

# Your golfers can be builders of character

By TERRY BUCHEN

One of the greatest attributes about the game of golf is the insights of a person's character you can get by playing a round of golf with him or her. In the spirit of competition during a stipulated round, many things are revealed about a person — their temperament, sense of humor, competitiveness, honesty, business sense, common sense, patience,

priorities, human spirit, and whether they can laugh at themselves and do not take themselves too seriously.

In our daily interaction with the golfing public, we also can learn a lot from these very diverse individuals even if we are not playing golf with them. I try to learn and absorb all of the good, positive aspects of an individual's character and learn as much as I can to become an even better turf manager. Just

walking a few holes while inspecting the course helps learn a golfer's opinions about the condition of the course while also learning other matters as well.

During meetings with owners, managers, directors and other course officials, we meet with some very successful people and many of their professional habits are sure to rub off on us. I have learned many managerial "tricks of the

trade" from such people as attorneys, accountants and personnel managers, for instance.

From attorneys I've learned how to take better notes, keep records during meetings on the telephone and in person, ask better and more thorough questions, take control of situations, and not only work hard but work smart.

Accountants are a valuable source for making a better

## SAVVY SUPERINTENDENT



presentation in the maintenance and capital-budget process; how to better purchase goods and services; understanding business ethics; and understanding and writing better contracts.

Personnel managers can teach us much about hiring and firing practices, employee rules, regulations and handbook procedures, labor laws, and how to keep employees happy and productive.

We are in a wonderful position to visit with important people on a daily basis, and we should take advantage of these opportunities. After all, they are free of charge.

And we should never be afraid to ask a question unless we are afraid to learn and be better turf managers. Most successful people surround themselves with good people and learn from them.

## King Cobra Tour drops metal spikes

ROCKVILLE, Md. — Recognizing the growing trend in spikeless golf, the King Cobra Collegiate Players Tour has announced that all tournament players will use Softspikes brand spikeless golf cleats. The announcement signals the growing preference for spikeless golf among tournament organizations and players alike.

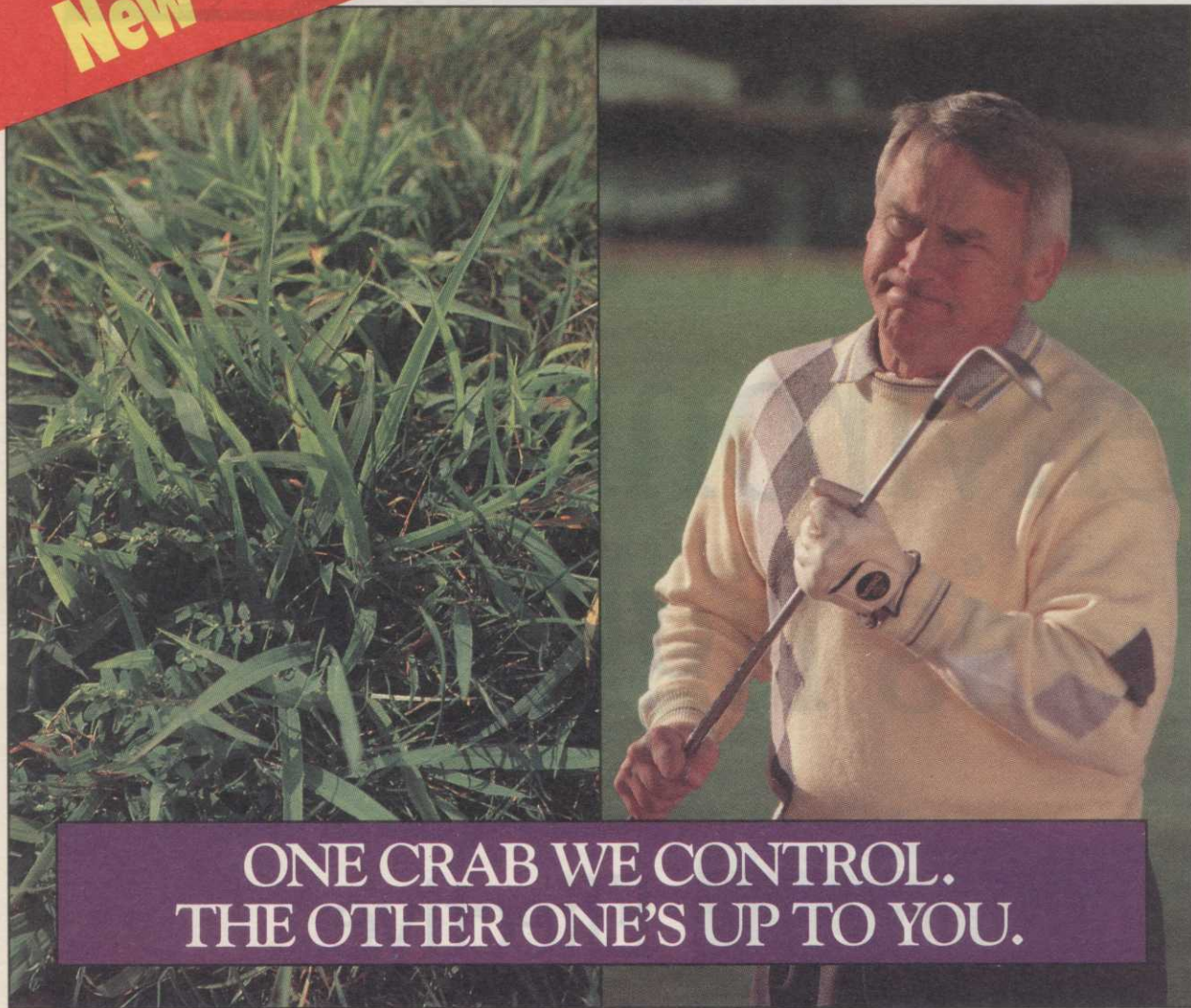
The tour, now in its third year, attracted nearly 600 participants last year. It is open to all players 18 to 24 seeking to hone their skills during the summer season.

Barry Rodenhaver, executive director of the King Cobra Collegiate Players Tour, said: "We're excited that Softspikes has focused its attention on the next generation of golfers. The response, so far, from the players has been nothing but positive. These younger golfers are usually the first to understand the benefits of innovations in the game, and more willing to embrace those which improve the game as a whole."

Jon Hyman, CEO of Softspikes, said: "This partnership indicates the importance of spikeless golf as a positive, significant trend which will only benefit the game. Softspikes is proud to sponsor the King Cobra Collegiate Players Tour, bringing the spikeless revolution to so many young players."

Brian Golden, Softspikes, Inc. senior vice president of sales and marketing, said the move means a "significant improvement in play."

New



ONE CRAB WE CONTROL.  
THE OTHER ONE'S UP TO YOU.

In your business two types of crabs are a fact of life. New ACCLAIM® EXTRA Herbicide provides excellent control of the crabgrass escape type. Even more concentrated than the original Acclaim, ACCLAIM EXTRA is 14% stronger. So that lower rates give you the same dependable spot treatment control without damaging your existing turf. Plus, ACCLAIM EXTRA also lets you reseed fescue and ryegrass immediately after the spray dries.\* It can



also still be used on bluegrass, ryegrass, zoysiagrass, fine fescue, tall fescue — even bentgrass fairways and tees. And ACCLAIM

EXTRA controls crabgrass escapes from the 1-leaf stage right up to just before seed head formation.

No preemergence herbicide is perfect, so make postemergence ACCLAIM EXTRA a part of your season-long crabgrass control program. As for that other type of crab... sorry, but you're on your own.

\*Wait 3 weeks for bluegrass, zoysiagrass, bentgrass.

Acclaim® Extra  
HERBICIDE



A company of Hoechst and NOR-AM

Read and follow label directions carefully. AgrEvo USA Company, Wilmington, DE 19808 © 1996

CIRCLE #112