Coast Greens-Man Asks
"Shall We Cost-Keep or Greens-Keep?"

WHEN GOLFDOM entered this maintenance cost-keeping debate our appearance was made simply because the situation was calling for a definite and constructive show-down. Scores of letters and interviews with greenkeepers and green-chairmen attest to a deep interest in the subject.

What really proved the last shove that plunged us paddling into this deep water was the discharge of a good greenkeeper of our acquaintance at the end of last season because his directors thought he was wasting money and he didn't have the figures to prove the contrary truth. At that course this year, the condition has been bad (not due to the drought) simply because the directors insisted on cutting the costs lower than the figure proper for desired character of maintenance.

It is our belief, based on wide observation, that course maintenance is far more often penalized by too much economy rather than by too little, but it certainly is another conviction of ours that many greenkeepers need more figures to exhibit their command of the financial phases of operation.

In November, B. F. Leach told a true tale of what can be done by a greenkeeper who knows how to use figures.

In the October issue we published some maintenance cost-keeping sheets compiled by greenkeepers. One of our unknown friends in Los Angeles writes us about them. There's a lot in what he has to say about the greenkeeper keeping from getting so tangled up in figures that he can't tear loose to do his greenkeeping.

However, while agreeing with some of the points brought out by the author of the following communication, we still maintain that if more greenkeepers knew how to compile and use cost figures they could employ this data effectively in getting their salaries raised. After all, that's the aim—getting more money for men who are worth it.

And now for the Los Angeles letter:

"Dear Mr. Graffis:

"I see in your October issue, you have another of these ultra-efficient cost sheets and I note the list of operation is fairly complete, but not 100 per cent, why not have a place for picking..."
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