

this publicity. Care must be taken at the same time to console the losers with "Better luck next time" and so forth.

"When a member brings guests with him the pro should be on the job making the guests realize that the member is really 'somebody' in the club. This will always make a hit with the member and oftentimes help him put over a business deal if his guests happen to be customers.

"If a pro is through for the day he might once in a while take a drink with the fellows he has been playing with. On no other occasion should this be done and at that time only one drink should be taken merely to show a friendly spirit. It's a whole lot better to pass it up altogether."

## U. S. G. A. Protects Greens Section Despite Income Cut

By HERB GRAFFIS

**W**ITH the United States Golf association income for 1931 about \$60,000 less than in 1930, there has been some question as to the prospects for Green section activity next year. In these times when the incomes are cut, the first impulse is to slash the expenses. As the Green section operating expense runs around \$40,000 a year, or nearly half of the usual annual expense of conducting the association's affairs, it would seem like the Green section would be the target for quick action cutting.

But there is quite authoritative indications to the effect that the work of the section is to go ahead next year on the same financial basis as heretofore. That's good news to the men and the clubs who are striving to master the astounding array of complex problems developed by the modern demand for perfectly groomed golf courses.

Those who have any acquaintance with the costs and tedious character of research know that \$40,000 is not much of an allotment for a basic effort in a field that has a plant investment of \$852,000,000, but if you can figure out a way for the U. S. G. A. to get any more for the work you will be doing a vast favor for H. H. Ramsay, president of the organization, Ganson Depew, head of the Green section, and their associates.

That financing problem of the Green

section is one that must begin to concern every golf club in the country before long. To a majority of the clubs trying to keep their courses in inviting playing condition with a minimum of waste effort and money, the Green section is the U. S. G. A. The U. S. G. A. obviously, from its budget, regards the section as its main effort in helping golf and golfers.

But how long will the U. S. G. A.'s present cash and investment reserve of approximately \$114,000 be able to supply money needed for Green section operation? The association is governed by some of the country's foremost business men. They are not inclined to permit any waste so it may be accepted as gospel that it would be difficult to trim the association's usual operating expenses other than the Green section budget. These expenses were only slightly less than the association's income this year, and with the Green section's annual requirement of \$40,000 it is easy to see that just about three years on the present income and outgo basis is all the association can stand.

The Green section now benefits from some Department of Agriculture work. This co-operation and that extended by several universities stretches a \$40,000 budget to the limit.

More than \$8,000 of the section's budget goes for co-operative field work at state experiment stations, the mid-west turf garden at West Lake Forest, Ill., and the 24 demonstration turf gardens in operation at golf clubs throughout the country. Close-up studies of local conditions are made at these strategically located establishments, and much use is being made of these local plants by course superintendents and chairmen. Particularly since the Green section named its advisory committee of practical greensmen have the local plots become mediums of information exchange for each district's greenkeepers. Any curtailment in the Green section's budget that would handicap the development of these demonstration gardens would be costly to golf course maintenance.

It would be a sad blow to golf course maintenance if the patient and valuable work the section's scientists have been doing on brown-patch, for instance, were to be discontinued. But unless the golf clubs and the U. S. G. A. can figure out some plan for supplying the needed money, it is inevitable that the section's work will be restricted to bare details.

Frantic calls for Green section help dur-

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ing the agonizing season of 1931, and the incalculably valuable emergency work done by the overworked and under-manned staff of the section was an impressive exhibition of the section's worth as a rescue squad, which, regardless of the section's research, more than justified its cost.

The U. S. G. A. is to be congratulated on its stand for the continuance of the Green section's operations. Forty thousand dollars in these times, and with an association that is not run for pecuniary profit, is not an inconsiderable sum, but compared to the actual value of the work the U. S. G. A. does for golf through its Greens section, \$40,000 is just small change.

If the association's income from tournaments does not increase sufficiently to warrant the \$40,000 annual budget for the Green section, then it's up to the clubs to increase their U. S. G. A. dues. The budget means only \$40 a club a year, and that little enough for the vital work the Green section is doing.

### FIRE SWEEPS McCULLOUGH'S CINCINNATI HEADQUARTERS

Cincinnati, O.—Fire destroyed the five-story office and warehouse building of the J. M. McCullough's Sons Co., 316 Walnut St., Saturday night, Nov. 1. Retail stocks of garden seeds were lost, as was a small stock of field and grass seed including some New Brunswick and Velvet bent. Most of the McCullough stock of grass seed is in another warehouse. Prince Edward Island and Seaside bent stocks were in the Front street building and due to salvage of the office records from the fire, McCullough's was able to ship promptly all orders received on the Monday following the fire. Retail business was resumed on Monday at a temporary store.

McCullough's business is being conducted from the temporary headquarters at southwest corner of Third and Walnut.

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