The country club conference, conducted by Ralph Sykora, dealt with many practical matters. Operation of country clubs on a cash basis was rather generally endorsed. It was especially noted that women wanted to pay cash. Carl Schweitzer, manager of Olympia Fields, told of the economies effected at that club by lively operation of a cafeteria and told of big business and brisk interest aroused at his club by a notable entertainment schedule.

During this session the managers noted especially that the way to hold members was to reduce operating costs. However, many of them are thwarted by heavy fixed charges. Appraisals and fire protection systems were recommended for sharp reduction of fire insurance costs. Close watch of fuel, power and light bills; buying so there is very little left in the ice-box and simplification of menu and service were reported as chief items in cutting operating costs.

Collection of delinquent accounts and resignations were most effectively handled, managers noted, when the co-operation of the member's proposer and seconder was obtained.

Another point on which managers dwelt was advisability of having plenty of simple parties to keep up club interest. Success with parties of college students and other youngsters moved the managers to remark that a strong play for the young people's business is a certain way to make the club look alive.

Selling the country club as a social and health necessity rather than a luxury was discussed. The managers are taking great interest in membership solicitation and "selling the club" these days, as they realize it means their jobs and the officials are too busy trying to keep their own businesses afloat to devote much time to the membership problem.

Departmental co-operation between manager, pro and greenkeeper was stressed as an essential for correct operation and for maintaining the membership roster in healthy condition.

Adjustable to Any Pressure

NEW GREENWAY ROTARY SPRINKLER
One of five new Dayton Sprinklers for Golf Courses. Slow-Motion head won't wash or puddle. Adjustable while in operation. Surprisingly low-priced. Catalog.

DAYTON IRRIGATION CO., Dayton, Ohio
Eastern Distrib.—Dayton Irrigation Systems, 151 E. Post Rd., White Plains, N. Y.

The Toro Compost Machine
Grinds and screens in one operation. Handles the material as fast as your men can shovel it in. Nearly a thousand of them in use at very small upkeep cost. Write for full information.

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PFIZER MIXTURE
2/3 Calomel—1/3 Corrosive Sublimate for
BROWN PATCH
Corrosive Sublimate—Calomel
Made and Marketed by
CHAS. PFIZER & CO., Inc.
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if you are still making compost without a ROYER...it is costing you too much

• in time
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and likely players too!

ROYER COMPOST MIXERS
WRITE FOR ILLUSTRATED BOOKLET
Sold Thru Leading Golf Equipment Dealers

Royer Foundry & Machine Co.
138 Pringle St. (Kingston Station) Wilkes-Barre, Pa.

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Massachusetts Golf Show
Attended by 225

REGISTERED at the Massachusetts State college for the sixth annual Golf Course Maintenance Exhibit and Conference held March 11 and 12, were 225 greenkeepers, park and cemetery superintendents, and others interested in maintaining turf and in the general construction of golf course. One hundred seventy-one of those registered were from Massachusetts, 31 from Connecticut, 13 from Rhode Island, 4 from New York, 3 from Vermont, and 1 each from New Hampshire, Iowa, and Ohio.

According to L. S. Dickinson, director of the school for greenkeepers, this was the best exhibit ever put on by members of this school. An unusually large number of exhibits were on display, including the following phases of golf course work: control of diseases and insects, construction of water and drainage systems, costs, soils, equipment, fertilizers, general management, and landscaping.

Speakers on the program and their subjects included M. H. Cubbon, fertilizers; C. H. Thayer, soils; W. H. Davis, fungous diseases; L. S. Dickinson, maintenance and costs; and C. R. Kellogg, insect control. All these are members of the State college staff.

Members of the greenkeepers' course were on the program which also included moving pictures of golf in slow motion and control of Japanese beetle and fungous diseases. The question box held after each program proved popular with those in attendance.

HYDROLIZER FOR FERTILIZING IS NEW DEVICE

Milwaukee, Wis.—Water Fertilizing Systems Co., 227 W. Wells St., is making the Hydrolizer, a fertilizing device that carries the fertilizer in solution through the sprinkling system. The device is installed in the hose line, and filled with a fertilizer cartridge; rate of flow of water determines the strength of the solution.

FREE: A copy of "The Putting Green." Has 40 pages about construction and care of greens. Send today.
Earnest young Mr. Jacobus, president of the national pro organization, tells the brethren why they should rally round the flag. His pertinent remarks answer many details of the pros’ frequent question, “what does the PGA do for me?”

Not a few of the professional gentlemen harbor the thought that it is, oh, so silly to pay $40 annual dues unless this $40 brings a couple of hundred snapping right back into the kitty. George endeavors to reason with these gentlemen, as follows:

After thoroughly investigating various professional organizations I find that the PGA, without any question, gives its members more for the amount of dues paid than any other professional organization. Other organizations of professional men exist merely for the exchange of theories and ideas and to attain the strength which comes through unity.

I have interviewed approximately 65 men, representing four different professions, and not one of them made any statement detrimental to their professional organizations. They all seem to feel proud to belong to an organization which lends power and dignity to their particular profession.

Another illustration of this necessity of striving for unity and harmony is exhibited daily to every golf pro by the officers, directors and the chairmen of the green committee of his golf club. Consider the time they devote to their jobs and the money they spend to create good will and

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Took Their Fourth Cut
for 1933!
Each of our five styles at new lows with prices ranging from $18 to $30 for 5,000 quantities.
Samples on request to all clubs
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The TORO “SOD-KUT” for Perfect Sod
A hand power tool that cuts sod with smooth, even edges and uniform thickness . . . 13 1/2” wide, any length. Easy to operate . . . two men can cut 15,000 square feet of sod a day. Does not damage lawn. Write for full information.
TORO MANUFACTURING CO., 3042-3168 Snelling Ave., Minneapolis, Minn.

Wood Charcoal
Cushions and aerates turf, retains moisture, checks harmful bacterial and fungus growths.
Easily applied. Cannot rot, dust or soil shoes and clothing.
AVAILABLE THROUGH GOLF SUPPLY HOUSES AND FEED STORES OR WRITE
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NOW is the Time to Start Using This Approved Fungicide and Vermicide

PROTECTION every hour under the McClain System of regular scheduled treatments. To put off treating your Greens at this time of the year means added troubles and spending more money later on. Regular monthly applications of FUNGOL during the playing season will protect you from severe Brown Patch and Soil Vermin losses.

The large covering capacity and low cost of FUNGOL make it possible for every course to use it right through entire season. Easily applied, either wet or dry.

FUNGOL serves a double purpose. It also prevents and destroys Grubs, Beetles, Sod Webworms, Cut Worms, Earthworms, etc. Purchases of other vermicides unnecessary.

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PERFECTION SPRINKLERS

MODEL NO. 112, $10.50

A NEW, INDESTRUCTIBLE, PRESSED STEEL, DISC BASE (Pat. Appl'd for) that can be dragged without causing slightest turf damage.

Perfect distribution at all pressures—never over 40 lbs. required. Constant slow motion under all conditions without adjustments. Not affected by side-hill settings or wind. Nothing to adjust—Self-starting—Fool-proof. Maximum coverage for any given pressure—75-ft. circle at only 10 lbs. No small holes to clog. Only ¼” hose required—Operates perfectly on low pressure. Entirely rust-proof.

There's a Perfection dealer near you—if he fails to show you Perfections, write us direct.

PERFECTION SPRINKLER CO.
PLYMOUTH - - MICHIGAN

better feeling among the members. They realize that harmony is necessary for a smooth-running and successful club. These men are all high-type, successful businessmen who are prompted by their love of the game to devote unlimited time and service to make their golf club successful, outstanding and a credit to their community. They have the interest of their club at heart.

It must be remembered that these men do all of this work for an organization which exists solely in the interest of the game of golf and for various social activities. Isn't it reasonable to believe that the professional should be willing to give the same whole-hearted support and cooperation to an organization which exists for the benefit of the business from which they are earning their living?

With the necessary co-operation and support the PGA will make it possible for all members to have such knowledge and be so well qualified that golf clubs in the future will feel that they cannot safely apply anywhere but to the PGA when in need of the services of a professional.

The PGA has mapped out a constructive program along this line, but such program can only be successful if every member backs the work of the association 100 per cent, by the payment of dues (a small item to every pro, amounting to less than eleven cents per day) and by offering his full support and co-operation.

I feel sure that every member will agree that a powerful organization, built upon unity and harmony, is more to be desired than the numerous other benefits which have always been provided by our association to its members but which I have always considered secondary. However, these benefits are such as to be worthy of mention so I take this opportunity to list a few of them:

The PGA finances a Tournament Bureau which is conducted for the benefit of the tournament players. Tournaments help to keep the professional before the golfing public, and help to retain and stimulate interest in the game, which are important factors but are often overlooked.
by many professionals who are not tournament players. The more interest we can stimulate in the game the better chance the professional has to sell his knowledge and be considered "the golf doctor," which he most certainly is at his club, since he is an authority on everything pertaining to golf.

The PGA has a Benevolent Fund to take care of members who are sick or incapacitated and unable to provide for themselves. We are now taking care of four or five members with this Benevolent Fund, sending them checks monthly.

The Unemployment Relief Committee, which I recently organized, is making a thorough survey of our entire membership, collecting data on all cases of unemployment and destitution, with the view to providing relief to such extent as the funds available will permit, giving first consideration to those pros in desperate circumstances who have families. While still quite young, this committee, headed by its able chairman J. B. Mackie, has already done considerable work and accomplished splendid results. Through our leading tournament professionals, headed by Johnny Farrell as chairman and contact man, we are arranging for exhibition matches to raise funds for the support of this Unemployment Relief committee so that it may continue its good work without causing a drain upon the general fund of the Association.

The Fire and Theft Insurance which members may obtain through the PGA is much cheaper than any which can be obtained through any other insurance agency. Up to the time the PGA made it possible, some professionals were unable to obtain theft insurance of any kind.

We have now been assured of the full cooperation of all manufacturers and a number of recent incidents have proven these assurances to be sincere, one important item being their discouragement of clubs purchasing golf merchandise direct instead of the professional handling such purchases and making a legitimate profit.

The PGA is furnishing a field man who is traveling around the country continuously and instructing professionals on repairing golf clubs, both hickory and steel, and teaching club-making to those who are interested. He also designs new tools to make the professional's work easier and

---

**Soils? Grasses? Insects? Diseases?**

*find your solution to these and other problems of modern maintenance in* **Golf Course Common Sense**

_By G. A. FARLEY_

---

**THIS valuable and practical guide to successful greenkeeping explains in detail, the methods of the country's foremost greenkeepers.**

Partial Table of Contents

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The price, postpaid, $4.00

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205 W. Wacker Drive CHICAGO
STOP BROWN PATCH
—DESTROY CLOVER
WITH TONAGREN

Science has brought forth another wonder to help the Greenskeeper maintain his greens in perfect condition. It is no longer necessary to worry about brown patch and clover—TONAGREN, in a single stroke makes these two evils a thing of the past. It is a double acting, effective preparation that sells for less money than most preparations that can be used for one purpose alone.

Write today for full particulars and prices.

P. & M. TONAGREN COMPANY
6324 BROOKLYN
KANSAS CITY, MO.

CONLIN UNLOADS SOME PRO IDEAS

Chicago, Ill.—Ed Conlin, sales manager, Golf Ball division of United States Rubber Products, Inc., continues to see America first with his cheery message of uplift and is making midwestern points at this writing.

Here's a summary of Eddie's contribution of news and inspiration made during a recent talk with some Chicago district pros:

(1) Pros should send their receipted bills from manufacturers on pro-branded ball purchases to the PGA at Chicago and collect the 50 cents a dozen rebate. Manufacturers' checks are sent monthly to the PGA.

(2) Although Conlin thinks the new Three Star U. S. Royal ball package is the smartest thing he ever has seen, the U. S. Nobby dozen and 3-ball packages were awarded highest honors over all other packages shown at an exhibit of packages conducted by Modern Packaging, an authority on packages.

(3) Pros who keep wide-awake constantly studying their business, continue to write in to the U. S. people for copies of The Golf Professionals' Handbook of Business. Business building ideas in the book are just as good as ever, and really more important this year, because of need for livelier, smarter selling. Conlin maintains that a thorough re-reading of this book by the master pros and their insistence that their assistants study it, will make cash jingle in pro cash registers.

(4) The "Ask Your Pro" series of 7 shop display cards, 7” by 11” in size and brightly colored, are going strong with the pros. Some of the pros are making use of several sets of these cards. Cards will be

Cut Cost of Treating and Fertilizing
Your Greens Way Down

McCLAIN HYDRO-MIXER
Treats a Green in 10 to 15 minutes by pumping only 25 gallons of water. Insures perfect application of soluble Fertilizers, Fungicides, Vermicides, etc. Reduces labor costs to bottom. Faster than power rig. Eliminates sprinkling carts and expensive sprayers. A real money saver. Write for details.

McCLAIN BROS. CO., 121 2nd St., CANTON, OHIO

give him a better equipped shop so that he may successfully repair any kind of club which may come into his hands. Our educational program calls for the addition of two more men for this work. One man will be added in the spring of the year for the purpose of lecturing and instructing in golf course maintenance.
sent free by the U. S. Rubber Products, Inc., at Providence, R. I., or any of its branches.

WORTHINGTON MOWER OFFERS PRICE REDUCTIONS

Stroudsburg, Pa.—Worthington Mower Co. announces that increased production facilities and lower costs for raw materials have made possible a reduction in list prices on the entire Worthington line amounting to 10 to 20 per cent. Only exception is the tractor, on which price remains at $625 because of a new rear end of special design, the cost of which is greater than the Ford axle formerly used. The rear end now carries a guarantee against breakage for the life of the machine.

Several changes are announced in the Worthington sales staff. E. H. Schoonover, formerly in charge of the Washington, D. C., office, has been transferred to the Metropolitan district to assist E. H. Worthington. Schoonover's place in Washington will be assumed by E. H. Worthington, Jr.

In the Boston area, E. R. Sawtelle and Robert B. Beale, Jr., will cover the clubs, while Chester Sawtelle has been added to the Stroudsburg staff as field sales representative.

OGG IRONS PRESENTED BY WILSON-WESTERN

Chicago, Ill.—Iron clubs designed by Willie Ogg, veteran pro of the Worcester (Mass.) C. C., have been put on the market by Wilson-Western Sporting Goods Co.

Reception given these Ogg clubs has exceeded in interest and enthusiasm anything the Wilson-Western people have offered before to the golf field, according to company officials. With the opening of the active playing season several weeks away, early orders for Ogg irons give strong promise of establishing a record year's business in one line of clubs, the Wilson organization adds.

Principle of the design of the clubs is to extend the "sweet spot" on a club clear across the club face. Weighting the upper part of the toe, with location and amount of weight varied for each club in

TECHNOCRACY . . . YES! . . . U T O P I A . . . for Golf Greens

Give your greens a new lease on life . . .

One treatment with a "MARVEL TURF CONDITIONER" will convince you of GREATER savings and BETTER greens.

Write for our TRIAL TREATMENT plan.

WALTER B. HELMS, Inc.

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NATIONAL MOWER CO.

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Where rugged endurance, sturdiness, and quality come first, the latest 1933 Model National Heavy Duty Fairway mower will meet your severest problem.

FAIRWAY MOWING

ON DIRECT SALES

LOW COST

On direct sales, the National Mower Co. will give you the best VALUE, the finest mower for the least money.

Using the most powerful frame, double sets of tempered steel cut gears in oil tight cases, Timken Bearings—it lasts longer.

GREATER VALUES PER DOLLAR

Write for catalog and prices on Fairway mower equipment, gangs and tractors. Thousands of NATIONAL mowers have satisfied owners covering every state.

STANDARD MFG. CO., Cedar Falls, Iowa
The GRAVELY MOWER

CUTS EVERYTHING!

When you use the GRAVELY no tall weeds are left standing to give that "ragged" effect. With Swivel-Action Cutter Bar in front of the Single-Wheel machine, you can mow the steepest hillsides. Think what this means in reduced costs and improved appearances! Let us tell you more.

GRAVELY MOTOR PLOW & CULT. CO.
Box 200, Dunbar, W. Va.

NEW GOLF GLOVE MADE BY
HARLEY POTTER CO.

Peoria, Ill.—Harley O. Potter Co. is introducing a new golf glove, the Glovette, through pro shops, following a highly favorable reception of the glove by the playing pros in the south and west this winter. The Glovette has no finger tips or leather covering the heel of the thumb, nor has it any buckle or button. Fingers are tapered. The design was worked out after numerous conferences and tests with leading pros and amateurs.

Price of the Glovette is 75 cents retail, with a good pro margin. The item already has demonstrated its salability in the south and looks like a "natural" for big, early season sales in northern pro shops.

Iowa Greenkeepers to Meet at Des Moines April 11

IOWA Greenkeepers' assn., encouraged by an enthusiastic gathering of 82 turf-minded members at Iowa State college for the state's second annual greenkeepers' short course, held February 27-28, plans an active year of meetings. They are keen on the trail of ideal grasses for fairway and green under corn-belt weather conditions.

Future meetings of the Iowa greenkeepers are scheduled, according to C. G. Yarn, secy., for April 11 at Hyperion Club, Des Moines, and for mid-June, at the time of the Iowa Amateur championship, at Okoboji C. C. For this latter meeting, it is planned to ask members to take a two-day vacation from their club duties and participate in a planned program of golf, boating, fishing and swimming.

Domestic Peat HUMUS
Pure organic material, ideal for soil improvement purposes. Complies with U. S. Govt. Specifications—available in finely fibrous or coarse form. Tell us your requirements. Shipment by bag, truck or carlot units.

HYPER-HUMUS CO. of Newton, N. J.
An advertisement in GOLFDOM saves the club officials time and money by getting responses from the best men available. The club department heads who advertise for positions in GOLFDOM obviously identify themselves as men who go after their problems in the right way. They are good men for you to give preference.

Manager—Now available. A capable club man and wife who have a proven record for efficient management. A couple who have made a success in all departments, even the past two trying years. Specializing in the best of food catering, attending to the social activities as well as clubhouse and golf course maintenance under the direction of the board of directors and committee chairman. Let us relieve you of a lot of details so that when you come to your club you will enjoy it and not have to listen to hard luck stories. We will execute your orders and carry out the club’s policies and will render you dignified, diplomatic, tactful and efficient service. No children; middle-aged and will go anywhere. Address: Ad 1502, Golfdom, Chicago.

Experienced English-born pro-greenkeeper wants position at first class club. Will accept post as assistant pro. First class clubmaker, 20 years’ experience, fine instructor. Go anywhere. Address: Ad 1511, % Golfdom, Chicago.

Greenkeeper with national reputation and a life’s experience in construction and maintenance, desires change to a high-class club that is looking for a competent man who can deliver the best in greenkeeping. Address: Ad 1510, % Golfdom, Chicago.

Pro-greenkeeper, long and successful experience, desires location with eastern club. Former private tutor to English nobility and numbers among American pupils several national and sectional champions. Hard worker, thoroughly dependable and has every other qualification for satisfactory service to good club. Address: Ad 1509, % Golfdom, Chicago.

Manager, successful experience with metropolitan district country and city clubs now available for new location due to heavy fixed charges at present country club calling for discharge of manager. In five years with present club never had a year in the red and made club famed for good food and service. Highest recommendations. Available immediately at moderate salary. Address: Ad 1508, % Golfdom, Chicago.

Wanted—Position as pro or pro-greenkeeper. Have national reputation as a teacher. First class golfer and clubmaker. Member of P. G. A. A-1 credit rating; married; highest references. Address: Ad 1506, % Golfdom, Chicago.


Position wanted as professional at live small club or as assistant at large club, preferably in resort section. Good teacher, player and clubmaker. Address: Ad 1504, % Golfdom, Chicago.

Professional—12 years’ experience, 32 years old, married, American born, seeks position any club needing good instructor and merchandiser. Best of references. Can manage clubhouse. Address: Ad 1503, % Golfdom, Chicago.

Greenkeeper with extensive and successful experience in construction, remodeling and highest type of maintenance at low price, wants a job. Able man with highest references and eager to work hard for moderate wages. Address: Ad 1500, % Golfdom, Chicago.

New 18-hole public golf course nine miles from Times Square, located in the Bronx, N. Y. C., on the Pelham Bay Park line of the I. R. T., 35 minutes from the Grand Central Station (5c car fare), desires to obtain the services of a capable greenkeeper and pro, willing to invest some capital. Address: Ad 1502, % Golfdom, Chicago.

Young professional, with college education, desires to make a change with medium size club 1933 season. Well schooled all phases of professional work. Ten years’ experience. Best of references. Address: Ad 1501, % Golfdom, Chicago.

Pro-greenkeeper desires to hear from club that is in need of an all around man. Best of references as teacher and greenkeeper. Especially good on construction work. A-1 credit with all sporting goods houses. Will give you an up-to-date golf shop, 37 years old; sober. Have family and will stay on the job. Address: Ad 1406, % Golfdom, Chicago.

Agronomist-Economist offers reasonably in cooperation with several clubs diagnosis advice supervision. Eastern Pennsylvania and New Jersey preferred but other inquiries invited. Address: Ad 1408, % Golfdom, Chicago.
**Pro-greenkeeper** desires position. Expert on greens and economical maintenance. Age 27. Have had excellent results organizing and stimulating interest among players. In replying, state proposition club has to offer. Address: Ad 1512, % Golfdom, Chicago.


**Pro-greenkeeper**—highest recommendation. Successful experience in course construction, clubmaking, instruction and clubhouse management. Present location in Adirondack section. Weather conditions makes change advisable. Age 29; married, two children; wife to act as hostess. Will go anywhere at low salary and with guarantee of concessions. Address: Ad 1409, % Golfdom, Chicago.

**Pro-assistant** desires position with medium size club or first-class professional. Age 20; trustworthy and dependable. Splendid personality, hard worker, business college education. Good teacher and player. Excellent references. Will go anywhere. Address: Ad 1410, % Golfdom, Chicago.

**Greenkeeper**—experience in course maintenance and construction; open for position. Hard worker, can get results on modest maintenance and budget. Highest recommendations. Will work for moderate salary. Harry G. McQuaid, 99 Pineapple St., Brooklyn, N. Y.

**Well known greenkeeper** with best of recommendations and thorough experience in maintenance and construction at low cost, is open for position in prominent club at moderate salary. For full details address: Ad 1200, % Golfdom, Chicago.

**Pro-greenkeeper**—Middle-aged Scotch born man with successful and extensive experience in teaching, course maintenance, course design, pro shop merchandising and tournament promotion, wants location. A hard worker, thoroughly dependable and runs a pro department so it stirs up club interest and business. Highest references. Will make good any size or character of club. For details, write: Ad 1514, % Golfdom, Chicago.

Used Golf Balls, wholesale, 20c dozen and up. Inverness Golf Course, Inc., 11711 Sandy Blvd., Portland, Oregon.

**PARKS EXPLAINS VALUE OF LEWIS BAG-RACK**

Watertown, Wis.—Lewis Parks, sales manager of G. B. Lewis Co., advises why he believes the Lewis tee bag-rack should experience an increased sale this season, as the item becomes better known. He says:

“As golf is a very orderly game, why should golf courses tolerate the laying of bags of sticks on the ground for someone to trip over, or allow them to be leaned against the tee benches that have been provided for the rest and comfort of the players?

“Did you ever get all set to drive and have a bag of sticks slip off the bench with a crash and rattle to the ground? And, is there anything more annoying than to soil one’s clean shirt by coming in contact with muddy club heads? Is anything more annoying than having to stand up due to the thoughtlessness of players who lay their clubs against or on the benches?”

**S O F A R A S** we know, Willis W. Case, Jr., green-chairman of the Cherry Hills club, Denver, Colo., is the first man to tell of the problems and ambitions of the green-chairman in a radio broadcast. Ross Parsons of the Denver Post, interviewed Case in a radio program over KOA.

Parsons brought out Case’s extensive experience as green-chairman of two clubs and his world-wide playing acquaintance with golf courses and referred to Cherry Hills being considered one of the country’s 12 best clubs.

Case told of the land and construction requirements of a golf course, bringing out many interesting details of course building and seeding in a way to astonish many players who take course maintenance and construction as casual affairs.

The Cherry Hills official briefly spoke of the amount of equipment necessary to keep this course in perfect shape and by drawing a comparison between the care and expense required by small lawn and 180 acres of superbly groomed golf course got across to the radio listeners that golf course maintenance is a vast and serious business.

**SAVE the middleman’s profit for your club by purchasing BENT GRASS SEED direct from the farms where it is grown.**

A. N. PECKHAM KINGSTON, R. I.

Also Fairway Mixtures