



WHY JOIN A NATIONAL ASSOCIATION OF SPRAYMEN?

By LARRY NIPP

At its annual convention in Ft. Lauderdale November 5-7, the Horticultural Spraymen's Association of Florida will attempt to establish a national association of weed, turf, and tree spraymen. This article is an examination of some advantages inherent in belonging to such a group. There are several other regional spraymen's organizations around the country, some of which have also considered a national association. *Weeds and Turf* does not support one organization to the exclusion of another, but is striving simply to present thorough news coverage of all such endeavors, in the belief that a strong national will help immeasurably to further industry interests in general. Also extremely active is the Northwest Chemical Applicators Association, which will hold its annual conference November 30 and December 1 in Yakima, Washington. A letter from the NCAA president, supporting the eventual establishment of a national, appears in this month's *W&T Mailbox* (page 8).

LET'S list some of the reasons why some people do not choose to join an association:

"Don't like the people in it."

"An association can do nothing for me."

"It's run by a clique."

"It will cost me money."

That about covers most reasons; so let's now take each one and analyze it.

First, no one in his right mind joins an association because he likes the people in it. This is not the purpose of such a group. However, you will be surprised how easy it is to get to like the people in a trade organization—especially when you have so much in common. An association can do much for you. Any time a group of men in the same business as you get together, you have only to keep your ears open and you are bound to learn something. You will find that your immediate competitor will not break his neck to give away his trade secrets, but men from other parts of the state or country will gladly help you with your problem. It may be that he, or they, learned the answer from *your* competitor.

Must Give to Receive

Let me say you must be willing to give in order to get from any association. As for the "clique," let me also say this—I have been a member of three associations in my life; I have not noticed anything which can honestly be termed a clique. The man who complains about closed circles of members is usually the same man to refuse every office in the association. He will refuse to serve on any and all committees, and at the meetings he will not voice an opinion. But, after the meeting, he will find fault with everything that took place. So-called cliques are composed of men who will do the job and take the abuse when things go wrong. You will find such groups more than willing to have new blood take over.

As for the cost of belonging, it does not cost—it pays. The cost is returned many times over. You will learn more about your

business just sitting around talking to some other member than you can learn from any book.

Association Adds Prestige

The first year the Horticultural Spraymen's Association of Florida held its convention the equipment show alone was worth the price of 10 years' dues, in my opinion. The question and answer panel part of the program was in itself worth more than several years' dues. Now that we in Florida are about to form a national association, the opportunities to learn will be even greater. Memory is short, but all members of the Horticultural Spraymen's Association of Florida probably remember it was through the efforts of that organization that legislation outlawing or restricting spraying in about 10 cities in Florida was defeated. It was through the efforts of that same association that it was brought to light that members were getting bad materials. Often overlooked is the fact that to belong to an association adds prestige to your company in the eyes of the public, and gains public confidence. The public knows that a company joins an association in an effort to uplift the industry.

I believe weed, turf, and tree spraymen can form the largest association of its kind in the world; and I believe this association can benefit us all in many ways. One way will be to stand up to adverse legislation, which I am sure will crop up in many states and many, many communities. Our annual conventions can feature large equipment shows such as we will have this year at the Horticultural Spraymen's Association of Florida convention in Fort Lauderdale, Florida, November 5 through 7. Also, a discussion on various types of contracts and prices at one of the sessions of our convention will do much to help the industry on a national scale. One should bear in mind that every profession and every business has its association composed of members from every branch of the profession or business.

Other benefits, such as an in-

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urance program through the association to lower our insurance costs, are possible. The many ways you can benefit from a trade group are too numerous to discuss here, but let me say that the good far outweighs the evil in any association. I hope *Weeds and Turf* readers will join us in Fort Lauderdale on November 5 to 7 at the world-famous Pier 66 Hotel and help us get started on this venture!