toro's New HTM-175 7 Gang All-Hydraulic Reel Mower

Toro's New Turf Pro 84

New Vari-Time II Solid State

MILWAUKEE MILORGANITE THE NATURAL ORGANIC FERTILIZER THE GOLF COURSE CHOICE THE SEWERAGE COMMISSION

RYAN TURF-CARE EQUIPMENT

TORO

CHAMPION TURF EQUIPMENT INC.

Sure wish I had an HTM-175!

ASSOCIATION NEWS

There has been a change in voting delegates for the GCSAA National Conference in Anaheim. James Cox won't be able to go, so Gary Anderson will now be our voting delegate. Sandy Queen will be the new alternate. This decision was made by the Board.

The results of the 1980 Annual HAGCSA Elections are:

1-year term	President	Duane Patton – Lawrence C.C.
	Vice-President	Nels Lindgren – Minor Park G.C.
	Secretary/Treasurer	Jim Coleman – Milburn C.C.
2-year term	Director	Sandy Queen – St. Andrew's G.C.
	Director	Jud Coester – Alvamar G.C.
	Director	Carl Cobb, Crestwood C.C.
Appointed	Director	Gary Anderson – Cedar Crest C.C.

Sometimes You Have to Rip the Cover Off the Book

On a summer weekend in 1977, my friend Tony and I made plans to go waterskiing. When he picked me up there were two people in the car that I did not know. He introduced his new girlfriend Sue, and her brother Bubba.

Bubba was the quintessential redneck. Within minutes of getting on the boat, he stuffed a wad of chewing tobacco the size of a baseball in his cheek, then chugged several beers. In less than an hour we were dealing with an irritable drunk. He belched loudly, spit constantly, complained incessantly, and couldn't string two words together without inserting profanity. In short, Bubba made our visit to the lake completely unpleasant. Eventually he passed out in the back of the boat and we enjoyed the rest of the day.

My opinion of Bubba's character, talent and intelligence could not have been lower. I looked upon him as a total loser. A dimwit who would never amount to anything.

At the end of the day, Tony drove Sue and Bubba home first. When we arrived at their home, Bubba was awake and somewhat sober. Sue asked Tony to come inside and see the new dress she'd bought. Then she turned to Bubba and said, "Why don't you show Robert your chickens?"

We walked around to the back of the house and Bubba pointed toward a miniature barn. It was the cutest little building I'd ever seen. Rounded roof, little windows, bright colors and lots of lacy gingerbread all around.

"Where'd you get this?" I asked. "I built it," replied Bubba.

"From a kit?" I asked. "No, I built it after my grandfather's barn."

For the first time that day, I was impressed by Bubba. When we went inside, the first thing I saw was a display case full of blue ribbons. Dozens of them. These were first place awards from around the country that Bubba had won for his chickens. Then he started showing me his chickens and telling me about them. Suddenly the cussing and complaining Bubba became eloquent.

As we walked around the barn he showed me more than 50 of the most beautiful and exotic look-

ing birds I'd ever seen. Unusual looking birds that I would never have known were chickens. These were not birds for eating or laying eggs – these were prize show chickens.

He explained to me that chickens originated in the jungles of Asia. He told me how he bred and raised them. What he did to make their plumage bright, colorful and plentiful. I was amazed by the extent of his knowledge and I listened eagerly to everything he said. He spoke with an enthusiasm and energy that I could not have imagined earlier. The difference was that I had entered his real world. The world he loved was excited about. Here was his hobby, but he was so motivated by it that it brought out the very best in him.

I learned a big lesson that day. I'd always heard my teachers say, "Don't judge a book by its cover," but until then I had not witnessed the truth of that proverb. I decided then and there that I would never judge another person completely by my first impression. That if time and opportunity allowed, I would look further, deeper.

When you discover someone's passion, you have discovered what motivates them. And, that is the key to communicating with them in the most productive way possible.

Robert Evans Wilson, Jr. is a motivational speaker and humorist. He works with companies that want to be more competitive and with people who want to think like innovators. For more information on Robert's programs please visit www.jumpstartyourmeeting.com.



Robert Wilson

Has Something Changed?

Be Sure to Report Job Changes and Other Moves to the Heart of America GCSA

Phone: 816-561-5323

Fax: 816-561-1991 or

e-mail: kweitzel@swassn.com



MEMBERSHIP APPLICATION

~ If you are applying for membership as a Superintendent, you **must** also be a member of the national association, Golf Course Superintendents Association of America.
 Download an application at: www.gcsaa.org ~

Name _____ GCSAA Membership #: _____

Club or Company _____

Address _____

City, State, Zip _____

Phone _____ Fax _____

E-mail _____

Home Address _____

City, State, Zip _____

Phone _____ Spouse _____

Check here if you wish to receive your mailings at home.

JOB INFORMATION: LIST CURRENT EMPLOYMENT FIRST

DATES EMPLOYED	EMPLOYER NAME AND ADDRESS	TITLE
From _____ To _____	_____	_____
From _____ To _____	_____	_____
From _____ To _____	_____	_____
From _____ To _____	_____	_____

I hereby make application for membership in the Heart of America Golf Course Superintendents Association and attach herewith my dues for the current year. If accepted, I agree to uphold the by-laws of this Association and subscribe to the following code of ethics. To the end that confidence and respect may be enjoyed by members of our Association, the code of ethics is promulgated and observation of its provisions required.

- Every member shall take pride in his/her work and regard it as a profession in which all members strive to maintain its good name.
- Realizing that the best asset that a member can have is thorough knowledge of his/her business, he/she shall constantly try to improve his/her knowledge and effectiveness by freely exchanging experiences and ideas with fellow members and take advantage of all opportunities for improvement.
- He/she shall endeavor to maintain courteous relations with his/her employer and his/her associates and endeavor to have his/her employees take pride in doing their work well.
- In accomplishing his/her own and the Association's best interest, observance of the following suggestions are recommended.
 - **Seeking Employment:** 1. Seek counsel of local associations when applying for a position in a new district; 2. Recommend only qualified GCSAA members; 3. Ascertain the wage scale in the district in which you are seeking employment, then uphold that talk with the person who last held or now holds the position of Golf Course Superintendent.
 - **Visiting:** 1. Present your HAGCSA or GCSAA membership card when visiting; 2. Always contact the Superintendent of the course you are visiting; 3. Honor requests for technical help from golf courses only when channeled through the Superintendent of the course making the request.

Communication Consent: I agree to receive notices, advertisements, announcements, brochures, and other information from Heart of America Golf Course Superintendents of America via facsimile, telephone or e-mail. I further agree that my express permission to fax, telephone or e-mail me such notices and other information will continue and have no date of expiration, unless a written request is received indicating a change in permission.

Print Name: _____ Signature _____ Date _____

Print Name: _____ Signature _____ Date _____

Print Name: _____ Signature _____ Date _____

Please include Annual Membership Dues with Application (Term: January to December):

- Superintendents - \$130
- Assistant Superintendents - \$70
- Suppliers - \$130
- Golf Course Employees - \$70
- Students - \$25

Heart of America Golf Course Superintendents Association

P.O. Box 419264 . Kansas City . MO . 64141-6264 . 816-561-5323 . Fax/816-561-1991 . www.hagcsa.org