

year, and, furthermore, your continued helpful discussions of the practical problems of golf club operations will do as much to fix the necessary firm foundation for the development of golf in America as any one thing I can call to mind.

Better Financing—More Study; Year's Features

By JOE ROSEMAN

President, Roseman Tractor Mower Co.

THIS year we have found the golf clubs generally have installed better accounting systems, have paid more attention to financial obligations and are really in better financial condition than we have ever experienced before.

Greenkeepers and green-chairmen are figuring their budgets in such a way to guarantee that accounts will be paid within 30 to 60 days and only a few of the new golf clubs are unable to pay their debts at the close of the season. Naturally we still have promoters and enthusiastic golfers who are organizing clubs without having first secured the necessary financial backing, with the result that manufacturers are holding the bag for most of the materials purchased; and in many cases these manufacturers are bound to suffer a loss because some of the new golf clubs cannot proceed or exist without readjustment of the plans adopted without the originators having first learned the true financial requirements.

Greenkeepers generally are studying their problems with a great deal more care than was known heretofore and their purchases are being limited to equipment which will stand up for years instead of months without excessive repairs. The greenkeepers' associations are doing worlds of good for the golf clubs by having these men exchange ideas on methods of overcoming diseases of plant life without long, tedious experimentation which of course is costly.

The greenkeepers of the Chicago metropolitan district have saved golf clubs thousands of dollars in the past two years by the intensive study of turf life and proper labor saving equipment while their business meetings are devoted entirely to exchange of experiences on eradication of evils. Such intimate group discussions are becoming general and to us, the movement is significant and valuable.

Good Signs in "Getting Down to Business"

By L. W. CRANDALL

President, The Burke Golf Company

THE operation of the average golf club during 1928 has unquestionably taken a decided turn for the better while still leaving ample room for further improvement in the years to come.

The average club is something like the average player; 100% efficiency in operation is a remote ideal as difficult of attainment as 18 holes in par. However, in three distinct ways improvement has come about. In the first place; it has been discovered that the greenkeeper knows more about his job than the average member of the committee and he is left more to his own devices. Second; there is a tendency toward developing more active memberships resulting in increased revenue to the club. Third; the pro is becoming less of a jack-of-all trades. He is conscious that modern business demands specialized effort and he is developing along lines dictated by his natural aptitude.

Many pros are realizing that, like other lines of business, they can accomplish many things thru organization that cannot be done in any other way.

They have excellent officers and by using and recommending modern business methods, they will get the approval, support and assistance from club members that is so essential to the successful operating of golf clubs and any other business for that matter.

So far as the playing attributes of the average course are concerned, progress will be made in 1929 in the science of grass culture with particular reference to the control and elimination of certain maladies at present "raising Ned" with greens. With reference to the business operation of the club, increase in revenue will be the objective. This will perhaps come about by the elimination of the inactive member and the addition of new members that will do their share in the support of the club.

One of the most important things that is often overlooked in club management is that of seeing to it that the club gets its money's worth for the revenue it has to spend.

Greater knowledge of club management is more easily obtainable than ever before and with this knowledge comes the proof that to hold some one individual or one

small group responsible for results is more effective than to have a large number of committees playing politics to secure funds for their pet plans.

Each year's experience will bring improved conditions and continued effort and co-operation will bring the desired results.

Better Methods, Closer Contacts, in Year's Business

By CHARLES C. WORTHINGTON
President, Worthington Mower Company

THE year 1928 has been marked by more or less important changes in methods, views and practices, pertaining to golf course maintenance. As an example, much keener interest than ever before has been taken by greenkeepers in studying the effect of rolling fairways and putting greens and particularly its possible bearing on the unusual prevalence of brown patch. Many authorities think this scourge is due to the hardened condition of the putting green turf, brought about by the increasing number of players who tramp over it today and the use of such mowing apparatus as hardens and mats the sod.

An active movement has been inaugurated during the year to introduce power mowers on putting greens. The growing popularity of this system, indicates that hand mowing will eventually give place to these interesting time savers.

The use of various forms of artificial tees has become so general, the rapid passing of the tee stand with its disagreeable supply of sand seems inevitable. The majority of golfers welcome the chance to get away from the wet and grit of the age-old, sand-made tee.

An outstanding innovation of the year, is the adoption of night mowing for the fairways. A striking example of the success of this was presented at the Walker Cup tournament at Wheaton, Ill. The course during the play was cut at night, by the aid of ordinary automobile lights placed upon the tractor and gang mower combination. The advantages of cutting the fairways at an hour when no interruption to the players can occur and the fact that the usual schedule for the daily mowing operation may often be comfortably maintained, despite casual rains or serious heat spells, are so obvious the general adoption of this system seems assured.

It is a welcome sign of true progress, to find the greenkeepers organizing local associations throughout the country which will afford the members opportunity to meet for desirable social intercourse and professional discussion. This widespread



Mowing at night at the Chicago Golf club

move cannot fail to be an increasing benefit to the profession at large and to the golfing fraternity, to whom the scientific and practical maintenance of the course as an institution, has become a matter of paramount importance.

Knowing Costs Is Hopeful Sign at Times

By L. A. FERGUSON
Ideal Power Lawn Mower Company

IT APPEARS to us that GOLFDOM has a great deal to do with the better business methods now employed by golf clubs in general as against only a few years back.

The writer has visited a great many golf clubs in the country, as you know, and sees a marked improvement in connection with standardized methods now employed from the clubhouse down to the back fence.

Old clubs are beginning to learn what costs are and have whittled their program to the point where a great many of them are working on the budget system, which is the only equitable plan to my mind.

New clubs, of course, have all this to learn and while some of them get the idea rather quickly it seems to take considerable time on the part of some to realize that they have spent more money than they have contracted for with their members. On the whole I believe that golf has just about come to the point of stabilizing all its expenditures, maintenance methods and clubhouse extravagances.

Personally, I think your paper has done