


his equipment, tell him so. If you tell him you are interested in his equipment, give him a chance rather than going behind his back and purchasing from another company. Many people can easily be pinned a sucker. Become friends with all salesmen but do not become obligated to any. Don't always accept the lowest price. Buy the equipment you have confidence in.

Another problem is time. Why wait until the last second to make equipment purchases and part orders. You know well in advance that your aerifier needs tines and that the carburetor is falling off your sod cutter. Again, a good mechanic is essential. However, you must work for the future as well as the present. Keep as much of your own parts inventory as you can. A suggested parts inventory list is supplied when you purchase major pieces of equipment. Develop a system of paperwork in which you can keep a list of parts needed and parts expected to be needed shortly. As parts orders arrive, you can easily check these from the list.

You are the manager of a very expensive operation. Even with a good mechanic, you must make periodic equipment inspections and plan ahead. New and improved equipment reaches our market yearly and the industry is dependent upon that equipment. Proper equipment maintenance is a *must* for proper turf maintenance.



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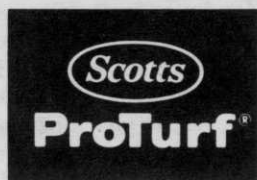
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### "How's That Again?"

"It's impossible for you to have had trouble with your new hydrolically controlled turf vehicle", said the salesman. Your cart is controlled by one single knob that starts the cart, shifts the gears, stops it, turns on the lights, steers it and opens the tailgate. How could you possibly have trouble with it?"

"Easy," said the superintendent, "I lost the knob".



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