

New Superintendent Gets Quick Education in Member Relations

BY PAUL VOYKIN

Supt., Calumet CC, Homewood, Ill.

A year ago this spring when I took over as supt. at Calumet CC after having served an apprenticeship at Olympia Fields (Ill.) CC, I had quite a few qualms as to whether I was going to be able to handle the job. I suppose a lot of fellows are beset by self-doubt when they take that big step from an assistant's post to the head man position. For a while you are a little afraid if you have forgotten what you have learned, or if you are capable of thinking at the right time of everything you've learned. Possibly even worse than this, you start thinking about all the bad things that can happen to your golf course after you've taken over.

It wasn't bad enough that I was taking over my first big job. The course I was going to had been chewed up by tollway construction the fall before, making it necessary to construct five new holes and rebuild four others. To make matters even worse, heavy spring rains knocked out two of the remaining nine holes until we could get around to tiling them.

Three Times Around

So that the members could get in their golf, we had them play six of the seven remaining holes, suggesting, of course, that they make the circuit three times to get in a full 18. Traffic on these half dozen holes reminded you of a merry-go-round, with greens, tees and even fairways taking a terrific beating because of the concentrated play. As you might guess, this was another big knock in the head for a fellow who already had a king size headache.

But I lived through it. Not only because of hard work in trying to bring construction and maintenance along simultaneously, but more important because I suddenly realized that I had a tremendous job in members relations to handle.

When your course is all chewed up, this becomes the most important thing in your life.

There are about 200 players at Calumet. During the year I must have given at least four or five explanations to each as to why certain things were as they were on the

Catch Up with Stolen Acushnet Golf Balls in New Jersey

Two men have been charged in New Jersey with possession of 17,500 doz. Acushnet golf balls stolen from the terminal of a freight line firm in Chicago in January. They are Gene Intravartola, Jamesburg, N.J., and Alexander C. Di-Brizzi, Staten Island, N.Y. The balls were found in the basement of Intravartola's home. The truckload of balls were enroute from Acushnet's New Bedford, Mass., plant to Evanston, Ill. when it was hijacked. According to the FBI, more arrests are expected to be made in the case.

course. Occasionally I thought that some of the protests, most of them mild, by the way, about playing conditions were a little unwarranted, but from the beginning I decided I had to roll with the punch. Fortunately, the members were at least 99 per cent reasonable and understanding after things were explained to them.

Keeps Members Fully Posted

We did just a little more than explain why occasional rough spots developed on the six playing holes. By bulletins as well as verbally, we kept the members posted as to progress on the new holes that were being constructed as well as those that were being repaired. This is very important in keeping them in the proper frame of mind.

Incidentally, I shouldn't take credit for carrying the entire member relations load. Walter Haefner, our club mgr., and Dave Mose, Calumet's pro, also pitched in by providing what I would call a great deal of diversionary activity to keep the members' minds off the fact that they weren't playing as much as golf as they wanted to play. Walter arranged more parties, dinners and barbecues than the club had ever known before. Dave ran a series of putting and offbeat tournaments that proved here is a man of great imagination.

Getting along with six holes where traffic is heavy isn't easy, but this is how we managed to survive until September when the remaining 12 were put in play:

- Pins were changed daily, mostly to the sides of the greens, and brought into the centers on Saturdays and Sundays.

- Tee markers were moved daily and usually twice a day on Saturdays and Sundays. Tee divots were seeded every Mon-

(Continued on page 111)



The Easy One Shot Method of Cleaning and Conditioning Golf Clubs.

One Quick Application:

- ★ Cleans
- ★ Conditions
- ★ Waterproofs
- ★ Rustproofs
- ★ Polishes

Ideal for both Woods & Irons \$2.98

KLUB KLEEN'S Formula contains 16 necessary ingredients including SILICONE to restore new brilliance to stained clubs. Removes white ball-stain quickly and easily. Offers the golfers the finest in cleaning service.

- ★ MORE Satisfied Customers
- ★ Polish as you Clean
- ★ Clean More Clubs in Less Time
- ★ More Profit per Club

KLUB KLEEN is available in Kit Form, Bottles or in Bulk for Pro Shop use. Kits contain BIG 8 oz. bottle of Klub Kleen, durable nylon and plastic brush and fine flannel polishing cloth. Comes in strong, decorative carton ideal for gifts or prizes.

KLUB KLEEN is backed by an Unconditional Money Back Guarantee.

For information write: **H & K CHEMICAL PRODUCTS**, Dept. M, Box 56, Wo/cott, Indiana

than one lb. per 1,000 could be harmful. Would you please explain what we can expect from this and how we can cope with it? We seeded in Oct. and greens came along real well. We mowed four or five times last fall. They certainly were thick. After reading your article I am afraid we spent a lot of unnecessary money (Ohio)

A. Yes, you did spend more money than needed. Seven lbs. of Penncross bent seed to a 7,000 sq. ft. green would have been ample. The money that you spent for the other 15 lbs. could have bought a lot of extra long-lasting fertilizer that would do more good than extra seed. When seed is sown thickly, each plant that comes up is crowded by the plant next to it. When this crowding is severe, every plant is weak and only a few can survive.

Recently I saw an excellent demonstration of seeding Penncross bent too heavily. In this case the architect had recommended six lbs. to 1,000 sq. ft. The entire area was diseased because of crowding. Next to it, a plot had been properly prepared and seeded one lb. per 1,000 sq. ft. and there was no disease present.

My suggestion is to watch closely for disease and treat carefully, reducing watering so as not to encourage diseases. If you handle everything carefully, you will probably come out all right.

Gets Quick Education in Member Relations

(Continued from page 64)

day and Thursday and greens were repaired by the green-cutters before mowing.

- Watering was done only when necessary, the idea being to keep the turf on the hard side to withstand traffic better.

- With only six holes, we needed strong grass that would take abuse. Therefore, we fertilized heavily and kept the grass on the long side. This kept moisture fairly well sealed.

- Roughs were cut fairly low in order to keep traffic moving.

- During the heavy playing season, we did all maintenance work in the morning and devoted afternoons to construction work on the new nine.

- To give the course a day of rest, we cancelled caddie play on Mondays. Whenever there was a heavy downpour the course was closed longer than ordinarily.

Rental Customers Want These Carts

Rugged — Durable — Minimum Maintenance

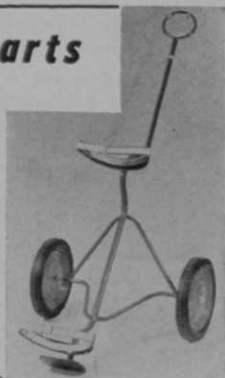
Pro designed — Floats like a feather — Comfortable Ring Grip — Removable Handle — Effortless handling. 12" ball bearing wheels—24" tread—weight 15 lbs. Brazed steel tubing — Baked Red Enamel.

\$16.00 each in multiples of 4, (4 to a carton) FOB Little Falls, N. Y.

5% discount—cash with order. 2% 10 days—net 30 days.

ALBERT H. BOSBACH

R. D. 2 — Altamont, N. Y.



NEW — PORTABLE — ALL PURPOSE

Play-Port
trademark



Completely portable . . . 190 Sq. Ft. of shade area. For special parties, tournaments, halfway house, car and cart storage, etc. Heavy gauge tubular steel framework supports double reinforced canopy. Assembles quickly . . . fits in car trunk. Wind and weather tested . . . anchors to ground. Satisfaction guaranteed. \$289.00 — freight prepaid. 10% discount on two or more. Write for literature —

PLAY-PORT SALES
P. O. Box 82, Waukesha, Wisconsin

KEN Shop Supplies

Help You Give Better Service



ALUMINUM SANDING CONE

A real time saver in any Pro shop; enables you to turn out real professional quality work. Very useful in removing old finish from wood heads and sanding new wood heads before finishing. Made entirely of metal; lasts a lifetime.

Other Useful KEN Shop Supplies

All Ellingham Tools; Grip Conditioner; Stains, Lacquers, Adhesives; Golf Club Scales—Official, Lorythmic and Prorythmic; Grips, Listing, Whipping; Shafts, Collars, Plugs, Sheathing; Buffing and Cleaning supplies; All other shop needs.

Write for handy SHOP SUPPLY LIST

Kenneth Smith GOLF CLUBS
Hand made to fit You

Box 41-GM KANSAS CITY 41, MO.

World's Largest Custom Club Maker

For the benefit of younger fellows who debate whether they should leave an assistant's spot for a head supt's job when they have a chance, my advice is: "Don't hesitate if you feel reasonably sure that you are ready!" You'll have your share of headaches starting out, of course. You'll have some doubts as to whether you have made the right move. You'll wonder if you're big enough for the job. Some days you'll think you've forgotten everything you ever learned.

But, generally, after you've been on the job for only a week or two or a month, everything will start to work out. You'll

forget all about your qualms simply because your up to your ears in work. And, if you get into a real jam now and then, remember you've got a few older friends who are in this business. They'll always give you a hand. I have quite a few experienced supts. on my consulting staff even though they may not realize it.

Chicago District Report

(Continued from page 32)

less than \$350 monthly and at out-of-city clubs, \$275.

Golf Car Section

A section in the CDGA report also is devoted to the golf car situation. Material contained in it was largely gleaned from a meeting of club presidents, green and golf chmn., supts. and pros, sponsored by the District at the Oak Park CC in March. Details of this meeting appeared in April GOLFDOM (page 50).

The Chicago District's 10th report was prepared by a seven-man club administration committee under the direction of Charles N. Eckstein, CDGA pres. Members of the committee included: Raymond S. Blunt, Sr., chmn., John D. Cannon, Ralph Kortge, Graf Moeller, A. R. Ross, John A. Walters and Horace G. Barnhart.

In a preface to the report, Eckstein pointed out that more and more clubs are relying on the District's annual report. He added, however, that statistical information obtained from CDGA clubs is still not all that it should be, not because some clubs are reluctant to divulge it, but because some are lax in compiling it.

It was inadvertently stated in March Goldom that Bill Bell was architect for the new El Camino CC, Oceanside, Calif. W. H. (Bill) Johnson of Los Angeles designed this course.