



## Steve Barritt — *He Was The Very Best*

By Monroe S. Miller

There was substantial bad news around late last season for Wisconsin golf course superintendents. Some of our colleagues were forced into job changes, winter—snow, really—came before many were ready, and the GCSAA started to try and force some very unfair changes on state chapters. All of this came at the end of a brutal summer.

For WGCSA members in our past of the state there was an additional piece of news we didn't want to hear. Steve Barritt, who traversed every backroad and highway in southcentral and southwestern Wisconsin representing Toro and Reinders Bros., bought a company and went to work for himself. Everybody I know was happy for him and knew he would succeed. But, to a person, there was

also an empty feeling inside and the thought "boy, am I going to miss that guy."

Steve came as close as anyone could to being the prototype salesman. Everybody looked forward to his visits. He was always cheerful whenever he stopped. And he stopped when he either had business to do or an appointment to keep. He was, after all, a businessman and not a social butterfly. Gossip? He didn't deal in it.

Barritt was as knowledgeable about his product line as anyone who has ever called on me. He had a practical approach to his job that was totally refreshing. He knew the strengths of what he sold, but he also measured weaknesses and shortcomings and had the wisdom to include the cus-

tomers' needs in his work. That's why we trusted him so much. He's as honest as they come.

A good salesman can be very helpful with problem solving on the golf course and in the shop. Steve was a lot like a travelling extension agent. And more than a few times he would pull his coveralls out from behind his truck seat and go to work helping us with a repair to a piece of equipment he had sold us. No wonder we are going to miss him.

The temptation is to wish him good luck, but the simple fact is he doesn't need luck. His smarts, his savvy, his work ethic, his experience and his determination guarantee he will be successful.

So he leaves a big hole in our business, and Ed Devinger has the task of trying to replace him. It will be a nearly impossible task for Ed. Steve's legacy is he showed his customers how his job should be done.

The rest of us should be so lucky when we depart our business. But then, Barritt is one of a kind. 🍷

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## *Season Finale at Hawthorn Hills*

By David Brandenburg

Forty-three WGCSA members participated at our last summer meeting on October 2nd at Hawthorn Hills in Saukville. Our host Bill Knight supplied us with one of the few perfect fall days, as it was 65° and sunny.

Our luncheon speaker was Michelle Cody of CRB Financial Services and she spoke about ideas on investing for retirement. She discussed that when we retire at least 55 % of our income will need to come from our personal savings or investments. Also most people raise their standard of living in retirement because they have more time for trips or going out to eat so even more money is needed. Mrs. Cody covered some different investment ideas such as savings accounts, stocks, bonds, and IRA's, along with the rate of return for each. Of course the higher the possible rate of

return the greater the risk when you get into the stock market or other high end investments. The most important point was start investing now, because the longer you wait, or closer to retirement you become, the more you need to save per year.

After lunch we headed out to the golf course to wager some high risk investments of our own. Hawthorn Hills was in excellent condition and showed no sign of wear from the many rounds they host in a season. Overall the layout was great and the course was very enjoyable to play with a variety of rolling holes. The near perfect tees had been rebuilt a few years ago and looked super. Our thanks to Bill Knight and the Hawthorn Hills staff for their hospitality and to all our host clubs throughout the year. 🍷