

## Grau—Turf Roundup

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We can't blame the chmn. because they come and go and a dentist (6 handicap) isn't really expected to know too much about course needs. Someone must tell him in writing.

Through contacts with leading supts., several valuable lessons have been learned. One is that there must be an item in the annual budget for Equipment Replacement. Raises usually do not go to the man with greasy clothes who keeps on patching old wornout machines until they are held together with baling wire, chewing gum and prayer. The supt. with clean clothes and bright new (or new-looking) equipment is far more likely to have his paycheck fattened annually.

"Saving the club's money" by maintaining obsolete equipment is doing no favor to the club and no one gives or gets credit for that. The time to get new equipment is when the budget is prepared — not when a machine breaks down from old age during the middle of the season. When this happens the committee is likely to say, "Didn't he know the condition of his machinery? Why didn't he ask for replacement when we had our budget meeting?"

Most golf clubs have just so much money they can spend in any one season or year. A few have special assessments for additions. With better understanding of finances, and by demonstrating his ability to develop and handle a budget, the supt. of tomorrow will be given much more opportunity to see and to work within the whole financial picture of the club. When this happens club and the supt. both will be in sounder positions.

### Learning the Business of Golf

What sort of picture does this paint for the supt. who is on the job now who has not developed needed business knowledge? Is the picture black and hopeless for him? Not at all! Among the ranks of the golf course supts. there are many who have developed excellent business and accounting methods. In the Q & A department recently we named several, necessarily omitting many others. Their methods are available or could be made available. In most cities there are night schools where one can learn business principles. The chmn. himself may be the most help of all. Frequently he is a successful business man who can help the supt. set up a sound system. The best part of this is that the two would be working together! A mutual understanding will develop which will be beneficial to all.

So far, not a word about turf — diseases, insects, fertilizers, grasses, etc., etc. This is the technical side of maintenance, ineffective without a fair budget which is sufficient to provide all needed items to maintain the kind of a golf course members want.

As I see it, arrangements must be made to provide the supt. with everything he needs, with the understanding that the course is

his responsibility. Credit or blame rests then on the supt.'s shoulders only. How much better this setup than where the chmn. personally tries to give orders to workmen and usually ends up with things in a mess.

A successful chmn. recently said to me, "I figure my job is to be interested in and to know what is going on, not to interfere, and to go to the board and get what the supt. tells me we need to keep a good golf course".

Included in the duties of our supts. of tomorrow is the matter of reports. Nearly everyone likes to get a report. In order to write a good report one must be able to use the English language effectively. He must be logical, know the subject thoroughly, use non-technical language, be brief, and make reports at regular intervals.

Keeping the chmn., committee and board informed may be a very good way to establish a basis for regular salary increases. If the supt. makes a report only when a pump burns out or tractor breaks down he could earn a very low rating for himself. Reporting the good things regularly can minimize occasional unfortunate occurrences. A bit of human psychology is a very useful part of one's training.

## Golfers Decorate Walls with Achievement Awards

Golfers who like to have evidence of their prowess out where everyone can see it have a friend in Dode Forrester, Hobs (N. M.) CC pro. Whenever man, woman or junior at Dode's course shoots the lowest score of his or her career, scores a hole-in-one, eagle, breaks the course record or wins a prize in a club tournament, the Hobbs pro awards them an appropriate certificate.

Suitable for framing, the certificate reads like this:

Dode Forrester's  
Major Golf Achievement Award  
Hobbs Country Club

Awarded to \_\_\_\_\_

\_\_\_\_\_

(Dode Forrester, Pro)

Quite a few awards have been made since Forrester originated the idea early this year and many of them are hanging on walls in homes and offices throughout the city.