

THE BULL SHEET, official publication of THE
MIDWEST ASSOCIATION OF GOLF COURSE
SUPERINTENDENTS.

TED WOHRLE, *Editor*,
8700 So. Western Avenue
Chicago 20, Illinois

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PRESIDENT'S MESSAGE

We are now in the busiest time of the season. More and more of our personal time will be spent at the golf course and less time will be spent at home with the family. We should not allow ourselves to become disorganized during these busy times. This is the time to rely on our executive abilities. More supervision and less physical labor is required when work is getting ahead of us. To some of you this may sound impossible and foolish but just analyze the statement and you will agree. You cannot supervise your crew properly if you are working in some remote spot on the golf course. To get the most out of your men at all times you must supervise them and not work yourself.

Sometimes a small problem will cause us to lose sight of the big picture of big problems. This is why we should all use some type of plan chart on which our main objectives are listed in a chronological order. It is so easy to forget what our aim is if we do not keep a program in front of us at all times. You will be surprised to see how well your work will go if you remain organized.

Order materials early — do not rely on suppliers for immediate service and delivery of important and necessary chemicals this time of year because they too are busy.

Keep your members informed of your difficulties as well as your progress. Sometimes a simple explanation of what is happening on the course will prevent undue criticism from the membership. Let them know what your plans are for the future so they can plan ahead also. They may have some important guests scheduled to play the course on the very day that you are planning to aerify or top-dress the greens. He would appreciate it very much if you would keep him informed.

Relax at least one day per week. Do something that will take your mind off your work for a few hours. This will keep you fresh both mentally and physically. You will find that you are not the only one with a problem. Perhaps you will find an answer to one of your problems by discussing it with one of your friends. Play at this meeting and enjoy yourself.

In behalf of Beverly Country Club I would like to say that we were happy to have you meet at our club last month. We were sorry that the weather was not better so that more of you could have played golf. Despite the foul weather we still had approximately 40 golfers. There were 86 people attending the dinner and business meeting.

Next month we will see you at Idelwild Country club. Peter Voykin will be our host. Bring your golf clubs and lets have some fun.

Sincerely yours,
Ted Woehrle

THE PICTURE TODAY

By C. O. Borgmeier

There is at the present time an abundance of equipment and supplies available to the turf man. Like with automobiles, the capacity for manufacturing mowers and other grass maintenance equipment is not unduly taxed. This heavy supply of all items like grass seed, plant foods, chemicals and equipment has left prices stable or below average. The 1961 season has given us the lowest grass seed prices existing for years. This situation will not prevail much longer. Next Fall, seed prices will be higher, how much higher will depend on the 1961 crop.

With the pick up in business activity this Spring, prices will reflect increased costs of labor and taxes. There is no ceiling on either of these cost factors. It will soon again be a question of whether higher prices can be blamed on the dollar or on labor. The end result is the same: a lower value of the dollars we have to spend.

A very considerable factor in doing business today is handling and delivery costs. Freight rates are high and going higher. It costs almost as much for transportation as the value of the shipments involved. For instance, the minimum stop charge by commercial truckers from Chicago to the suburbs is around \$4.00 each on 1000 lbs. or less. \$1.08 per cwt. and on 5000 lbs and over 52¢ per cwt. The considerate buyer will keep this in mind when ordering. It costs your supplier from 5 to 10 per cent for handling and delivery. Give him a break with a pay load avoid frequent small purchases if at all possible.

The turf industry did not feel the recession of 1960 as much as the appliance and hard goods lines. Building and real-estate development in the metropolitan areas will continue with renewed life in 1961. The tax collectors are breathing down everyone's neck with increasing force. The tendency: cheaper money and higher prices.

MAINTENANCE COSTS CLIMB

The golf course maintenance dollar, a premium more often squeezed than squirted, spiralled to new highs in all sectors of the country. Rising labor costs, materials and increasing taxes all joined efforts to push a heavier load onto the backs of private and public golf courses. An annual report released by Harris, Kerr & Forster, Accountants, shows it still takes more dough for your golf cake in the west than any other area. Since 1952, Western cost percentages have risen 42%; nationally the increase has been 45%.

PER HOLE COST OF WESTERN GOLF
COURSES - EIGHT YEAR COMPARISON

1951-52	\$2623	These figures do not include golf shop, caddy nor committee expenses. Nor does it include fees and admissions credits.
1952-53	\$2835	
1953-54	\$2949	
1954-55	\$3021	
1955-56	\$3204	
1956-57	\$3332	
1957-58	\$3453	
1958-59	\$3567	
1959-60	\$3692	

Avg. 18 Hole Cost — \$66,456.