

| | | | | | | |
|------------|----|----|---|----|---|----|
| Conn. | 30 | 14 | 6 | 10 | 4 | 36 |
| Mass. | 32 | 16 | 8 | 8 | 4 | 32 |
| Ill. | 24 | 4 | 7 | 6 | 1 | 58 |
| Ill. | 32 | 14 | 6 | 12 | 5 | 31 |
| Mass. | 23 | 11 | 8 | 2 | 8 | 48 |

It is apparent that the labor expenditures are not much different, and when compared to the average it would seem as though costs were at present as near constant as they could ever be. The above figures show averages of 32 per cent for greens, 12 per cent for fairways, 6 per cent for tees, 9 per cent for traps, 5 per cent for rough and 36 per cent for balance.

The following table lists the nine-hole courses in the same manner. Unfortunately all these courses are in Massachusetts:

| | Greens. | Fair-ways. | Tees. | Traps. | Rough. | Bal-ance. |
|----------|---------|------------|-------|--------|--------|-----------|
| a | 48 | 13 | 6 | .. | 2 | 31 |
| b | 29 | 7 | 4 | 5 | 6 | 49 |
| c | 30 | 11 | 8 | 4 | 8 | 39 |
| d | 37 | 9 | 4 | 6 | 9 | 35 |
| e | 30 | 8 | 6 | 6 | 7 | 43 |
| f | 32 | 12 | 4 | 8 | 9 | 35 |
| g | 30 | 13 | 6 | .. | 2 | 49 |
| h | 34 | 11 | 6 | 5 | 11 | 33 |
| i | 35 | 8 | 4 | 5 | 11 | 37 |
| Average. | 33 | 10 | 5 | 4 | 7 | 40 |

Again in the nine-hole courses it seems they are running along the same lines.

A comparison of the eighteen and the nine averages is interesting:

| | | | | | | |
|---------|----|----|---|---|---|----|
| 18..... | 32 | 12 | 6 | 9 | 5 | 36 |
| 9..... | 33 | 10 | 5 | 4 | 7 | 40 |

As one would expect that the difference is due to architecture and it is clearly borne out in the traps.

Having found that on a percentage basis there is a fairly definite amount to be spent on the golf course labor, whether one has \$10,000 or \$20,000 at his disposal, cannot the green-chairman and green-keeper look around and see how near they are coming to the average, and if not why not? There is an answer somewhere on the course, it is probably architecture or maintenance.

Manager Discovers Secret of Good Management

RECENTLY the writer attended a dinner of managers held at a club where the managerial genius and his chef were determined to show the boys what a party should be.

As is usual at most golf club parties, many of the diners were engaged in earn-

est confab and sampling some of the alledged real "McCoy" for quite sometime after the hour announced for dinner. After the meal was served and the entertainment was being launched, the chef was brought up from the kitchen to receive well deserved plaudits from the expert appraisers of cuisine. The chef's remarks were short and to the point. In acknowledging his welcome he said:

"You are a hell of a bunch for club managers. You have dinner announced for seven and sit down at eight." After these terse and telling remarks he wiped off his brow and knocked off a mighty drink.

Next to me there was a veteran manager who leaned over and remarked: "That's the best speech I ever heard made at a managers' meeting. All of us are apt to forget that our members are human beings just like we are, while we are kicking that the members forget that we are human beings just like they are. Most of the troubles I have are just because humans are human. Here we, who share with our members' wives the complaint of the members staying too long in the locker-room at meal-time, are doing the same thing to drive a chef and the dining room captain crazy. It was different before we had prohibition. Why, I can remember....."

And then the manager and the reporter reminisced, sobbed and hoped far into the night.

Ban Sport Goods Paid Testimonials

ANY endorsement of sporting goods which is paid for, either in cash or merchandise, is to be used in advertising only when the advertising carries the statement that the testimonial has been purchased. This agreement and one prohibiting the secret giving of money or anything else of value to agents of customers as an inducement to influence purchases were the two features of the action taken by the sporting goods manufacturers' trade conference. This meeting was conducted by Garland S. Ferguson, Jr., chairman of the Federal Trade Commission, at White Sulphur Springs, May 7.

The eighth of the resolutions named as an unfair trade practice and slated for abandonment any person or firm discriminating in price between different purchasers "where the effect of such discrimination may be to substantially lessen competition."