

# Lea's GREEN MEADOWS, Inc.



## DISTRIBUTORS FOR:

- Borden's Greens & Fairways Professional Fertilizers
- Agriform and Osmocote Fertilizers
- Ampel Pelletized Lime and Gypsum
- Grass Seed
- Fungicides, Insecticides, and Herbicides
- Soil Supplements

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- Trap stone sand—produced from marble to guarantee uniform near-white color... ideal texture...no oversize particles.
- CAMELIME dolomitic agricultural limestone.
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## COUNTRY CLUB PRODUCTS

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HERBICIDES  
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FERTILIZER/HERBICIDE  
COMBINATION

SOLD THROUGH DISTRIBUTORS ONLY  
**LEBANON CHEMICAL CORPORATION**  
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## Dates to Remember

**NOVEMBER 14th**

Washington Golf and Country Club

**DECEMBER 12th**

Annapolis Naval Academy  
Election Meeting

**JANUARY 7th-11th**

Turfgrass '79  
Baltimore Hilton

**JANUARY 23rd-24th**

Virginia Turfgrass Conference  
Williamsburg, Virginia

**FEBRUARY 4th-9th**

GCSAA 50th International Turfgrass Conference and Show.

## Conferences

(continued from page 6)

recordings of the sessions are available, take advantage of them.

Trade shows offer an opportunity to observe a wide variety of equipment and supplies in a relatively short period of time. It's possible to "comparison shop" among many equipment manufacturers. Whether you have a specific need to fill or are "just looking," you will benefit from the time you spend on the exhibit hall floor.

If you own or can borrow a camera, consider taking one along to photograph items that you are interested in. Photographs of informative posters can save you time by keeping you from copying down information. Don't be hesitant to discuss your requirements with the sales representatives on the floor—they are there to inform you. They may also have descriptive brochures you can take home with you.

Meeting strangers at a conference need not be difficult. All you have to do is be willing to introduce yourself to those around you at a meeting or in an elevator, for example. Have a ready supply of small talk about the weather or sports ready to ease the first few minutes of conversation. There is a rapport that develops quickly in these kinds of encounters which can lead to valuable exchanges of information.

Look for the new attendee and pay special attention to him. If he feels lonely or isolated, chances are he won't return next year. If that happens, he loses and so do you.

Education, exhibits, exchanges with fellow conferees—they are three important aspects of attending a conference. Each is valuable, and each is part of the investment you make of your time and money when you attend a conference.