



From An Old Friend of the GCSANC

Over twenty years ago, a fresh young sales representative for an irrigation and landscape distributor dreamed of the chance to call on golf course superintendents. Being new to the distribution industry, his boss initially made him responsible for calling on cities, contractors and park districts. Being an avid golfer, his natural interest led him to read about the trials, tribulations and successes of the golf course superintendent with their day-to-day challenges of keeping the grass healthy and green. The articles he read drew him closer to his desire to one day be a part of the golf course superintendent's association.

One spring morning, he was called into his boss's office to be informed that the company was expanding and the need for golf representative was needed. Not only had he been chosen to fill the position, but his boss also informed him that one of the key responsibilities was to join

the regional golf course superintendent's chapter and to attend each and every meeting. His dream had come true. About a month later, he attended his first meeting. Not knowing what to expect, he anticipated the group of superintendents that would be attending the meeting to be hard nosed, arrogant and egotistical professionals boasting of knowledge, pride and righteousness. As entering the room, he immediately found that his assumption was somewhat correct. The only difference was that the majority of the individuals in the room were not golf course superintendents, but other vendors just like him.

In all seriousness, his first meeting exceeded every expectation about what golf course superintendents and the people who service this trade are all about. Everyone whom he met that day, even his competitors, accepted his ignorance, curiosity, desire and willingness to be part of the local group. He was able to play a great golf course that

day and even was suckered into the skins game. He could not have been more impressed and enthused about the association he was now a part of.

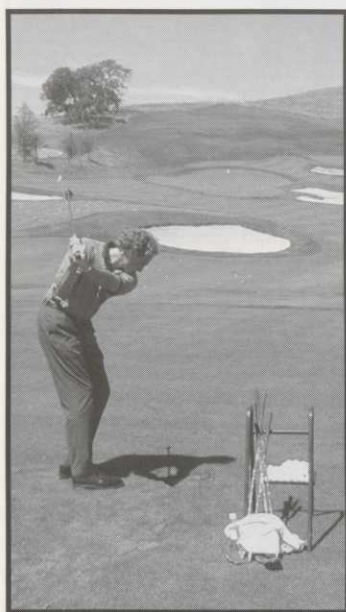
As the years went by and his duties and job responsibilities changed, he graciously had the opportunity to join other chapters in the state. He became more involved with various boards of directors and assisted whenever possible with different committees and events. He always looked forward to the next meeting followed by a round of golf with his fellow colleagues, competitors and most of all his friends.

One day, he decided to accept a position with another company. He was informed that his responsibilities did not include working with the superintendents association. At first, it appeared to be no big deal. Several months later while reading a chapter newsletter which featured a scholarship tournament, he realized how at

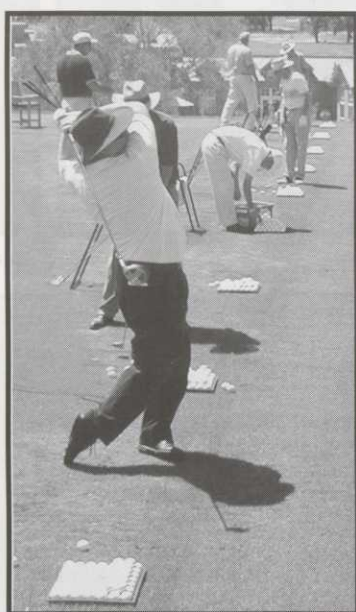
one time, he was extremely lucky to be part of such a wonderful family. He missed the camaraderie, laughs, teamwork, education and energy that each and every meeting he had attended in the past represented. Once again, he dreamed of being part of the golf course superintendent's association. This memo is not intended to be part of a membership drive or meeting attendance builder. It is to simply say thank you for accepting one another at your meetings and for the professional attitude and the desire to become better as individuals and as a group. You have proven to me that there is no better group of people in the green industry. One day I hope to be back and I will graciously give up my five-dollar skin money to you sharks I consider my friends.

Sincerely,

An anonymous friend /



Mike Hill working his wedge



Ross Brownlie's finish



Check in at Cordevalle