

# Department Head Harmony Vital to Mutual Advance

By HERB GRAFFIS

**C**OMMENT by a prominent figure in the golf equipment business on an article in May GOLFDOM, "Golf Shows—Yes or No," comes to us in an interesting and somewhat caustic vein.

He writes: "Was the author of the articles on Golf Shows in May GOLFDOM reluctant to bear down more on the lack of harmony between golf club department heads or were you afraid to have any details on this highly important phase of golf club operations. Your correspondent correctly noted that association harmony between the professionals, the greenkeepers and the managers was vital to the success of any truly representative golf show conducted under their united auspices, but it seemed like he left 'up in the air' the all-important topic of the effect of departmental conflicts upon the clubs and men themselves."

The answer is "no" to the inference that

the subject of departmental wrangles is too hot for GOLFDOM to handle. Our circulation policy takes care of that. We can print what looks right and helpful according to our lights, and if there's disagreement with some irate gentleman who does not see fit to grant us license to have our say, we willingly grant space to his side of the case, but so far as him "doing us dirty" by cancelling his subscription, consider that he's out around \$3 a year and us ahead that much. The percentage is all for the house.

But we have to make a confession. The critic of the May article either had a look at the original letter sent us or he has psychic powers, for we cut a list of incidents as long as your good right arm out of the letter sent us. Each incident was a recital of some difference between department heads, and each incident was followed up with a detailed analysis of the

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harm done the club, manufacturers, and last but not least, the bickering department heads themselves. We'd have had to run the article in two issues to carry the whole list, and that's something we try to avoid. However, the main reason for omitting this list was the fact that it would simply engender more battle. The situation is ironing itself out because more departments heads know more, not only about the merits of the matters under consideration, but about the exceedingly delicate subject of departmental personnel relations. The old idea of knocking the other fellow, or minimizing his achievements, is easing itself out of the picture, simply because the man who can not judicially see the other fellow's viewpoint and honestly and boldly express his judgment to the proper parties at the proper time and place identifies himself as a "small" man and unworthy of the trust his club has placed in him.

### No Pussy-footing

There are times when the pro may be wrong, when the manager may be wrong, or the greenkeeper be wrong. These times afford a test of the knowledge, executive ability and diplomacy of the men concerned. There is a marked difference in

raising hell for pleasure and for profit. The members seem to be the only ones entitled to go on the warpath purely for pleasure around the club. When the department head starts reading the riot act he must have as his reason the desire to benefit the club. If the club is benefited the department heads don't need to worry about their salaries.

To the above every able and thinking department head will subscribe, but some may offer in excuse of a possibly too frequent lack of departmental unity of spirit the fact that club affairs are so often governed by political exigencies that the department heads get in the habit of playing politics among themselves. The managers, greenkeepers and professionals see too many changes of jobs resulting from changes in the officers of the clubs to keep the department heads immune from the temptation to get themselves in right with the powers that be, whether it is at some other man's expense or not. Nature's first law, that of self-preservation, rules in the club field as it does everywhere else.

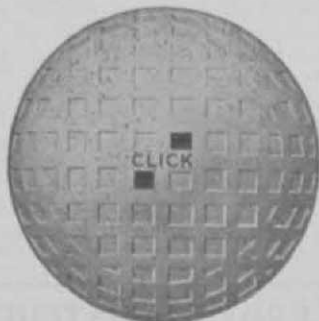
And that's how we look at this evil of warfare, veiled or in the open, among department heads. Even though it is constantly decreasing, it is high time that it

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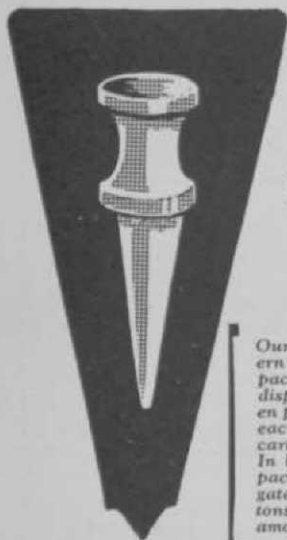
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is wiped out as completely as possible. Try and get along with the other fellow. He may not be "a lousy, ignorant so-and-so" after all. You're both working for the same club and you both certainly have the interests of the club at heart, so if you both are reasonable men and grant each other normal intelligence, the axe ought to be buried, the pipe of peace smoked, and plans laid for your mutual profit from the elimination of wastes in the club's operations, each in his own department. You've a better chance of making more money that way than you have trying to sandbag each other.

## Euclid Hills Plans Program For New Member Welcome

ONE of the newer clubs in the Chicago district, Euclid Hills, went about the job of creating a club spirit and wide acquaintance among its members in a thoughtful and successful fashion this year. The Sports and Tournament committee bulletin on the plan said:

*"The first four Sundays in May will be devoted to a series of "Get-Acquainted" tournaments, planned for the purpose of meeting our new members and renewing acquaintance with the old.*

*"We ask that you all co-operate and join in the spirit of fellowship. We ask that you break up your regular foursomes for four Sundays and play with your fellow golfers whom you have not played with before. An attractive prize will be awarded to each man in the low-net foursome each Sunday during the month of May.*

*"A 'host' will greet you in the locker room each Sunday from 8 A. M. until 1 P. M. and will assist in arranging your foursomes, welcoming your guests and greeting new members. The "host's" name will be displayed on a card in a conspicuous place in the locker room. Call him by name and feel at liberty to hunt him out*

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