

# Idea file

## Four ways to step up pro shop business

Promoting trips in other areas of the country and going with your members was one idea brought out at a merchandising workshop held earlier this year by the Professional Golfers' Association of America. Another suggestion was to reduce a set of golf clubs \$1 each day, beginning at 20 percent off. It was reported that the set was almost always bought before it reached the pro's cost.

A third idea was to install a driving net and indoor putting green out of Astro-turf in the bag room during winter to stimulate traffic. Another pro suggested ordering lightweight clubs with a slight hook and extra loft, saying older women liked the clubs.

## Is your cheese flambé a legal liability?

Is your club legally liable if a flaming shish kabob ignites a patron's clothing and injures him? Probably not, but law professor Anthony G. Marshall, Esq., feels foodservice operators should know more about the law if similar accidents would occur.

Marshall, associate dean for the School of Hotel, Food and Travel Services at Florida International University, says the operator is not legally responsible for an injury or accident if it was not intended, not foreseen, and could not be prevented by the exercise of reasonable precautions.

If the operator, however, is negligent in the "duty of care" or fails to conform to business standards required by law, a customer is entitled to damages, he said.

## How to complain about paperwork

President Carter and the U.S. Chamber of Commerce want to hear complaints concerning what many businessmen feel is an excess amount of paperwork they must do for the federal government.

There are two ways to inform these officials about your gripes. Members of the national chamber of commerce are urged to send in examples of their own burdensome experiences. The letters should specify what you consider unreasonable, costly, and just a plain waste of time. Address these letters to "Paperwork Burden," U.S. Chamber of Commerce, 1615 H Street, N.W., Washington, D.C., 20062.

Business firms with serious problems may phone the Commission on Federal Paperwork's toll-free number. It is 800/424-9882.

## Stakes unnecessary for new 5-foot trees

A newly-planted tree, 5 feet or taller, should not be aided with stakes unless the tree is "top-heavy" and likely to topple without support, according to a five-man research team.

"A young tree standing alone with its top free to move usually becomes a strong tree better able to withstand the elements," said the group, which consisted of two University of California professors, two county farm advisors and a horticulturist.

## Pay workers more, agronomist insists

Clubs which pay their employees the \$2.30 minimum hourly wage should realize they will not perform competently unless they receive an amount comparable to area industrial workers, claims agronomist Holman M. Green.

He also suggests to employers that providing sufficient motivation for their labor force is essential to productivity.