## 2014 Golden Tee Club

Jake Vollbeer, Burris Equipment Company

As we reflect back on our winter and our experience in Orlando at the 2014 Golf Industry Show, I am reminded once again at the power of relationships within our industry.

The dynamic between the superintendent, supplier, manufacturer, and vendor happens daily as the superintendent identifies needs and the commercial side attempts to provide efficient solutions for the specific requirement. This occurs while Universities train students and conduct studies to provide scientific justification of the identified needs, cultural practices, and products. The GIS is a good example of how all facets of our industry collaborate for the enrichment of golf. It is through these relationships that our industry grows and provides for the golfing community. The amount of knowledge gained through our common experiences at the GIS is special, a once in a year opportunity for collaboration with industry peers from around the world.

But the truth of the matter is that we do not have to hop on a plane and travel hundreds of miles to experience the power of collaboration amongst our local industry peers. We simply need only to attend monthly meetings. Make it a point this year, to at least make it to a few MAGCS meetings. In addition, provide the opportunity for some of your staff to attend as well. It is through continued attendance and interaction at monthly and national meetings where we as commercial vendors and manufacturers find our ultimate return on our investment in associations. Local events are successful when parties can come together and continue the dynamic experienced at the GIS. The Midwest is fortunate to host well-organized and efficient meetings at a variety of locations throughout the territory. It is up to us as members, both on the commercial and superintendent side to attend and ensure the fair exchange of ideas, needs and information. As we settle into spring and the challenges and grind of summer, remember the relationships forged through all of our common efforts can be our greatest resource for success.

I would like to take this opportunity to recognize MAGCS wonderful vendor supporters from the Hospitality Reception, found on the opposite page. – Thank you.

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