

(cont. from page 22)

When making major equipment purchases, have the equipment demonstrated on your course. Contact other superintendents who use this piece of equipment and get their opinions. Then buy the piece with the best performance and the least amount of down time, not necessarily the cheapest.

Reduce fuel costs by eliminating unnecessary trips around the course. In other words, don't send a crew member from point A to point Z and then back to point B.

Check with your insurance agent to see what you might do to qualify for lower rates. For example, providing a sprinkler system in your equipment building could reduce the risk of damage from fire, thereby lowering your rates.

Fertilizers and chemicals are the next budget item. Government regulations have really limited the superintendent's flexibility in this area. Cutting costs here is made doubly difficult by insects like the mole cricket which, like any unwelcome guest, overstays its welcome.

Calibrate spreaders and spray rigs to ensure proper coverage. In order to save material costs and labor time, use fertigation as a supplement to your fertilizer program. Also, don't rely on memory for application rates. Read all chemical labels to avoid mistakes.

Of course there are still miscellaneous items, such as supplies, topdressing, sand, etc., which require that you shop around for quality and price.

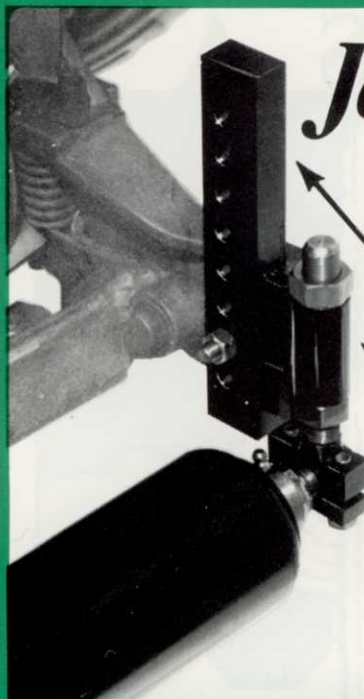
As a final recommendation, keep daily records. Frequently things that happen on a golf course have a tendency to recur about the same time year after year. If you know something is going to happen, you can prepare for it and save money by solving the problem before damage occurs.

And remember, fishing is cheaper. ■

VALLEY RESERVATION SYSTEM

The Phoenix and Valley of the Sun Convention and Visitors Bureau is one of few such organizations in the United States to have a central reservation system. Visitors can call toll free 800/528-0483 or 602/257-4111 in Arizona, to make reservations at over 100 hotels and resorts in the metropolitan Phoenix area, as well as the Grand Canyon National Park Lodges. Reservations can also be made for car rentals, apartments and condominiums, bus tours, air tours from Phoenix, and even mule rides in the Grand Canyon.

The reservation system was developed in 1978 to meet ever increasing tourism needs. By making one toll free call, visitors can check availability at all participating hotels and resorts, rather than calling each hotel individually. This service is especially helpful to the traveller during the winter months which is the Valley of the Sun's peak tourist season. ■



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