

So far we have been fortunate in experiencing no damage from brown patch or other fungus diseases. Earthworms are a pest at times, but an application of corrosive sublimate (mercuric bichlorid) in solution has been an effective means of controlling them.

### Planting Greens in Spring

We are convinced that the best time of the year to start work is in the late summer and early fall, the idea, of course, being to secure a good stand of bent before winter sets in. However, as every green chairman and greenkeeper knows, it is usually impossible to accomplish before snow flies all the work planned, so some of it must of necessity be postponed until spring. In southern Wisconsin excellent

results have been secured with bent grass stolons planted in the spring. We tried this method on one green last season and another one this season. The 1926 work resulted in a green that was suitable for use just sixty days after the stolons were planted. This green now probably has the best putting surface and the most ideal stand of fine bent grass in this section. The green that was planted this spring was ready for play in practically the same length of time.

One of the big problems in connection with spring planted greens is fighting the weeds of all kinds which grow so rapidly under the ideal conditions for plant growth which must be maintained for the grass. This necessitates several hand weedings, but final results amply justify the expense.

## Youngsters' Golf Classes Bring Good Profit

By J. W. FULTON, JR.

"THE golf professional who overlooks the income possibilities of the sons and daughters of members is overlooking a big bet," said a well known pro the other day.

"I'll show you what I mean. When I'd been at this club about six years, I had built my income about as high as it was possible. I'd educated the members to want lessons—I gave about four or five a day—and to buy most of their golf equipment from me. My shop was always busy.

"But like everybody else, I wanted to earn more money, and I saw I had to start something new to do it. One day I saw two of our member's kids—they were about fourteen years old, too young for junior memberships—batting some balls around the practice field, and I noticed that neither of them was swinging right. If they weren't straightened out pretty soon they would develop some bad golf habits. One of them was overswinging and the other held his club all wrong!

"They gave me my idea. That night I made a list of all the members who had kids old enough to play golf, and sent each of them this letter:

"Dear Mr. \_\_\_\_\_:

"If you're like most golfers, one of your chief regrets is that you didn't take up the game early in life. It would have been

much easier to learn the finer points, wouldn't it?

"Your son, Jerry, is just the right age to take up the game. His muscles are limber and he'll learn quickly. Why not let me start him off right?

"I am organizing a junior golf class to be held from four to five o'clock every Friday afternoon for the next ten weeks. Only sons and daughters under sixteen will be taken. They will receive my personal attention and instruction and will be taught the game from the wood clubs down to the putter. Before the ten weeks are up, Jerry will play the eighteen in less than 120 strokes; how much less I can't say.

"The cost of the entire course is only \$10.00. I don't know of a better investment or anything you can give Jerry that will mean so much to him when he is grown up and becomes a member himself.

"The first class will be held Friday, July 16th. I hope Jerry will be there.

Cordially,

"You'd be surprised how the parents fell for the idea! Nearly all of them wanted their kid in the class, and when the first day came, eleven of them showed up.

"I started the first lesson with a little speech about golf being a lot of fun, especially if you can play better than the other fellow, and how you couldn't play

good golf unless somebody showed you the right way to swing and hit the ball. I told them if they paid close attention to what I was going to show them and didn't mind if things went a little slow at first, that before the lessons were over I'd have every one of them driving a ball farther than their mothers could and almost as far as their fathers.

"I tried to make them feel the lessons were going to be a sort of game, and all during the lessons I was careful to joke with them whenever I could to keep them interested. I guess I succeeded, for every one of those kids stuck out the ten lessons.

"So you see I made \$110.00 for ten hours work, which you'll have to admit is pretty good pay!"

### Sales Profit Good

"And that wasn't all. You'll notice I said nothing at all about golf clubs in my letter, but don't think I was forgetting them? I did that on purpose, because I knew that if the parents wanted to send their kids to me for lessons, they'd have to outfit them with clubs.

"Sure enough, when they came around to enroll their youngsters, they nearly always brought up the subject of clubs, and I always suggested that they buy some inexpensive light ones I had in stock that would be just the thing. I sold six sets of clubs, two woods and four irons to the set, and five bags, light canvas ones. There was a nice little profit in those sales to add to what I'd made on the lessons.

"I'm making an indirect profit of them all the time, too. This season will be the fourth year I've held the class and there are at least a dozen young players out here that I used to have in my classes. They still buy their golf equipment from me and most of them still come around for lessons once in a while.

"Incidentally," I asked, "do these lessons do the youngsters much good? What sort of scores do they shoot after the course of lessons is over?"

"That's an interesting thing," my friend, the pro, answered, "It's remarkable how much most of those kids get out of the lessons. Of course, some of them take the lessons just because their folks make them and as a result don't have a whole lot of interest in the course, but the rest get to playing mighty well. On an average, I'd say they learned to drive a straight ball at least 125 yards, and go around in 120 to 130 strokes. About one

in ten gets as good as 100 or less, and one boy who was in my class last year is so good that his folks are sending him to the Western Junior next month. He's never over 85 and generally under 80.

"Yes sir, I guess in the three years, directly and indirectly, I've earned over \$1000.00 because I started those lessons. You can say in your magazine that I haven't any copyright on the idea and any pro who wants to can make a lot of extra money on the kids around the club.

## Best to Erect Bird Houses in the Fall

THE value of the native song birds in aiding the greenskeeper in his annual fight against weed and insect pests was discussed at length in the May number of GOLFDOM. A few hundred dollars invested in bird houses and other equipment will attract dozens of birds to your grounds and many dollars in greens expense will be saved annually.

Autumn is the time of year to install bird houses. Our native songsters have an extremely acute sense of smell and will refuse to nest in any house that has not had time to weather. Fresh paint and even the lingering odor of human hands will almost invariably deter the birds from nesting.

Accordingly, if the houses are put out in the spring just before the birds arrive from the south, there is little chance that they will stop on your grounds. On the other hand, if the houses have had an opportunity to weather throughout the winter, the birds will remain to nest.

Take up the subject of making your grounds a bird sanctuary at your next board meeting; decide on your appropriation, and erect the houses before winter sets in. Otherwise you may wait a year for your assistant greenskeepers—the birds.

PROFESSIONALS should not overlook the merchandising value of a well-dressed display window. Many a member has passed the pro's shop on the way to the first tee lacking enough wooden tees or golf balls for the round. He intended to buy them at the shop, but nothing reminded him of it. A well dressed window, frequently changed, is almost as effective as stopping each member as he passes and asking him to buy.