

Idea file

Biggest garage sale has used equipment

You probably wouldn't be interested in the skis, parkas, or snowmobiles, but what about 1,911 pickup trucks, 125 portable bridges, 300 backhoes, 1,384 prefabricated buildings, 18,000 pieces of major construction equipment, or 1,500 outhouses?

The outhouses are called an "ecological dream;" they are deluxe two-holers with heated seats and cost \$10,000 when new. The seller of all this will be the Alyeska Pipeline Service Co., as soon as it finishes building the trans-Alaska pipeline. Equipment will be collected at the southern terminus of the line in Valdez and at Fairbanks, then refurbished and shipped to the lower 48 states for sale.

Hole-in-one policy offered to clubs

Through a new, unique method of rating, America's Insurance Center has now made it possible to offer more than one Par 3 hole on any course on any give date for Hole-in-one competition during any event.

Through this coverage, more suspenseful contests are possible, enabling sponsors to more particularly develop income for the event. Additional details on the coverage can be obtained by contacting A.I.C., 562 Boulevard, Kenilworth, NJ 07033.

Choosing glassware? Simple or ornate?

Replacing glassware can often be a tough decision for the club manager. Should you go for something that looks good and reflects your quality operation or should you stay with the durable, thinking always of the cost of breakage?

Club operations that do a lot of outside parties and receptions should probably rely on heavier ware. Based on use, glasses with strong rims and heavy bottoms will stand the test over the long run.

Finally, should you go for colored or clear glassware? Use of color can give your tabletops a coordinated look with your setting. Many colors are available on the market today.

Your green chairman can be a big ally

Your success as a superintendent at a private country club can often depend on the cooperative attitude you develop with the green chairman. Cooperation is the key in getting the programs you feel are needed in improving the course.

Like it or not, the green chairman is the liaison between the board and you. When you are involved in the decision-making process regarding the future maintenance of the club, he will probably be there.

Know your green chairman well. Force him to be involved, if he is not. He can be a strong ally to you in a board meeting, helping to get your program sold to the board. Getting the green chairman on your side is only the first step.

Put your assistant into shop planning

Utilizing personnel is a true art. The club professional has to look at his operation and make sure his staff is covering every possible aspect of the shop. The way the staff is used, though, is the pro's responsibility.

Keep your assistants inside the operation by getting them involved in all aspects of management. Budgeting, planning, merchandising, buying and bookkeeping are all areas where additional voices can offer new ideas or opinions you may have overlooked.

From a morale standpoint, the involvement of the entire staff in the decision-making process will help reinforce the business attitude of your shop. In this way, the assistants and staff will feel they are working with you and not for you.

Make wine tasting a merchandiser

Are you looking at wine as a new profit center in your club? Acceptance may need a boost and a wine tasting party may be the answer to get your membership introduced to the wide variety of wines available to them at the club.

Physical requirements are minimal. The cost is lower than a conventional cocktail party. As many wines as you want can be featured. For example, the list might include a California Burgundy, a mellow red, a Rhine, a Rosé, a dry Sherry, a Port and a Muscat wine, such as a Muscatel. The first four wines are table wines, the Sherry an appetizer, the Port and Muscatel, sweet dessert wines.

When thinking about glassware for the party, choose goblets, jelly glasses, or a variety of wine glasses. A clear container helps you appreciate a wine's color.