

Prof. Dickinson to Give Pros Greenkeeping Pointers

PROF. L. S. DICKINSON, Massachusetts Agricultural college, Amherst, will address members of the Michigan PGA, March 16, at Detroit, and PGA members in the Kansas City territory on March 18. These lectures on greenkeeping policies and practices are part of the PGA educational program.

Dickinson, one of the pioneers of greenkeeping short courses, is an acknowledged authority on course maintenance. Pupils of his courses at Amherst are among the best known of the greenkeepers and pro greenkeepers in the country.

Boast of Greenkeeping Being Only "Horse Sense" Backfires

APROMINENT green-chairman, whose interest in the welfare of greenkeepers has been exhibited frequently, recently expressed the opinion that one of the worst policies greenkeepers can follow is to repeatedly say "there's nothing to greenkeeping but common horse sense."

This official points out that a major reason for greenkeepers' pay being low and pro-greenkeeping displacing first class greenkeeping specialists is because clubs have taken the greenkeepers at their word on this "horse sense" statement. He further comments: "Greenkeeping isn't, of course, just simple horse sense. Its baffling technical problems, its complex chemistry and its serious details of labor management make greenkeeping a job that requires extensive use of practical science and constant research by able men.

"Merely considering the vast amount of involved and perplexing work being handled by the scientists of the USGA Green Section shows that greenkeeping is a long way from being just as simple as 'horse sense'" continues the chairman. "Greenkeepers who have boasted superior 'horse sense' is their major qualification, haven't been showing good common horse sense in building up a proper realization of their jobs and have retarded their profession in its hope of getting something like the money the greenkeepers' responsibilities warrant. By limiting the qualification of a good greenkeeper to 'horse sense' these men confess an ignorance of the true qualifications of a greenkeeper."

Here's Fine Pro Help from Under- standing Members

THE model, concise house-organ of Bonnie Briar (New York district) C. C., the *News*, carries a paragraph that shows what valuable aid a pro gets when members and officials are made acquainted with his problems and possibilities. Such recognition is one of the reasons why young Sal Du Buono, the club's professional, promises to develop swiftly as one of the star business men of the younger pro group.

Under the heading "Give Sal a Break," the *News* says:

Attention of the membership is called to the fine stock of clubs, accessories and wearing apparel that our Pro has for sale in his shop. Your Pro is your doctor—and he needs your patronage. His sales are limited to the membership of the club, and all things being equal—you should buy from him.

He has all priced clubs and all priced balls—and his prices are as cheap, or cheaper, than the New York stores who, lately, have taken quite a bit of his business. If you want merchandise cheaper than he is carrying—tell him so. He will get it for you by the following week-end. He can special order anything you want and if cheaper brands are desired by the membership—he will put them in on request.

There is one great advantage in buying from your pro. He will conscientiously fit your clubs to you and you have the opportunity before buying them of trying them. And you can do this with his personal, much-interested advice.

Course Equipment for Play Is Ruled Taxable

INTERNAL REVENUE authorities have ruled taxable under section 609 of the Revenue Act of 1932 and article 54 of Regulation 46 equipment designed exclusively for use in playing golf: Flag poles, flags, hole rims, tee markers, direction flags, yardage markers, "Do and Don't" signs and tee bag racks.

The authorities ruled not taxable, articles used in preparing a golf course for play or not designed exclusively for golf. Hole rim extractors and hole cutters, sprinklers, mowers, grass seed, fertilizers and chemicals come under the non-taxable classification.