

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

a great deal to assist golf, in that you have been frank in your statements relative to the foolish plays that many clubs make in connection with the aforesaid plans and methods.

Our company looks upon the golf field as a very attractive market, one that will purchase for all time to come the better class of equipment. I personally think that golf is bound to continue a growing institution and on even a more stabilized basis.

Give Pro Credit for Progress

By JULIAN W. CURTISS
President, A. G. Spalding and Brothers

IT is often a wonder to me if golfers, generally, realize how much the professionals have done for the royal and ancient game. In what way, you may ask, has this been done? The answer is threefold. By encouraging beginners, by teaching, and by example of their skillful play. It is certainly a self-evident fact that the golfers of this country exceed in skill those of any other. We have a wonderful group of young players, and their success is largely due to the splendid instruction they have received from the professional teachers of the game.

If we only had in tennis an equal number of high grade professionals who could give proper instruction, I will venture to say that it would double the popularity of that splendid game, and in my opinion the Davis cup would still be in this country. Everyone loves to play the game that they play well.

A good professional is a real asset to any golf club and certainly it should be a pleasure to the members, in part payment at least of the services rendered, to make most of their golf purchases in his shop. As a rule, he knows far better than the player the clubs best adapted to his or her style of play.

Free Tees Unnecessary With Sand Displaced

By WM. LOWELL, JR.
V. P. The Nieblo Mfg. Company

STARTING about 1924, two years after the inception of the first Reddy tee, several golf clubs thruout the country talked of doing away with the sand boxes

and giving away manufactured peg tees instead. Of course at that time there were comparatively few golfers using manufactured tees and what few there were were using the Reddy tee which was the only one on the market up to this time. However, the popularity of the peg tee increased very rapidly, particularly from 1924 on.

Today about 90 per cent of the golfers of the country are using peg style tees.

As the use of peg tees increased more and more, clubs decided to do away with the sand boxes and install modern ball washer stakes, but not having any sand at the tees.

One of the obstacles encountered by the golf club officials to this plan was purely an imaginary one because a good many of them felt by doing away with the sand it was necessary for them to give away manufactured tees. This was bad because in most cases the privilege was misused and the club used far more tees than would have been used ordinarily. In fact the feature of this plan with the golf professional, who depends largely upon the revenue of his golf shop, lost the sale of golf tees which in itself does not show any considerable profit to the pro. But the pros like to sell the tees because the sale of tees bring golfers into their shop enabling him to sell other golf merchandise such as golf clubs, balls, etc.

The latest trend, one which we have sponsored and pushed, is for the golf club desiring to do away with the sand boxes, to let the pro keep on buying the golf tees as they have been doing for over six years. We estimate that over 100 golf clubs in the United States have followed this plan successfully and each day there are more clubs following suit. It stands to reason that inasmuch as almost all of the golfers have been buying their tees for several years, that they are so accustomed to so doing that they think nothing at all of the elimination of the sand box but on the contrary will probably be very glad to see it go.

St. Louis, Mo.—Weber-Damme Co., 724 Mullanphy St., is opening a golf course equipment and supply warehouse and sales office. The company has been established 61 years and although the golf business is a recent development plans have been laid for energetic sales and service effort.