

gave one green a heavy treatment of the lead but to date can see no beneficial effect. Can you enlighten me as to the best season of the year to use this and how many applications are necessary to kill chickweed? How long after an application is made before any effect can be noticed?

R. L. M. (Washington.)

Reply

Here in the east we find lead arsenate very efficacious in cleaning up chickweed if applied at any time during the active growing season, although from a general standpoint probably the best time to apply the chemical is in the spring after the turf begins to green up. At this time the chickweed succumbs quickly and the grass has the greatest tendency to crowd in and fill up the spot left by the chickweed's demise. The effects of a five pound application to 1,000 square feet of turf are noticeable within two weeks. The weed gradually browns up and disappears. Sometimes it is necessary to touch up a patch here and there a second time with the chemical in order to insure a clean-cut result.

B. R. Leach.

Wet Vs. Dry Arsenating

Sir:

Down here there is some controversy and differences of opinion among the greenkeepers as to the proper use of arsenate of lead, and we are appealing to you for your opinions and trust you will snatch a few moments from your working schedule and answer the following questions for us.

1. Do you believe spraying with a wet solution of arsenate of lead as effective as mixing the lead with top-dressing?
2. If so, how many pounds of lead would you add to one hundred gallons of water?
3. Would you use this same wet spray on fairways and greens?
4. What month of the year should the spray be applied?
5. Would dry dusting of greens and fairways with a power sprayer be equally as effective as the wet spray or mixing the lead with top-dressing?

F. H. S. (Kentucky.)

Reply

As regards spraying lead arsenate upon turf as compared with applying it mixed

with a dry filler, would advise that many people are applying it with water with apparently satisfactory results. I personally prefer to apply it mixed with the top-dressing or with moist sand for greens and with milorganite when applied to fairways with a lime spreader. I have always advocated the dry method but it has got to a point now where they put it on any damned old way they see fit and apparently get away with it.

Would add ten pounds of lead arsenate to 100 gallons of water and apply to 2,000 feet of turf. You may get burning of the grass blades by using the spray method. I don't believe I would use the wet method on greens. Lead arsenate may be applied to turf at any time of the year.

I cannot say whether dry dusting would be as effective because we have never applied it in this way. There is too much loss by blowing when applied as a dust.

If you look over some of my articles in GOLFDOM you will find the answers to most of the above questions in greatly elaborated form.

B. R. Leach.

Pro Policies That Pay All

By RAY OTTMAN

Professional, Crescent Hill Country Club

THE professional's greatest problem the coming year which is no new thing—is the task of holding the good fellowship and friendship of all golfers with whom one comes in contact. Here lies the secret of success in the business end and the contentment of heart in the position which one occupies.

To cope with this problem, I start the new season with as much personal work with my members as is possible, doing things for them which will gain the good will of each one concerned.

The best way of all to my mind is to greet everybody with a smile and a friendly "Hello" or something of that sort.

Regarding the merchandising situation I think the outlook for the coming season is wonderful because of increased interest taken in the game by hundreds of new comers.

Snapping Up the Display.

An attractive display in the shop always draws these folks and with a little real salesmanship the merchandising end of the business can be made a success.

I am making special changes in my shop,

for efficiency in all branches. Changes each year help to arouse a certain amount of interest by members and all visiting golfers playing at the club. The same old display and the same arrangement of the shop deadens the keen feeling of spring and the beginning of a new season. A very neat change of some sort each spring will produce better sales and service which in turn will produce more profit.

Plan for Women's Trade.

About women in the club there can be said aplenty. Give them something to do to keep them active players and your efforts will be rewarded. I believe women take lessons and patronize the pro as much if not more than men, so it is up to the pro to hold them.

Speaking of the service the pro can render to his club, I believe it can be of the most definite valuable character, because of such close contact of everybody concerned with the welfare of the club.

One good way to serve the club is to pay all bills promptly if possible and earn a good name for yourself as well as the club.

Lastly but not least be sure to treat everybody alike, use the old "Golden Rule" and I am sure it will pay big dividends in the end.

"Home Work" Theme in New Golf Teaching Book

JOHN C. Hackbarth, pro at Blackhawk Country Club, Madison, Wis. is author of *"The Key to Better Golf"* which came off the press last month after three years' painful struggle with the manuscript. Hackbarth went at his book on the basis that the rational method of learning golf was under the supervision of a competent instructor. It was with this in mind that his book was written to complement the pros' personal sessions with their pupils. He makes a strong point of what he terms the "mental plan" as a fundamental of successful instruction and writes his material with the aim of promoting the understanding of basic principles and other necessary phases of successful golf and development of muscular memory.

The pedagogical influence shows plainly in the book for it is the first volume, so far as we know, that has emphasized the same instruction principles that are resultfully applied by trained teachers in

practically every subject from the alphabet to higher mathematics.

In the selection and clarity of illustrations, Hackbarth has been particularly fortunate. He shows views that plainly illustrate the details being handled with an absence of extraneous pictorial material in such a manner that the pupil properly focuses attention.

As pro instruction and supervision is the vital detail in the Hackbarth plan and book, the volume constitutes propaganda for pro instruction that pros should investigate.

Because of the tie-up between the book's editorial theme and the pros' personal teaching, the pros will have a prominent place in the distribution plan and consequently a profit on the sale of each book.

Night Golf Becoming Popular Feature

NIGHT golf events are reported by a number of clubs as enjoying lively popularity. There is not only the novelty of the event to attract the players, but the managers are interested in the night tournaments because they bring out additional dinner business.

One of the manufacturers is making a luminous ball that is being used with success by a well known pro who plays these night engagements as a sideline to his vaudeville appearance.

GOLFDOM suggests that a night putting contest be conducted as a starter. It is not a difficult matter to provide an emergency lighting arrangement for the putting course. As a matter of fact, it is so easy and comparatively inexpensive to flood-light putting courses that we often have wondered why such arrangements are not more general for it seems to us that the increased dinner business at the club would justify the expense of the necessary lighting installation.

WHY not a pros' winter school? Football coaches have these schools and they're well attended by the eastern star coaches and by men like Rockne, Zuppke, Stagg and other luminaries in the mid-west. Those attending these schools compare notes and learn, just as professionals might consider studiously their problems of instruction, merchandising, club relations, etc., during the period when outdoor activities are slow.