

tournament was inaugurated. All members of the club compete, pairings being made by drawing names two at a time by lot. Play is according to handicap and the winner of each match is allotted a tree which will be called his tree thereafter, while the loser pays for the cost of the tree.

More than 300 saplings have been planted at Columbia under this system and many more are planned.

Why not start the same kind of tournament at your club and take away that treeless look?

### Test Greens Uniformity With Home-Made Device

A PUTTING device, similar to that used at Arlington and shown on page 11 of September GOLFDOM, was made in the pro shop at the Sunset Ridge Country club (Chicago district) and is being used to give the greenkeeper, Bob Farmer, definite evidence of the putting condition of the greens. The device is proving to be highly practical in establishing uniformity of the greens.

### Pros Missing Great Bet on Matched Sets

ONE of the best known golf club manufacturers recently told a representative of GOLFDOM that he had noticed, despite the great sales record of matched sets, that the pros generally had failed to push this big profit item to the limit of its possibilities because the pros themselves were not using matched sets.

"Any pro who will play with a matched set similar to those he offers his members is providing a selling impetus that is hard to rate high enough in dollars and cents value," said this authority.

"Pros, for the most part, don't seem to realize what weight their recommendation and use of any special clubs have with prospective buyers among their members. All they need to remind them of the value of this selling force is to have pointed out to them what sale Stewart and Nicol irons have attained in this country without any special sales effort and solely because of pro use.

"The manufacturers, by presenting the pros with the matched set idea, and back-

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ing it up with thousands of dollars' worth of advertising, have amazed many pros with the ease of making comparatively big money sales to members who formerly were doing well if they spent \$10 a year for new clubs. The market for matched sets is barely scratched, notwithstanding the big sales volume that has been attained.

"So, if the boys are wise," concluded this eminent party, "they will give the power of their example to the highly profitable sales campaign they should be conducting to take full advantage of the opportunity."

Before you omit work that means a substantial reduction in the greenkeeping budget consider whether or not you will have to spend, next year, far more than your saving of this year to rectify omission of the work.

## "Ring Around Rosy" Course Good for Resorts

BY FRANK MACDONALD

TEN years ago the vacationist in search of a satisfactory resort for a summer rest demanded good swimming and boating, a tennis court or two, a place to dance, and comfortable and substantial meals and sleeping accommodations. Golf was an unimportant factor. Today, with the present popularity of the game, the summer resort must have a golf course to be a popular haven with the vacationing public; and when I say a golf course, I do not refer to a pasture and flagpole, but a

really well-constructed layout that will furnish a good variety of shots and be comparable in a modest way with the average metropolitan course.

However, the cost of even the cheapest kind of course is too big an obstacle for the majority of summer resorts. While construction costs will vary noticeably depending on soil conditions, clearing, drainage, and water supply, the expenditure necessary to put in a full length 9-hole golf course with sufficient variety and strategy will be prohibitive nine times out of ten.

It is with this in mind that I suggest resorts construct a 9-hole-3-green course, consisting of three fairways, three greens, and nine tees, 3 to each fairway. This arrangement, as can be seen in the accompanying drawings, supplies a full length 9-hole course laid out in such a way that, although the same fairways and greens are used three times for each hole, the strategic and shot requirements are entirely different. This type of layout, if carefully planned, will supply a good test of golf and at the same time effect a great saving in labor, materials, acreage required, and maintenance costs. On the latter item alone, one man should without difficulty be able to keep the entire course in good shape.

### Select Acreage for Future

Fifteen or twenty acres will accommodate in ample style a 9-hole-3-green layout. It is suggested that the acreage be selected in a location where additional property can later be acquired when play over the



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