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With Stewart Sandwiches! People all over the country are piling up big profits selling Stewart Sandwiches. Profits that supplement regular business income, and even add to it through customer convenience and traffic building. And Stewart's complete program makes it the easiest, safest money you've ever earned.

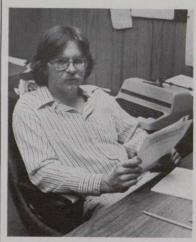
There's no investment, no risk, no special equipment or training. You pay only for the sandwiches you sell, and Stewart lends you their special oven, free of charge. Stewart also manages your inventory and delivers to you on a regular basis.

Hefty, hearty, piping hot Stewart Sandwiches and pizza are great impulse items. There's a wide variety of sandwiches for every taste. And Stewart helps you sell with attractive menus and point-of-purchase displays.

To pile up some extra profits, fast, rush the coupon for details.

Stewart Sandwiches National Stewart Sandwiches Association P.O. Box 309, Harvard, IL 60033 Let's talk. Have your rep get in touch. Please send complete information. NAME COMPANY PHONE ADDRESS CITY STATE ZIP

Viewpoint



A general manager wrote a letter asking whether the pro or the superintendent should determine what maintenance practices should be performed on a daily, weekly, or monthly basis.

Course maintenance is based on two factors (really three, counting budget). One is the agronomics of the plant life on the course. The other is the requirements of the game of golf. Good turf management often requires practices that are objectionable to the golfer. And if you're managing the turf on a golf course and you make the golfer mad, he won't play your course. Or the members will get mad and you'll be out of a job.

A good golf turf manager will know the requirements of the game and will manage his course to provide optimum conditions for the game of golf. Agronomically speaking, this requires much more knowhow than does simple turf management. You must know that the game requires shorter fairway grass than does good agronomics. So, you mow it shorter and dive a little deeper into the knowledge it requires to maintain the turf at that height as good as it would be at the taller height.

But, if you're of a mind, then you don't know that. The pro must tell the general manager that the fairway grass is too tall, it needs mowing closer and more often, and you run around and gripe that the pro and the general manager are buddies and they're out to get you. And in a way, the pro and the general manager are better buddies than you'll ever be with them because you haven't entered into a common cause pact with them. That pact is to provide optimum conditions for the game of golf to satisfy the players who pay all three of your ways.

It has always been my opinion

that a golf turf manager is much like a general manager, except that he doesn't enter into the foodstuff or pro shop operations. There are some who do, I realize. But just turf management requires much more than mowing and fertilizing the grass. You have to know how to get the money to do it right. You have to know how to train and motivate the people who work for you. You have to know how to get along with the golfers. You have to know how to inspire more of them to come to your course. You have to know how to get to know them so that you're important in their eyes to their golf game. And the list goes on.

These are but a few of the topics we plan to explore in the next year. It would help if we knew what approach to take. What are the specific problems you have in member/superintendent, crew/superintendent, general manager/superintendent, etc., relationships?

We have taken the liberty of turning the READER FORUM CARD around. If you'll look, it is now right besides this column. Write on it and mail it. I'd rather be hated than ignored.

Stir up some controversy. If you don't like something, let somebody know. We will. If you're particularly proud of something, let somebody know. I'd much rather turn this page into an idea, comment exchange than rabble-rouse myself. Let's hear from you.

Pon Mours