

# Co-operation

Noted club manager sounds keynote of friendship between greenkeeper and club managers. How harmony brings success

By J. BARKER SMITH  
Manager, Cleveland Athletic Club

Read before the annual convention of the National Association of Greenkeepers of America at Detroit



J. Barker Smith

IN ACCEPTING your invitation to speak at the banquet of the National Greenkeepers Association, to represent the Club Managers, I hardly know what to speak about that might interest a greenkeeper, unless it was in his relation to the club manager. And in that sense I have but one thought in view, *co-operation*. So I will ask you to allow me to sketch for you a mental picture of the co-operation between a club manager and a greenkeeper. The club manager had just taken charge of a country club in addition to his duties at the City Club. So after organizing the employees in the house, he started looking about outside.

His first thought was to plant a vegetable garden along the roadway, so that it might advertise fresh vegetables for the dining room table. And in looking about for some one to take charge of this garden, he ran across a man who had been in charge of the Bass Lake Club at Chardon, Ohio. This man's place was renowned for its corn and onions. So figuring that this man knew his onions, the club manager induced him to take the job of handling the garden for the new Country Club at Youngstown, Ohio.

## Onion Grower Becomes Grass Cutter

A SHORT time later, the foreman of the grass-cutters got drunk and stayed away for a week. So the club manager talked with the onion grower and told him that he should take over the foreman's job of handling the grass-cutters on the golf course. The answer was:

"Well, I know how to plant oats, dig weeds and make hay, raise corn and young onions, but if you think I can keep grass cut short enough on these little green patches, I will take the job."

He was hired, and set about immediately to re-organize the crew of outside workers. He then made a scientific study of golf courses and their requirements. As the years passed, this onion grower grew to be a big man in his new vocation, as "Foreman of the Grass-cutters" and he not only brought the Youngstown Country Club to be recognized as one of the best in the country, but his own information and judgment was widely sought.

Now that he is a big man, we can well afford to tell a

little joke about him, and I am sure that he will not get peeved, because big men are satisfied to have some of their friends become reminiscent, even if they are the butt of the joke.

## A Joke on John Morley

AT ONE time, prior to the onion grower's advent into the grass-cutters union, he visited Youngstown at a picnic of Club Hotel men. It was held in an amusement park, where they have shooting galleries, popcorn stands and merry-go-rounds. Just before we all went to this park, which was quite a little distance out, our good friend Morley thought that he might go over to Sharon, Pa., to visit his mother, which was about 14 miles distant. But, in the meantime we all got into the Elks Club and got mixed up in some way and John forgot his trip.

Finally, we got out into the amusement park and John was rather tired, because it was a long way out. Someone suggested that he sit down in one of the carriages drawn by the wooden horses in the merry-go-round. John fell asleep. The attendant came and awakened him. So John thrust his hand in his pocket and took out a dollar bill and said to the attendant.

"Let me off at Sharon." (You see that visit to his mother was still on his mind).

It was about 12 o'clock when the attendant closed up the merry-go-round. He came back to John and said.

"I am going to close the place now. Here's ten cents change. We haven't reached Sharon yet; you'll have to walk."

## Morley is Deaf—Sometimes

I RECALL one chairman of a green-committee, a Mr. Sharman, in conversation with Mr. Morley. Mr. Morley's deafness has stood him in good stead on more than one occasion when he desired to take advantage of it.

Mr. Sharman said, "John, why is number 15 so long this morning?"

And John replied, "No, I didn't see any worm-cast there yesterday."

Sharman looked at him for a moment or two, and said, "I meant the grass, John. It is too long."

And John replied, "Yes, but we will put lime on it next fall."

Sharman looked back at him and said, "Oh, hell, John, I guess it is all right."

This may seem foolish, but it was not. John knew exactly what Sharman was talking about, and had left the grass long purposely. He always keeps one poor green, so that the players would appreciate the good greens, by way of contrast. And he made believe to Sharman that he did not hear him. But I knew from the expression on Morley's face, that he was putting one over on the Chairman of the Green Committee.

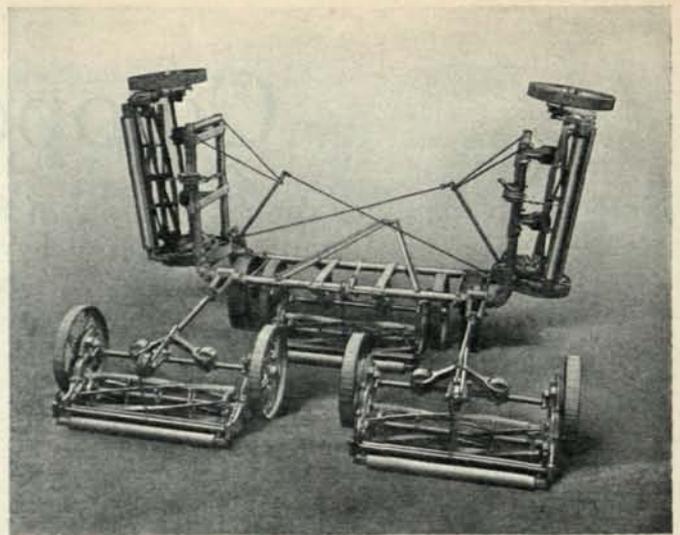
Now for *co-operation*. The greenkeeper in this instance was Mr. John Morley, and the Club Manager, your speaker. And I am going to prove to you now how and why co-operation between these two men has proved a success. If you greenkeepers will only follow the example of this man, I am sure that you will be amply repaid, not only in the satisfaction of knowing that you are doing the right thing, but that success will come to you, perhaps in your pay envelope, who knows?

### What Co-operation Actually Means

**T**O MORLEY, I was no doubt a kid when I hired him, but nevertheless John was in charge outside and I inside. So we immediately resolved that the success of the club as a whole could only be attained by co-operation. We had a meeting one blue Monday and agreed to keep each other posted on complaints. Anything that I heard on the inside, about the outside I was to tell John at the first opportunity, and what he could gather on the outside, that would benefit me on the inside, he was to post me forthwith. And besides, we agreed we would repeat to a dozen members, every compliment we heard from John's department or mine.

Today, I look back and I feel that John Morley must have repeated a lot of nice compliments about me, because complaints grew less and I have been reasonably successful in my chosen vocation.

Now, in closing, I wish you would take home with you this thought. Establish with your co-worker, the manager or steward of your club, a feeling of friendliness and confidence. Work together hand in hand, be loyal one to another and reap the personal benefits of *co-operation*.



## Still More Cutting Hours

The simplified design of the PENNSYLVANIA "New" Fairway Mower lessens the time required for adjustments, as well as the need for minor repairs, and thus insures a maximum number of *cutting hours* from this lighter, faster Quint or Trio. Furthermore, both the adjustments and any minor repairs may be made by the average tractor operator.

The "New" Fairway gives the same efficient, flexible operation as our Super Fairway. For instance, as shown in the illustration, it has the same unique lifting device which enables the operator to raise or lower the two outboard units without leaving his seat.

Its moderate price is another "New" Fairway feature. The price of the Quint (144-inch cut) is \$625; of the Trio, \$375; and of the single mower units, \$110 each—all f. o. b. Philadelphia.

Write for further facts on the "New" Fairway and for our new folder describing the Improved 1928 Model Super Roller Greens Mower.

PENNSYLVANIA LAWN MOWER WORKS  
1628 North 23rd Street Philadelphia, Pa.

# PENNSYLVANIA

Quality  
LAWN MOWERS

**BELL-PLANT-FOOD-SPRINKLER**  
**For Golf Courses, Lawns, Etc.**  
 Utilizes All Soluble Fertilizers  
**SIMPLE, ECONOMICAL**  
 NO ADJUSTMENTS  
 Dealers Wanted  
*Free Folder*  
**PLANT FOOD CO.**  
 MONTGOMERY, ALABAMA  
**FREE 5 lbs**  
**BELL-PLANT-FOOD**  
 WITH EACH SPRINKLER