

"Window-Shop" at Other Courses for Labor-Saving Ideas

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REFERENCE to labor-saving in these times may seem contrary to the spirit of the re-employment enterprises but it is not in the golf field. With budget reductions, higher rates of pay and shortened hours combined with the urgent seasonal demands of golf work, the course superintendent who does away with waste and maintains steady, efficient men in jobs is doing his part toward recovery.

When we buy labor-saving equipment we are not only aiding the recovery of manufacturers whose hard-hit position has been unhappily reflected on their normal-time employees, but we are making it easier for our clubs to survive and flourish as employers of labor.

Consequently the greenkeeper who is working according to the responsibilities of an executive position cannot dismiss labor-saving in 1935 with the simple conclusion that he will discharge some men or neglect some work.

New equipment for reducing labor costs must necessarily pay for itself if the budget is not to be exceeded, unless, of course, provision has been made for such expenditure. This means that for the increase in expenditure above the budget allotment for replacements there must be a corresponding decrease in expenditures below the amount allocated to labor.

Where the budget is insufficient, equipment purchased must not only show a reduction in man-hours sufficient to offset its cost, but must show a further saving by being capable of doing that necessary work for which insufficient funds have been provided.

The use of maintenance machinery in reducing manual labor costs, so that operations may be kept within the budget, naturally has its limitations. Just what the limitations are depend upon the circumstances prevailing on each course. The handwork necessary on one course may far exceed that of another and this is too frequently overlooked or forgotten when comparisons of budgets and expenditures of various clubs are made. In some cases, perhaps, this handwork may be reduced by the use of various mechanical devices, but very often available machinery is impractical or too costly. The only alternative is manual labor, and we resort to the scythe, sickle, or shovel after thoroughly famili-

arizing ourselves with the many devices on the market for simplifying the work necessary on a golf course.

But how many are so confined to their own few acres that they seldom have an opportunity to see home-made contraptions on their neighbor's course which are being utilized not only to expedite work but to reduce labor. There are many gadgets both crude and finished that have come out of the greenkeeper's workshop that are never commercialized.

Since two or more heads are usually better than one the exchange of ideas in making and using home-made or manufactured equipment on a more intensive scale should do much for many greenkeepers in solving their labor and budget problems. It is difficult, if not impossible, to generalize a solution to a problem which has so many aspects, yet keen observation and investigation of what the other fellow is doing may go a long way in helping to stay within a very limited budget. In other words, more window shopping.

Year's Dues Are Smart Entry Fee to Block Fall Resignations

WHENEVER the market for memberships is nominal, it is better to give memberships away without initiation fee than to lose desirable fellows to other clubs. At the same time, some method should be devised to hold these new members at the end of the first golf season. If a man pays nothing to join a club and just his dues to stay in good standing, the club has no hold on him when golf is over; some men will resign to save paying dues over the winter.

A membership proposition that has been used by a number of clubs, and one that will be offered this spring by Olympia Fields CC (Chicago) forestalls these post-season resignations. The club's dues are \$144 per year, to which the 10 percent tax should be added to make the total \$158.40. Olympia's offer is to take members for \$150, payable \$50 on issuance of membership certificate and \$25 a month for four months, *with no dues until April 1, 1936.*

The prospect figures he is getting an equity in the club for the dues alone (in fact for \$8.40 less). He is. Meanwhile, the club is satisfied, because it has a new member, and better yet it has his dues through the winter and until next spring. A man is not likely to resign from a club at the start of the next golf season.