

and if so it is to be regretted. My observation convinces me there are several reasons which I will not presume to name in the order of their importance but name them as they have occurred to me:

First: The carelessness with which many professionals treat their accounts. I could name you many pros who at times have been behind in their payments who do not even extend the courtesy of a reply to the wholesale houses when asked for an accounting. Nothing will cause a dealer to bear down on a debtor quicker than being ignored and it will be only a short time before that house will take other means of collecting. In justice to oneself and in courtesy to the wholesale house an acknowledgement should be made and a candid statement will always be listened to.

Second: In several instances observed, the pros have seemingly no desire to assume the responsibility of overseeing the details of merchandising but are content to accept a salary and make what they can out of their teaching. This is sheer laziness and if clubs working under these conditions by installing a capable businessman in the job and show a profit therefrom it does not take long for other clubs to look with covetous eye at the added profit.

Third: There are numerous professionals who have the idea that because they are gifted with a certain swing in the playing of the game that that club is under obligation to allow them to play when and where they please, forgetting that their first duty is to the members of the club and not to display their score when attention to their own work requires their attention.

There may be other reasons and they may be perfectly good reasons but I believe that these few will give you one side of the question anyway.

If this creates a controversy and brings a reply probably we can get at a better understanding of the whole situation."

### Anxious to Learn

Generally we consider the pros the most eager men for business information we have run across during a number of years spent in reportorial activities in various industries.

Club officials and manufacturers will do well to give the professionals credit for this inquiring and receptive attitude of theirs. One of the pleasing evidences of GOLFDOM'S campaign for the pros is the favorable co-operation of club officials.

We may suggest in all due respectfulness that some of the manufacturers whose help we have been endeavoring to enlist think of the professional situation today as one calling for constructive and intimate merchandising co-operation and not paternalism.

## Some Cost Cutting Ideas That Work for Us

By J. H. LOWREY, Greenkeeper  
Louisville (Ky.) Country Club

ONE of the most important factors in doing golf course maintenance work for less money is *good* equipment. Some, you know, will stand the gaff. You also must have men capable of handling this equipment and reward them with a good word and favors such as outside work. Many a time a member comes to me and wants his lawn seeded or put down in bent. I take these jobs and turn them over to my men. I superintend the work and give them the profit and when I want a favor done such as staying two or three hours after working time on a rush job, they are always ready and willing. There are no drones and no drinking on the job.

Now the mowing question: When I went to work here the rough was so rough they were using two teams to two McCormick hay mowers trying to keep down the rough. The first thing I did was to fill all ditches and sod them with sod cut 4 inches thick. This spring I gave the rough two rollings, just after the frost was out of the ground. Now I have three fairway mowers set 4 inches high that do the work quickly and smoothly. I also have one man and tractor to take care of all rough and fairways on 18 hole course. We never water at night here in this section. Greencutters do the watering. I have six greencutters who take care of three greens apiece, such as cutting every day, watering every other day, taking care of all sand traps cutting and raking and keeping all banks and tees mowed. I have 34 sand traps and 22 tees. I have a year's supply of compost supply ahead. When I mix for using I mix my fertilizer, sulfate of ammonia and arsenate of lead and put all three on at one application. It takes a little longer to mix but you save time in long run and answers the same purpose. We do all of the work on machinery maintenance ourselves, such as over-hauling mowers, tractors. No work is sent out. This is a great saving.