

Every so often a fellow has to speak his piece just so he can be recognized, but it better be good and interesting or he soon loses contact with his audience. There's an old adage that says: "It's better to remain silent and be considered dumb than to open your mouth and remove all doubt." True, there are times when we should keep still and just listen, because we might learn something important, but there is also a time to speak out and be heard.

During budgeting periods when we're concerned with convincing our superiors that new replacement equipment and supplies are vitally important to enable us to do our particular job better and with greater efficiency, we have to speak out to justify consideration, otherwise we might find the red pencil being used to delete such items from the budget. If we're knowledgeable and speak out convincingly and with discretion we'll generally find a favorable reaction. We know why we need certain things, otherwise we'd never include them but we have to keep in mind we must sell others that are less acquainted with such supplies.

One sure way to put on a convincing pitch is to know as much as possible about the equipment we are proposing to ask the Club to buy so that during any business meetings you can speak out with confidence and assurance and to answer any questions that might be asked. Your supplier sales people will be always available to help in this respect and to give you ammunition to work with in meeting these challenges. Literally millions of dollars are spent by manufacturers each year to print literature and catalog material that will provide many of the answers and arguments that can be used in pressing for certain equipment that will add to the efficiency and improve the appearance and condition of your course. This information is right within easy reach-- all you have to do is ask.

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From the Bull Sheet, Midwest Association of Golf Course Superintendents

G O L F

"Golf is a form of work made expensive enough for a rich man to enjoy it. It is physical and mental exertion made attractive by the fact that you have to dress for it in a \$1,000,000 clubhouse.

Golf is what letter-carrying, ditch digging and carpet-beating would be if those three tasks had to be performed on the same hot afternoon in short pants and colored socks by gouty looking gentlemen who required a different implement for every mood!

Golf is the simplest looking game in the world when you decide to take it up and the toughest looking after you have been at it 10 to 12

years.

It is probably the only known game a man can play as long as a quarter of a century and then discover that it was too deep for him in the first place.

The game is played on carefully selected grass with little white balls and as many clubs as the player can afford. These balls cost from 75 cents to \$2.50 and it is possible to support a family of 10 people (all adults) for five months on the money represented by the balls lost by some golfers in a single afternoon.

A golf course has 18 holes, 17 of which are unnecessary and put in to make the game harder. A "hole" is a tin cup in the center of a "green" A "green" is a small parcel of grass costing about \$1.98 a blade and usually located between a brook, a couple of apple trees and a lot of "unfinished excavations."

The idea is to get the golf ball from a given point into each of the 18 cups in the fewest strokes and the greatest number of words.

The ball must not be thrown, pushed or carried. It must be propelled by about \$200 worth of curious looking implements especially designed to provoke the owner.

Each implement has a specific purpose and ultimately some golfers get to know what that purpose is. They are the exceptions.

After each hole has been completed the golfer counts his strokes. Then he subtracts six and says, "made that in five. That's one above par. Shall we play for 50 cents on the next hole?"

After the final, or eighteenth hole, the golfer adds up his score and stops when he has reached 87. He then has a swim, a pint of gin, sings "Sweet Adeline" with six or eight other liars and calls it the end of a perfect day.

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ASSISTANT SUPERINTENDENT WANTED

Mike Clark, Superintendent at Oakmont Golf Course, Santa Rosa is in the market for an assistant superintendent. Interested persons can contact Mike at P. O. Box 487, Kenwood 95452.

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REMEMBER IF THREE OR FOUR MORE PEOPLE WILL TAKE THEIR PEN IN HAND AND WRITE AN ARTICLE FOR THE NEWSLETTER, IT WILL HELP. p l e a s e