

Most of the private clubs held play fairly well. In contrast, fee and municipal courses all reported play about 30 per cent off.

### Fee Income Off

In addition, fee courses reported a reduction in revenue of nearly 50 per cent. This was credited to two causes: First, the general reduction in green-fees; secondly, the influx of a share of the semi-public courses' best customers to private clubs because of low rates and playing memberships.

Referring to figures on the play at 12 representative clubs, Chairman Lewis reported Detroit Golf Club led in the standpoint of play for 1933 with an average of 133 players per day from April 1 to Nov. 1, a total of 28,462, and an increase over 1932. Of this number, 20 of every 133 were guests. Forest Lake had the biggest guest play, comparatively speaking, among the 12 clubs reporting, 18 of every 40 (the daily average of players for the season), being guests.

Figures for the 12 clubs:

	Daily Av.	Total
*Detroit Golf Club.....	133	28,462
†Oakland Hills .....	75	16,050
Plum Hollow .....	88	18,832
Grosse Ile .....	62	13,268
Forest Lake .....	40	8,560
Pine Lake .....	25	5,350
Western .....	52	11,128
Meadowbrook .....	75	16,050
Orchard Lake .....	75	16,050
Birmingham .....	100	21,400
Lochmoor .....	75	16,050
Country Club .....	72	15,408

\*Thirty-six holes.

†Figures for south course.

Country Club's play averaged 20 daily under 1932 but was enjoyed by the player at a cost of \$195 in yearly dues as compared to \$250 the previous year. Reductions as great as 40 per cent in the dues from 1932 were reported. At Plum Hollow, which had dues of \$10 monthly this year, a 50 per cent cut is in store for 1934, a monthly rate of \$5 having been announced.

### Rate Cut Mystifies

As for municipal golf, with the exception of Rackham which showed a 19 per cent increase in play, the municipal courses experienced an average of 30 per cent less

play, as the following figures, supplied Chairman Lewis by Commissioner Henry W. Busch show:

	1933	Decr.	Pct.
Belle Isle .....	28,436	14,851	34
Palmer Park (18)...	39,926	19,489	33
Palmer (9 hole rds.)..	42,569	18,958	30
Rackham .....	33,694	*5,350	*19
River Rouge .....	15,912	9,279	37
Chandler Park (18)..	49,102	14,097	22
Chandler (9 hole rds.)	43,143	9,549	18

\*Increase.

Nine-hole rounds at Palmer Park and Chandler Park indicate, Chairman Lewis said, that part of the public couldn't afford the 18-hole rate and gravitated to the nine-hole round since the latter showed less decrease. While a cut in the rates evidently had something to do with the increase in play at Rackham, a similar move at the River Rouge course evidently had no effect.

## Depression Brought Some Good to Golf Clubs

THE TRYING times of the past few seasons have not been without their benefits to golf clubs. For one thing, conditions forced the clubs to eliminate the "whoopie" era of extravagance that was so much in evidence.

In particular, many a club was unknowingly burdened by a payroll much too large for their needs. In fact, it was the rule rather than the exception for a club to have so many employes on its staff that few of them needed to perform anything like a full day's work, week-ends excepted.

Here is a good example of payroll savings brought about by the depression. One of the Middle West's multiple course clubs built up quite a reputation in pre-slump years for the luxurious service it rendered in its locker-room. There was a boy available for every thirty-odd lockers and since it was only on rare occasions when more than five or six locker occupants happened to be in the aisles at a time, these boys stood around doing nothing most of the day and were immediately available for the members' slightest order. The boys received board and lodging at the club, salaries of \$25 a week, plus their tips.

Other locker-room help included wash-room boys, shower-room attendants, two

bartenders, two shoeshiners, a masseur and a barber—all drawing good wages and doing full days' work only on weekends.

### A Snap Job? And How!

But it was the head locker-man in particular who had the snap job. He rarely did any physical work around the locker-room, spending his days in his "office," which was a roll-top desk behind a counter at one end of the room, keeping a few simple records, ordering the locker-boys around and accepting with no particular compunction any tips given by members who wanted special favors in the locker-room.

During the years preceding the "big crash," he had successfully played politics with the administration, and each year he had asked for an increase in salary, until at the last he was drawing down \$350 per month, plus board and room, plus a good \$100 in tips! Not bad for a locker-man.

When the depression arrived, officials at this particular club checked up on the club's payroll and discovered, among other things, that it was costing around \$15,000 more each year to run the locker-room than the total profits from locker rentals, beverage sales and service charges.

Were reforms instituted? And how! The head locker-man was let out, one of the corps of boys was made boss over the others and they were reduced in number until each boy (including the head boy) was assigned 150 lockers to attend, the barber and masseur were put on a commission basis, the shower and wash rooms were turned over to a single attendant, one bartender and one shoeshiner were let out. Wages of the help retained were cut to reasonable levels.

Formerly this club thought it needed 30-odd employes to run its locker-room. The depression taught it that 10 workers were ample to render satisfactory service. Formerly it accepted a \$15,000 annual loss in its locker-room. The depression taught them that a locker-room can be run at a profit—not much, but at least \$15,000 better than a \$15,000 loss.

This department was just one of several in this mid-western club where savings were effected through analysis of the club's needs. Similar economies were put in effect at nearly every club in the U. S. and they can all thank the depression for showing them that the thing could be done.

## SMART SAVING

### Machine Use and Labor Study Cut Costs But Preserve Condition

By CHARLES M. NUTTALL  
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(NAGA Convention Address)

**M**Y PUBLIC speaking up to this time has been confined to addresses and proclamations to labor gangs and four unruly boys. I did get some inspiration, however, when I saw that my subject was to be, "*What the Depression Taught Greenkeepers About Sound Economy*," for in personal matters there is no doubt that I have received a most liberal education in economy during the past few years.

We have found that at different times we could take advantage of market prices, buying ahead of seasons or before advances in prices on seed, fertilizer and fungicides, although this does not mean we buy inferior grades just because the price is lower. We have never believed in buying cheap seeds, because it is false economy, but we do think that any man handling fertilizers should know or understand the action of his organic or inorganic fertilizers in order to derive the greatest benefits from his purchasing.

Our course was built in the palmy days between 1923 and 1925, and the architecture built it on the generous lines of the times. When we began to look about we decided that many of the putting greens had much surplus area and a number of the fairways were excessively wide. Little by little these were allowed to grow up into a short rough, which, in addition to the money saved, resulted in better holes and better golf. Many acres were eliminated from fairway upkeep, due to this method.

About this time we gave more study to the use of equipment. We increased the number of units in gang mowers from 3 to 5, and even to 7, thus making a considerable saving of labor and fuel. The saving by this use of gang mowers is governed largely by the topography of each particular golf course. Here in western Pennsylvania we, of course, cannot make as great a saving through this practice due to our very hilly country. At Fox