

## Getting the most

Continued from page 43

5. The worker's.
6. A woman's.
7. My own.

I also try to think about seasons. Many of the issues that we are working to improve are affected by the seasons.

Good questions are the key to creating this list. Here are a few of the questions I ask myself

prior to attending the conference each year:

What issues do the golfers want addressed for the next season?

It is important to be working on solving the problems that our customers feel are most important, as well as the ones we know are important. Now comes the hard part. Write them down.

What issues have been on the back burner because of a lack of resources?

The major reason a fresh eye brings solutions to problems that have plagued a course for many years is quite simple. Years have passed since anyone has attempted to solve an accepted problem. During this time the profession has developed solutions that have gone unapplied at the particular course. The fresh eye simply applies current knowledge to the old problem.

What problems do I have that

if remedied would have the biggest payoff to the membership?

The mind of the superintendent needs to be set upon the problems that will bring the most improvement. A critical decision is in selecting the most important problems to solve.

What needs do I have related to irrigation?

Changes in this area are fast and furious. It is usually a rich area for new information on old problems.

What needs do I have related to equipment?

This is the primary attraction at the show. What new machine is available that will cut labor costs or improve performance over my current beast.

What labor needs do I have?

It doesn't matter what the issues are: training, retention, seasonal workers, a mechanic, or regulatory compliance. This is an area that is getting more attention from superintendents and the market. It may not be as easy to access as finding a new fairway mower, but information on these topics are becoming more plentiful each year.

What materials that I use are not producing the results I require?

This includes sand topdressing, fertilizers, pesticides, or any other material that affects the quality of the golfing experience we provide.

This process generates the list of questions to be discussed at the conference and show. With a little thought you will be able to bring with you a list of informational goals that will guide your activities, or at least influence your conversations.

I usually take a notebook with me to the conference and write one question at the top of each page. Each night I review the notebook to see what I learned that day. It also makes me aware of opportunities to gain the information I require.

How you perceive the conference will have a direct effect on how productive the experience will be. If you plan carefully and work the event, you will find plenty of time to meet with old friends, make new ones, and improve your decision-making by providing yourself with the informational resources.

## Grund introduces Snap-In

Grund Guide will introduce its new Snap-In Marker, which is compatible to the Toro 730, 750, 760, and 780 series sprinkler head covers. Simply remove the existing snap-in and insert the Grund Guide adaptable part. For more information, contact Grund at 800-971-7233.

CIRCLE #251

## Otterbine introduces Giant Fountain

Otterbine Barebo Inc., a manufacturer of pond and lake aeration systems and fountains, will announce its new giant fountain series. Pricing, availability and specifications for this spectacular fountain will be made available beginning in the year 1998. For additional information on the Giant Fountain series contact 1-800-AER8TER.

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