

and the bushes "just grew" so far as they were concerned. But "snooping" brought the deficiency into consideration and applied a quick remedy. Some more "snooping" revealed that wet weather made the going muddy around the pro shop. The walks were broadened.

The eagle eye of the expert "snooper" fell upon groups of the members' chauffeurs lying around on the grass in front of the clubhouse. Promptly a rest room for the drivers was provided, making it easy to get the drivers when they were wanted, keeping them comfortable, and ending the practice of their loafing around the club-grounds.

Again some "snooping" did the club some good when the state widened the highway by the clubhouse. Considerable damage to the grounds was done during this construction work and instead of taking it as a necessary evil and expense, this executive found that he could collect for the club from the state. The damage claim was paid and the money speedily applied to beautifying the club property where road construction had wrought its damage.

"Get on the job and snoop around in a helpful way and the task of heading a golf club is greatly lightened" is this president's advice to others who may be bending under the load of golf club executive labor.

Notify GOLFDOM of elections and new appointments. We will send the new man GOLFDOM free.

## Try for Rent Cut With Advertising Value

WHEN you start shopping around for a location for a winter school remember you are not intending to go to work for the landlord. You want a good location, enough room and light, but your business will stand only so much overhead.

In some of the new buildings that are experiencing difficulty in getting tenants, remind the landlord or the agent that a golf school draws the best class of business men. From these men visiting the premises he stands a better chance to rent all of his vacant space quickly, by giving you an inducement on a short-term lease, than he does by simply following the old rental methods that are pursued by all of his competitors.

## Check Up on Bags Brings Sales

AN annual inspection of the racks where the members' clubs are stored will generally disclose a dozen or more almost worn-out golf bags. This is particularly true toward the end of the playing season and therefore comes just at the time when the pro is interested in reducing his stock of bags. What better time to send a letter to those members who need replacements. If necessary or advisable, reduce the price of the bags somewhat; it will prove cheaper than carrying them through the winter months.

# THE LYMAN CARRIER PRODUCTS

## For Better Turf

*The Washington strain* of creeping bent for vegetative planting. Satisfactory turf guarantee. Price of stolons reduced.

*Nursery, Granger, Ind.*

*Cocoos creeping bent seed*, the last word in fine turf. *Warehouse, Coquille, Ore.*

*Lecco*, the complete grass food. Takes the place of ammonium sulphate and compost. Many clubs are reporting excellent results from its use. *Factory at Granger, Ind.*

*Poa bulbosa*, a winter green grass for the South. *Warehouse, Coquille, Ore.*

# LYMAN CARRIER

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