

Affiliate News

MTI Announces Customer Service Teams

On January 1, 1998 MTI implemented its new customer support teams throughout its territory.

MTI divided its territory into five geographic areas, and 10 teams will cover these areas. Each team consists of up to four existing MTI personnel including sales people who will be an integral part of the teams. Each team has been assigned a territory and a specific customer group such as golf courses, municipalities, contractors or dealers. In some areas teams will have multiple customer group responsibilities.

The West Metro team will support the golf courses, schools and municipalities and consist of Jon Almquist, Randy Ryski and Marilee Lidstone.

The East Metro team, including part of Wisconsin, will support golf courses, schools and municipalities and consist of Bob Frank, Ron Swenson and Marilee Lidstone.

The Southern Minnesota team, including part of Wisconsin, will support golf courses, municipalities and schools and consist of Chris Manor and Bob Reihe.

The Northeast Minnesota team, including part of Wisconsin, will support golf courses, schools, municipalities and dealers and consist of Terry Olmem and Don Merschman.

The North Dakota team, including part of Northwest Minnesota, will support golf courses, schools, municipalities and dealers and consist of Mike Bentson, Tom Millette, Dan Evavold and Curt Lindlauf.

Supporting the teams for new golf and golf projects will be Dean Chaltas. Dean's responsibility will be to develop working relationships with contacts of new golf development and supporting the teams with total solutions for golf projects.

The field representatives of each team are 100% dedicated to making personal customer contact. The other team members are dedicated to supporting customer needs through timely and consistent outbound calls, inbound customer calls to them and processing customer needs. The teams will have full responsibility for their customers and will have the flexibility to make decisions to meet customer needs.

In addition to the customer support teams, MTI has developed a product demo team consisting of Chris Lokker and Matt Bartels. They are trained and equipped to demonstrate all turf/commercial products for the teams. Glenn Rasmussen will head up this team along with his responsibility for used equipment and Siteworks Systems products (Dingo) sales. Assisting Glenn will be Jim Tisland and Matt Klinsing.

Also effective January 1, 1998, Butch Greeninger was promoted to Director of Sales with responsibilities for all product sales to all customer groups. Bob Frederick's new

responsibility will be Business and Marketing for Turf and Irrigation Products.

All but one of the teams is located at MTI's headquarters in Plymouth, Minn. The other team is located in the Fargo, North Dakota office. To accommodate the teams, construction of additional office space was completed in December at Plymouth and in January at Fargo.

Parske Receives Additional Responsibilities at NSTS

As part of the Alliance's ongoing efforts to provide its customers with value-added service, North Star Turf Supply has assigned Dale Parske additional responsibilities by making him their agronomist and technical support manager.

Parske has a vast agronomic knowledge and field experience gained while working with golf superintendents, construction superintendents, contractors and architects over the past 15 years.

His efforts associated with these responsibilities will focus on the need to guide and consult and to provide agronomic and technical support to the Alliance's customers through education, on-site consultations and follow-up correspondence. Parske will retain his current position as territory sales representative and will maintain regular contact with his existing customer base. He will also continue to be a member of North Star Turf Supply's new Golf Team. His services will be available to all North Star Turf Supply customers. The intent is to provide customers with the information required to properly select NSTS products and to provide them with proper agronomic techniques to effectively apply them.

NOTICE TO NEW MEMBERS

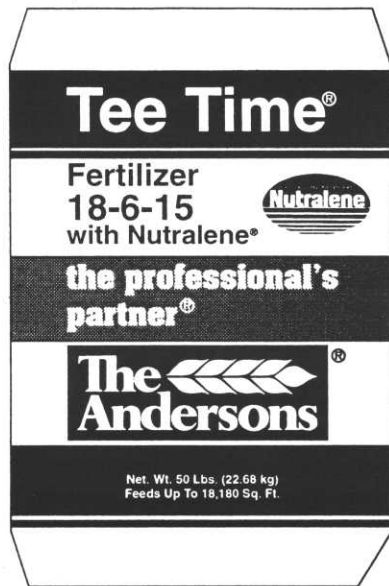
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GCSAA offers seven correspondence courses that allow members to add to their continuing education credit records from the convenience of their homes.

The courses offered include "Emergency Planning and Community Right to Know," "Hazard Communication," "Media Relations," "Personal Protective Equipment for Pesticide Applicators," "Personal Stress Management," "Time Management" and "Underground Storage Tank Monitoring and Record

Keeping."

The Professional Development Catalog or the GCSAA Web site offer complete course descriptions. Correspondence courses allow students to gain from 0.7 to 1.4 continuing education units toward certification or recertification as a certified golf course superintendent. Four of the seven correspondence courses also fulfill requirements for the Environmental Management Program specializations.

To purchase a correspondence course, contact the distribution center at 1-800-974-2722. Each course costs \$100 for GCSAA members and \$150 for non-members.

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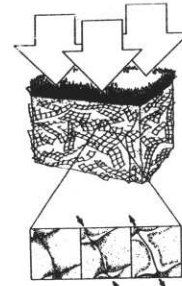


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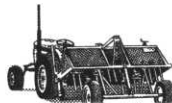
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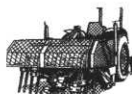
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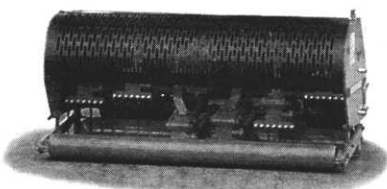


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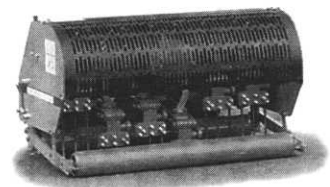


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Exchanging Thoughts About The Early Golf Season



Pictured from left to right at the April 16th MGCSA meeting at Bearpath Golf & Country Club are Brad Klein, Northern Turf Services; Tom Fischer, Edinburgh USA, and Ross Galarneault, executive director of the MGA.

The Grapevine—

(Continued from Page 17)

A case in point was the “Jacobsen bought Ransomes” rumor. Although true to a degree, it was a case where the facts should be heard from authorities before repeating them with their permission.

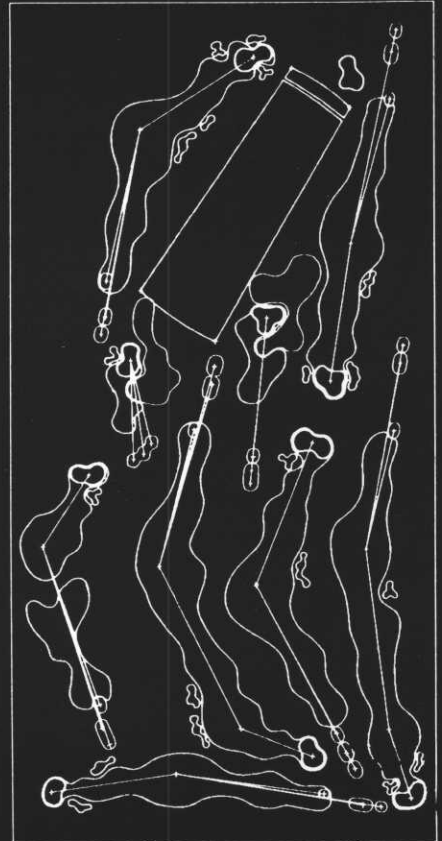
3) **Forget some information as soon as you hear it.** Sometimes what people hear is more than what they wanted to know. It’s like hearing your parents talk about their sexual fantasies: You just wish the conversation would have never started.

4) **Always be suspicious of the statement: “This is just a rumor, but...”** If that’s all the substantiation that a news source has, then it’s best to tune it out. Similarly, it’s just as bad to inform someone else of information that needs such a disclaimer. If it’s just a rumor, then bury it.

5) **Remember that if your talking about someone else, then there is probably someone talking about you.** If you spread negative information about someone else, those negative vibes will return to you.

Having an ear to the ground and a sense of what is going on around us is good business sense. After all, it is said that knowledge is power. But, at the risk of endangering careers and reputations, let’s all think twice before we attempt to share information that may be of suspicious origins or negative in nature. We know that the grapevine will continue to be a source of information, but hopefully one that is truthful and kind.

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Water Conservation—

(Continued from Page 11)

results of such comparisons and should be given consideration.

- Water in early morning when wind and evaporation are lowest.
- Wash all equipment and machinery by using a hose with a shutoff nozzle, and soap and water from a bucket.
- In the clubhouse, check for plumbing leaks and malfunctions and turn off any unnecessary flows.

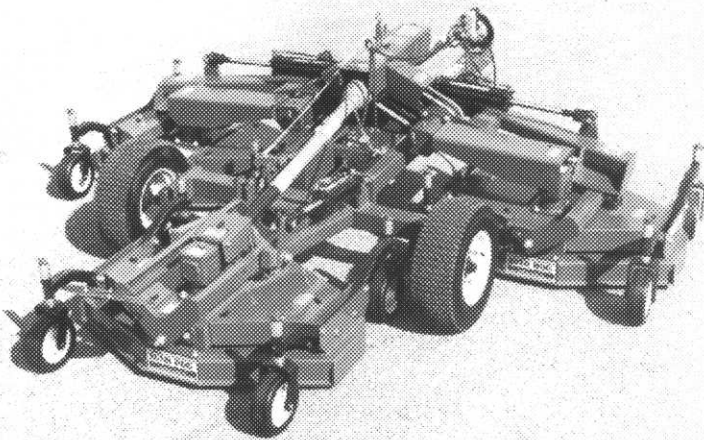
Golf course superintendents are working to do their part in conserving water resources.

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Applications For 1998 MGCSA Legacy Awards and MGCSA Scholarship Awards Are Available at the MGCSA Office

The MGCSA Legacy Awards offer educational aid to the children and grandchildren of Class AA, A, B, C, D and Affiliate MGCSA members who have been an active members. The MGCSA provides scholarships to students attending college or vocational programs at any accredited post secondary institution.

Scholarship recipients are selected on the basis of academic record, potential to succeed, leadership and participation in school and community activities, honors, work experience, a statement of education and career goals and an outside appraisal.

Questions regarding the scholarship program should be addressed to:

MGCSA Scholarship Committee
240 Minnetonka Ave. So.
P.O. Box 617
Wayzata, MN 55391

* * *

Phone: (612) 473-0557
Toll Free: 1-800-642-7227
Fax: (612) 473-0576

Applications must be postmarked by June 1, 1998.

Golf Courses and the Environment

The use of pesticides, the impact on water and soil quality and irrigation water usage are often cited as public concerns about the golf industry. The Golf Course Superintendents Association of America is leading the golf community in working to correct this public misconception through a comprehensive effort combining research, education and communication. These inaccuracies, if not corrected, could pose a serious threat to the vitality and integrity of the game of golf.

Sound Environmental Practices on Golf Courses

- University and government studies indicate that, when properly applied, pesticides and fertilizers do not leach into groundwater in any appreciable amounts.

- Modern turfgrass management practices greatly reduce the potential for leaching or runoff into water supplies.

- Pesticides and fertilizers are used only on certain portions of the golf course. The rest of the property often consists of natural areas not maintained with turf care products. These areas can provide a home for wildlife and include a diverse variety of native plants and trees.

- Golf course superintendents are among the best-educated and most conscientious users of chemical management tools. Today, most superintendents have two or four year university degrees in agronomy, horticulture or other related fields.

- Many superintendents enter the profession because of a love of nature and the outdoors and are strongly committed to conservation. A recent survey shows superintendents give extremely high priority to maintenance practices that do not have a negative impact on the environment.

- Most golf courses compost grass clippings and leaves, which reduces

the amount of waste in landfills. Composting is a growing and recommended practice for golf course operations.

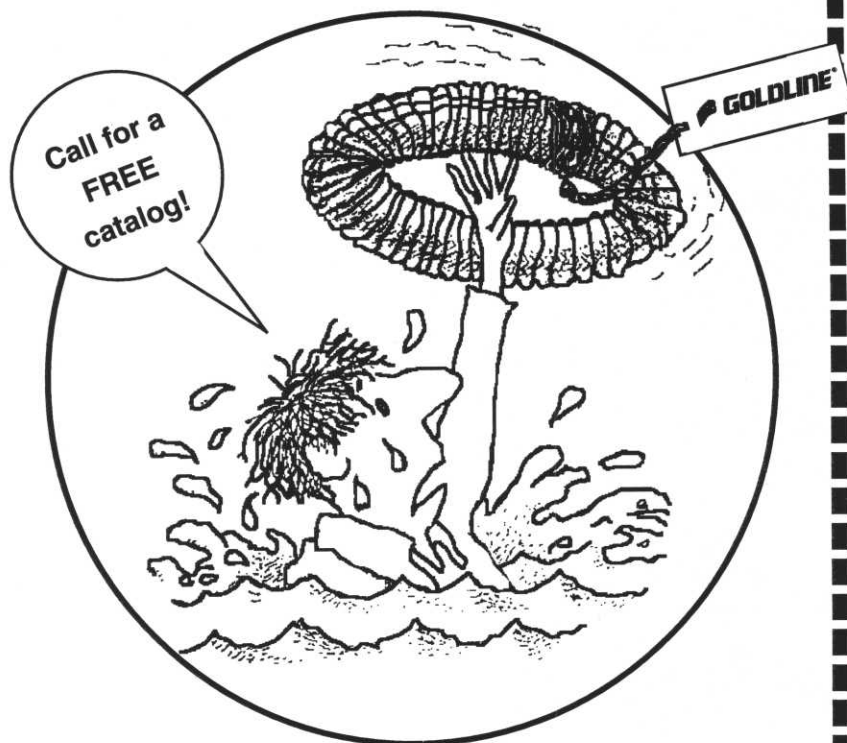
Turf Related Benefits Of Golf Courses

The water used on golf courses can

be an excellent investment in both economic and environmental terms. Irrigated golf courses generate millions of tourist and property tax dollars for state economies. Many courses now use recycled water as part of their irrigation practices.

(Continued on Page 28)

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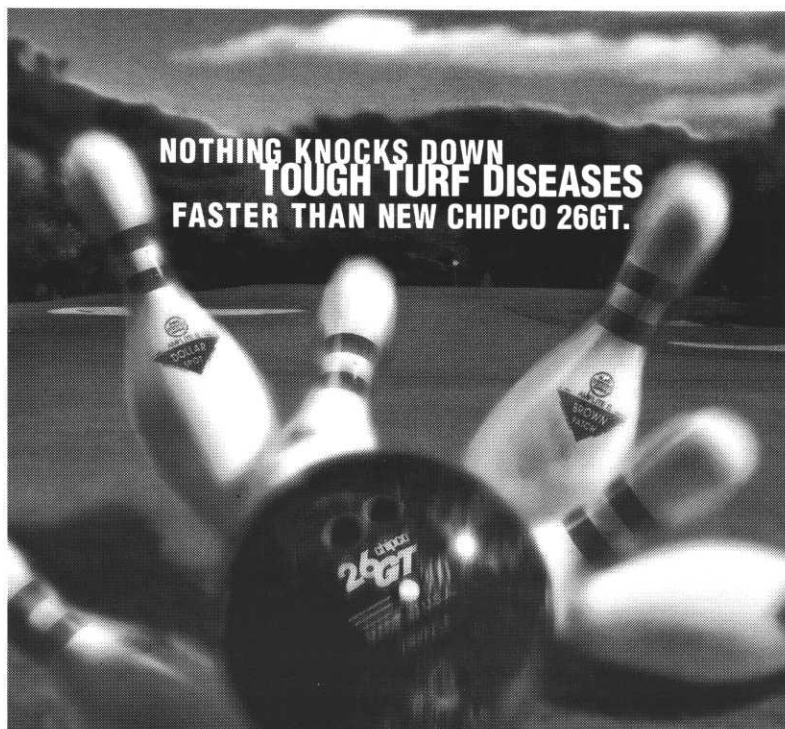
Golf Courses and the Environment—

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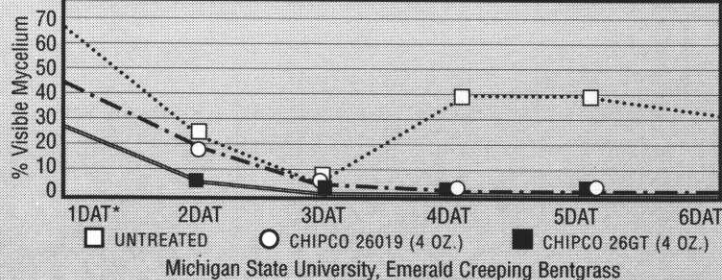
When effectively irrigated, healthy turf provides numerous environmental benefits. Properly maintained turfgrass:

- Produces oxygen (carbon dioxide exchange) and cools the atmosphere;
- prevents soil erosion;
- filters natural and synthetic contaminants from rainfall and irrigation;
- recharges critical groundwater supplies, and
- provides crucial “greenspace” in urban settings.

As a result of computerized irrigation systems and improved turfgrass varieties, courses can now use less water more efficiently



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to achieve the same level of conditioning. Continuing research will provide even more “low-water” turfgrass varieties in the future.

Ecological and Community Benefits of Golf Courses

In addition to turf-related benefits, courses provide other important ecological and community assets. Golf courses are:

- Key sanctuaries for birds and other wildlife;
- disposal and treatment sites for (effluent) wastewater;
- attractive and environmentally sound “covers” for closed landfills and other ecologically damaged sites;
- recreational places for non-golf activities, such as jogging, walking and bird-watching;
- businesses that provide hundreds of thousands of skilled and semi-skilled jobs;
- places for social interaction and community events;
- civic benefactors that give major contributions to charities;
- community improvements that add value to land, thus increasing local tax bases, and
- wetlands preservation areas.

Moving Ahead

On golf's behalf, GCSAA has built strong and cooperative relationships with the U.S. Environmental Protection Agency and other major regulatory groups. Through governmental affairs, professional education and public information, the association strives to make environmental responsibility a basic precept for its members.

The golf community has the willingness, the resources and the motivation to address the environmental issues that exist on the golf courses of today. It is hoped that through these efforts golf will be perceived as a model environmental industry.

Science is On Our Side

- Independent university research supports the fact that well-managed golf courses do not pose significant risks to environmental quality, wildlife or human health.

- The modern pesticides and fertilizers used to maintain healthy golf course turf have been thoroughly tested and are considered safe when used according to label directions.

- A pesticide product today has typically undergone more than 120 studies at a cost of \$50 million before it is registered by the Environmental Protection Agency.

* * *

(Reprinted with permission from *Greentips*, a publication of the GCSAA.)

The Fairway Foundation Is On the Right Course

The Fairway Foundation is riding the crest of a wave in golf's popularity, which, thanks to efforts by the USGA, the PGA, The Tiger Woods Foundation and other organizations such as ours, has seen an increasingly number of minority kids become enamoured with the game.

At year-end 1997, the USGA and PGA announced the First Tee program, whereby \$50 million will be invested by the year 2000 to build 100 new golf courses for youth. The courses will be five to seven holes, with lengths of 50 to 150 yards per hole. The Fairway Foundation is involved with this project.

The connection we make with at-risk kids can be a critical factor in the course of their lives. Lifetime contacts and the values they learn through golf — discipline, honesty, courtesy, sportsmanship, respect and self-respect — will carry over as they strive to succeed in school, at work and in the community.

Keeping kids "on the right course" as they reach their teen years in a special challenge. The Caddie and Tree Trust work programs initiated in 1997 provide a financial incentive to older kids, as well as positive recognition and a sense of accomplishment and self-confidence that comes from a job well done.

Fairway kids also can earn money by repairing and re-fitting donated golf clubs. Interested kids are trained to cut and regrip clubs to better suit our junior players.

With the addition of these special programs, we hope to significantly increase participation by kids 12 years and older — specifically, 20 percent (100 participants) of a targeted 500 participants by the year 2000. We're also working to achieve a ratio of one volunteer or professional to five stu-

dents. This will allow us to develop stronger relationships with Fairway kids and give them the personal attention they deserve.

Other opportunities include mentoring programs and a college scholarship, which has been awarded this year to Minneapolis South senior Josh Smith. Josh has been a Fairway Foundation mentor and clinic teacher for the past two years.

The Fairway Foundation will be working to:

- Better organize and formalize its fundraising efforts.
- Develop partnerships with corporations, schools and golf clubs.
- Cultivate relationships with community leaders, school coaches and others who can help identify and encourage kids interested in the Fairway Foundation program.

"Timeless Principles, Meaningful Experience"

Golf is an honored tradition of technical skill, coupled with the timeless principles of discipline, integrity and respect. But these principles go far beyond the boundaries of any golf

course; they are the basis for success in one's life.

A new Caddie Program, initiated in the summer of 1997, allows Fairway Foundation kids to translate the timeless principles they learn in golf into an exciting opportunity.

Inner-city kids, ages 12-16, received training from Evans Scholars, the Hazeltine caddie program and Sam Garthune, Fairway Foundation's caddie master.

Nearly 20 students made a daily commitment to the program — a decision that may have a dramatic impact on the course of their future.

The caddie experience — both motivational and inspirational — is especially vital to Fairway kids for two reasons. First, it builds self-confidence and encourages students to improve their communication skills. Second, the tipping system provides a direct link between effort and reward. It's an invaluable lesson in today's market, which is driven by ever-increasing customer expectations.

Student caddies provided exceptional service at various metro-area tournaments, including stints at Hiawatha, Rich Acres, Hazeltine, Golden Valley and Minneapolis Golf Club.

(Continued on Page 32)



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JOB NOTICE

To: Members/MGCSA

Applications are now being
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Requirements:

- Completion of a 2-year turfgrass management program or equivalent.
- Minimum 3 years experience at golf course maintenance.
- Certified Pesticide Applicator.
- Ability to supervise maintenance crew in all aspects.
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Responsibilities:

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Salary: \$480/week (40 weeks).
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Application deadline: May 8.

Send resumes to:

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Spooner Golf Club
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