

Coast Greens-Man Asks "Shall We Cost-Keep or Greens-Keep?"

WHEN GOLFDOM entered this maintenance cost-keeping debate our appearance was made simply because the situation was calling for a definite and constructive show-down. Scores of letters and interviews with greenkeepers and green-chairmen attest to a deep interest in the subject.

What really proved the last shove that plunged us paddling into this deep water was the discharge of a good greenkeeper of our acquaintance at the end of last season because his directors thought he was wasting money and he didn't have the figures to prove the contrary truth. At that course this year, the condition has been bad (not due to the drought) simply because the directors insisted on cutting the costs lower than the figure proper for desired character of maintenance.

It is our belief, based on wide observation, that course maintenance is far more often penalized by too much economy rather than by too little, but it certainly is another conviction of ours that many greenkeepers need more figures to exhibit their command of the financial phases of operation.

In November, B. F. Leach told a true tale of what can be done by a greenkeeper who knows how to use figures.

In the October issue we published some maintenance cost-keeping sheets compiled by greenkeepers. One of our unknown friends in Los Angeles writes us about them. There's a lot in what he has to say about the greenkeeper keeping from getting so tangled up in figures that he can't tear loose to do his greenkeeping.

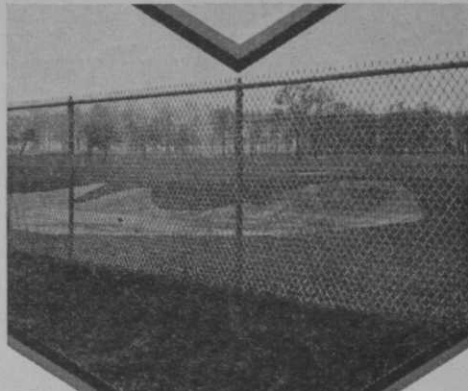
However, while agreeing with some of the points brought out by the author of the following communication, we still maintain that if more greenkeepers knew how to compile and use cost figures they could employ this data effectively in getting their salaries raised. After all, that's the aim—getting more money for men who are worth it.

And now for the Los Angeles letter:

"Dear Mr. Graffis:

"I see in your October issue, you have another of these ultra-efficient cost sheets and I note the list of operation is fairly complete, but not 100 per cent, why not have a place for picking

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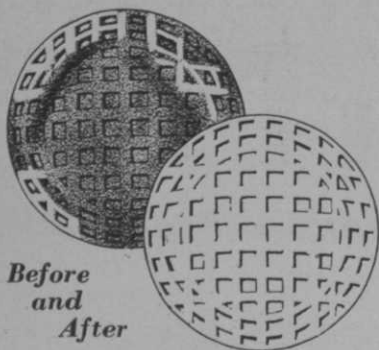
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up cigar and cigarette butts off the greens, another place for torn-up score cards scattered around the tees? These items must steal away a lot of labor in a year, and should find a place in a cost sheet, as described in your magazine.

"Isn't this cost finding furore getting beyond a joke? Why must these fellows who love to figure first and green-keep last, be ever trying to foist their pesky sheets on a hard-driven group of greenkeepers.

"For the sake of argument let us suppose a couple of greenkeepers kept this style of cost sheet for twelve months. At the end of the year Bill's costs are \$500 lower than Joe's. Is Joe's board going to solemnly pore over the costs of poling the two courses, and find that Joe spent \$20 for this operation more than Bill, and so on through the various operations? I believe not.

"A sensible board would want to compare the total greens cost, fairways, tees, etc. That is all anybody would want, to make an intelligent comparison; and that wouldn't be so frightfully intelligent that it would warrant a letter home.

"It is my humble opinion that if a board of directors gets the idea that their greenkeeper isn't getting results for the money spent, he is going to be out of a job no matter if he keeps the sweetest little set of costs on pink paper all tied up with blue ribbon.

"Any one following the writings of the past few years and not being aware of actual conditions gets the impression that there is an unnecessary expenditure in golf course maintenance. This reflects on greenkeepers generally and is unwarranted. If the average dues paying golfer who belongs to an up-to-date club, ever finds out what proportion of his dues goes to bonafide maintenance of the course, he will get an entirely new view of the situation, the greenkeeper will have a lot more support, and instead of checking up on him with cost sheets he will be getting what he needs, more money to keep up his course."

"Sincerely,

"A GREENKEEPER."

NELSON PUBLISHES FREE LAWN- MAKING BOOKLET.

Peoria, Ill.—L. R. Nelson Mfg. Co., makers of sprinklers, have published for free distribution "The Art of Lawn Making," a practical little booklet especially for the home-owner. Golf equipment dealers desiring to employ this advertising material can get samples of the booklet on request.