

ture as widened fairways. Raising a maintenance standard can be figured on the cost percentage basis.

One going to a new job where no previous records were kept, needs call on his past experience and records to estimate the budget. It is also advisable to consult nearby superintendents, who usually can give helpful information. Fairway mowing costs can be estimated by the acreage, width of mower swath cut, average tractor speed, hour pay rate of driver and fuel consumption, multiplied by number of weekly mowings; weeks per season. Irrigation demands vary between years, but average over a period of years for a given locality. Should an extremely dry year occur, extra watering costs can be covered by the "Emergency Fund."

The standards of maintenance desired, what the club can afford to obtain them, equipment and labor available to do the work, all govern final budgeting. In addition to maintenance money, the club has fixed "operating" costs as various forms of insurance, taxes, interest, mortgage write-off, office expense, salaries of pro, caddie-master and in some cases, special police. All these are rightly chargeable to golf, so it cannot be expected that every dollar of course appropriation can be allocated directly to "maintenance."

The reward for careful budget work is to be able to have all the answers to questions that come up, and, to hear the president conclude discussion with, "He has the whole story boys, and here it is." It is sweet harmony to hear the official board chime in with, "By gosh if it ain't."

GOLF RANGE OPERATOR'S BOOK ISSUED BY GOLF FOUNDATION

Pros and others operating golf ranges or considering going into the golf range business, will be interested in a new book published by the National Golf Foundation

entitled "Golf Range Operator's Handbook." This handbook, published by the Foundation in the interest of the development of the rapidly growing golf range industry and to meet the increasing multitude of post-war requests received by the Foundation for golf range construction and operating information, is the first book ever to be published in this field.

Consisting of 36 pages, page size 8½ x 11", profusely illustrated, the book points out the important features to be considered in selecting the site and laying out the range; tells how to construct range fairways and target greens; gives ideas for the construction of modern range administration, shop and clubhouse buildings; shows the NEMA (National Electrical Manufacturers Assn.) standards for the illumination of golf ranges and deals with the various phases of range operations and patronage promotion. The book also contains many fine photographic illustrations of golf ranges as well as architects' sketches and plans for modern range facilities.

The book's table of contents: Areas Required; Selecting the Site; Laying Out the Range; Fairways and Target Greens; Tees; Illumination; Modern Range Plans; Buildings; Retrieving of Balls; Balls; Clubs; Operator's Forum; Modern Range Facilities; Advertising Signs; and so on.

One of the features of the book is a section under the heading of "Golf Range Operator's Forum" which contains construction and operating ideas and methods contributed by range owners and operators from all sections of the U. S. This forum, inaugurated by the Foundation as a clearing house for range operating information fills the long expressed need of many operators for such an information exchange medium.

Glenn Morris, Director of the Foundation, in a letter recently sent to more than 600 golf range owners, stated that if sufficient interest is manifested in the handbook's Forum section the Foundation will publish a Forum bulletin at regular intervals. This proposed bulletin would be sent free to all range operators expressing a desire for the service and a willingness to cooperate by submitting information for its contents.

A copy of the new "Golf Range Operator's Handbook" may be obtained by sending one dollar in currency or check to cover cost of production, handling and mailing, to the National Golf Foundation, 407 S. Dearborn St., Chicago 5, Ill. When ordering the book, range operators desirous of participating in the Operator's Forum and in receiving future Forum bulletins can help make this service a reality by including an expression of their interest in the project.

