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SA 66-1

## Salary-budget survey of New England superintendents

The expense of maintaining nine- and 18-hole courses is reflected in figures released by the Golf Course Superintendents Association of New England, as compiled by the editor of their paper, Dick Blake. The survey also shows the working conditions of superintendents in the area. A total of 47 courses were canvassed—25 private, 13 semi-private and nine public. The majority of clubs reporting were in the suburbs. Most of the golf cars were owned by the clubs. Control of cars, repairs, etc., was not in the superintendents' hands. Complete irrigation systems were in use at 26 courses. Here is the rundown on the averages compiled from the survey:

	18 holes	9 holes
Supts. Salary	\$9,300.00	\$6,700.00
*Assistant's pay	5,700.00	5,050.00
*Mechanic's pay	5,460.00	
Expenses paid to Nat'l Conference	— 24	
Those who were Members of Nat'l G.C.S.A.	— 33	
Living quarters furnished by club	— 13	
Utilities furnished by club	— 8	
Clubs providing insurance—whole or in part	— 15	
Annual budget for labor not including supt.	18 holes —	\$25,860.00
Annual budget for labor not including supt.	9 holes —	7,100.00
Annual grounds maintenance budget	18 holes —	53,300.00
Annual grounds maintenance budget	9 holes —	20,600.00
Annual equipment replacement budget	18 holes —	4,200.00
Annual equipment replacement budget	9 holes —	1,600.00
Hourly rate for labor	High \$1.93	Low \$1.53

\*Not reported by all clubs.

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# One man golf cars catching on

*Two professionals in  
Atlanta rate the  
small cars high.*



*Pete Cole and daughter Cindy with one man golf car.*

Winning friends and influencing golfers these days in Georgia is the one-man golf car manufactured by Golf Technicians, Inc., of Atlanta. Called the "Solo," the 200 pound vehicle comes in both gas and electric models.

Among Golf Technicians' satisfied customers are Pete Cole and Bill Hall, professionals respectively at the Piedmont Golf Course and North Fulton Golf Course in Atlanta, according to a recent issue of *Atlanta Golf*.

"If golfers are going to stay up with the times," says Cole, "then they will have to try a one-man golf car. These little cars are a compact version of the familiar gas and electric two-man cars. They are the latest evolution in the field of bag carrying and easy riding.

"The hand-pulled cart was the beginning in making golf an easier and faster

game. Then came the cars that carry two golfers, along with their bags. Now, we have the one-man car that speeds up the play considerably as the player can follow his own ball, eliminating fairway crisscrossing. As one golfer stated, "The car isn't a Cadillac, but it sure adds a bit of spice to the game of golf."

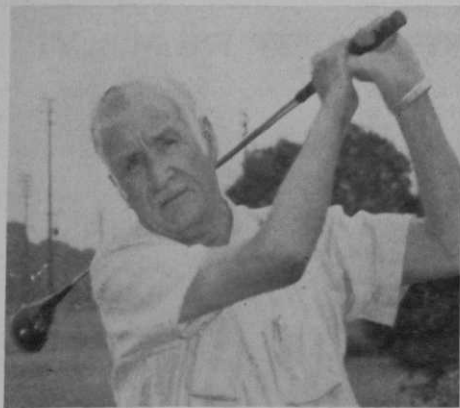
"Our only problem," adds Cole, "is trying to keep golfers from driving into restricted areas, such as up to the fringe of the greens, or not staying on the paths."

Bill Hall is also enthusiastic about the little cars. "We here at North Fulton," he says, "believe that the one-man car will prove very popular, as already the golfing public has expressed their acceptance of the cars here at the course. They carry a golfer and his bag over a course with effortless ease, eliminating miles of tedious trudging between shots, and the price of \$1.50 for nine holes, or \$3.00 for 18 makes this little car a real boon for a game of golf.

"Also, the weight of the one-man car does reduce the wear and tear on our fairways. This keeps our superintendent happy, as the car passes across fairways without making ruts.

"Our problem," says Hall, "is to have enough of these cars on hand for our golfers, but we are going to do our best, as we know they are easier on the feet and the wallet."

For more information on Solo golf cars, write Golf Technicians, Inc., Suite 231, 1776 Peachtree Bldg., Atlanta, Ga. Franchises, distributorships available. •



*Bill Hall also approves of the little cars.*



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# Right to vote in club election is qualified

*Privilege denied to holder of gift membership certificate in Pennsylvania court ruling.*

BY WILLIAM JABINE

A Pennsylvania country club, which paid off a debt for some paving work with a "proprietary membership" in the club, found itself the defendant in a lawsuit when it denied the new member the right to vote in a club election. The resulting litigation was carried to the Supreme Court of Pennsylvania.

The plaintiff brought an action in equity seeking: to enjoin the defendant club from refusing him the right to vote in club elections; the voiding of an election in which he was denied the right to vote; the vacation of the positions of club officers and directors chosen at the disputed election; and the calling of a special election at which he would be permitted to vote.

The Chancellor who heard the case entered a decree in favor of the plaintiff enjoining the Club "from prohibiting, hindering and in any way preventing plaintiff from casting his ballot at any election by proprietary members of Melrose Country Club as such, so long as he retains ownership of a certificate of proprietary membership and pays dues scheduled in accordance with the privilege of the club which he exercises and enjoys."

The Court of Common Pleas, sitting en banc, disagreed with the Chancellor and entered a decree dismissing the complaint. The appeal to the Supreme Court followed.

The Supreme Court's opinion states the situation as follows: "The issue which is dispositive of this case is whether appellant, at the time of the disputed election, was a proprietary member of the club, entitled to vote at club elections. The facts upon which resolution

of this issue depends are not in dispute and may fairly be summarized as follows: The club's by-laws provide that its membership 'shall consist of not more than 250 proprietary members, and of such special members as the Board of Trustees shall determine.' Among the category of 'special members' was one known as 'house,' to which category appellant was admitted in June of 1957. Thereafter appellant contracted with the club to do certain paving work and, upon completion of the job, submitted a bill for his services. The club had no funds and, through its officers, offered appellant a proprietary membership in lieu of cash. Appellant accepted, and a certificate of proprietary membership, signed by the president and secretary of the club and bearing its corporate seal, was delivered to him. The certificate contained the following language: 'Peter DePaul, having paid the sum of \$250 to the Melrose Country Club, is entitled to all the privileges of a proprietary member of the Melrose Country Club, subject to its By-laws, Rules and Regulations, now in effect or as the same may hereafter, from time to time, be made or amended.'

"Appellant was never formally elected to proprietary membership in accordance with the by-laws, nor did he ever pay dues as a proprietary member."

The club contended that despite the fact that the certificate of proprietary membership was issued to the plaintiff, the fact that he was not formally elected to such membership in accordance with the by-laws, and had never paid the dues prescribed for proprietary members, disqualified him from voting in elections.

The Supreme Court agreed with this

Continued on next page

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viewpoint, holding with the lower court "that mere ownership of a proprietary membership certificate, without proper election and dues payment, did not entitle appellant to vote."

The Supreme Court concluded its opinion by stating that, although it sustained the Chancellor in his findings of fact it, like the Court of Common Pleas, disagreed with his interpretation of the law as applied to those facts, and so affirmed the ruling of the lower court in favor of the club. (*DePaul v. Melrose Country Club*, 213 A.2d 270.)

(Ed. Note: This decision of the Supreme Court of Pennsylvania indicates that in that State, the constitution and by-laws of a golf or country club cannot be laid away on a shelf and forgotten once they have been adopted. In this case they were strictly construed against a member who had performed services for the club for which his payment had been a certificate of membership. Incidentally, the true value of such a certificate is in question in view of the qualifying clause that the recipient is subject to all by-laws and regulations which may now exist or which may be adopted at any time in the future—a sort of "ex-ante-facto" situation. W. J.)

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# Inventory -- without aspirin

*Simple monthly check proves better than perpetual, or running, system for pro shop purpose.*

By HARRY OBITZ and DICK FARLEY  
Golfdom Merchandising Consultants

Through the years, we have tried several methods of keeping inventory. By trial and error, we have arrived at a system both simple and informative.

Our inventory sheets are the standard 8½ x 11 size. We keep them in a ring binder separated into categories:

1. Golf Balls; 2. Golf Clubs, a. woods, b. irons, c. utility clubs, wedges and putters; 3. Golf bags; 4. Shoes; 5. Men's wear; 6. Ladies' wear; 7. Accessories—this includes gloves, headcovers, umbrellas, tees, hand bags, jewelry, etc.

The sheets are made up (see Sample Sheet 1) so that useful information can be noted—manufacturer's name, description of item, cost price, retail price and percentage of profit. We find that we can get six "item" columns horizontally and six months vertically on each sheet. By the way, the more detailed the description of each item, the easier it will be planning next year's buying.

When merchandise is received, the information is taken from the manufacturer's invoice and entered in the inventory sheets. Referring again to Sample Sheet 1, the first item is manufactured by Company "X," and is described as an S.S. (short-sleeve) 100% Cotton of a solid color; the cost price is \$5.25, retail price, \$8.95, and percentage of profit, 41%; the date merchandise received, 5/1, and the number of pieces, 26.

On 5/20, fifteen additional pieces were received. On 5/26, twelve more, and on 6/1 we took our regular monthly inventory. Twenty-two pieces were on hand, so that by deducting this figure from the total pieces received, it can be seen that 31 pieces were sold during the month.

On 6/8, twenty more pieces were received, on 6/22, twenty more, and on 7/1 the regular monthly inventory was taken. Eighteen pieces were on hand, so 44 pieces were sold in June.

On 7/5, twenty-two more were received and on 7/25 we decided to start the annual summer clearance sale and this item was re-priced 20% off for the sale. A special inventory was therefore taken on this day which revealed that 14 pieces were left and that 26 pieces were sold between 7/1 and 7/25. By 8/1, only two shirts were left and by 9/1 the item was sold out.

In reviewing these records during the winter, it is easy to see that 101 pieces were sold between 5/1 and 7/25 at full price. Profit per shirt amounted to \$3.75 or \$378.75 for the lot and 14 pieces were closed out at a profit of \$1.90 each shirt or \$26.60. Total gross profit on this shirt for the year was \$405.35.

One advantage of our system is that it is easy to price out each item after the monthly inventory to determine how many dollars are in the shop in each category—see Sample Sheet 2. Having this knowledge, as well as the number of pieces on hand, sales can be directed toward overstocked and heavy dollar areas to reduce inventory and investment. It is also easy to see which items are moving well from month to month.

The exact forms used can vary according to the individual operation. Some shops are operated throughout the year, others for five or six months. By analyzing these inventory sheets at the end of the year, it is easy to see which items produced the best revenue, and which sat on the shelves. From this information, spring orders can be placed as to quantity, price and style with intelligence and good planning rather than by guesswork and a hope for the best.

At one time, we used a perpetual or running inventory system—this can be done by double perforated sales tickets or sales slips and by analyzing sales daily. However, we discarded this method after a couple of months. Although it is suit-