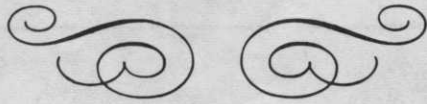


Directions to the club: From 495 beltway take exit 16B north on River Road towards Potomac Md. The club is 11½ miles from the beltway on River Road.

Gerry has worked hard with Al Watson, our social chairman, in organizing a full day of pleasure for everyone – so everyone attend and relax, socialize and have a good time. You owe it to yourselves, family, and your job to “get away” for a day.



\* \* \*

You never get a second chance to make a good first impression.

\* \* \*

## Difference Between a Champion and a Runnerup

What is the difference between a champion and a runnerup? Between the guy or gal who made it and those who don't. What's the difference? Is it education? That helps, but it's not the difference.

Many persons achieve great success with little education. For example, Lincoln and Will Rogers. Is it talent? That helps, but it's not the difference. You and I know people with much talent who accomplish little. And we know people with little talent who accomplish much.

Is it enthusiasm? That helps, but it's not the difference. Hitler was big on enthusiasm, and a big loser.

Well, what is the difference? If it isn't education, talent, or enthusiasm, what is it? Isn't the difference very little? The gold champion wins by one or two strokes. John Kennedy won the popular vote by one half of one per cent. When Edison worked on the electric light, after 965 experiments, his assistants begged him to give up. They said it can't be done. Edison said let's try a few more times. And the next few experiments made the difference.

I can hear you say to yourself, so what, what's all this got to do with me? I don't want to be a sports champion or president or inventor.

OK, here's the point. Whether you sell insurance, cars or real estate, whether you work for the government, whether you are a housewife or a career woman, the difference between hitting the mark and missing it is very thin. This is true even in romance. What was the difference between the guy or gal who won your heart and those who lost out? What put your husband or wife ahead of the also-rans? Wasn't it something just a little extra? A little more attention? A smile with a little more warmth, a kiss with a little more . . . pressure?

On your job, a little extra diligence could be the difference between getting and not getting a promotion. If you do your job just to get by, why should your boss promote you? You see, it's that little extra effort that makes winners and produces progress. How much mankind would have lost if Edison had not made a few extra experiments to give the world electric light. What a wonderful and happy truth it is that the one ingredient of success that you must have above all others lies within yourself. You can have it.

Many things in life lie outside your control, but that magical little extra effort which pays off in tremendous results is the one thing you always have within your reach

Most successful men and women are not geniuses. They are ordinary people who put forward a little extra effort and finished in front. While others around them with practically and same education, talent and enthusiasm get left behind.

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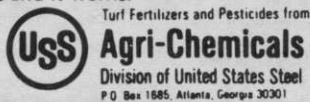
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And so, what is the difference between a champion and a runnerup, between the guy or gal who makes it and those who don't? The difference, you see, is a little extra effort that gets big results. And It's available to everyone. It's within yourself. Use that little extra effort in everything you do. Make it a habit. Begin now.

The preceding article was a speech made by Tom Montalbo, of the Toastmasters International, Tom, in a speech contest, won the first place silver cup in the annual spring speech contest of the Southern Division of the National Capital District of Toastmasters. Tom Montalbo is a financial manager in the office of the Secretary of the Treasury here in Washington. This speech is presented here to illustrate one Man's views upon success - views we should all adopt as our own.

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**TURF GRASS FIELD DAY**

As you know, the U.S. Department of Agriculture cooperates with the Mid-Atlantic Golf Course Association in holding a turfgrass field day. The Turfgrass Field Day will be held on August 1, 1973. Registration will start at 9 a.m. with viewing of the plots and discussion to begin at 10 a.m. Some of the experimental plots to be seen will be: regional bluegrass evaluation; aerification and topdressing of bentgrass greens vs. no treatment; zoysia strains and thatch control; bermudagrass potash and nitrogen study as related to winterkill; bluegrass potash and nitrogen study as related to leaf spot disease; control of thatch in Kentucky bluegrass turf; Kentucky bluegrass variety and mixture trials; evaluation of Kentucky bluegrass selections; tall fescue study - treatments include three mowing heights, two mixtures, and nine rates of nitrogen and time of application; and phosphorus study on bluegrass turf; rates includes 0 to 4,000 pounds of actual P<sub>2</sub>O<sub>5</sub> per acre at 500-pound increments. All are welcome to attend.

Felix V. Juska  
Turf-Research Agronomist  
Turfgrass Laboratory  
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**MANAGEMENT PRACTICES - PART III**

**"DIG YOUR OWN GRAVE"**

Digging your own grave is a situation a superintendent gets himself into when he undertakes too many operations with an inadequate labor force or time to keep his golf course maintenance operations up to date.

This type of situation can easily storm a superintendent over night if he does not carefully plan ahead for any and all "on the side" projects.

We always try to do all we can for our clubs, which is only natural. We present ourselves as capable to perform many tasks, as we also improve our professional status with each added responsibility. The club benefits from not having to hire outside contractors and we benefit from increased professional recognition and justifying more money for our men and ourselves - but how does the golf course benefit? Golf course maintenance always suffers from lack of attention when we undertake jobs that are unrelated to the maintenance of the golf course.

What are these jobs? These jobs range from building fences, patios, shelters, bathrooms, etc, to undertaking major golf course improvements such as building new greens, tees, bridges, traps, or revamping your drainage or irrigation system. All of these projects are labor consuming, and all should come second to the maintenance of the golf course or be contracted out. During the growing season we should try to contain our efforts to the management of the golf course and plan any other projects to be tackled during the winter months of the year.