

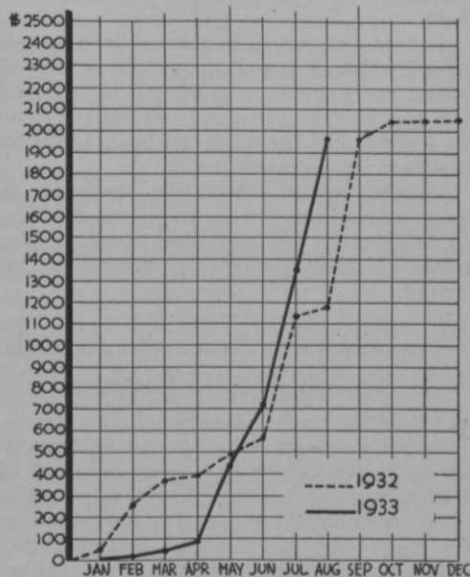
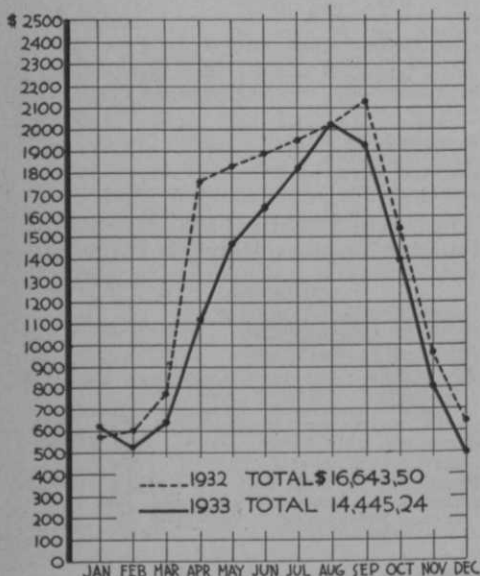
Simple Records and Graphs Are Guide to Course Savings

By EDWARD B. DEARIE, JR.

CLUBS HAVE BEEN compelled to economize on all course operations and curtail all budget allowances. There is just one solution and that is to adopt a definite plan of course management if they are to survive this golf crisis. It has been clearly demonstrated that greenkeepers who have failed to acknowledge this fact can no longer hope to maintain their positions with club or secure positions elsewhere. The man who has responded to this emergency in the face of greatly reduced salaries and course economies cannot help but feel that he has been richly rewarded in experience which he may not have the opportunity of acquiring again. In fact in a great many in-

stances the courses coming under this edict have improved greatly due to the untiring efforts and conscientious application of sound management and the elimination of a large number of non-essentials.

The history of golf course maintenance has been one of much debate and enormous waste of money and inefficiency. In the early days, greenkeeping was just a matter of guess work as to what it would cost to maintain a golf course. Such is not the case with the alert greenkeeper of today. Executive ability is one of the qualifications necessary for successful greenkeepers at all times and much more so in these depressed times. The greenkeeping profession is peculiar in that it



Use graphs to tell at a glance information that otherwise would require much figuring with pencil and paper. There are two main types of graphs, illustrated above. On the left is a "Payroll" chart, with each month's wages plotted separately. The lines arch up during the months when many men are employed, slump down during the off-season.

The graph on the right, for "Seed, Fertilizer and Chemicals," is cumulative, each month's expenditures being added to the total of previous months. Thus the line climbs as the year passes. Note that 1933's line is not yet completed; by August, expenditures have been \$1,975 as compared with \$1,180 in 1932.

Make a graph for each major item in your grounds budget, keep it up to date and you'll know just where you stand all the time.

requires men who are able to take both broad and narrow views. They must be workmen skilled in the performance of a multitude of tasks, and at the same time trained executives.

Business Knowledge Helpful.

It will pay any ambitious greenkeeper dividends to concentrate upon the development of his executive ability. It is true that few greenkeepers have had the advantage of business training prior to their greenkeeping work and they should realize that the time has come when greenkeeping is being established on a firmer business basis, and that they should fully understand the following:

- Cost-analysis.
- Budget making.
- Report making.
- Details of management.

If they would realize that they are not merely workmen or supervisors but executives they would improve their chances of success considerably.

Today the keeping of daily records by greenkeepers is recommended as it provides a basis for comparison and for more complete understanding of the maintenance problems. Such daily reports should contain all essential information regarding weather conditions, temperature and work performed upon the course. The psychological reaction of report-making on any greenkeeper is important. It accustoms the greenkeeper to dealing with figures and leads him to pay more attention to cost and the details of maintenance.

Reports Must Be Adequate.

Weekly reports should be compiled from daily reports and submitted to the chairman semi-monthly for his use at the usual meetings of the green-committee or board of directors. These reports should be self-explanatory and should provide actual insight into the operations of the course and should not be a mere meaningless jumble of figures. While lengthy reports are not desirable they should be comprehensive enough to include all necessary explanations. False pictures are often presented through inadequate reports.

Statistics are worthless unless they are properly understood and cost accounting provides a ready means for their interpretation. Annual budgets depend upon complete knowledge of maintenance cost such as provided by cost analysis. If these costs are unknown, budgets are merely guesses.

**SKINNER
SYSTEM**
OF IRRIGATION

Any Watering Job is a Skinner Job

The problems of golf course watering are by no means simple, yet no watering job is too large or too small, too intricate or too simple for Skinner System Watering Engineers to handle.

For the past quarter century Skinner has met with and carefully handled every type in every corner of the world—that's why it is advantageous to consult Skinner on water problems found in your course.

Skinner suggestions and equipment have proven satisfactory for Westmoreland of Illinois, Midland of Michigan, Portage of Akron, Ohio, and many other clubs. Skinner is unequalled, our experience long extended, our reliability unquestioned.

Drop us a line today if you are planning on watering equipment.

SKINNER
IRRIGATION COMPANY
415 CANAL ST., TROY, OHIO



Rain at the Turn of a Valve



FUNGOL is the Positive, Double Value Putting Green Protection. Greatest Brown Patch Preventative

The dependability and economy of FUNGOL are equal points when it comes to controlling the BROWN PATCH situation.

FUNGOL is just as certain in its action to prevent and control Large and Small Brown Patch as the rising and setting of the sun.

More Greenkeepers and Course Managers are each year seeing the advantage of also using this double duty product for eradication of earthworms, cutworms, sod webworms, grubs, etc.

The extra large covering capacity of FUNGOL is important if you are watching the money end of the business. Each pound treats 3,500 square feet of Green.

Send for complete details, application schedules and free testing samples of FUNGOL and VEG-E-TONIC.

McCLAIN BROTHERS COMPANY
127 Second Street, Centon, Ohio

VEG-E-TONIC

The Cool Food for Golf Greens. Prevents big fertilizer bills. Contains no useless fillers. Dissolves in water. Unequalled percentage of Nitrogen, Phosphoric Acid and Potash. Builds strong, healthy turf. Easily applied.

BEFORE YOU BUY Any Sprinkling Equipment



... Send for Your FREE Copy of this VALUABLE BOOK

Showing our dynamically balanced Greenkeepers and the many other fine items that make up the most complete line of advantageous sprinkling equipment in the world.

THE MARCH AUTOMATIC IRRIGATION COMPANY
Dept. G-3 MUSKEGON, MICHIGAN

Budgets should be self-explanatory and should be prepared in a form that they can be easily interpreted. Frequently budgets are trimmed not because of the impossibility of raising the money but because the work outlined is not understood fully. If necessary, budgets should be explained item for item and the last season cost on that particular item recorded.

Purchasing of supplies and the various commodities required for golf courses such as equipment, fertilizer, seed, etc. are an executive responsibility of the greenkeeper and I find the use of requisition blanks more efficient than verbal orders. Copies of purchase orders should be filed and recorded with the amounts required and the price or quotation shown thereon.

Graph's Aid Watchful Policy.

No budgeting facts can be presented without sufficient data on the cost of the various operations of a golf course for the past two years. These records should be recorded in a graph or chart to get a true picture of what course economy represents and until these facts are fully presented, what may appear as a saving on one golf course would be a loss to another.

The demands of the members are a vital importance in a subject of this kind, and what would appear satisfactory in one club as far as the course conditions are concerned would be entirely unsatisfactory with another club.

The recent development of vegetative bent grasses for putting greens, the present day demand for fairway irrigation, and the increasing inroads of insects and fungus diseases all bear a heavy burden on the greenkeeper before he can feel free to express himself as to what is "Real Golf Maintenance Economy."

Make Accounting Easy.

Course maintenance accounting ought to be made as easy as possible so as to be understood. Therefore make a general physical survey of your course and divide it into units and report conditions by recording as nearly as possible the last fertilizing treatments and seeding on your tees and fairways and also record the present condition thereof.

Next make a report of the condition of your greens, kind of turf, stolon greens or seed greens and the number of top-dressings and fertilizings they have had the past two years. Check traps, bunkers and rough as to their condition.

Report your drainage and irrigation conditions and file, including date of inspection. Adopt a daily working card system and keep record cards of material costs from month to month and graph these costs monthly on your chart for the twelve month period. You then have established a system of records that will definitely outline a true story of your course cost, and how your budget allowance is being absorbed from month to month and you will have a complete physical picture of your course requirements for the following year's budget. Record the past work on your golf course to determine what the future cost will be and until this has been done you will not be able to arrive at any plan of what we call, "Real Golf Maintenance Economy."

Until you know the amount of fertilizers, topdressings, seed, chemicals, water, etc. used on your course for the past two or three years, also the cost of labor and the replacement of labor by power equipment it is useless to attempt any form of economy.

Club Schedules Longer This Year

PPROMISING a longer season and more business for golf this year are the club event schedules GOLFDOM has examined.

Many clubs this year scheduled events starting in early April and ending Halloween. This adds almost three months to the usual schedules of a few years ago which had the formal opening of the competitive season about Memorial Day and the curtain on Labor Day.

Pros who might have had something to do with helping their committees make up schedules and didn't take advantage of this competitive event interest to increase business possibilities, now may do their crying in private.

One of the interesting things we noticed on the crowded schedule of a midwestern club was about 15 days marked up for golf parties run by women members. Mrs. So and So spoke for her day well in advance. She either invites guests and stands all the rap or the women go Dutch treat. She consults with the pro and uses her own head to make her party a stand-out. Business is made good at the club and competitive interest among the women is maintained high.



It's a tough life for everyone—golfers, greens committee and you, too—any time brown patch gets a start on your greens!

So a lot of greenkeepers are taking our advice—preventing and controlling brown patch with the two standard fungicides, Semesan or Nu-Green. And these greenkeepers are keeping out of trouble!

We recommend Semesan wherever the soil is normally fertile, although it is highly effective under all conditions. Nu-Green is recommended where fertility is lower.

For free turf disease booklet, write at once to Bayer-Semesan Co., Inc., Dept. A-3, Wilmington, Del.



SEMESAN

25 lbs. . . . \$ 46.25
 100 lbs. . . . 180.00
 300 lbs. . . . 525.00

NU - GREEN

25 lbs. . . . \$ 30.00
 100 lbs. . . . 115.00
 300 lbs. . . . 330.00



From any seedsman or golf supply house