

CMAA elects new slate of officers

ORLANDO, Fla. — John A. Jordan), general manager of Cherokee Town and Country Club in Atlanta, was elected president of the Club Managers Association of America (CMAA) at its World Conference on Club Management held here.

Jordan has been serving as the general manager of the Cherokee Town and Country Club since 1967. Prior to this appointment, he was the country club manager of Cherokee.

He joined CMAA in 1965 and was first elected to the board of directors in 1990. During his tenure, Jordan has served on several national committees including the Budget and Finance, Executive, Strategic Planning, Bylaws, Club Management Institute, Chapter Services and

Conference committees.

Willmoore H. Kendall, general manager of Woodmont Country Club in Rockville, Md., was elected vice president of the CMAA.

Paul K. Skelton, vice president, Golf & Club Operations, Desert Troon Companies and Hassayampa Golf Club in Prescott, Ariz., was elected the

association's secretary-treasurer.

Also elected to the board were Dennis R. Ahearn, secretary-general manager of The Country Club of Orlando; Warren L. Arseneaux, general manager of the Poinsett Club in Greenville, S.C.; Henry Waddington, general manager of Piedmont Driving Club in Atlanta; and Gordon Foster Welch, general manager of the Oaks Country Club in Tulsa, Okla.

EPA TO GET TOUGH ON UNDERGROUND STORAGE TANKS

WASHINGTON, D.C. — The federal Environmental Protection Agency (EPA) has planned an aggressive underground storage tank initiative.

This spring EPA will kick off a national effort to ensure operators of underground tanks are in full compliance with regulations which dic-

tate storage tanks must be upgraded, replaced or closed by December 1998.

EPA officials have indicated they have no intention of extending the December 1998 deadline. Accordingly, the agency will begin an outreach effort to encourage tank operators to take appropriate action.

Schmidt

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like weather and disease intervene, the results aren't always predictable. One of my main jobs is helping upper management understand that. Sometimes, it's like being a referee and mediating between the two. I'm an Agronomy 101 professor for one side and an Accounting 101 instructor to the other."

Probably because of his background in sales, Schmidt the KSL golf operations purchasing director sees his relationship with vendors as a partnership rather than a battleground.

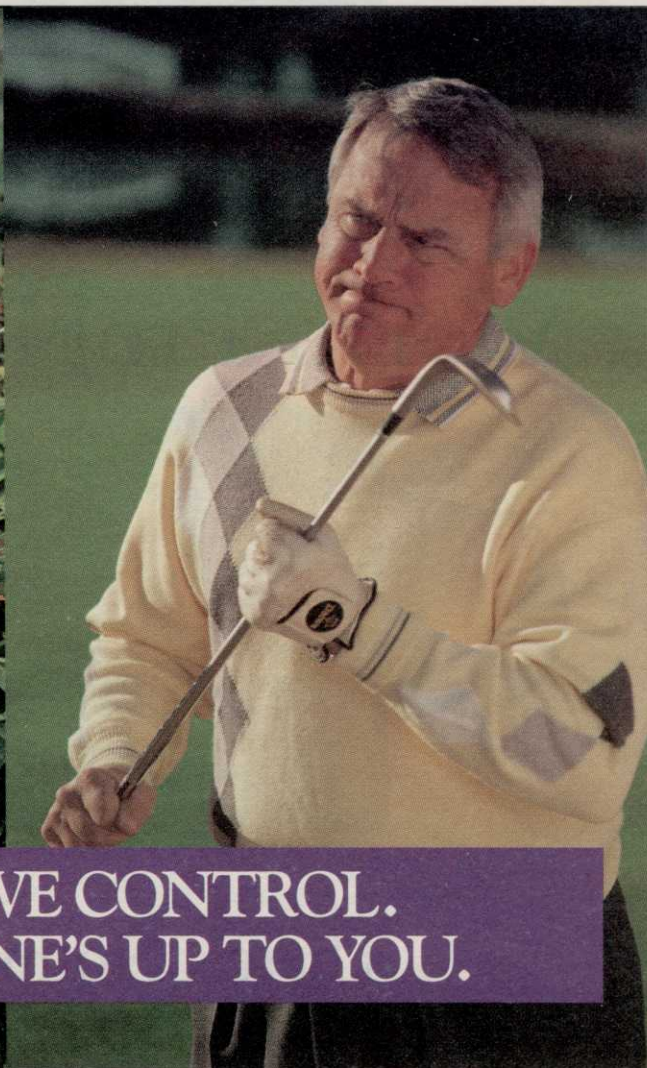
"Vendors can always ask me why I bought a particular product from another supplier and I'll give an honest answer," he said. "For example, a manufacturer may have an exceptional fertilizer product and price it high. But if there are fairly comparable products from other manufacturers at a lower price, then it's hard to justify spending the extra money.

"I come from a sales background and know there is nothing more frustrating than not getting a sale you were expecting. I'm always willing to work with vendors to show them how to modify sales so they can work."

Asked what he liked least and most about his job, Schmidt replied: "I do miss being outside. I get to each property two to three times a year. But you can usually find me in the office 10 hours a day.

"On the other hand, the main part of this job is being a problem solver. That's the best. I don't just show people how to solve agronomic problems, but how to solve administrative problems and go through the right channels to get what it is they are looking for. That's very rewarding."

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