A feature of the pro advertising plan is a booklet that is furnished free in reasonable quantities to the pros, imprinted with their names. This book is for distribution to the pros’ members. The book has much of lively reader interest on golf. There are some good playing pointers, a large amount of information on various tournament events, a golf glossary and other reading material that represents not what some advertising guy thinks golfers want to read, but what golfers really want to read as determined by a survey of the rank and file golfers, the lads and lassies who constitute the backbone of the pros’ business.

One of the stunts in the campaign to which the pros have clicked in livliest fashion in a series of monthly card releases telling of the trials and triumphs of a typical golfer called Joe Goofus. The illustrations show the hero of the advertising plot was not inspired by Golfdom’s advertising manager, libel being avoided by the artist putting hair on the skull of the card character. These cards put the pro story across in nice shape. There is enough of a real-life slant to them to put Joe in the class of Andy Gump as a human interest character and the pro plug happily is not overplayed to the point where the casual reader of the card will get to the end of the first line and pass on thinking, “phooey, some more ad bushwah.”

A number of pro authorities passed on the campaign before it was put into type and illustration and they have given it their critical endorsement as well as clapping hands at this latest and highly impressive indication that foresighted manufacturers are making the pros’ market development the big factor in planning the growth of their own business.

**ART PERKINS WITH BURKE**

ARTHUR PERKINS, who was for many years with Barrett, Hicks Co. at Fresno, Calif., is now connected with the Burke Golf Co. at the Los Angeles branch, 643 So. Olive street. He will cover the territory formerly traveled by George Shaw.

Burke’s coast office reports: “There is a steadily increasing interest in golf in this section. We had an excellent business last year and to date all indications are that there will be a considerably larger volume this year.”

Have you sent GOLFDOM your list of new officers?
THE R. H. GOLF CART

Established

Four or eight ft. body, flat faced wheels with round edges. Trips clean. Write for circular if dealer cannot supply.

R. S. HORNER, Geneva, Ohio
Mfr. of Golf Tractor, Spuds, Wheels, etc.

GOLF CARTS FOR FORDS

The R. H. Golf Wheels are stronger, rims do not bend, 50% better traction, easier steering, and rounded edges. Many clubs are replacing old wheels with these stronger and better wheels.
Sold in singles, pairs or full sets. Immediate shipment. If your Ford or equipment dealer cannot supply, write direct.

R. S. HORNER (Mfrs.) Geneva, O.

BEAUTIFY YOUR COURSE

Evergreen Trees — Shrubs.
Permanent and growing beauty for Summer and all seasons.
We propagate and grow hardy evergreens and shrubs to meet all conditions. Let us show you how a small appropriation gives you large visible value that keeps on increasing in worth.
Your inquiry will give you valuable information without obligation. Service and shipment made direct to you from our nurseries. No salesmen.

KELLY BROS. NURSERIES
7 Cherry St. Est. 1880 Dansville, N. Y.

TORO ISSUES 1930 BOOK

Minneapolis, Minn.—Toro Mfg. Co. has issued its 1930 catalog of mowing machinery, tractors, dump carts, compost machines, top-dressers, watering equipment and other course equipment. The book is a helpful, complete volume for the man who wants definite buying information. A copy of the book will be sent upon application to the Toro headquarters or to any of the 21 Toro sales and service agencies.

PRINTS NEW BENT GRASS BOOK

Cincinnati, O.—The J. M. McCullough’s Sons Co., 316 Walnut street, has issued an interesting and informative new booklet

“the fine bent grasses.” This book contains much technical information on the bents for the greenkeeper, as well as some excellent lawn information. The booklet is well worth a place in the greenkeeper’s library. It will be sent free on request.

IDEAL HAS NEW CATALOG

Chicago, Ill.—The 1930 catalog issued by the Ideal Power Lawn Mower Co., 413 W. Chicago ave., is the most complete this organization has issued. In addition to the Ideal mowing equipment it lists, describes and prices a full line of course and park maintenance equipment and supplies. It is a noteworthy practical buying help for the greenkeeper and his chairman. A copy of the book will be sent free on request.
THE RICHMOND
SOD CUTTER

A PROFITABLE time and labor saver that gives a neater job of sodding. Cuts a strip 14 inches wide; adjustable, uniform thickness; any length desired. Makes a smoother, firmer turf especially on embankments. Made for either horse power or tractor.

The Richmond Sod Cutter truly pays for itself in a day—Write us today for details—Complete, ready for use $35 F.O.B. Richmond.

RICHMOND SOD CUTTER CO.
Richmond, Indiana

AT LAST A SATISFACTORY GRIP TREATMENT
PARGRIP

Gives FIRM GRIP and TACKY FEEL. Makes leather SOFT and WATERPROOF. PREVENTS SLIPPING.

Price $1.00 per bottle—One Year's Supply.
Packed in display boxes of one dozen bottles.

Pros: Write for special pro discount.

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TO GROW thick and vigorous turf, use V-C FAIRWAY, the fertilizer for golf courses. Clean, inoffensive, unobjectionable—a rich food for grass, easy and inexpensive to apply.

Fairway GRASS FOOD

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Lawn and Garden Dept.
Richmond, Virginia

DUNHAM WATER-WEIGHT FAIRWAY ROLLER

ADJUSTABLE IN WEIGHT
Rolls the uneven surfaces too!

As the seasons change, so should the amount of roller pressure. Light rolling in Spring and heavier rolling in Summer assures the best fairways according to authorities.

Dunham Fairway Rollers conform to all turf conditions. Weight adjustable from 1300 to 5000 lbs. And the Dunham's three giant sections operate independently to conform with the contour of the ground. Used by leading clubs. Send coupon below for full particulars.

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Canadian Office: Mount Royal Hotel, Montreal

Please send complete details about the Dunham Fairway Roller.

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Address ..............................................

You save time and money by answering GOLFDOM ads.
Wisconsin Holds First Greens School
By H. Hankinson

Fifty-nine greenkeepers from Wisconsin and neighboring states were enrolled in a four-day short course given by the Wisconsin College of Agriculture at Madison, February 10-14. It was the first course of its kind to be offered by a university anywhere in the Middle West.

Experts in soils, agricultural engineering, agronomy, and landscape design from the College of Agriculture, and authorities on golf problems from other places, composed a faculty of unusual merit. Faculty members from outside the college included John Monteith and A. S. Dahl, both of the green section, United States Golf Association; C. A. Tregillus, manager of the A. D. Lasker estate, Lake Forest, Ill., and O. J. Noer, soils and fertilizer specialist, formerly of the University of Wisconsin soils department.

Work of the course was carried on by means of lectures, discussion groups, and laboratory sections. Kinds of grasses, grass seeds, diseases and other pests of grasses, soils, fertilizer, and drainage problems, labor and equipment, landscape and planting problems, were the main subjects for the lecture and discussion periods. The laboratory sections which took up about half of each of four afternoons gave special instruction and demonstrations in weed and grass seeds and their identification, in gas engines, in land drainage, and in soils. Students of the course were divided into four groups, thus giving everyone an opportunity to attend a different section each day.

Discussion periods followed the lectures and were conducted informally. The greenkeepers were free to ask questions of personal interest on golf course and fairway problems, while those in charge of the course gave advice and offered practical ideas.

During the course, three important talks were given on grasses by Mr. Monteith. On Monday he covered the subject of grasses adapted to golf courses and the matter of grasses that have been tried out by the green section. On Tuesday morning he took up the different strains of bent grasses, and on Thursday he gave an outstanding talk on the care of turf, especially on greens. Interesting lantern slides illustrated the points that were made. This talk was followed by a two-hour round table discussion of greens and grass problems with Mr. Monteith presiding. The members of the short course took an especially active part in this discussion.

Soils Are Feature

Soils and fertilizers in relation to the turf on golf courses were given an important position on the program. Lectures and discussions on the basic principles

Leonard Macomber
Golf Course Architect
Engineer, Contractor
664 North Michigan Avenue
Chicago

Thank you for buying from GOLFDOM’S advertisers. They are O. K.
involved in these subjects were under the supervision of C. J. Chapman and E. J. Graul of the soils department of the university and O. J. Noer, specialist in soils and fertilizers. Mr. Graul and Mr. Chapman handled the problems of soil acidity and soil as the source of plant foods. Mr. Noer rounded out these subjects with discussions on physical and other soil conditions that are favorable to turf and the proper fertilizers that are needed.

At eight o'clock on the second morning of the course the subject of grass seeds and their impurities was opened by Prof. A. L. Stone of the agronomy department. The next morning at the same hour Mr. Dahl discussed the control of grass diseases on greens. He was followed by E. H. Wilson, agricultural entomology department of the university, who explained the matter of handling animal and insect pests that infest golf courses. The round table discussion that followed focused its attention primarily on how much poison could be used on a course without injury to the grass.

Pleads for Native Trees

Prof. Franz A. Aust made a special plea for the planting of native trees, and native trees only, as a part of Wednesday afternoon's program. The talk was illustrated with fifty lantern slides to show what trees are desirable and to show the proper pruning operations in taking care of them. Prof. Aust's talk Friday morning dealt with the preservation of natural beauty on golf courses and the responsibility of greenkeepers in the matter.

Thursday morning at eight o'clock Prof. E. R. Jones, agricultural engineering, explained the principles of land drainage. On Friday morning he continued the subject, discussing in particular the various problems connected with golf course drainage.

Mr. Tregillus, formerly of the University of Toronto, appeared on the program both Thursday afternoon and Friday morning. His first talk was an excellent presentation of the golf course labor problem. In his second lecture he gave practical suggestions in the making of home-made golf course equipment and in the use of some of the best apparatus of commercial manufacture. He emphasized the care of apparatus after using, especially that which comes in contact with fungicides, such as mercury which is very corrosive in its effect.

An inspirational speaker whose name was not given on the regular program was Carter M. Harrison, who has a scholarship with the United States Golf Association. He explained the relation of the amount of grass clippings to the root developments of the plants, giving the results of his studies at the University of Chicago carried on under the supervision of Ezra Kraus, world renowned authority on plant physiology and plant growth. George B. Mortimer of the Wisconsin agronomy department, also a special speaker on the program, gave the results of three years' experience in the pasture fertilization.

BUDD MOWER BLADES

Increased production of the improved Budd Blade permits lower prices on some models. The new blade changes easier—lasts longer. Fits any mower like its present blade—no attachments or accessory needed. Just attach—adjust—ready to go. Later changes a matter of moments. If your supply man cannot furnish—just write us.

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Tractor Wheel Spuds

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- Low price and quality have been welcomed by Golf Clubs, in use on more than one-half the clubs in U.S. and Canada.
- Sample spud and circular on request; advise make of tractor and purpose used for.

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GENEVA, O.
Manufacturer of Wheel Spuds, Golf Tractor, Golf Wheels for Fordson and Trucks.

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Cheaper than you can grow them

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John Willy Handicap Racks and Cards are standard with practically all the leading American golf clubs. Write for booklet.

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Frank P. MacDonald
Engineering Bldg., Chicago
GOLF ARCHITECT

Construction Supervision — Remodeling Dependable Preliminary Reports

Concludes Study of Club Finances

(Concluded from February)

By CARL W. TRUAX

Serial Assessments—Plan 9

If the club is well established, the voting of serial assessments is all that is necessary for adequately securing substantial debenture note issues. What greater security could one desire than the necessity for payment by individual members of collective great wealth, with forfeiture of the individual member's equity in the club properties upon his failure to pay, prepayment when the individual member withdraws, and with the added security of the club's general equities in the club properties!

Not many clubs have memberships which can stand payment of large improvements by one assessment. No great objections will be encountered, however, if annual payments, not large enough to be felt by the average member, are established. This feature—installment payments—is strengthened by the common practice of installment buying, a system which in some form, at some time, is employed by nearly every citizen except the very wealthy. A prominent finance company official has estimated that over 80 per cent of members of the typical club are accustomed to some form of installment buying—homes, automobiles, securities, or what not. This being the case, why not take advantage of established habits of buying when forming club improvements?

Three to Ten Years Plan

According to the number of members and amount of funds required, a three to 10-year spread will reduce any capital requirements to small annual payments per member. Expanding clubs should provide to retire their security issues in the shortest possible time. Other improvements will be called for, and future administrations will have other ideas. It does not seem wise to prolong the payment period as prolongation may stifle future plans for improvements.

The typical club can absorb any ordinary improvement issue with ease. These issues are frequently subscribed by the mem-
bers at annual meetings or over-sold by the club treasurer or finance chairman over the telephone, at par, without discount. When the issue is sold at home, neither sales expense or bond discount is incurred; this advantage, alone, warrants the effort involved to place the issue with members. The club legal committee is always glad to attend to the legal work at cost. In this way a substantial saving is made. This is particularly true when a mortgage type of issue is adopted.

The denominations of securities must be determined by local circumstances always. In most cases $500 and $1,000 denominations are more easily sold to a few members than small denominations to a larger number of members. Interest payments should be semi-annual. The treasurer may have to borrow from the club’s general funds to pay the first semi-annual interest to the trustee. After that the issue is automatically self-liquidating.

Assessment Should Include Interest

The assessment resolution should always provide that interest be included pro rata in the assessment. This relieves the general budget from additional interest in respect of the improvements.

A “happy medium” rate is desirable for improvement issues, high enough to provide a desirable investment and low enough to avoid criticisms. Where 6 per cent prevails “over the counter” and on first mortgages, a 6½ per cent rate on the issue will be adequate, with an increase above this figure to correspond to current bank loan and mortgage rates. The rate will be based on local conditions.

Another feature of assessment debentures is that the very banker who would by habit secure the improvement issue by second or general mortgage will reverse himself to the extent of loaning 80 per cent or more on the assessment debentures of substantial clubs. The local bankers are thorough judges of the indulging club’s credit status.

Arrange the issue to be sold and proceeds realized before the funds need to be disbursed, and, of course, arrange the sale before obligations are incurred. Also, time assessment issues so that each installment payment to the trustee (there always is a trustee) is preceded at least 60 days by the billing of the corresponding assessment; then the funds are always in hand for the payment.

Retirable by Lot

All assessment issues should be retirable

A REAL CLUB OPERATOR

Manager of one of the leading metropolitan district golf clubs is faced with conditions that make a change desirable. Long and impressive record of club operation that is successful both from financial and members’ service viewpoints.

He can bring efficient staff, including excellent and successful course superintendent, with him, if desired. Present contract can be renewed, but under present circumstances this man doubts new line-up will be a happy one, either for him or the club.

Can make change at any time, just so he is permitted to give his present club a square deal, by getting a first class successor.

PREFER eastern territory, but will go any place, where expert management is needed and can be afforded.

Please give outline of your situation and advise salary you will pay.

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in equal annual installments; the debentures or bonds to be paid are to be selected by lot.

Debenture assessments should be billed separately from the house accounts and dues, and all payments received should be segregated by the treasurer in a special, separate bank account. Wherever outgoing members sell their membership to or through the club, or where payment of all indebtedness is prerequisite to transfer, the club treasurer should pay especial attention to collecting unpaid and deferred assessments either from the outgoing member direct or from the proceeds of the sale of the membership.

Up-to-date club by-laws provide, for the better control of the membership quality, that outgoing members may sell their memberships only to the board at a price set by the board or set at an annual meeting. The board, under such provisions, of course, only buys in a membership when the Membership committee provides a satisfactory candidate for membership.

Selling the Issue
Select an energetic financial salesman to sell the issue. If the treasurer or chairman, by design, is this able salesman, so much the better. The average typical club membership, properly approached, can absorb any ordinary improvement issue. There should be, however, a general demand for the particular improvements. Considerable attention should be paid to establishing popular approval of the proposed improvements. When, as is often the case, improvements financing is "steam-rollered" through the annual meeting, it is well to have the issue subscribed beforehand. If the board can say to the membership that the proposed issue is already sold, or largely so, general consent is much easier to be obtained.

The “administration” works out its plan in detail, has it approved by the board, and then secures the approval of as many members as can be reached. Prior to the meeting of approval, a circular letter is addressed to the membership telling them of the plans. The resolutions to be passed, or a description of them, are contained in the call for the meeting. The secretary, in sending out the notices, always encloses a proxy form (in blank and总是 with “power of substitution”) with a stamped, addressed return envelope attached to the proxy form. Members are invited to sign

BADGES
For Caddies and Club Employees

Ask for catalogue of Emblems, Medals, Charms and Trophies.
Samples of “My Goat” Pocket Coin sent to any Club Official on request. Prices right.

S. D. CHILDS & CO., Dept. 2
136 S. Clark St.
Chicago, Ill.
BUDDY JOCK SALES MEAN A NEW PRO PROFIT

The strain and discomfort that an 18-hole round involves for the average sedentary business man makes the pro shop the place where the ordinary golfer is most impressed with his need of a Buddy Jock.

You'll sell a lot of Buddy Jocks at a good profit if you just have the boxes in plain display. The Buddy Jock is as much a staple item of shop merchandise as tees.

Write for our pro sales proposition.

THE WALTER F. WARE CO.
1030 Spring Street, Dept. H

the proxy and mail it. The envelope may be addressed to the secretary or treasurer.

In older clubs 20 to 30 per cent is an average attendance at club meetings. The proxies present usually equal or exceed the actual attendance in person. Thus the spokesman for the administration or holder of the proxies usually "carries the meeting in his pocket." This is the "steam-roller" plan and the method frequently, nay, usually, employed in engineering improvements in ambitious clubs.

No comment on the ethics involved is necessary. The above outline of the operatori is offered in enlightenment of the few readers who have never given thought to the customary method by which the active few are enabled to spend money for the inactive many.

It is a safe statement that most club expansion programs are handled in the manner just stated. There is a better and more dignified way, but the better way takes time and much effort, and that is to create or establish an outstanding majority sentiment in favor of the improvements.

Most clubs are actually "run" by a few active members who take much interest in their club and are ambitious. The average member takes no interest in details, and if the course is good and nice to play upon, and the house service satisfactory, Mr. Average Member wishes to take no part in operating the club. He is resigned, even accustomed, to the expense, and either willingly or unwillingly goes along with the crowd and pays his share.

Suffice it to say that if all club improvements were based on unanimous consent there would be no improvements. We might add that ordinarily if improvements were based even on an outstanding majority of proponents there would be but few improvements. Club improvements are invariably promoted and established through the efforts of the active few, and perhaps more often than not involve the passive and often unwilling consent of the majority.

In planning the finances, bear seriously in mind the interest charges. Most clubs have difficulties enough without adding to the fixed charges. It is far better to have one or a very few assessments, and if that is not possible, then an installment securities issue. Either of these plans pays for the improvements without permanent addition to the fixed indebtedness and without increasing the operating charges.

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BEST for Golf Courses

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426 Plum St., Cincinnati, O.
Another section of the N. A. G. A. annual convention banquet at Louisville.

Wm. Penn type broilers used; all are gas operated. Polished steel top cook's table,

**Harrison Addresses Midwest Greenkeepers’ Session**

**Prof. Harrison** of the botany dept., University of Chicago, was the featured speaker at the Feb. 26 meeting of the Midwest Greenkeepers' association. A representative attendance listened to the Chicago turf scientist tell of the effect of cutting methods on root growth, a subject he has been prying into at the Green section plots at Mill Road farm and in the university laboratory.

**JOJ’S 1930 “SEEDS” OF SUCCESS**

Chicago, Ill.—J. Oliver Johnson, Inc., 1930 edition of “Seeds of Success,” the catalog of this widely known supply house, now is being distributed. The catalog is described by the Johnson company as listing “everything for the golf course” and if the description is faulty it’s hard to tell where. A complete line of supplies and equipment is given together with the Toro line of cutting and maintenance equipment. A copy of this standard buying guide will be sent free on request.

**From Leach’s Mailbag**

**Arsenating Bent Seedings**

Sir: We are now re-seeding with south German mixed bent, the bare spots in our fairways occasioned by the heavy growth of crab grass last fall.

We drilled in these places when we did our re-seeding last fall but the heavy growth of crab grass prevented the seed from getting into the soil and therefore it could not germinate.

In the early part of each of the months of April and May we are going to make an application of arsenate of lead at the rate of five pounds per thousand square feet on these areas of crab grass, and I am wondering whether the arsenate of lead would have any bad effect upon the germination of the bent seed. **E. A. (Mo.)**

**Answer:**

The best time to apply the lead arsenate to these spots for the control of crab grass would be just before or as soon as you note the crab grass beginning to sprout. I cannot advise a definite date since the sprouting of crab grass occurs earlier with you than with us, but your greenkeeper will be posted on this point.

Lead arsenate applied to the soil immediately before planting of bent seed or before the grass is well established will not injure the germination or growth of the young grass in the long run but it will slow up germination for a few days and the young grass will grow more slowly for a period of about three weeks. After this period is over the bent grass will grow lustily and soon catch up and then outstrip non-arsenate turf. **—B. R. Leach.**