And so, what is the difference between a champion and a runnerup, between the guy or gal who makes it and those who don’t? The difference, you see, is a little extra effort that gets big results. And it’s available to everyone. It’s within yourself. Use that little extra effort in everything you do. Make it a habit. Begin now.

The preceding article was a speech made by Tom Montalbo, of the Toastmasters International, Tom, in a speech contest, won the first place silver cup in the annual spring speech contest of the Southern Division of the National Capital District of Toastmasters. Tom Montalbo is a financial manager in the office of the Secretary of the Treasury here in Washington. This speech is presented here to illustrate one man’s views upon success — views we should all adopt as our own.

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**MANAGEMENT PRACTICES — PART III**

"DIG YOUR OWN GRAVE"

Digging your own grave is a situation a superintendent gets himself into when he undertakes too many operations with an inadequate labor force or time to keep his golf course maintenance operations up to date.

This type of situation can easily storm a superintendent over night if he does not carefully plan ahead for any and all "on the side" projects.

We always try to do all we can for our clubs, which is only natural. We present ourselves as capable to perform many tasks, as we also improve our professional status with each added responsibility. The club benefits from not having to hire outside contractors and we benefit from increased professional recognition and justifying more money for our men and ourselves — but how does the golf course benefit? Golf course maintenance always suffers from lack of attention when we undertake jobs that are unrelated to the maintenance of the golf course.

What are these jobs? These jobs range from building fences, patios, shelters, bathrooms, etc, to undertaking major golf course improvements such as building new greens, tees, bridges, traps, or revamping your drainage or irrigation system. All of these projects are labor consuming, and all should come second to the maintenance of the golf course or be contracted out. During the growing season we should try to contain our efforts to the management of the golf course and plan any other projects to be tackled during the winter months of the year.

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**TURF GRASS FIELD DAY**

As you know, the U.S. Department of Agriculture cooperates with the Mid-Atlantic Golf Course Association in holding a turfgrass field day. The Turfgrass Field Day will be held on August 1, 1973. Registration will start at 9 a.m. with viewing of the plots and discussion to begin at 10 a.m. Some of the experimental plots to be seen will be: regional bluegrass evaluation; aerification and topdressing of bentgrass greens vs. no treatment; zoysia strains and thatch control; bermudagrass potash and nitrogen study as related to winterkill; bluegrass potash and nitrogen study as related to leaf spot disease; control of thatch in Kentucky bluegrass turf; Kentucky bluegrass variety and mixture trials; evaluation of Kentucky bluegrass selections; tall fescue study — treatments include three mowing heights, two mixtures, and nine rates of nitrogen and time of application; and phosphorus study on bluegrass turf; rates include 0 to 4,000 pounds of actual P<sub>2</sub>O<sub>5</sub> per acre at 500-pound increments. All are welcome to attend.

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