

Partnership

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our own region. These organizations are applying proven business management practices to what they see as a cottage industry in an effort to give the golfer a better product at a lower cost. As a result, they're changing many of the requirements that the manufacturers and their local representatives are being asked to meet.

Your Role

From our perspective as your suppliers, here are a few ideas that we believe can make a fundamentally good relationship between us even better:

1. Understand and support the idea that your suppliers need to make a fair profit on your business.
2. Deal with us honestly and up front. If you know you really don't want our product or service, tell us so we don't waste your time or ours.

3. Share your plans and needs with us as early and openly as possible. Chip McDonald needs the time to properly prepare for his work, particularly to secure permits. Equipment distributors need your input so we can forecast inventory requirements and have it on hand to meet your desired delivery dates.

4. Support the vendors who actually support you and your associations. Remember the companies that lend you equipment for the special events at your course and those people who are always there for you with their expertise and solutions to your problems. Those kinds of value-added services require financial investments and are often not available from companies that just give you the lowest price.

5. Share information about good products and services among yourselves on a more frequent basis. Tim Davisson suggested informal superintendent meetings, greater use of your associations to get the word out and more exchanges via the computer network.

6. Give us your honest appraisal of our products and services. We're all trying our best to give you just what you need at the lowest possible price. Your feedback will help tell us if we're on target and guide us into the future.

My thanks to these business leaders for their many contributions to this article:

Larry Cornell, Geoff Mack
G.L. Cornell Company
Irrigation Services, Inc.

Tim Davisson, Tom Malehorn
Davisson Golf, Inc.
Pro-Lawn Products

Ray Finch, Chip McDonald
Finch Turf Equipment, Inc.
McDonald and Sons

Brian Finger, Rich Schneider
Summit Hall Turf Farm
Scotts ProTurf

Rick Hill, John Strickland
Century's Aqua Flo
EgypT Farms, Inc.

**The next issue of "Turfgrass Matters" will feature the companion piece to this article by Dean Graves, Superintendent of Bethesda Country Club, presenting a superintendent's views of supplier relations. ■*

MAAGCS Golf Notes

Jim McHenry,
Director of Golf

The Golf Gods have not been very good to us so far this year. We had a very cold start at the National Tournament in Orlando (low temperatures in the 20's and wind chills in the single digits) and our March golf outing had to be cancelled due to the weather (it snowed the weekend before). And if that wasn't enough, April's 4-man scramble at Holly Hill's got buried under 5" of snow. Enough is enough!!

Obviously, there are no tournament results to share with you, so I will fill you in on upcoming events.

May 15 was our 24th annual Superintendent/Professional golf tournament, held at Queenstown Harbor Golf Links. Bill Shirk, CGCS, our host

for the day, promised us better weather than we had seen for our first two outings. Results from this special day will be published in the next edition of "Turfgrass Matters".

June's meeting will be held at Prospect Bay C.C. with Gerald Hasbargen as our host. The golf event for the day will be our POINTS TOURNAMENT. Tee times are available from 10:00 AM to 1:00 PM. You must call the Pro Shop at Prospect Bay to reserve a time (410 827-8924). Please make your own foursome, or ask to be paired with a group. Cost for the golf will be \$10/person for the cart and \$10/person for the tournament.

Lastly, remember to find a partner and get ready for the 2-Man Championship scheduled for July 9 at Hidden Creek. ■

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