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Says More Clubs Should Copy Dinelli's Winter Program

By ORVILLE CLAPPER
Turf Supply & Equipment Dealer,
West Newton, Mass.

The article on Joe Dinelli's winter repair operation at North Shore club in Chicago (GOLFDOM, Jan., page 30) emphasizes once again that every club with 200 members or more should have a shop that handles its own machinery and equipment renovations. Why pay dealers and others \$5.50 an hour for work that can be done on a club's premises for about \$2.50 an hour? Besides, the summer breakdowns would be less frequent and costly if a program like that at North Shore is followed.

Much needs to be done to make club officials, especially green committeemen, and supts., aware of Dinelli's idea. Many regard the winter months as the time to ease off and head for warmer country. You can't blame supts for doing this when they have to fight with officials to get set up to handle winter work at their

clubs. Why not toss the work into the dealers' shops, they ask?

We and other dealers just cannot handle that winter work load as we would like to. Good men for this work are hard to find. You simply can't afford to hire them for concentrated work in the winter months and then carry them all summer doing practically nothing.

Dealer Loses Money

I think that every dealer who keeps accurate figures on his service shop operation finds that he loses money. I would prefer to have a small crew to handle warranty and emergency work and repair jobs for small clubs instead of a large crew and the blown up cost of operation that has to be passed along to keep us solvent.

We have trained a good many men from club maintenance staffs in our shop in the wintertime. Such training takes from three to five weeks if a man has good basic qualification; if not, we won't try to train him. We pay regular wages but when you add training and supervisory expense and overhead and some work that has to be done over, it is not profitable for a dealer.