

Environmental Guidelines Booklet Available

RGF Environmental Systems, Inc. a member of the RGF Environmental Group, West Palm Beach, Florida is offering a free booklet entitled "Environmental Guidelines for Golf Course Maintenance Facilities". This

booklet is offered as a free public service to give golf superintendents guidelines on reducing the risk of contaminants entering the environment and possible fines resulting from such actions. The subjects include: EPA laws, maintenance shop housekeeping, mix & load operations, storm water run-off, managing hazardous waste on site and pollution solutions. For a free copy, contact RGF Environmental Systems, Inc. 3875 Fiscal Court, West Palm Beach,

Florida 33404, 800-842-7771 or 407-848-1826.

The RGF Environmental Group consists of six companies all dedicated to design, engineering, manufacturing and sales of pollution prevention equipment. Founded in 1985, RGF employs 78 people in its 50,000 square foot facility in West Palm Beach.

Real Salesmen —

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with the Vikings, Twins and Timberwolves.

- Real salesmen have their vehicle radios turned to Rush Limbaugh.

- A real salesman remembers his customers at Christmas. A card or calendar is fine.

- A real salesman actually knows how to operate the equipment he sells, and has actually used the materials he offers.

- A real salesman knows that lecture attendance at educational seminars, symposiums and meetings is time well spent. He knows he might learn something.

- The real salesman isn't a sore loser, and always comes back strong. He doesn't take a lost sale personally, and he doesn't hold a grudge.

- Neither does the real salesman take a sale for granted or assume it's automatic. Real superintendents make business decisions and let the chips fall where they may.

- The real salesman gives his best bid (or lowest price) immediately. NOT after he's learned the competition has beat him.

- "Service" is a word the real salesman understands and actually believes in.

Trees & Shrubs —

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Aspen Opening Type

- Balsam poplar (*Populus balsamifera*)
- Quaking aspen (*Populus tremuloides*)
- Scattered Northern bur oak (*Q. macrocarpa*) —var. *olivaeformis*
- Hazelnut (*Corylus americana*)
- Sage willow (*Salix candida*)
- Pussy willow (*Salix discolor*)
- Shrubby cinquefoil (*Potentilla fruiticosa*)
- Red-osier dogwood (*Cornus stolonifera*)

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