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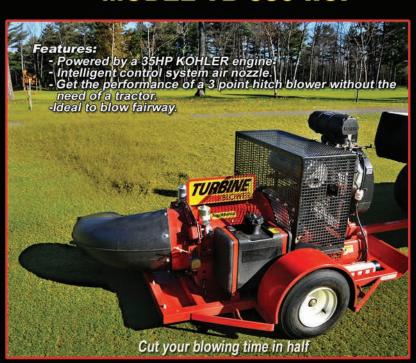


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NEWS

From Around the Industry

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SiteOne Partners with Project EverGreen to Expand GreenCare for Troops Program



New volunteers needed to create rehabilitative green spaces for military families and veterans

SiteOne® Landscape Supply will now offer discounts from leading green industry suppliers to new volunteers with Project Ever-Green's GreenCare for Troops.

GreenCare for Troops provides complimentary lawn and landscape services for the families of deployed military personnel and post 9/11 veterans with a service-connected disability. To meet growing needs, the initiative is currently seeking contractor volunteers.

"We're proud to partner with Project EverGreen to provide a much-needed service for military families and veterans," said Doug Black, SiteOne's Chairman and CEO. "Giving back to our communities is a key component of our company vision and the Green-Care for Troops program allows us to better serve both the program beneficiaries as well as our customers who volunteer. We encourage anyone interested in supporting veterans in their communities to sign up."

New volunteers who register at www.ProjectEverGreen.org and agree to provide at least one military family with free lawn and landscape services will be rewarded with incentives available through SiteOne. Volunteers will receive an email with special

discount coupons redeemable at SiteOne locations in Connecticut, Massachusetts and New York for select turf maintenance and control product purchases.

Suppliers currently offering discounts include FMC, Lebanon Turf, Nufarm and PBI-Gordon. Additional suppliers will be added as the program expands.

About SiteOne Landscape Supply:

SiteOne Landscape Supply is the largest and only national wholesale distributor of landscape supplies in the United States and has a growing presence in Canada. Its customers are primarily residential and commercial landscape professionals who specialize in the design, installation and maintenance of lawns, gardens, golf courses and other outdoor spaces. www.SiteOne.com.







contents



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The Golf Course Trades, established 1990, is a supertabloid buyer's guide publication targeted specifically at the golf course superintendent. The Golf Course Trades offers display advertising, a categorized supplier directory, press releases, and extensive product reviews for heavy equipment. GolfCourseTrades.com is an extension of the magazine with a complete supplier guide for everyday use on the course. The Golf Course Trades currently mails to 18,955 golf course superintendents and product vendors in the United States. A digital copy of the publication is online as well at GolfCourseTrades.com.

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features

Cutter Equipment Co. The Leader in Equipment and Parts for the Golf and Turf Industry.....8 By Brian Duffy



By Kirt Ruby, Interstate Batteries

By Linda Parker

The Biltmore Golf Course Miami Returns to Its Roots......20

First Green Merging with GCSAA24 By Jeff Shelley

Cost of Education.....29 By Jack MacKenzie, CGCS

Monarch Joint Venture32

company spotlights

Trandina

Affordable Tires16 Wesco Turf. Inc......24 Humate26

rrending	10
Trades Place	34









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Mechanical Aspects of Golf

Cutter Equipment Co. The Leader in Equipment and Parts for the Golf and Turf Industry

by Brian Duffy



This month I am writing first hand from my desk here at Cutter Equipment Company. Every day I have the opportunity to interact with great customers that are local and others from all over the United States and many from overseas as well. When a customer asks where is Cutter located? I reply in Northeast Ohio, you know Canton, the Home of the Professional Football Hall of Fame. My standing joke is the Hall of Fame is so close, that with a good arm I could hit it with a rock.

My career at Cutter began in 2004 when I was hired as a apart time Equipment Technician. Since then I have moved through a few positions, from Equipment Technician to Service Manager and I am now inside Parts and Equipment Sales Manager.

Cutter Equipment Company began in 1998 and is the currently celebrating twenty years in business. For the last 18 of those years Cutter has been a leading advertiser in The Golf Course Trades. This partnership has come a long way together. Cutter is family owned





and operated by brothers Greg and Glenn Moore. They are two hands on guys, who love being around all types of power equipment. Glenn has a few vintage pieces of Golf Course Equipment that he is going to restore. You never know maybe they will on display someday in The Smithsonian Museum. The brothers have deep roots in the golf industry. As teenagers they both worked at Mayfair Country Club in nearby Uniontown, Ohio.

Greg is a graduate of The University of Akron and has background in marketing and computer software. After college Greg started and managed North Coast Logic. Glenn is a graduate of The Ohio State University in Turf Grass Management and is a Certified Golf Course Superintendent. Glenn has had a very successful Golf Course Superintendents career.

While Glenn was working as Golf Course Superintendent he routinely found it difficult to find good working used turf equipment that did not need a lot of repair before it could be put into service on the golf course. A telephone



conversation between the Moore brothers discussing the lack of good used golf course equipment lead to the beginning of Cutter Equipment Co. The Initial idea was to market used parts. So the process of buying and selling had begun. What began in the small garage in Toledo, Ohio had quickly out grew its space and was moved to Canton Ohio.

In the early days of Cutter, Greg and Glenn did it all from sales to washing equipment, repairing and loading trucks and everything in between. There were many late nights working to finish equipment to be shipped to waiting customers.

As Cutter began to grow their father Glenn Sr., their Uncle Lyle and Greg's wife Kelly, and her father Charlie Frazier helped out. Greg also brought with him Lisa Speaker. Lisa is the first employee Greg hired when he started his first business. Lisa is the rudder that keeps Cutter moving in the right direction every day.

Cutter Equipment has grown and relocated several times since its beginning and moved





Greg Moore, Mike McDermott, Brian Duffy, Jim Livingston, Bret Linderholm, Steve Miller, Glenn Moore Jr., Rick Coble, Wayne Rudder, Tyler Kaglic, Kelly Odegard, Joe Judy, Danielle Heller, Jon Calderone, Lisa Speaker, David Dalpra, Zach Speaker, Matt Wade and Joy Cosgrove

into its first commercial space of 6,000 square feet in 2000. Within in a year another move into a state of the art 16,000 square foot building at its current location. In 2004 another 14,000 square feet was added for warehouse space. 2005 Cutter began shipping equipment internationally and has established itself as one of the largest supplier in the world of pre-owned golf course equipment.

In 2006 the growth continued when Cutter Power Sales was established as a dealer for Exmark, Ventrac, Stihl, Honda, Scag, Gravely, Ferris, LS Tractors and Snapper. Also included are dealerships for the Kawasaki, Briggs & Stratton, Honda and Robin Subaru engines. Cutter Power Sales has established itself as a premiere outdoor power equipment dealership. In 2017 Cutter Power Sales was voted Best of the Best in the Lawn and Garden division by the Canton Repository Newspaper.

Another expansion came along in 2008 when Cutter acquires 80,000 square feet in warehousing, housing 100's of pieces of equipment. 2015 Cutter Parts Online was established just around the corner from Cutter

Equipment Co. on 4 acres of land is surrounded by hundreds of neatly stacked parts machines. Used parts from these machines are processed daily and put into inventory. 2018 Cutter Parts Online reestablished its presence online with a new website. New and used parts are being added daily for direct purchase from our online store. Cutter Parts Online growth is driven by our marketing department headed by Kelly Odegard. Kelly is responsible for marketing and advertising for all three companies in all forms of media.

This growth has provided and sustained employment for twenty five people. The technicians and management have 200 plus years of combined mechanical and golf related experience.

Cutter's modern shop is operated under the direction of Glenn Moore. The shop has the capability to perform every type of repair and service needed for turf equipment and outdoor power equipment repair, whether its engine repair, reel grinding to hydraulic testing and repair. Also offered are welding repair and paint work.



Cutter Equipment sales department is headed by Greg Moore. Greg has a strong network to find and provide the best quality in used equipment. Our sales department can fill your needs with one piece of equipment or a complete fleet. Cutter has the flexibility to meet any budget from a low end piece to a high end low hour off just lease piece equipment.

One of Cutter's niche products is the Cutter renew equipment. Cutter renew includes greens mowers, bunker rakes and fairway units. The equipment is taken through a process from frame off tear down, to total rebuild with new paint, repowering and returning the equipment back to like new specifications.

The Cutter name really covers all your needs in pre-owned turf equipment sales service and parts.

Cutter is fast paced and I have been fortunate to incorporate my many years of Golf Course experience into each day. In the middle of the fast pace, The Moore family has always put their employee's family first...





Brian Duffy's career spans thirty five plus years in the golf industry. With a diverse background of working on golf courses and turning wrenches on all types of equipment. Plus teaching Golf Course Equipment Mechanics and progressing into turf equipment sales and service. For any questions, comment or ideas contact me at mxk92@yahoo.com

TRENDING

Cultural Practices at Olde Florida Golf Club

The first of five closed weeks, which occur every summer at Olde Florida Golf Club is coming to an end. The closures are vital so the agronomy staff can perform the necessary and beneficial cultural practices of aerification, vertical mowing and sand topdressing. Even with the above average rainfall, it was an extremely productive week!



All areas of the golf course (greens, tees, fairways and rough) were aerified. Aerification is the mechanical process of removing a core, creating air space in the soil, which promotes a healthy rooting system.

Turfgrass on a golf course endures significant stress and compaction from golf play and equipment traffic. Aerification brings a resurgence of growth and helps to keep turfgrass durable during stressful conditions. Aerification is vital to maintaining a healthy stand of turfgrass and failure to perform sufficient aerification often results in poorly drained soil, thin turfgrass stands, and problems with disease and insects. Below is aerial footage





of fairway and rough aerification this week at Olde Florida.

The core that is removed during the aerification process contains a significant amount of "thatch". Thatch is a loose intermingled layer of dead and living shoots and stems that develops between the turfgrass and the soil. It's usually made up of the harder to decompose parts of the turfgrass plant. Thatch can be beneficial... and detrimental. The determining factor is the amount and composition of the thatch. For example, a thin layer of thatch provides insulation against temperature extremes and fluctuations in soil moisture. Thatch also provides the much-needed resiliency of the playing surface. However, excessive thatch causes numerous problems including a "puffy" or "spongey" playing surface, poor rooting, scalping and pest problems. Thatch build-up occurs when turfgrass produces organic debris faster than it can be broken down. Aerification and topdressing are vital in the management/reduction of thatch.

The fairways at Olde Florida Golf Club were also vertical mowed this week. A vertical mower, also known as a "verticutter" has a series of revolving blades that cut into the surface of the turfgrass. The vertical mowing on the fairways "cuts and lifts" the lateral growing parts of the bermudagrass (stolons and rhizomes). It is an important process that reduce "graininess" and promotes an upright growth habit.

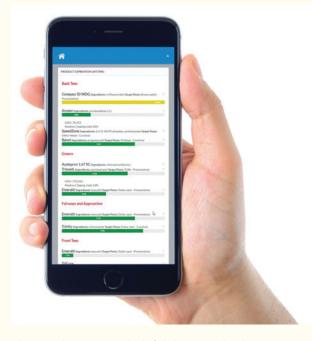
From the blog of Darren J. Davis, CGCS Olde Florida Golf Club, to see drone footage of this go to http://darrenjdavisgcs.blogspot.com/

The Greenkeeper App: a Golf Course Superintendent Favorite

The word "app" is taking on new meaning in golf course maintenance circles. Or, at least, dual meaning. The Greenkeeper app isn't something you put down with your sprayer or spreader, but something you download on your phone or computer. Which is exactly what more than 1,150 superintendents across the country have done. Greenkeeper is the creation of Bill Kreuser, assistant professor and extension turfgrass specialist at the University of Nebraska-Lincoln.

"It was something that I wanted to develop since the time when I was a graduate student," Kreuser savs.

The inspiration came from his work developing growing degree-day models using Excel spread-



sheets; those were helpful, but required users to enter their weather data manually.

"I wanted to have something where all the model data was in there...and that would automatically link to the weather for the user, and also keep track of their products," he says.

The initial vision for the Greenkeeper app was to help superintendents decide about plant growth regulators, and that is its most popular feature at the moment, Kreuser says.

"If they are using PGR models to predict when to reapply and how much suppression they're getting, this simplifies everything for them," he explains.

But the app has a number of other benefits.

The app currently has information for about 300 products and more will be added.

"It can give spray recommendations for how much

to mix, how many tanks you need, how much mix goes into a full or partial tank, and so on," Kreuser says.

It also incorporates mixing instructions and even recordkeeping capabilities.

"So, if you need that information for your state, you can access it all really easily," Kreuser notes.

The app also serves a social media function, so to speak. Superintendent s can quickly and easily tag up to three pests they are targeting with a given application, and whether the treatment is intended to be preventive or curative. This information then automatically creates an anonymous (in order to protect privacy and personal data, there's no record of specific superintendents, golf courses, etc.) pest report that other Greenkeeper app users within a 150-mile circle can see, helping give them a head's up as to what pests might be coming their way (or when preemergents are being applied, etc.) and how other superintendents are treating the problem.

Additional features are coming. "Right now it's mainly product tracking, inventory management, application mixing instructions and pest reporting... but we have a whole list of different things that we want to do with the app," Kreuser says. Already in the works are a soil test interpreter, fertility calculations and enhanced (more site-specific) weather data, which would eventually allow for turf disease modeling to be included in the app.

Kreuser says he's good with databases, but not necessarily a "tech guy," so a computer programmer in Lincoln was hired to handle the actual technical design and maintenance of the app, with Kreuser directing the features and content and databases that make it all work.

The result is the kind of tool that superintendents just a decade or two ago could only have dreamed of. And thanks to support from the University of Nebraska-Lincoln, it's free to use.

Kreuser adds that Nufarm recently stepped forward with a donation to become the first official sponsor of Greenkeeper.

"They're getting nothing out of it, they just see the benefit of the technology," he states, adding that other product manufacturers may come onboard as they realize how the app can increase the chances that their products are applied properly and minimize the risks of wrong decisions being made in the field

And, he says, the feedback from superintendents using the app has been very valuable in working out technical bugs, adding new features and making other improvements.

"We're just trying to make it the best product we possibly can," Kreuser says.

Download the app on their website. www.greenkeeperapp.com/marketing/





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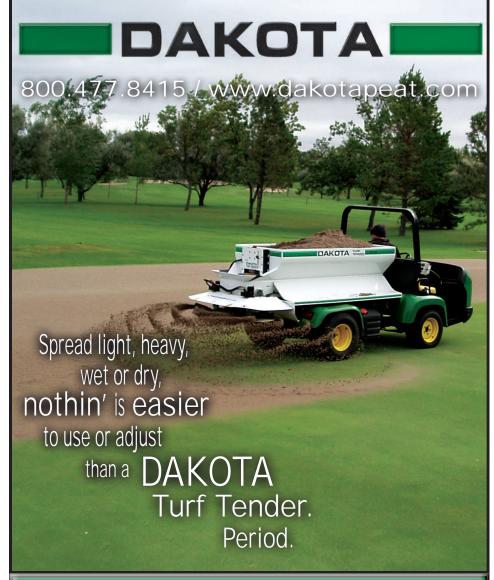


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106 hrs w/Plow and Rear Rakes \$13500



2014 Toro 3040 Sandpro 2012 Jacobsen AR 522 \$19500



2016 Jacobsen LF 570 4 wheel drive



2016 Toro 5510 D 550 hrs MINT



2013 Toro 3500 D canopy/fan



2015 Jacobsen R311T w/cab/a/c/ 500 hrs



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Three Questions to Ask for High-Performing Golf Cars

by Kirt Ruby, Interstate Batteries



The game of golf is never characterized by smooth landscapes. If it were, a singular afternoon playing 18 holes would more closely resemble a game of putt-putt than a triumphant win at the Masters. It is because of all the twists and turns, the bumps and divots, that golf is a beloved game. With rough and uneven terrain, we know that players and equipment can certainly take a beating. Golf cars are no exception to that rule, especially when they are running around courses day in and day out, at the mercy of the weather and the drivers.

The golf car market has been on a steady 5 percent annual growth as manufacturers try to meet the ever-changing challenges of courses, expectations of players, and an aging population. From stereos and 14 - GolfCourseTrades August 2018

GPS systems to headlights, air conditioning systems and heaters, golf cars and their batteries are now expected do even more. In the future, we can expect mobile technologies such as Bluetooth, USB chargers and even self-monitoring performance trackers to be added. But, with all this new technology comes added challenges. As golf cars get more feature rich, they demand more power and performance from the battery. Thus, a higher capacity battery is needed to fuel the desired output.

Now more than ever, the need for dependable batteries is at an all-time high. With so much in the way of consistency, reliability and performance, it is important for golf course superintendents to guarantee the safety and the highest level of performance for players ready to take on the course in a super-charged golf car. To make sure every golf car is functioning at its best, superintendents must ensure that each golf car is equipped with the best-fitting battery possible. Before you make your next golf car battery purchase, ask yourself these three questions about your vendor:

Are they experts in the battery industry?

Your battery supplier should know optimal working conditions and maintenance for your golf cars to ensure they are at peak performance. While batteries are built to last, they often fall victim to the brutality of the summer scorch or winter freeze. Temperatures over 80 degrees can shorten battery life, while colder temperatures can reduce the battery's available charge capacity. It is important that a golf car battery supplier understands how batteries can become vulnerable during extreme temperatures, in order to prevent failure.

It's also important that your battery supplier understands how to best charge your golf car fleet for maximum performance. There are several golf car charger manufacturers each with different capabilities and settings, depending upon the battery used. It is



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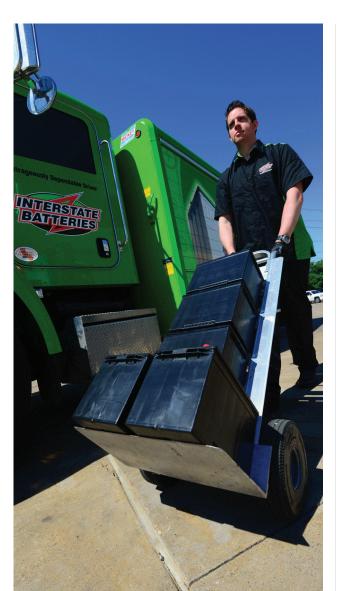
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important that the charger and the battery have the same algorithm to properly and effectively function. A good supplier should provide recommendations to you on what to look for when selecting a charger to fit your batteries. Similarly, charging golf cars should be a matter of opportunity. Whenever there is a spare moment to plug in the golf car, charge it up! However, make sure to never charge the battery past maximum capacity and always allow for ventilation to prevent the buildup of flammable hydrogen gas. Your supplier should have vast knowledge of all batteries, so that they make informed recommendations on maintenance and routine care that fit all of your golf car needs.

Do you consider your current vendor a **business partner?** A supplier should be more than a vendor; they should be a partner, someone who is invested in the success of you and your business. If your vendor offers local service, make sure they also offer you products by a trusted brand. This gives them the ability to learn your specific needs and pull from their years of experience to provide solutions that effectively and efficiently improve your business. Having that local touch also guarantees you are provided with the best product and service—fresh batteries delivered, top-notch warranties offered, regionally focused tips for maintaining performance. Batteries are perishable, and time on the shelf reduces time on the green, so makes sure your supplier is good at product rotation to help you get the most life and performance out of each battery.

In addition, they should be looking for ways to keep you from risk. Does your vendor have a recycling program? Lead-acid batteries need to be disposed of properly to prevent any harm to people and the environment. Any battery supplier should make it a point to meet or even exceed federal and state transportation and environmental regulations, in order to protect your community and your business. Find a supplier that understands the need to create a cleaner, greener world though the proper disposal of spent batteries.

Are your golf cars equipped with the best batteries? Above all, a supplier needs to be able to provide you with the highest quality product. Without a quality battery, your golf cars could leave your customers stranded and unhappy, and ultimately, lose you money. Look for a supplier that puts their batteries through a quality standards assessment to ensure the highest performance and reliability of the product. They should look to see that the manufacturer is firstrate, that the product holds up consistently in extreme conditions, and that they continue to meet the battery's published ratings of performance standards. And, if for some reason their battery does fail, they should have it backed by an exceptional warranty.

As golf cars continue to evolve, so must the batteries that power them. It is important to find an experienced, service-oriented, and reliable battery supplier when maintaining a fleet of golf cars. When reliability and performance are the two most important criteria on your list of battery needs, choose a supplier that is the outrageously dependable choice.

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COMPANY SPOTLIGHT



Affordable Turf & Specialty Tire is a division of S & S Tire Co. (AZ). S & S tire Co. was founded in 1976. We operate three retail stores, an ecommerce website and Affordable Turf & Specialty Tire, which markets tires to golf courses and landscapers.

From the beginning, golf courses were a target market. The company was near all of the Del Webb courses in Sun City and Sun City West, AZ and we focused on that business. In time the company expanded to all of the Phoenix/Scottsdale area and we are the largest supplier of tires to golf courses in that market.

We also market tires to golf courses in Tucson, Palm Springs, Northern & Southern California, New Mexico, Washington, Idaho, Montana and Colorado. Nationwide we do business with more than 400 golf courses.

We offer competitive pricing, liberal freight programs, thirty day billing and a large inventory. Most orders are shipped in 24 hours.

We offer tires manufactured by Carlisle, Greenball, Achieva, Deestone, BKT, Galaxy, Titan and Amerityre solid tires. We often have specials from manufacturers because they know we move product.

We are an affiliate member of the Golf Course Superintendants of America and most regional GCSA groups. We are active in supporting these organizations.



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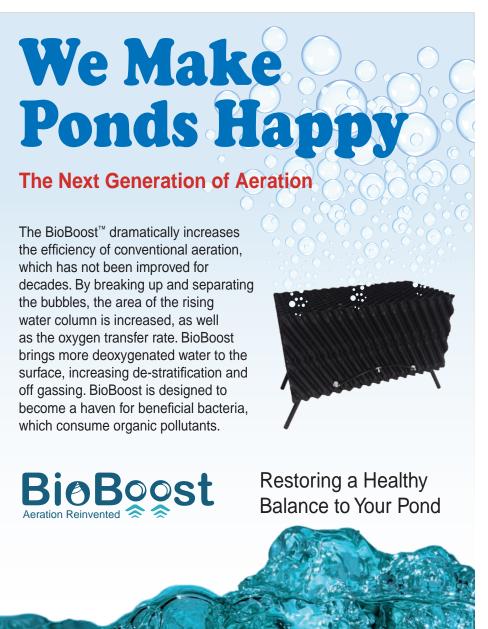




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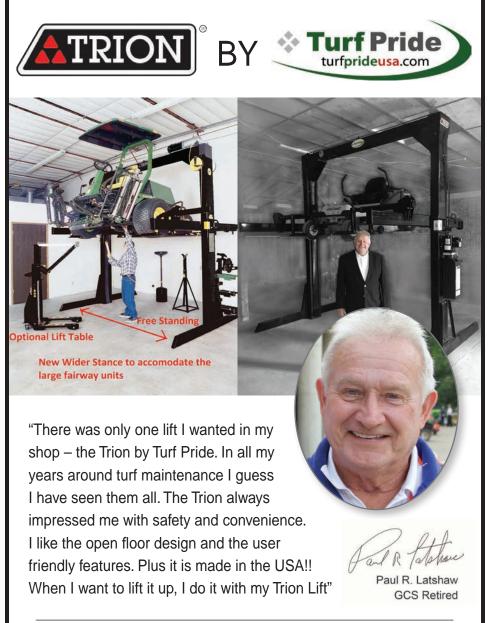






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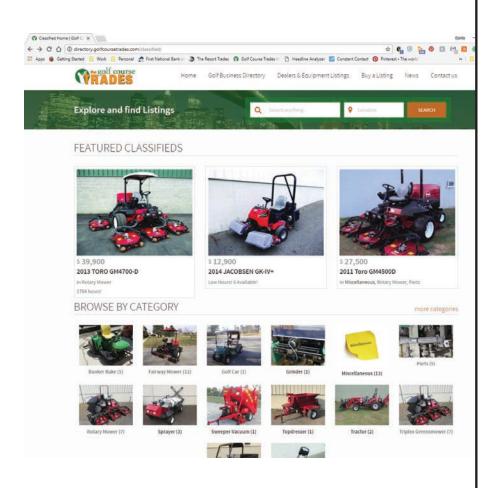
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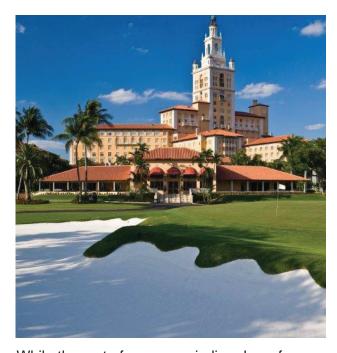


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CAN YOU AFFORD TO NOT BE ONLINE?

The Biltmore Golf Course Miami Returns to Its Roots

by Linda Parker



While the rest of us were winding down from the fireworks and festivities of Independence Day Chris Kleinsmith and the crew from Duininck Golf were hard at work, ripping out the turf on Miami's historic Biltmore Golf Course. In a project that officially commenced on July 5, the Donald Ross designed course is being returned to its authentic roots.

being returned to its authentic roots.

20 - GolfCourseTrades August 2018

Over the years, the 18-hole course located in charming Coral Gables just south of downtown Miami has undergone tweaks and updates, including a 2007 redesign. The Biltmore Golf Course has also changed in the organic ways all courses evolve with the impact of Mother Nature.

As Bob Coman, PGA, Biltmore's Director of Golf Operations, points out, "This is not, however, a redesign or a reconstruction." Instead, the project, led by golf course architect Brian Silva, is a carefully planned restoration, thoughtfully and purposefully orchestrated to return the landscape closer to the original 1925 Donald Ross concept.

In Golf Course Design, It's Hard to Be More Authentic than Donald Ross

Born in Dornoch, Scotland, Ross epitomized the true Scotts spirit of golfing. At the age of eighteen, he apprenticed at St. Andrews under Old Tom Morris himself, and, in search of more opportunities and greater income, he made his way to the United States. Over his lifetime, Ross prolifically designed or revised more than 400 courses, including Pinehurst No. 2, Aronimink Golf Club, Oak Hill's East Course and the Inverness Club.

Like the Biltmore Golf Course, these four legendary facilities are perfect examples of Donald Ross courses that have, over the years, drifted away from the integrity of their original design. In each case, the course's management has recognized the value of recapturing Ross' timeless vision and style and has undergone (or is in the process of) a restoration to recapture the historic design integrity of the various courses.







What's Changing and What's Not at the Biltmore

Pre-restoration work on the course started this past June with a target date of December 15 set for completion and reopening. Of the course's total 140-acres, only about fifty acres are actually changing. The footprint of the existing eighteen holes and that of the practice area will remain the same, but the par-71 course that plays 6,772-yards from the back tees, will soon extend to more than 7,000 yards. This change alone sets the stage for the Biltmore potentially to host a PGA Tour caliber event, something that has not happened since the Coral Gables Open (also known as the Miami Biltmore Open) was played there in the 1930s and again from 1959 to 1962.

Golf course architect Brian Silva, who led course renovations at the Biltmore eleven years ago, is overseeing the current restoration project. "We will add new Bermuda grass on the existing tees, fairways and greens, incorporate new bunkers, enhance both the short game practice area as well as the range area, establish a challenging signature hole, and extend the overall course length to over 7,100 yards," said Silva, "making it worthy of championship level play."

Bob Coman elaborated on Silva's statement. "TifEagle will be used to regrass the putting surfaces, while 419 Bermuda will be used on the tees and fairways," he said. "We selected 419 Bermuda because we know it works for us. With coral rock only 4 or 5 inches below the surface, we cannot use rototillers for



removing the existing turf." Project Supervisor Chris Kleinsmith acknowledged that lacking the option to till, his crew will be employing aggressive aeration and verticutting to help remove the old turf. "There's probably a sixinch buildup of organic matter in some areas; it's like a speedbump," said Chris. "While we are not moving earth or reshaping fairways and greens, areas of the course will definitely regain more of the shape that makes a Donald Ross course distinctive and conducive to running the ball."

"The goal of the project," added Silva, "is to work the course further in the direction of the original Ross design and characteristics of play and create better conditions of play."

The Impact of Donald Ross on Golf Instruction, Then and Now

Although Donald Ross designs always represent a historic Scottish perspective on golf, his work was also forward-thinking and innovative. Included among his many contributions to the game is the 1913 development of Maniac Hill, one of the world's first practice facilities for golfers.

As Ross tinkered with the courses at Pinehurst, rerouting Pinehurst Course No. 1 to the south, he created an accessible open area that covered roughly fourteen acres. In this space, he designed Maniac Hill as a desig-

Continued on page 23

GOLFCOURSETRADES.COM - 21



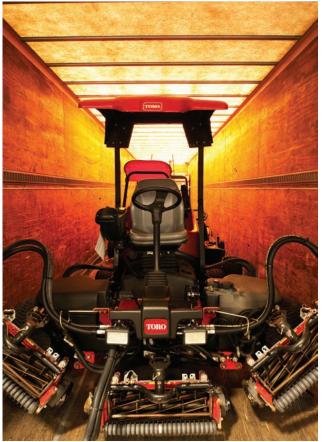
COMPANY SPOTLIGHT

Wesco Turf, Inc. Creating Loyal Customers



For over 30 years, Wesco Turf has been leading the golf equipment industry in Florida and Southern Georgia as an exclusive distributor representing Toro, Club Car, Bernhard, Salsco, and MCI Flowtronex products. Outside of their core territory Wesco Turf also actively remarkets high quality reconditioned equipment to golf and sports turf customers.

Founded in 1987, the company's original tag line 'pride in excellence' best summarizes Wesco's culture. It may sound cliché, but Wesco



has over 100 awards from the manufactures they represent, including having won Toro's 'distributor of excellence' four times. Wesco's people want and expect to win.

Associates at Wesco simply believe that if they take good care of their customers the business will take care of itself. Superior parts availability and unmatched customer service are two key hallmarks for this Toro distributor. The company takes its time to recruit and hire great people ensuring that they are placed in the right job and setup to succeed from the beginning. Wesco Turf currently has about 140 employees, who have an average tenure of about 10 years. In 2015 Wesco was one of 39 companies globally that was awarded the Gallup Great Workplace award. Wesco keeps a high focus on training and associate development across all of their Florida locations using a cross functional team structure designed to continually educate its associates and enable them to solve customer problems and eliminate customer pain.

Over the years Wesco's business evolved from a consumer product-based business reliant on the power equipment dealer channel to one that is largely focused on the golf and grounds equipment markets. The explosive home development growth in Southwest Florida over the past 20 years fueled an impressive number of golf courses which were built during the 1990's. Wesco was in the right place at the right time. Florida continues to lead the country in the number of golf facilities according to recent NGF data. The majority of these customers elect to lease rather than purchase their turf equipment. This fact coupled with Wesco's high market

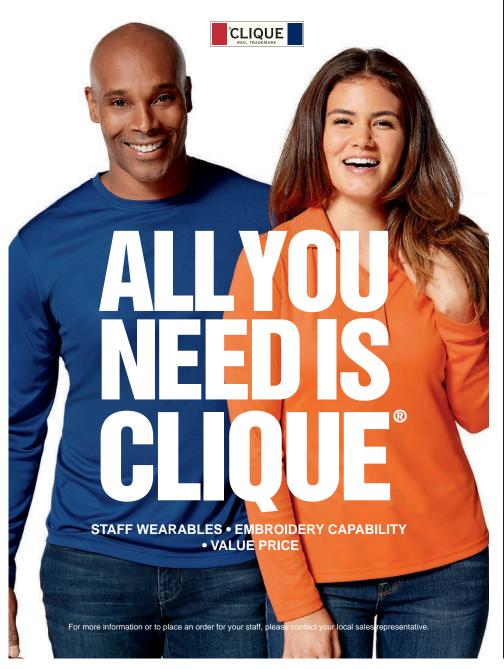
share gives the company a strategic advantage when it comes to sourcing high quality Toro pre-owned turf equipment. Nearly all of Wesco's used turf products originate from 3 and 4 year fair market value leases. The company's pre-owned team regularly hand selects premium off lease equipment from original owners. This high-quality product offering ensures that they can offer customers the very best performing second-hand equipment available.

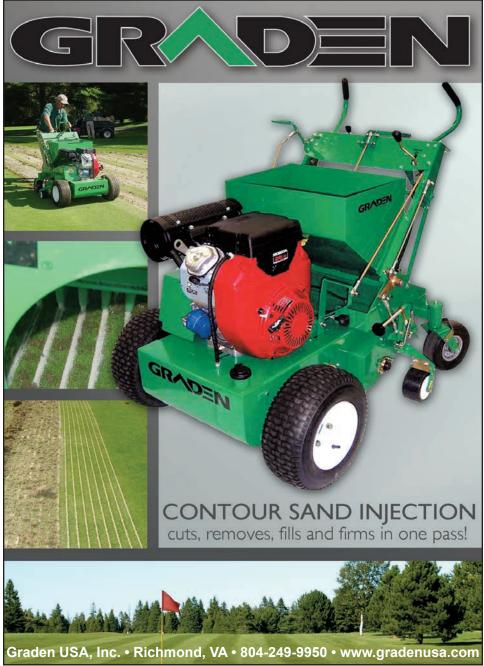
Wesco turf continually stocks over 400+ used Toro commercial products and can ship products both nationwide and internationally. Its 30 factory trained and certified technicians make certain that all re-conditioned turf products undergo a thorough inspection and service process to ensure dependability. All used reconditioned turf products sold by Wesco are backed by a 90-day unconditional warranty.



For more information visit wescopreowned.com or contact them at 888-245-4063.







Continued from page 21

The Biltmore Golf Course Miami Returns to Its Roots



nated practice facility.

Until this time, most golf instruction happened only on the course, conducted in the form of playing lessons. With the success of Maniac Hill, Ross began, in 1914, to incorporate practice facilities as a part of his course designs.

In January of 2018, the Biltmore Golf Course welcomed the Jim McLean Golf School. Among the talented instructors who teach at the Biltmore is Lead Master Instructor Bobby Cole.

For Cole, the opportunity to teach elite private lessons and golf schools at the Biltmore brings a sense of life coming full circle. As a Lifetime Member of the PGA Tour and winner of 22 tournaments worldwide, Cole, a native of South Africa, made his first U.S. tournament appearance at the Junior Orange Bowl

International Golf Championship, an event that has been played at the Biltmore Golf Course for 54 consecutive years.

Cole observed, "The Biltmore property includes an upgraded practice area with double-sided range, large short game areas and indoor and covered hitting areas. As part of the restoration, the Biltmore is elevating the driving range to improve drainage and reshaping the short game area which includes three practice greens.

"Both efforts will enhance practice and instruction and enrich the overall experience of this historic course. Whether golfers recognize this cognitively or simply sense that 'things are better,' they will benefit from this restoration and enjoy their time in practice and on the course even more."

Donald Ross Would Surely Be Pleased Brian Silva summarized the playing characteristics of the restored design, "The original Ross 1925 golf course routing plan showed a greater number of bunkers than now exist on the course. This greater number of bunkers imparts a good deal more 'movement' to fairways such that there is more twist and turn as a fairway works its way from tee to green on the hole. This movement has great impact on both aesthetics and the strategic playing interest of the golf course.

"Reacting to this movement, the more accomplished players take the risky route to shorten the distance from tee to green, while the more mortal among us 'tack' their way from tee to green, hitting from waypoint to waypoint, as if they are sailing. This (playability) boils down to being the ultimate litmus test for a good golf course. Such a course can maintain the playing interest of the accomplished player while still being entirely manageable for the less than accomplished player."

Silva's comments sound remarkably in harmony with this statement by Ross' only child, Lillian Ross Pippitt, who recalled, "My father once told me he approached every new course with the idea that the golf player, champion or duffer, should complete his round challenged by the layout and enriched by the beauty of nature."

As the Biltmore Golf Course "returns to its roots" by recapturing its authentic design and playability, one can't help but believe that Ross would be very happy with the changes. Be sure to watch for the November issue of The Golf Course Trades when we will be interviewing Chris Kleinsmith about progress at the Biltmore and other Duininck Golf projects.



Linda Parker has been writing professionally since the 1980s. With clients in finance, sports, technology, change enablement, resorts and nonprofit global initiatives, Linda helps organizations communicate their stories in meaningful ways to the people they most want to reach. She has authored, ghostwritten or contributed to more than a dozen nonfiction books. Linda is a member of the Authors Guild and the Golf Writers Association of America. You can connect with her at Linda @GlindaCreative.com



First Green Merging with GCSAA

by Jeff Shelley



Initially announced at the Golf Industry Show in February, Bellevue, Wash.-based First Green Foundation is moving forward with merging with the Golf Course Superintendents Association of America (GCSAA). A memorandum of understanding has been signed by the two groups, with First Green to be under the umbrella of the GCSAA's philanthropic organization, the Environmental Institute for Golf (EIFG).

GCSAA has an expansive network of green-industry leaders with 99 chapters in North America and members in 78 countries. Its partnership with First Green will increase the 15,000-plus students the program has already hosted on its field trips since its inception in 1997.

"As one of the world's leading environmental education programs utilizing golf courses, First Green provides an ideal platform for GCSAA members to

further strengthen ties with their communities," said Rhett Evans, GCSAA chief executive officer.

According to the agreement, the merger will be finalized July 31, 2018. The move will enable First Green to grow quickly around the U.S. and worldwide. "We are very excited to find a home with GCSAA, since we share similar missions and goals – to promote the environmental benefits of golf courses," said Dr. Karen Armstead, Ph.D., First Green's executive director.

"Further, the EIFG supports research that enables golf courses to increase environmental stewardship, and through GCSAA's regional reps and local chapters, First Green will gain a larger footprint – nationally and globally."

First Green was co-founded by Bill Meyer, a longtime backer of amateur golf in the Northwest, and then-Overlake Golf & Country Club superintendent Jeff Gullikson (now at Kalispel Golf & Country Club in Spokane). Its original tag line was "Links as Labs," and over its 21 years has brought students on field trips to golf courses to conduct STEM learning experiments.





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With golf course superintendents utilizing their knowledge in hands-on teaching of science-class students about turf, soils, water usage, conservation efforts and habitat management, First Green is the only program of its kind in the world.

The nonprofit has perennially received strong regional support from the WSGA, the Northwest Turfgrass Association as well as Seattle-area clubs. In the past few years, it has expanded around the U.S., thanks to in-kind efforts of the GCSAA and financial support from the USGA. The latter included a public service announcement aired during all USGA championships on FOX over a three-year period, resulting in millions of worldwide "impressions" of First Green.

With its eight field staff members around the U.S., the GCSAA is well-positioned to expand the STEMlearning program. The USGA will continue to be involved as well, helping introduce First Green into communities nationwide. The Western Canada
Turfgrass Association has also been particularly
active. It has had a three-year-old MOU with First
Green to launch and support programs in Western
Canada as well as teaching workshops in the eastern
half of the country. Additionally, First Green has
received interest from Scandinavian countries, the
Far East, Australia and elsewhere.

Armstead, communications director Cathy Relyea, and Board members Jeff Shelley (full disclosure: the author has been First Green's president for the past seven years), longtime environmental and horticulture high-school teacher Lynn McKay, and GCSAA field rep and Portland-based Dave Phipps went to GCSAA headquarters in Lawrence, Kans., in early May 2018 to discuss the transition. (Steve Kealy, the superintendent at Glendale who's hosted hundreds of field trips at his club since 1998, was unable to attend but was there in spirit.)



During their time there, the GCSAA unveiled new plans on marketing First Green, not only to its members but the golf world in general. One of the key elements of those efforts is a new logo that will represent the organization as it moves into the future.

"The new First Green logo is fantastic!" said Relyea. "It communicates the essence of First Green, golf and the environment in a clean, organic way, while making a nod to the original First Green logo. We were extremely pleased with the design."

"The response by all the staff was incredible," said Shelley of the two-day session with the GCSAA and EIFG. "Everyone there is so excited about what First Green has accomplished and how much more the program can grow. Personally, it's been wonderful working with the folks on our small but gifted Pacific Northwest crew. I will miss the near-daily

Coninued on page 27



COMPANY SPOTLIGHT



Humate International -- Turf Care in Tune with the Environment

University Trials and Customers Prove Our Organics Programs Will Suppress Disease Without Fungicides

It is becoming more generally accepted that the costeffective way for golf course superintendents to combat
disease is to create a healthy soil/plant environment
with the ability to suppress pathogens. Nature's
approach is to build a forest with a diversity of trees
and plants and a soil environment that is loaded with
high-energy organic materials to support an active,
balanced microbial population...and this forest takes
care of itself without external inputs of fertilizer and
fungicides. A golf course is, however, a very different
situation with one species of plant that is constantly
under stress due to short mowing heights, compaction
from foot and vehicle traffic, and chemical sprays.

To enable our customers to create an ecosystem that operates like a forest, we have developed protocols utilizing our unique, high-energy HUMATE organics and BIOSYST microbial inoculants. With these basic components in place, we support the plant/soil system using our efficient and effective HUMATE Rejuvenator and MicroFeed organic nutrients and BIOSYST Monthly microbial support materials in an easy to maintain, ongoing program.

To prove this works, we sponsored two years of university trials to test our complete program without any fungicides against two diseases on golf greens in replicated, statistically-significant studies. The results were dramatic as shown in the table to the right with the following conclusions:

- Our organics program suppressed disease well within the parameters of the researcher.
- The program works best as a preventative before the potential onset of any disease.
- Turfgrass maintenance should include our organic protocol to the end of the growing season.



It is important to note that not all organics are the same; that, for example, the word "humate" is used to describe a class of organics ranging from our young, high-CEC humified plant matter HUMATE to the low-CEC products based upon leonardite that is mined as the overburden on coal deposits. The bar graphs below illustrate this difference in three commercially available "humates." We pride ourselves in producing the highest-quality products and protocols to provide the maximum benefit from our organic turfgrass maintenance programs.

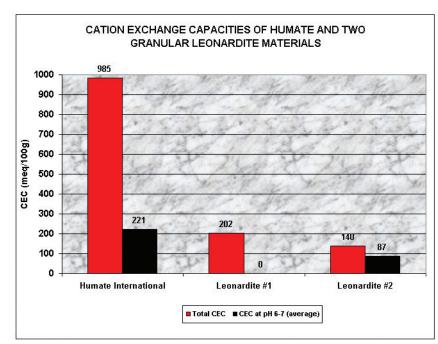
Our customers are starting to employ our organic protocols on their golf courses and are proving they work in practice as well as on closely supervised university test plots. The picture above was taken this spring at a golf course that applied our less comprehensive fairway protocol wall-to-wall in 2017 without any fungicide... and had no serious disease issue. The superintendent also realized a 50% reduction in his fertilizer requirement. He is continuing with this program in 2018.

THE EFFECT OF OUR ORGANICS PROGRAM TO SUPPRESS DISEASE WITHOUT FUNGICIDES

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		Disease Registered on the Turigrass Oreens Flots								
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Humate International Organic Program	0.8	1.3	5.3	5.5	5.5	4.3	0.5	5.5		
Standard University Control Plots	17.0	25.0	62.0	56.8	66.0	68.5	53.8	73.5		
Year 2 - Anthracnose (% Infestation):	6/19	6/29	7/9	7/19	7/29	8/8*	8/18	8/28		
Humate International Organic Program	0.3	3.0	6.0	2.0	1.5	5.5	11.3	25.0		
Standard University Control Plots	19.3	20.5	35.8	36.3	51.0	79.5	86.3	94.0		
Year 2 - Dollar Spot (No. of Lesions):	6/2	6/12	6/22	7/2	7/12	7/22	8/1	8/11*	8/21	8/31
Humate International Organic Program	1.0	0	5.8	8.8	10.8	24.0	13.8	12.8	28.0	115.0
Standard University Control Plots	2.3	10.8	28.0	34.0	21.0	75.0	33.0	35.8	48.8	155.8

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conversations and strategy sessions with them. But turning over First Green's reins to such a respected and global organization as the GCSAA is one of the highlights of my 31 years in golf."

Everyone associated with First Green is thrilled with the merger.

"As a longtime advocate and fan of the First Green Foundation, I have always felt that it needed to be within GCSAA in order to reach a bigger audience," said Phipps. "Since becoming a First Green board member in 2012, along with joining the GCSAA as the Northwest Region Field Staff representative, the connection with GCSAA became even more evident. Today, I couldn't be more pleased with the direction GCSAA is headed with the program and am confident First Green will have an impact greater than we ever imagined."

Added McKay: "I believe First Green is now going to skyrocket! The GCSAA will have more



superintendents who will invite teachers to their courses for field trips. And more students will be able to learn STEM activities in an outdoor setting - the ultimate goal of First Green."

"The First Green management team has worked hard to develop the program so it could be launched on a nationwide scale," said Kealy. "GCSAA has the resources to introduce the program to superintendents in all 50 states and actively support their participation. Our message that golf is good for the environment and the surrounding community will be spread to a new generation of kids, parents and teachers."

"First Green has been created by a deeply committed and talented team that shared a vision of how First Green grows the game of golf and showcases the importance of environmental care of green spaces in cities," said Armstead. "If golf courses are considered the 'lungs of the city,' then First Green can be seen as the heartbeat of future golfers," she added. "First Green is deeply grateful to all who have helped to resource and grow the organization. We are delighted to anticipate how GCSAA will continue to expand its programs and impact."

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The positive feelings about the merger extend to the GCSAA's leader and throughout the ranks of the association and its partners.

"Since the announcement of GCSAA's partnership with First Green, the response from our members and the industry has been overwhelmingly enthusiastic," noted Evans. "We are looking forward to using our resources and network to expand First Green's reach. First Green not only offers students an innovative STEM learning experience, but it also offers GCSAA members the opportunity to introduce students to the golf industry.

"As part of its mission, GCSAA is committed to enhancing the growth of the game of golf," Evans added. "First Green will help us accomplish that by giving superintendents another platform to share golf's many positive benefits with young people."



Jeff Shelley has written and published nine books as well as numerous articles for print and online media over the past 30 years. The Seattle resident is the co-founder of the Northwest Golf Media Association and board president of First Green, an international, nonprofit program that provides environmental and STEM education outreach using golf courses as environmental learning labs. Jeff @fairgreenspublishing.com

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Minnesota GCSA Making College Scholarships Available

by Jack MacKenzie, CGCS www.mgcsa.org



Straight teeth and a college education, two promises I kept with my children through a diligent savings plan and forgoing some of life's extravagances as a single father. It was a very successful arrangement for the orthodontist, Winona State and UW Eau Claire. Two sets of perfect choppers and two degrees, the latter of which ended up as peripheral liberal arts degrees because neither child pursued their "specialties" as their vocation.

This isn't a condemnation

on their choice, rather a failure in the school's ability to encourage meaningful education and provide exceptional internships. Case in point, my daughter, romanced and inspired by juvenile justice, wasn't allowed to take her on-the-job training until the last semester of her senior year. She HATED the field, primarily the bureaucracy of the lower court system. Wasted years?

Not really as she made good friends and matured along the way.

Perhaps the fault lay in my proper fiscal planning, as it relieved the youngsters of a heavy financial burden during those formative years and upon graduation. Although extremely grateful for the support, neither sought scholarships during their first foray into post-high school education. Eventually my son and daughter obtained degrees into fields that motivated them, this time however, it was on their own dime.

Funny what the realities of life will do, as my son, who, after dabbling in accounting, computer science and economics during his first four years of school, eventually pursued additional education in turf studies at Rutgers, because he realized growing grass really was his passion. Suddenly, his coin purse close to empty, he realized the importance of scholarships.

When I attended the University

of Minnesota in the late 1970's and early 80's, the price structure was such that an individual could work extremely hard all summer long and generate enough money to pay for a year at school. I was fortunate, as my parents also gave me "straight teeth and a college degree", and almost all of my summer earnings went into investments. However, my former wife graduated with a \$10,000 debt to the UMN financial program. Not bad when I consider my average income at the time was about \$2,500

each summer while working at the White Bear Yacht Club, 40 hours each week, plus an amazing amount of over-time.

Today the cost of a four-year college degree is frightful and many families take out second or third mortgages to accommodate continuing education. Or kids burden themselves with debt to the point that home ownership is far out of reach upon graduation, and for many years there after. This is a scary reality of life for those who choose the coveted "lambskin", so why then do so few apply for the Legacy scholarships available through the Minnesota Golf Course Superintendents Association?

The average number of applications for the MGCSA and Joe Garske Par Aide Scholarships received by Scholarship America over the last six years is eight, several of which are not filled out properly, a requirement. Some years I am notified during the last couple of weeks of the opportunity, there are not enough applications to fill the available scholarships.

Times have changed dramatically.

College costs so darn much, and summer wages are so limited, ignoring scholarship opportunities just doesn't make any sense. Our industry provides many scholarship opportunities. Take advantage of them and help your kids out.

Now that I am blessed with grandchildren, saving for their future educational needs is becoming a consideration. Straight teeth will fall upon the parent's shoulders, but my wife and I are strongly leaning toward starting 529 college savings plans for the little tikes. It makes sense for us today, to help support them tomorrow. Hopefully I will also be able to take advantage of the MGCSA and Par Aide Legacy Scholarships too.



The Golf Course Trades wishes to thank Jack MacKenzie, CGCS Superintendent for sharing this exceptional article which was first published in the MAGCS magazine On Course in April of 2018.

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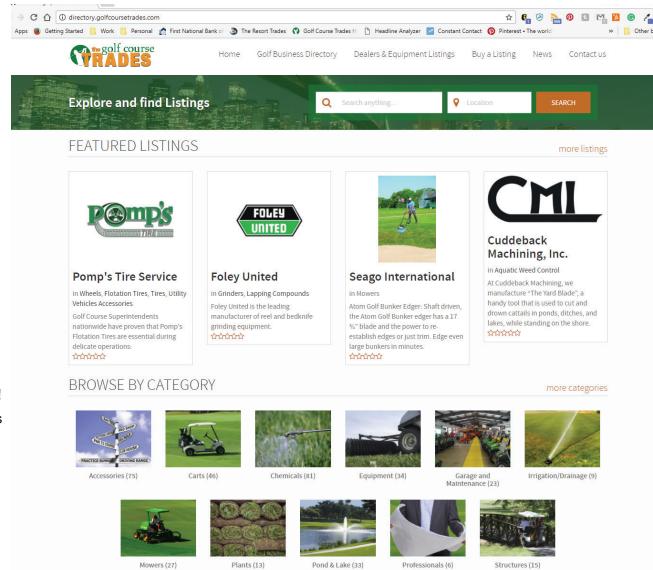
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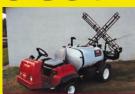
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The Monarch Joint Venture is a partnership of federal and state agencies, non-governmental organizations, and academic programs that are working together to protect the monarch migration across the lower 48 United States.

MISSION

Recognizing that North American monarch (*Danaus plexippus*) conservation is a responsibility of Mexico, Canada and the U.S., as identified in the North American Monarch Conservation Plan, this Joint Venture will coordinate efforts throughout the U.S. to conserve and protect monarch populations and their migratory phenomena by developing and implementing science-based habitat conservation and restoration measures in collaboration with multiple stakeholders.

Our mission will be achieved by coordinating and facilitating partnerships and communications in the U.S. and North America to deliver a combination of habitat conservation, education, and research and monitoring.

VISION

The vision of this Joint Venture is abundant monarch populations to sustain the monarch migratory phenomena into perpetuity, and more broadly to promote monarchs as a flagship species whose conservation will sustain habitats for pollinators and other plants and animals.

Monarch Joint Venture Universty of Minnesota monarchs@monarchjointventure.org

MONARCH JOINT VENTURE

Partnering across the U.S. to conserve the monarch migration www.monarchjointventure.org

Monarch and Milkweed Misconceptions

When it comes to monarch conservation, one thing is certain – without milkweed (plant species in the genus Asclepias) there would be no monarchs. Milkweed is not always recognized for its important connection to monarchs, in fact, historically it has come with some very negative connotations. In this document, the Monarch Task Force of the North American Pollinator Protection Campaign aims to de-mystify some common monarch and milkweed misconceptions.

Misconception: Milkweed is only useful to monarchs

Despite their natural toxicity, milkweeds are utilized by a variety of insect species. Butterflies, moths, bees, and wasps and more visit milkweeds for pollen and/ or nectar. Regional studies examining milkweed pollination found over two dozen insect species using milkweeds; and results indicate that honey bees, bumble bees, other large bees, large wasps, and larger butterflies were the most important milkweed pollinators (Borders, Shepherd 2011). Likewise, there are species that consume milkweed leaves or seeds, like milkweed beetles (Tetraopes tetrophthalmus), large milkweed bugs (Oncopeltus fasciatus), and tussock moths (family Lymantriidae). Predators, such as crab spiders (family Thomisidae) and mantises (order Mantodea), prey on the many insect species that frequent and depend upon milkweed. These multispecies relationships are all part of the milkweed ecosystem. The Milkweed, Monarchs and More field guide has more information on inhabitants of the milkweed patch (Rea, Oberhauser, Quinn 2003). For these reasons, milkweeds are an important component in any pollinator mix for restoration projects.

Misconception: Milkweed is an invasive weed

There are many species of milkweed native to North America and while "weed" is part of their name, these milkweeds are native, beneficial wildflowers. In the U.S., neither the federal government nor any states list milkweeds as noxious weeds. In fact at least five species are listed as state or federal endangered species (Borders, LeeMäder 2014). According to the North American Invasive Species Network, an invasive species is "a non-native species... whose introduction causes or is likely to cause economic harm, environmental harm, or harm to human health." The invasiveness of any plant depends on the characteristics of the species and where it is planted. Some species of milkweed, like common milkweed (Asclepias syriaca), have a tendency to be more aggressive in garden settings or disturbed areas, and thus have a reputation of being "weedy".

If you are concerned about milkweed spreading too much, choose species that are native to your area, and avoid species that are particularly good at vegetative, clonal reproduction or are prolific seed producers. Local garden centers, Master Gardeners or Master Naturalists, and other conservation authorities can help you choose the most appropriate native milkweed species to plant in your setting.

Misconception: Monarch caterpillars will eat more than milkweed

Milkweed (genus Asclepias) is the main host plant for monarch caterpillars, but there are a few few non-Asclepias species that monarchs also use. Female monarch butterflies know that their offspring can only eat milkweed, and thus are drawn to milkweed species to lay their eggs. Egglaying in the wild has been documented on plants like non-native, invasive swallow-worts, but monarch caterpillars cannot survive on these plants and ultimately starve to death. Captive reared monarchs show some ability to adapt to non-milkweed food resources in more mature caterpillars (cucurbit fruits such as pumpkin, squash or cucumber) (Maeckle 2014), however, these plants/fruits are not viable substitutes for milkweed. In addition, other species of butterfly whose caterpillars look similar to monarchs but feed on plants other than milkweed can cause confusion upon casual observation.



Misconception: You should not grow milkweed plants because they are dangerous to livestock, pets, or children

Although milkweed contains toxins, it rarely poses any significant threat to people or animals. The name milkweed derives from the milky sap contained in the stems and leaves of the plant. The sap contains toxins called cardiac glycosides or cardenolides, which are known to be toxic to animals if consumed in large quantities. The amount of toxin in the plant varies by milkweed species. A small taste of milkweed is typically not fatal to animals, but can be dangerous if large quantities are consumed. Medicinal uses of milkweed have been documented, but outside of such traditional practices any part of the milkweed plant should not be consumed by humans. Milkweed has a foul taste, and it is not likely that children would consume the plant. Take steps to prevent accidental ingestion, such as instructing children that the plant is poisonous and to avoid any contact with their eyes after touching the plant. Remember to always wash your hands thoroughly after handling milkweed. Milkweeds are generally not sought after by grazing livestock or other animals when sufficient forage is available. According to the USDA, poisoning typically occurs when animals are concentrated in areas of poor forage and abundant milkweed stands. Prepared feeds and hay should not contain high concentrations of milkweed. Pets may encounter milkweed growing in naturalized areas or in pollinator gardens, but consumption is rarely reported. While rare, if human or animal milkweed poisoning is suspected, seek medical attention.

Misconception: Tropical milkweed is bad for monarchs and must be removed completely

While non-native tropical milkweed (Asclepias curassavica) is not inherently bad for monarchs if managed appropriately, it is recommended that, when possible, native milkweeds be used in plantings. Tropical milkweed may persist beyond the season of most native milkweeds, and in some places (that do not experience hard frost), year-round. The availability of outof-season milkweed allows monarchs to remain in those areas and be reproductive during times they otherwise would not be. Milkweed that does not die back can result in the buildup of the protozoan parasite Ophryocystis elektroscirrha (O.E.) on those milkweed plants and the subsequent infection of caterpillars that consume the spores of the parasite along with the milkweed leaves they are eating. O.E. is a debilitating parasite that is not necessarily fatal to monarchs, but affects their overall fitness and migratory success. All milkweeds have the potential to host O.E. parasite spores, but the year-round nature of tropical milkweed growing along the southern Gulf Coast and along the Pacific Coast are of concern because researchers are documenting higher parasite infection rates in those areas (Satterfield, Maerz, Altizer 2015). As geographically important locations for the monarch migration, it is important to continually assess and control non-native milkweeds due to the interactions they have with migratory monarch generations and the potential to increase infection rates among the North American population at large. Measures to control tropical milkweed by cutting it back in the fall and winter, to mimic what native milkweeds are doing, can prevent winter breeding in monarchs and reduce O.E. transmission. See Potential risks of growing exotic (non-native) milkweeds for monarchs (listed in references section) for further information on this topic.





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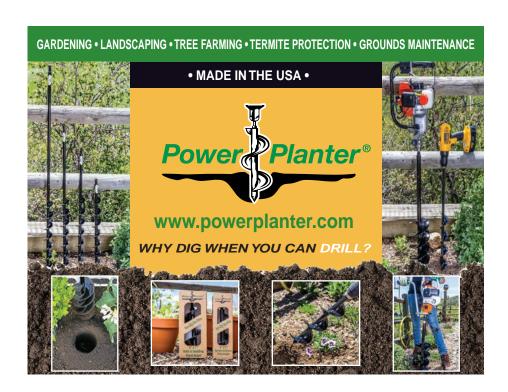
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READER COMMENTS

Good morning. I receive Golf Course Trades magazine monthly and enjoy reading through the articles and searching any equipment that may help our business. You produce a very informative magazine. And, as part of a past focal article written about me and my family, I think you all do a wonderful job.

I have just one small observation...

After reading through the article regarding West Bay Club's \$4 Million golf course renovation in the June issue, I did not see that Golf Course Superintendent Tyler Casey's name mentioned. The General Manager and Director of Golf's name were mentioned and they were also quoted.

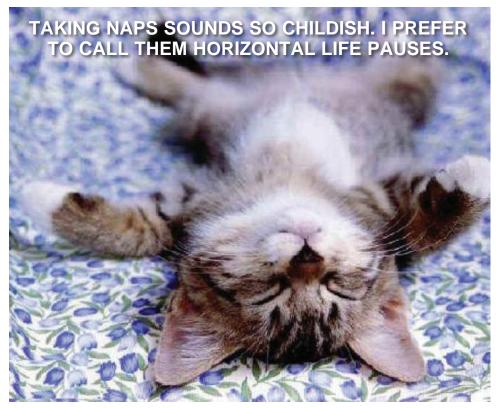
Maybe an oversight or by design. At any rate, it is my opinion that any article written & produced by any publisher/editor/writer about a golf course renovation, the Golf Course Superintendent's name should be acknowledged by the source releasing the story.

This is just more a "heads-up" for future articles as I thinks it's always best to recognize the people in the trenches who ultimately have the responsibility for planning, organizing and implementing \$4M.

All the best and thanks for your consideration.

Professionally,

Jim Colo, GCS Naples National Golf Club



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