

valuable contributions to the betterment of greenkeeping.

In announcing the service the Mid-West organization states:

"For the purpose of promoting the welfare of our organization and its members, as well as of golf in general, we are now maintaining an advisory committee for the purpose of overcoming such physical difficulties as may arise on the various golf courses from time to time. Members of advisory committee of seven are chosen from the rank and file of our members, and are all greenkeepers of experience who have proved their abilities in every branch of golf activities, and are able to diagnose its ailments.

"Whenever time permits it is our purpose to visit members desiring advice, and, if possible, to correct their troubles—troubles that perhaps cannot be judged correctly unless a personal visit is made.

"In order to construct and maintain golf course and club grounds efficiently it should be realized that the elements of many trades and professions are combined in the craft of green-keeping. A modern, successful greenkeeper must be, not solely "a greenkeeper," but must be a man of broad vision and keen judgement of future problems. He must combine artistic taste with a practical temperament. He must be a gardener, a nursery man and a mechanic. He must have a practical knowledge of soils, vegetation, and their diseases and cures, as well as that of drainage. He must have the ability to handle labor, and other qualifications too numerous to mention. For this reason we have tried to appoint men on this committee possessing these qualifications."

Patented Tees Become Standard Equipment

EXPERIMENTING with enforced use of patented tees and discontinuing the supply of sand in tees has been one of the many interesting innovations in maintenance methods that has attained fairly wide vogue during the past season in the north. A number of the leading metropolitan district clubs established the policy and even some of the fee courses in big-city territory did away with sand without having any marked complaint from the players.

On a cost basis it is difficult accurately to determine the saving, if any, effected by the general use of patented tees. There are a number who maintain that the club can give away patented tees and still be ahead money as compared with the cost of keeping sand supplied at the tees. Estimates of the cost of maintaining a sand supply at 18 tees during a season vary from \$250 to \$530 a season, the estimates including labor, cost of sand, time of sand and water supply trucks.

With ball washers at the tees and patented tees supplied to the players, estimating the cost of the patented tees supplied at around \$3.50 a thousand in large quantities, some of the figures supplied GOLF-DOM indicate a saving of approximately \$250 a year is effected.

There have been many methods of distribution of the tees tried, and the results indicate that it is not the best plan to give patented tees away freely to the players. The hoarding instinct, and sometimes, downright hoggishness, are overdone when the patented tees are made available without any cost to the players. One club in the Chicago District does up 100 in paper sacks that are sealed with patented clasps, and sells them to the members for 25

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cents a hundred. The club has a veteran pro whose faithful and valuable service has endeared him to the members so rather than have the pro think they were cutting him out of some business, the club gives him the entire intake from its patented tee sales under this plan. So far as the professional selling angle is concerned, GOLFDOM ran across some very interesting figures that apparently show the pro will be better off in patented tee sales if their use is enforced and the patented tees supplied free to club members than he now is from his patented tee profits.

We, like most other casual observers, we imagine, thought that everyone used patented tees. Investigation showed a surprisingly big market of non-users at some of the best clubs. One green-chairman told us that with his club supplying its standardized patented-tee at practically a give-away price to its members, there were enough of the members who didn't want the particular patented tee selected by the club and chose to buy others on

sale at the pro shop, to increase the pro's patented tee business 25 per cent. In no case have we heard of any loud or persistent protest against the enforced use of the patented tees.

Tee maintenance, especially at the short holes, is reduced when patented tees are adopted, the evidence indicates. One green-chairman referred to an appreciable amount of money being saved on the maintenance after patented tees were standardized, due to no further trouble from excess of sand to the extent that it damaged growth of grass on the tees.

Protects the Pro

Adoption of the patented tee has brought out an interesting and perplexing merchandising problem for the substantial tee manufacturers, who are anxious to keep from cutting the pro out of the profit on tee sales, by selling in quantities to clubs whenever it is at all possible and agreeable to do business with the pro. It

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does seem like a poor return for the professionals' efforts in popularizing the patented tees. Clubs that make a proper point of the professionals' due of profit on golf accessories as the major part of his income, also are puzzled about the best way to handle the tee purchases.

However, this phase of the matter seems to be handling itself as a number of cases are reported where the clubs started by giving the tees away on too loose a basis and eventually adopted a policy of making the members pay for tees with the pro shop handling all sales. This switch of policy brought up no complaints. With this being the history it looks like the patented tee standardization will be accomplished by a clear saving in maintenance to the golf clubs and an increase in pro business, both being consummations devoutly to be wished.

The How and Why of Fairway Fertilization

(Continued from page 18)

mon types on the market. The two-wheel lime and fertilizer distributor has a hopper which holds about 500 pounds of fertilizer, and spreads the fertilizer in a strip 8 to 10 feet wide. It can be adjusted to sow at rates of 400 to about 500 pounds per acre. The endgate type spreader must be attached to the end of a wagon box as the name implies. One or two revolving discs throw the fertilizer in a strip 15 to 17 feet wide. An extra man is required in the wagon to feed the fertilizer into the spreader.

Uneven distribution of fertilizer produces spotted turf which is evident throughout the entire season and should be carefully avoided.

Good fertilizers uniformly applied will effect marked improvement of poor turf, but a program extending over several years may be necessary to produce a heavy sod. When finally obtained, fertilizer applications every second year are ordinarily sufficient.

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