

T H I N G S by Lee

It is really unfortunate that some people are so ambitious, and with this ambition brings unforeseen troubles for themselves. I am, of course, talking about myself, and my new position. I asked for it, and got it, but I did not bargain for the tremendous load of work which I had to carry as a result. I now have so many meetings to attend that I did not make the Chico meeting. And that was a shame, since I always enjoy being with John Engen. John always is a very enthusiastic supporter of our Association, and has some splendid ideas, which will benefit all of us. Sorry, John, try again next time.

The next month it is my turn to be your host. Actually, this is not entirely true. Since I stepped up, Ed Watson became the Head Greenkeeper of the Walnut Creek Course, and therefore he is your host. I just assisted him in setting up the meeting for this time. And a fine meeting this is going to be. We have a panel of at least 3, and maybe four experts in the field of aquatic weed control. This will be a complete seminar on aquatic weeds and all types of control. The lectures will start with identification. Slides will be used wherever possible. This way I hope that the superintendents will not refer to these weeds as "seaweed". Then we will go into the chemical, biological, and mechanical controls as known to date.

To assist us in this presentation will be Jim McHenry, UC Davis Extension Specialist; Dr. Richard Yeo, USDA, presently stationed at Davis; and Dr. Alex Calhoun, US Fish & Game Dept. We may also have Bill Hamilton, retired Chemical Sales Representative of Pure Gro, if Bill is still in town. Bill is intending to go on a trip and is not sure of the date.

Whoever we will have, I have a feeling that we are going to have a fantastic program, and of course I expect at least as many of you as we had last year. And if the weatherman helps out, there is the course for those of you who enjoy playing golf.

Meanwhile, in my many meetings I have attended some splendid meetings, such as the Turf Grass Exposition, and some not so splendid meetings, which will remain unidentified. Then there were some extremely important meetings, such as the ones put on by the American Society of Agronomy, which I missed because of conflicting dates. Ken Gowan, of the Extension Service, was in attendance in Sacramento, and might give us a short report on the papers presented during that meeting.

Bill Davis, whom I met last week at an Environmental Horticultural Meeting, was concerned about the attendance rate for the forthcoming Turfgrass Seminar in Asilomar, which will be on or over by the time you get this newsletter. If you did not plan to attend, you may have done yourself a disservice. The program matter sounded top-notch. This is one meeting I won't be able to attend, however, again due to previous

commitments, and I would appreciate it if someone who attends it will write an article about the program, and his impressions of the meeting. This will be helpfull in the Planning of similar meetings in the future.

I would also like to get articles for this newsletter from superintendents who have the 100% sand greens on their course. I am sure that all superintendents would like to learn first-hand about the problems or lack of problems encountered with these greens, and how they stack up against the more traditional greens. If you plan to write, give facts and figures. If you feel you are no literary genius, I'll be happy to give you an assist. I am no genius either, but that does not mean that I do not want to help anyone develop and interesting story.

I would also ask anyone who is interested in doing this type of reporting, to seriously consider offering his services for the editorship of this newsletter. I love to do it, but my time for doing this is getting more and more non-existent. I have done this now for two and one half years, and it is time someone else takes over.

Lee Huang

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A SUPPLIER SPEAKS TO THE INDUSTRY -- by Jack D. Baker

After some 40 plus years actively engaged in furnishing the many needs of the golf courses in the territory served, the writer has assumed the guise of a realistic visionary making certain observations that are felt important to share with the membership. As a major supplier one should always strive for perfection in service to the customer and in these days when demands are so heavy and day-by-day constantly increasing one is obliged to give time and energy watching inventory-turn, not only of the equipment but the parts stocks, so that the end-user is given the best and most prompt attention to his requirements.

Other important phases involved in selling today calls for:

1. Being completely honest with the customer
2. Having knowledgeable trained sales people who know their products
3. Furnish quality equipment that will give the best possible service
4. Maintain a service program to give the equipment operators the instructions not only in the proper use of the machinery, but also how to take care of it and eliminate costly maintenance.
5. Have adequate stocks of replacement parts to eliminate any down time
6. Be willing to help the Superintendent in justifying his equipment needs with his principals
7. Be ever alert to the new products being offered by the many manufacturers and making certain such items are thoroughly field-tested and proven acceptable, also that such producers are adequately financed.

--- Jack D. Baker