

lessons at their schools as Christmas gifts. Window display cards, letters and circulars stuck in the neighborhood mail-boxes, giving details of a Christmas gift lesson deal in one case was directly responsible for 41 series of lessons at \$15 a course. These Christmas gift lessons were followed frequently by supplementary lessons that brought the pupils right into the spring. They also resulted in bringing a number of the pupils' friends into the schools.

Don't Work for Landlord

The most general cause of complaint about indoor schools comes from excess rent. Very few pros that GOLFDOM has interviewed on indoor school experience can say they paid a reasonable rent. In most cases, the pro takes for his indoor winter school space that has been lying vacant for some months. He should not be compelled to pay rent as high as that which might properly be paid by a permanent tenant. The indoor school draws a good class of people to the building—people whose trade is desirable to the other

tenants of the building. For this reason it has an advertising value that helps to get the building filled with permanent tenants.

The pro should bring these facts to bear in arguing with the landlord about the rent. Rather than run the risk of paying rent that will leave him no profit for his labor during the winter, the pro had better stay out of the indoor school business. He may be able to make some arrangement with the landlord for rent on a percentage of gross business basis, but this takes keen figuring and trading.

Tie Up with a Hotel or City Club

Hotels, that usually have plenty of space available and are anxious to increase their restaurant business, offer a good field for winter locations for the pros who will sell the idea of conducting the school at a nominal salary and 100% income from lessons. City athletic and fraternal clubs also have many good berths for pros who are capable and get on the job quick. In a number of cases, the pro must sell the idea to the club, but, when he does get the idea across, his problem of winter placement is very satisfactorily settled.

Pointers on the Construction and Upkeep of Sand Greens

IN the south, a properly constructed sand green is cheaper to maintain than a turf green. Of course, sand can never be as popular as grass with players in general because of the fundamental weakness that sand greens, after a rain, are hardly in playable condition. A minor objection is that all shots to the pin must be run-ups; a pitched ball will rarely hold.

But other than these two defects, sand greens can be made to satisfy the most exacting member, particularly in the south and in arid districts where good turf is difficult to maintain. The two important factors to be watched are careful original construction, and constant, painstaking grooming.

When constructing sand greens, it is most important that a good thick layer of cinders, oyster-shells, or other coarse material be laid down in an excavated area somewhat larger than the contemplated green. This is to assure proper, rapid drainage of the surrounding subsoil. If the green is to be constructed on a slight elevation so that tile may be used effec-

tively, by all means install it. Of course, if there is nothing to drain into, the tile is useless.

Over the cinders, which should be tamped down as level as possible, next goes a layer of clay four to six inches thick up to the level of the surrounding turf. This layer does not extend to the limits of the cinder base, but is the exact size of the contemplated sand surface.

Smooth down the clay until it is as level as a table top. Remember that the sand layer, which goes on top of the clay and forms the putting surface, is very thin and the smoothness of the clay governs the smoothness of the green.

Use beach sand or washed sand for the top layer. Many clubs are in the habit of using "river sand" dug from convenient banks on the club grounds, but river sand generally contains a large percentage of clay and makes the greens sticky and hard to dry out after a rain. Beach sand is generally free from this clay and should be used if available. If not, wash the river

sand thoroughly when preparing it for the greens.

The sand is, of course, oiled before spreading on the greens. This is universal practice wherever sand greens are used to prevent the wind from blowing it away, but it is not so universally known that the sand should be baked before using, to remove the excess oil and make the sand less sticky underfoot.

This is quite simply accomplished by stirring a gallon of oil into a washtubful of sand until the mixture is uniform and then placing the tub over a fire for two or three hours. This is sufficient to give the sand enough body to resist the action of the wind.

Not more than a third of an inch of sand is needed on the clay base, only enough to give the ball a "bite" and ensure straight putts. Too thick a layer is easily marked by heel prints and accomplishes no good. Practical experiment will soon show how thin a layer can be used.

The cup of a sand green is left in one spot in the center of the green and never moved. It should be of special construction. *GOLFDOM*, in the July issue described a special sand green cup, developed by a group of western greensmen. It is of double sleeve construction which permits the inner portion to be lifted out and any accumulated sand removed.

Spread and level the sand by dragging cocoa mats over the putting surface, starting first at the cup and working outward to the edges spirally. Because of this accepted method of smoothing the putting surface, sand greens are nearly always round or only slightly oval. It is advisable to weight the mats with a brick or two to make them drag flat.

Traps are inadvisable too near to the edges of sand greens, particularly along the front approaches, where an apron should be left for pitch shots to light on.

Maintaining a sand green is relatively simple. If the course can afford it, three men, assigned the duty of patrolling six holes each, smooth off the sand surface after the players with cocoa mats. A small mat should also be available for players to use in removing minor irregularities from their line of putt.

The only other essential maintenance duty is sprinkling the greens lightly each day to prevent the clay base from drying out and cracking. Experience will show how much water is necessary to keep the clay moist without becoming soggy. After a rain the greens will be unplayable until

they have dried out and been resurfaced. Temporary greens should be furnished until this can be done.

The edges of the cup may crumble and be broken away after a few days' play. It takes only a few minutes to remodel these edges with moist clay until the original trimness is obtained.

Pro as Club Press Agent

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AMONG the numerous set and volunteer duties of the professional there is one generally neglected detail that seems to me to afford great possibilities for service to his club. It is the matter of supplying club publicity to the daily newspapers. Almost every club has a publicity chairman who attends to preliminary announcements of events and to general club news but who usually is so active in club play that he doesn't get time to report results to the newspapers. This activity and the pro's presence on the job all of the time, make the pro's co-operation with the publicity chairman a valuable factor in getting club news into print.

It is a simple matter of a few minutes' time for the pro, or his assistant, to telephone the sport departments of the newspapers in his city, the results of the men's and women's weekly events, trade association or other outside social or business club events played at his course, unusual happenings, such as record scores or aces, or any other items of news. All the writing necessary will be done by the newspaperman at the receiving end of the telephone.

Move Tee Plates Uniformly

ADOPT a uniform method of moving the tee plates. At many clubs, the workmen taking care of this job are instructed to look around the tee and pick out a good thick belt of grass where the plates have not been for some time.

A much better method particularly if your tees are large enough, is to use only half the width of the tee at a time and starting at the front move the plates back about three feet each time they must be changed. When the back of the teeing ground is reached, start at the front of the other half and work back. This gives plenty of time for the grass to fill in the old divot scars before any portion of the tee must be used again.