

# THRU THE GREEN

## EDITOR

JEAN LADUC  
1356 Munro Avenue  
Campbell, CA 95008

OUR OBJECTIVE: The collection, preservation, and dissemination of scientific and practical knowledge and to promote the efficient and economical maintenance of golf courses.

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**OFFICE**  
1745 Saratoga Ave. Suite A1  
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(408) 865-0360

## PRESIDENTS MESSAGE

The power of the telephone, you know, just reach out and touch someone. We all take it for granted, like turning on a light switch. This very powerful tool is essential in our daily lives. The down side is when you began to receive calls like the following.

"Hello my name is Tim Talker and I am responding to your inquiry regarding our wonderful product line of XYZ cleaners, chemicals, light bulbs and trailer hitches. And a, how is it you pronounce your name? Well listen Rob, we would like to show our appreciation for your interest in our products and for your business in the past by sending you a VCR, Tv, cordless drill, or something. This gift will be your and will be given to you **FREE** along with your next order of our wonderful products. This is a special promotional offer to reward our valued customers. You are responsible for the purchasing of materials at the golf course aren't you? "No I'm not". **CLICK!**

That is one way to end the conversation and the quickest I've found so far. I have tried asking such as what products they have sold us in the past, or what inquiry they had received from me. The purpose of my questions was to determine how my number got on the list and who is selling it to them. These calls get my Irish up for a variety of reasons. Lying, Bribery and the incredible lack of respect for our profession are just a beginning of a long list.

Now for the disclaimer, not all phone sales are as tawdry as described above, just most of them. I have received calls from outfits that don't lie and attempt to bribe. They offer a product with which you are familiar in a large quantity at what sounds like an ok price. Fair

enough, but do yourself a favor and check with the vendors that support our organization before you buy. In most cases the price will be better.

Our organization is greatly dependent upon the support of our Affiliate Members. The Christmas Party, GCSANC Institute, Scholarship, Research and the California Room at the National are very much dependent upon the generous support given by our Affiliate Members. So the next time you are offered a good deal, check the prices before you leap, it just takes a phone call.

The September issue of Golf Course Management contains an article entitled "A Window of Opportunity" by GCSAA President William R. Roberts, CGCS, regarding the proposed changes to the bylaws of the GCSAA. The changes consist of individual voting versus chapter voting. Simple majority vote required for bylaw changes. New membership classes and allow the board of directors to set dues for members. This article should be read carefully by National Members. The board of directors of your local chapter is also considering bylaw changes to be voted upon for the April meeting. The purpose of the bylaw changes for the local chapter will be to bring our bylaws into conformance with the National as far as Membership Classes.

Rod

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Fred Hanker

800 637-8873 Office  
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2559 So. East Ave.  
Fresno, CA 93706  
(209) 233-3345  
FAX (209) 233-2086  
Lic. No. 437584

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