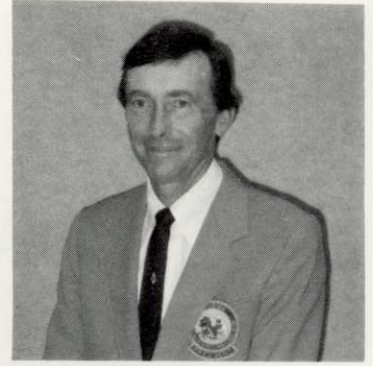


## President's Message



How many times a day do we hear someone say "there's a salesman here to see you?" It gets to the point where I believe 99% of the work force out there are sales people. We can't do without them, but I for one could do with a lot less of them.

In all honesty, and being fair to them, about fifty percent know their product, it's shortcomings, and it's advantages. These same people are pleasant, knowledgeable, and most of all courteous. Our major suppliers know that there are other products of equal value to their own out there, so they stress good personal relationships with the superintendents.

Unfortunately, as in any business, there are those whose ethics are questionable, both buyers and sellers. We have them in our business. A fertilizer business was shut down by the state for short-changing its customers. I'm sure there are superintendents who get free T.V. sets or microwave ovens etc. . . . All this does is short change the club and run the cost of the products they need up. You don't get something for nothing.

There is a fine line between a supplier showing their appreciation for business they have received, and buying business under the table.

I'm confident that our major suppliers, many of whom advertise in this publication, are first class all the way. They not only supply us with the products we need, but back them up with parts, service, and technical advice. ■

Reed Lee Felbre