

Idea file

Inventory controlled by Kardex System

An efficient method of maintaining effective inventory control during the peak of your pro shop season is now available with the reliable Kardex System.

According to softgoods distributing genius Ernie Sabayrac, the system consists of a file of cards containing style numbers and descriptions of merchandise. Kept up-to-date, the system is the simplest method for quick inventory.

Sabayrac says the system should always be followed up by a weekly inventory, perhaps on a Monday, of the fastest moving items. Once a month a complete inventory should be taken.

Superintendents must learn when to burn

Several cases of fire code violations involving the burning of materials by superintendents or their crews have occurred this year. If you are thinking of burning anything, first check the codes in your area.

In many cases, the substances (for example, old pesticide bags) could give off harmful gases when ignited. Although you may realize this, your crew may not. Teach them the dangers of such actions.

Even trimmings and pruned branches might not be acceptable to burn, if your local codes don't allow it. Check with your fire department on whether open burning is allowed and at what times. It might save you a fine or citation in the long run.

Right words work for foodservice staff

When managers gather their new waiters and waitresses around them in orientation sessions, the emphasis must remain on what is the proper way for the foodservice staff to talk to the members/customers in a service atmosphere.

Relatively soon after the guest or his or her party is seated, the waiter or waitress should approach the table and immediately identify who they are. A pleasant way is, "My name is Sam. Would you like menus?" Congeniality remains the key as the server comes back for the order.

Foodservice personnel are your salespeople. They are the ones that will merchandise your specials of the day, new drinks, and desserts. Make sure they know what goes into the preparation of everything on your menu and that it can be conveyed to your guests.

Move your inventory, consider trade-ins

If you haven't applied the practice before and are still beset with your '76 club lines, think about taking trade-ins of used clubs.

There may be a ready market for the merchandise at your facility. Beginners, juniors, and women starting out in the game usually don't have the money to invest in better equipment. Often, they aren't ready for such clubs anyway.

Getting more golfers is another part of the merchandising job the pro has to do. Move the existing stock by accepting trade-ins, get those used clubs cleaned and ready for the market of beginning golfers, and get more golfers at your facility.

Course buildings: custom plan them

Is a new maintenance building in your future? A new facility must be planned carefully to provide the most efficient use by you and your crew. Type of construction and location are the two prime considerations, according to superintendent Lee Webb from Crooked Stick Country Club, Carmel, Ind.

Webb's new maintenance building had several criteria to meet before the first stages were built: the location had to be central to all the course, but had to be out of play and far enough away so play was not disrupted. The location had to have a surrounding area for employee parking, an equipment wash-off area, fuel storage, grass and tree nurseries, and access for large delivery trucks.

Crooked Stick decided the best shape for its building was long and shallow. This design proved to be more efficient in the storage of large, self-powered vehicles.

New England fish add to club menu

Costs confronting the club manager and his foodservice today are on the rise, so the manager must find enjoyable, saleable items that won't ruin his profit margin. New England fresh fish may offer the happy alternative to escalating prices.

Even though there have historically been wide swings in the price of seafood, based on the amount of a season's catch, the manager can benefit by having proper knowledge of the harvest and how it can automatically develop economy and profits.

From a health standpoint, food experts have hailed fresh fish as a great health food. Heart specialists claim the polyunsaturated fats in fish neutralize harmful saturated fats contributing to high cholesterol levels in the blood.