

every heavy rain and once or twice a week in addition. Using the sweep alone is not sufficient, for the sweep will gradually work the sand into ridges, and leave some parts of the green comparatively bare.

In order to maintain the greens properly it is necessary to enlist the cooperation of the players. We have made a rule that each player of foursome shall swab the green before leaving it. This smooths over and eliminates all footprints and other marks, and if lived up to, each player will come up to a green that is in perfect shape. On our course the failure to swab a green is a cardinal sin, and a player who persists in so doing may be barred from the course. To date we have had no trouble whatever in enforcing the rule. Foursomes usually make a rule when starting that the player who loses the hole or his caddie shall swab the green. This rule, properly enforced, means satisfaction to all players.

When the sand becomes dry so that it does not pack properly, it is sprayed

again with paraffin oil, using from one to two gallons to the green. This will be found to be necessary once or twice a month depending on the amount of rain, for rain tends gradually to wash the oil out of the sand. One difficulty that will be encountered is that the holes will gradually fill up with sand that is brushed in by the swab. We have found no satisfactory method of eliminating this, but with a little cooperation from the players they can be kept reasonably clean.

The cost of building a green of this type is comparatively small. One experienced man should be able to build a green in three days, using a tractor and sod cutter. Each green takes about a half ton of sand. This sand costs us about \$2.75 per ton, but this of course will vary in different areas. Using about 2½ gallons of paraffin oil brings this item to about forty cents per green. These are about the only items of expense, and it will be seen that this is very small and well within the means of even the smallest course.

## "Know Your Trade"—Mac Smith to Younger Pros

**M**ACDONALD SMITH, talking recently to Maxwell Stiles, Los Angeles golf writer, cautioned the younger American professionals to know more about the construction of the clubs they sell. Mac believes there is danger in the younger professionals making money without knowing the trade. He considers that the pro, to be of most good to the game and best qualified for a prosperous future, can not be content with scoring ability alone but must have a thorough knowledge of playing equipment. Only in this way, the veteran Scot maintains, is a pro competent to give the service his club expects of him.

Although the Smith remarks in the Stiles interview are confined to bench-made clubs, the Carnoustie master plainly infers that one of the great benefits of this bench experience is in qualifying a profession to properly appraise and sell clubs, regardless of their source.

Mac, in advising the younger professionals to master all details of their trade, gives the old-timer's viewpoint of some of the youngsters by saying:

"They win several big money tournaments and have enough cash in the bank

to be independent while dictating the terms of their contracts. A lot of golf clubs of inferior quality, all factory made, are sent out to all parts of the country bearing their names. Because of their prominence they land a big job at a huge salary at some club. They may know something about giving lessons, but not as much as a veteran of the old school, trained through years on the practice tee.

"A member of their club shows them a brassie and asks them to duplicate it exactly. And he means an exact duplication with regard to weight, balance, length and the seasoning of the wood that's in it. The young pro looks at him blankly and in astonishment. He doesn't know the first thing about duplicating that club. He turns out something that looks like the original and lets it go at that.

"The veteran professional who worked his way up in the old days and who knows and tests every bit of wood in his shop, would be able to duplicate that club exactly. There would be no chance of a slip or the turning out of an inferior club. The veteran would know how because he would have learned how through years of work in the shop. The young pros are reaping the financial rewards of the years of work and knowledge put in and acquired by the veterans, and the result is that while they may make big money quickly, the country is being flooded with golf clubs and other equipment of an inferior grade."