

weather means a lot of windows up driving around the course and going to meetings. Better double check to make sure. Anyone going to go to Mexico after the conference in Houston? The planned tour really sounds like a lot of fun, especially the tour of the 5 Mexican golf courses. "Ole"

NEW MEMBERS

At the board meeting held on October 20, 1969, two new memberships were discussed and are to be considered for acceptance. Following our by-laws, unless we hear any written objections within 30 days, these men will become members after this waiting period.

The first applicant is Robert Paul LaRoche, George Thompson's assistant at Chevy Chase. Bob is applying for a class E membership and was sponsored by George and seconded by Alan McCurrach.

The other applicant, Mike Wilkins, is at Argyle C.C. and is applying for a class E membership also. He was sponsored by Bob Miller and seconded by Ed Dembnicki.

ELECTIONS

As you all know, our annual elections are in December. This is one meeting that every voting member should make every attempt to attend. This year, as every year, we are going to chose the men who will run our Mid-Atlantic Association and who will be the top guns in maintaining our excellent reputation. It is our responsibility as members of the M.A. to do our part in electing the men whom we think can do the best job in upholding our status.

The nominating committee made their selections known at the board meeting in October after deliberation and this is the results of their work.

For President Russel Kerns, Woodholme C.C.
For Vice-President . . . Bert Yingling, Beaver Creek C.C.
For Sec'y-Treas. . . . Ed Dembnicki, Indian Spring C.C.
For Directors . Bob Miller, Suburban Club of Baltimore
Dave Fairbank, Lakewood C.C.

Please be aware of the fact that these are the selections made only by the nominating committee and that nominations for any office can be made from the floor.

EDITORIAL

A few Sundays ago, the sermon topic at church was "Think About It." One particular quotation that came from this sermon was "You are not what you think you are, you are what you think." This has a terrific meaning on our lives, both as persons and as

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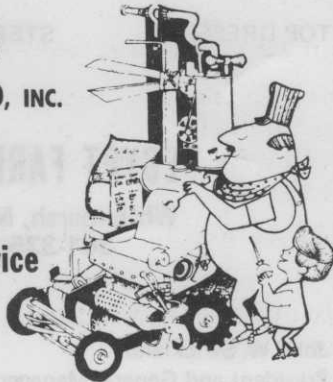
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professionals. Let's look at the professional side in two or three instances and enlarge a little on each.

In our field, we must think diplomatically. We must not think we are a diplomat, but must think like one. For example, how do you handle the question - "Why is the golf course closed?" Is your answer a straight-forward "None of your damn Business", or do you choose your words accordingly and offer a thoughtful, polite, gentlemanly explanation? This same attitude exists when one of your employees asks a simple question about why he is doing a job. In either case, it could mean the difference between a member badmouthing you to the membership or looking for someone to replace the kid you yelled at and called a stupid jerk.

We must think intelligently. We must not think we are educated, we must think as though we have been educated. When a member asks a question such as "Why can't we play on the greens when there is frost on them?", do you tell him "Because" or do you explain to him the physiological reasons why? And, naturally, the next logical statement to follow is that the best way to educate yourself to be able to give intelligent answers to these questions is by attending local, regional, and national turfgrass association meetings for the sake of learning something! If your prime reason for going is golfing and drinking, join another group-not one of these. This is not our primary business.

We must be persistent. We must not think we stick to a job until it is done, we must make sure we do and that the job is more than just "done" when it is finished. If a piece of equipment gives you a lot of trouble and keeps giving you fits, it sure is a lot easier to fix it right the first time than to keep seeing it in the shop every other day.

And we must be frugal. We must not think we are getting the most for the members' dollar, we must think about ways and ideas for getting the most for the buck and then make sure we do. Good spending records are a must and the overall purchasing operation for the golf course must be simple but as closely observed as your time will allow. One person in the club operation who must work closely with us is the bookkeeper. Many times a poor relationship with this person can and does cause a lot of grief for one or the other, especially at the end of the month or at the end of the fiscal year.

But in any event, we must all try to develop the thinking habit. Only something like 1 or 2% of the brain's thinking capacity is ever used by any person during his life. Maybe while you are trying to develop this habit, you might stumble onto an idea for a newsletter article. So far this year, we have had only one or two articles from any association members other than our staff. It sure seems that there should be more thoughts, ideas, disagreements, or comments in this large a group than that! It does make one wonder if this

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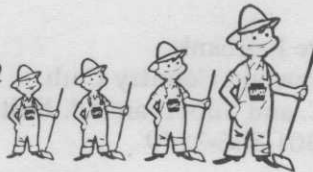
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might be a land where no one has any problems or troubles, where we all live without sharing. Let's hear it for peaceful co-existence!!! But we all know better than that. Winter's here now, and we all have plenty of time to sit by the stove and write.

MEETING AT BURNING TREE

The November meeting of the MAGCSA held at the Burning Tree Club was a great success. A large turnout was on hand and quite a few played the course on a beautiful afternoon. Our thanks to the Tree, Mr. Cornell, and Dick Anderson for the hospitality and the nice time we all had.

Dr. George Langford from the U. of Md. was the guest speaker at the evening meal. He told us with slides and commentary of his trip to Europe and the Soviet Union.

Golf winners were as follows:

Guest winners - Herb Sommers, M. Zuckerman;
Commercial - Leon Brown, Bernie Nees;
Superintendents - Charlie Schalestock, Tom Commali,
Dave Fairbank.

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