

If the greenkeeper is engaged in the early stages of the construction and can see the course developed from the start, he will be better able to determine the methods of conditioning the course for play. In the past he has had to accept what the architect and construction engineer have turned over to him, starting where the others left off. This was most unfair to the greenkeeper and did not give him a chance to prove his worth. It is in the initial work that the greenkeeper can prove his ability even more than in routine maintenance. He then has a full knowledge of the soil, drainage system and water supply. He may even make special arrangements to supervise the grading of the greens, tees and fairway before seeding. What has been done before the greenkeeper was engaged is invariably never corrected. He starts off with a handicap which in most cases it is impossible for him to overcome.

Conditioning a new golf course is a complicated problem and the greenkeeper responsible for the result is shouldered with no light responsibility. Unless he is a first class man, backed with considerable and diversified experience, and has a sound workable plan for efficient and economical operation, he will fail. But a properly qualified greenkeeper working in conjunction with a qualified golf architect will be able to develop a course with the utmost economy and attractiveness. He will be able to provide a course with which his club may be justly proud.

Standards of greenkeeping are being raised each season and qualifications of greenkeepers are being raised also. Secure a greenkeeper who knows the fundamentals of golf course maintenance. Such a man should know turf, grasses, drainage and irrigation. He should have a knowledge of elementary chemistry and landscaping. He must know golf both in theory and practice so that his judgment will be recognized by his chairman. Therefore, the greenkeeper who has mastered his business is somewhat of a combination of engineer, chemist, artist, agriculturist and mechanic. He is truly a versatile specialist of high order, a master of the complicated factors of greenkeeping.

With such a convenient subject I am tempted to write at length as there are many subjects of importance, such as turf culture, grasses, soils, fertilizers and mechanical problems not dealt with here.

How I Get Our Course in Good Condition Early

By H. E. SHADE

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I ALWAYS get an early start on the season's conditioning of the course by doing as much of the work as is possible in the preceding winter. An important detail of this work is fertilizing our fairways with rotted manure. I haul on the manure during the frozen season, as by doing this work at this time we prevent our fairways from being cut and avoid a lot of extra work later.

This winter I have used 500 tons of cow manure on our two courses. When spring comes I seed the thin places and drag the manure and seed in together, then roll with a heavy roller.

My greens I expect to spike roll and seed with 20 pounds of creeping bent per green, fertilize with 30 pounds of sulphate of ammonia, top-dress and roll.

Tees will be top-dressed and any badly worn spots reurfed. I will put around 400 yards of good sand in the traps. We lose a lot of sand out of our traps each year due to the heavy winds across our course, and with 187 traps this item runs up. It is work that must be done with thoroughness in order to have good courses in condition that will reflect credit on the club and its course maintenance organization and provide a good test of golf.

To me, one of the most important phases of spring work is a definite preliminary plan instead of simply an unplanned program that takes up work as it occurs to the greenkeeper or chairman. This lack of planning starts the budget out under a handicap for it allows a possibility of too much waste in performance.

PROS who are making a study of the turnover of their stock will be impressed by the importance of turnover as revealed by a recent Harvard Bureau of Business Research statement. Big department stores having fewer than 3 turnovers during the year made a net profit of only 1.6 per cent. Addition of one turnover a year to wholesale automotive equipment houses brought selling costs down 3.8 per cent.

As the turnover increases, selling cost comes down and profits increase. It's the same for the pro shop as for the big department store, so watch this phase of your business.