

Coast Greenkeepers a Versatile Lot

By G. A. KLEIN

I DOUBT if there is another area in the entire world equal to the area of the Pacific Coast states where the methods, results and problems and where the opportunities for scientific research in the production and maintenance of the fine turf can be found. Especially is this true of California, where turf on golf courses is being maintained under temperatures ranging from below zero to 130 degrees Fahrenheit and with rainfall from less than one inch to 60 and 70 inches per season. Soils range from light sand to the heaviest of adobe and clay. Altitudes run from several hundred feet below sea level to several thousand feet above sea level. Some areas are fanned by the cool, gentle breezes of the Pacific ocean, others are scorched by the hot, burning winds off the desert sand. Some territory is covered with three to four feet of snow, while less than 25 miles away others are compelled to irrigate to maintain the turf.

It is not necessary to travel a great distance to find the extremes of these variations. You can find most of them within a radius of a few hundred miles from almost any point in California. In fact you can find all of these, with the exception of the extreme of rainfall, within a radius of 150 miles from Los Angeles. While these extremes of altitudes and variations of climatic conditions offer an endless chain of outdoor sports and recreation the year around, and are chiefly responsible for California being the vacation land of America, they are at the same time the chief causes of the never-ending problems facing the greenkeeper on the Pacific coast. I really believe that every method known in the art of greenkeeping is brought into play under these varied conditions.

Greenkeepers Versatile

As I see it, the results have been a general improvement in the methods and science of greenkeeping rather than any outstanding improvement in any one particular department. It has been one continuous round of experimenting and improving. As a result, the profession of

greenkeeping has been put on a much higher plane.

It is said that "every man is a product of his environments." Applied to the Pacific coast greenkeeper, the aforementioned conditions and the resulting problems constitute his chief environments. It is these environments that have compelled him, as well as his officials, to recognize more and more the importance of his position and have made of him a better, more studious and more resourceful "result producing product."

Very few people realize the value of a so-called greenkeeper's position. That, I imagine, applies in the east, north, and south as well as in the west. To the average golfer, the greenkeeper is simply the man who sees that the grass is regularly cut and watered. He has no idea of the endless amount of work and supervision necessary to keep that turf in a playable condition for his pleasure. Proper fertilization, drainage, top dressing, prevention and elimination of grubs, worms and Brown Patch, maintenance of equipment and many other problems are unknown to him. But this isn't all. In my travels up and down this coast from one golf course to another, I have found Mr. Greenkeeper busy repairing the plumbing in the clubhouse, repainting the furniture, repairing the typewriter, putting in concrete work and doing or supervising many other odd and end jobs. Perhaps the most interesting of all is to see the many labor-saving devices and machinery planned and constructed by the greenkeeper. Just last week I was shown a complete tractor in operation that was built during spare time by using a Buick motor and the parts of other automobiles and machinery. I could mention many other unique and interesting pieces of machinery I have seen constructed by these men.

Name "Greenkeeper" Obsolete?

I often wonder if the name greenkeeper applied to the man supervising the golf course hasn't served its purpose long ago. Isn't he more than just a greenkeeper. One gets the impression he is a man of a thou-

sand trades. Seems to me "Superintendent of the Golf Course" or some name of that character would be more applicable in this day and age.

Close Cooperation

A closer cooperation between the greenkeeper and green committees is very evident on this coast. There is less bossing and more desire to work with the other fellow than ever before. The greenkeeper is being given more latitude and more chance to develop and carry out his ideas. Wherever you find a well kept course you generally find a greenkeeper praising his boss, the green's chairman. It is my opinion that as long as this feeling of friendship, good fellowship and closer cooperation between the greenkeeper and green chairman increases we will have many more improved golf courses. I don't mean by this that this same friend-

ship and good fellowship is always lacking on courses that are not so well kept. This condition is sometimes due to lack of funds as well as other factors. But I do mean that it is very seldom you find a well kept course where there is continuous friction between the greenkeeper and the higher ups.

It is also noticeable that this same splendid spirit of cooperation has taken hold between the greenkeepers of the various courses. They are friendlier to one another. They visit each other's golf courses and study and discuss each other's problems. Here in southern California they have organized a greenkeepers' association. They meet at a different course each month and discuss their problems. I understand this same idea is being carried out in many other states. If properly continued the results are bound to be reflected in better golf courses, better golfers and more of them.

Snappy Selling Gives Pro Edge on Market

By HARRY SCHOPP
South Grove Golf Course, Indianapolis, Ind.

IN these days I believe for a pro to be successful he must become a merchant, that is to say he must handle clubs from the highest price to the cheapest, or in fact try to have anything else that the golfer might desire from the cheapest to the expensive in bags or other accessories.

By giving the customer any article he or she might desire the pro thereby prevents the customer going elsewhere. By this practice I have been successful in holding business. I keep two men and a boy in the shop, one of whom does nothing but the repairing. The boy does the cleaning of the clubs and the arranging of the stock and one man looks after the selling end.

I have an exhibit every spring and fall at one of the large banks in the downtown districts of our city. I believe this to be one of the best selling methods I have ever undertaken. Thousands of people passing in and out of the bank always stop to look at the attractively arranged exhibit. There is a man in charge to explain the construction of balls and the clubs and he also explains the use of each club. We

DAILY CASH REPORT	
CASH RECEIVED	DATE
Money from previous Cash Sales—New Clubs —Used Clubs —New Balls —Used Balls —Miscellaneous Merchandise Credits and Payments Balance Loans Previous Balance	Total
CASH PAID	
Taxes, Rent Dividends, & Prof.	Total
CASH BALANCE	
Balance Forward Current Cash	Total
Cash Balance Cash Returned	Balance
Total	

How Schopp keeps sales record.