

in the past nine months and much more will be spent within the next three months. We have accomplished much, by improving, beautifying and "satisfying." Two greens just completed were rebuilt from our own nursery. Looking ahead we saw the need of new greens, realized the cost of good sod, so immediately put our men to work on a bent nursery in the odd times when they are needed on the course but can't be used for a couple of hours. In that way, we had on hand enough greens materials at *no extra cost* with the exception of a little seed and fertilizers.

This is only one way of economizing. We wish that we could have done more. Our budget was necessarily small but I venture to say that few other clubs have done as well.

Food Concession to Chinese

The dining room has been given to a group of Chinese to run and manage. The Chinese are ideally suited for this purpose, giving good menus and splendid service and adding to the "local color." We will not know just how far ahead of the game they are until next June, the end of the fiscal year for the dining room, at which time we expect these Orientals will show a goodly profit.

Bars at clubs have been known to be losing propositions, but our bar, even before liquor sales began, showed a large profit. This was due to careful check and studying of overhead, and the buying. It is our policy to have the right price for everything; by that I mean, a price low enough to be enticing yet high enough to clear expenses with a small profit. We do not try to make large profits on one thing to offset the loss on another. We try to stay in the "black" and at the same time to satisfy the members. In this way we can operate in competition with large concerns and give value for value.

Next year we hope to perfect the things we lacked time to do this year, continue the improvements on course and clubhouse, and really stand out as the club that is operating at a small fee but a club that is an ideal one to which to belong. Naturally, the coming year will take more capital, but considering the fact that we had to start with a few members and work up, and that we will start out with our quota this coming year, we anticipate little difficulty. We have proved to ourselves that it "can be done."

Short Course for Pros Being Considered by PGA

VALUE OF greenkeepers' short courses as conducted at a number of universities is responsible for PGA officials considering the establishment of short courses in pro department operation.

Present plans contemplate the organization of a short course to be held in Chicago in late March or early April this year as an experimental effort. If it is successful, the work will be extended to other sections.

The PGA educational committee is studying the short course proposition and has tentative plans for a two-day session which will present authoritative treatment of instruction methods by several successful instructors, salesmanship lectures by nationally prominent sales authorities, studies and addresses on shop layout, decoration, advertising accounting and club relations.

It is planned to limit the attendance at the first pro department short course to 35 PGA members, inasmuch as the experience at greenkeeping short courses has shown that a limited membership permits personal attention to the problems of the individual pupil and assures the attendance of only those who are earnestly in the spirit of the session.

Professionals in midwestern territory who are interested in the proposed short course and desire to make early reservation for the available places are requested to apply promptly to the Educational Committee, Professional Golfers Assn., First National Bank Bldg., Chicago.

Rutgers Sixth Turf Short Course, Feb. 19-23

SIXTH ANNUAL short course in turf management at Rutgers University will be held February 19-23 inclusive. Residents of all states are eligible for course registration, which is limited to 60.

Program is given under the leadership of Dr. Howard B. Sprague, professor of agronomy, and presents a practical and broad range with several of the country's noted turf experts, members of Rutgers' faculty, handling the assignments.

A charge of \$10 is made for registration. A fee of \$1.00 is charged for outlines of lectures. Full details and application blanks for admission may be secured from F. G. Helyer, New Brunswick, N. J.