Off The Fringe

Continued from page 14

With his son on the road most every week visiting distributors, Manny is the man when it comes to sales. But he doesn't seem overwhelmed by the pressure.

"My biggest asset in the sales business is my enthusiasm," says Manny, who worked for Kraft Foods and Alliant Foods in his previous career. "When I like a product, I get enthusiastic about it and I'm able to sell it."

David wouldn't want anyone else in the sales position.

"We're best friends," he says. "Our relationship is stronger now than it has ever been."

Manny has no plans to re-retire. A colon cancer survivor, Manny is enjoying life and work.

"How long am I going to go?" he asks himself. "I'll go as long as I possibly can. I just enjoy it that much. I'm having a great time."

The assistants recently gathered in Clayton, N.C., to learn a few things about being the head honchos.

Forty-two assistant golf course superintendents from North Carolina and South Carolina attended the 2005 Future Superintendents Academy at the Bayer Environmental Science Development and Training Center.

The two-day program, sponsored by Bayer and Toro distributor Smith Turf & Irrigation, focused on personal growth and technical seminars.

Certified Superintendent George Thompson, director of grounds at the Country Club of North Carolina and a teacher at Sandhills Community College, told the group that self-discipline, communications skills, good health and networking are the keys to success in the business.

Other highlights included:

- Tips on grub control from Rick Brandenberg, a North Carolina State University entomologist.
- Test driving a multipurpose prototype of the Sandpro, a single body designed to handle 20 tools ranging from sand rakes to cart-path edgers.
- Developing a personality profile and receiving pointers on working with others who may approach challenges from a different perspective.

GET TO THE ROOT OF YOUR SALT PROBLEM!

Just the Facts!

Certified plant tissue analysis of recent research results after just one application of NaEx.

<table>
<thead>
<tr>
<th>Control</th>
<th>Treated w/NaEx</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sodium</td>
<td>0.20% 0.11%</td>
</tr>
<tr>
<td>Nitrogen</td>
<td>3.08% 4.22%</td>
</tr>
<tr>
<td>Phosphorus</td>
<td>0.31% 0.29%</td>
</tr>
<tr>
<td>Potassium</td>
<td>1.80% 1.70%</td>
</tr>
<tr>
<td>Calcium</td>
<td>0.75% 0.77%</td>
</tr>
<tr>
<td>Chlorides</td>
<td>16010ppm 8900ppm</td>
</tr>
<tr>
<td>Iron</td>
<td>92ppm 116ppm</td>
</tr>
</tbody>
</table>

NaEx™ Reduces sodium and chloride levels 40 - 60%

NaEx contains ingredients that sequester salts and renders them unavailable to plants. Improves turf color and vigor while protecting the roots from salts!

www.NaEx.com
866.709.8102 or 863.709.8102

THEIR CALCIUM

Manni-Plex Ca: The Clear Choice

The unique sugar/alcohol formulation of the Manni-Plex micro-nutrient delivery system provides unparalleled foliar mobility. Percentages in a jug only tell half the story, find out the other half. Call or write for information on the Manni-Plex™ family of products.

OUR CALCIUM

Manni-Plex Ca: The Clear Choice

The unique sugar/alcohol formulation of the Manni-Plex micro-nutrient delivery system provides unparalleled foliar mobility. Percentages in a jug only tell half the story, find out the other half. Call or write for information on the Manni-Plex™ family of products.

13802 Chrisman Road
Houston, Texas 77039
800.442.9821