

But, that's none of our business. We're just telling the story.

Pros Make Fee Courses Pay

It's our observation that the fee courses that have made money and coming out of the depression in the best shape are those at which good business men pros have been conducting the golf plant affairs.

Certainly good pros are hard to get, but on the other hand when you get one, he's worth keeping with co-operation and some earning incentive. The fee course pro has no soft life. Many times he is lucky if he gets a day a week off, and you may be sure that if he lines up some tournament for what should be his off day he will be there to see that he and the plant make money.

Just to give you an idea that the fee course pro's job in some of the smaller towns is not love's young dream, here is a letter we received:

I came here in September, and opened up nine holes October 6. My position was pro in charge of the works, salary \$75 per, expecting lots of lessons, club and ball selling. Later I discovered there were two country clubs also about ten stores that sold golf equipment in the neighborhood.

Anyway, I had to rebuild the nine hole layout. It was too dangerous. After a lot of work we got down to normal.

First season 30,000 nine-hole rounds were played. I acted as starter, issued tickets, collected fees, and worked as caddie master and refreshment slinger from daylight until dark.

Next season I built another nine-hole, making 18. Up to then I had only three or four rounds on the course. My two bosses who owned the course worked in relays, one always on the job. Every once in a while one or the other would come to check up the cash register, then take a hike off over the course, count the players or observe their names, then come back and check up again to see if all was "hunky dory".

Saturdays and Sundays were my busy days, starting at daybreak and ending at dark. Sometimes I even had to eat on the first tee. After two years I thought I would try to make a little money, so I started seriously into giving lessons. Knowing the people and being then very popular I soon began to make good. Put up a course record 68—34-34. Some of the players came from the other clubs and took lessons. This did not suit the owners



**STOP FIDDLING
AND**

fight

BROWN PATCH

Here's **REAL**
organic mercury
protection for
\$1.65 a green!



Brown patch is in the spotlight now! No time to experiment with unproved fungicides. No sense in trying *any* new treatment merely because it is "cheaper." You can't fiddle with brown patch. You have to **FIGHT** it!

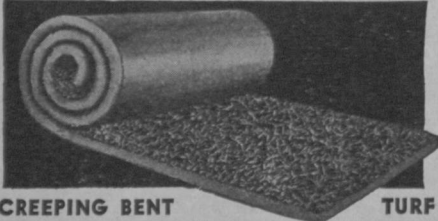
SPECIAL SEMESAN has what it takes to control the disease. It contains real organic mercury. Is a product of brown patch control specialists. Has a definite, very economical rate of application — 1 lb. to 6,000 sq. ft. of turf. And costs as little as \$1.65 a green!

Order from your wholesaler. Five lbs., \$10.00; 25 lbs., \$42.50; 100 lbs., \$165.00. Bayer-Semesan Company, Inc., du Pont Bldg., Wilmington, Delaware.

Other Fungicides: Regular SEMESAN—25 lbs., \$46.25; 100 lbs., \$180.00; 300 lbs., \$525.00.
NU-GREEN—25 lbs., \$30.00; 100 lbs., \$115.00;
300 lbs., \$330.00.

Special SEMESAN

● push PGAs and Penfolds.. if you want to lick store competition!



CREEPING BENT

TURF

Our true Washington Strain Creeping Bent in solid turf form makes model greens. Also in stolon form. Withstands drouth like nothing else. Fully guaranteed. Used by hundreds of clubs. Comes in rolls ready to lay down like a carpet. Nursery grown blue grass sod also sold. Write for prices and samples now.

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\$1.45 or less per green for CONTROL OF BROWN PATCH

To obtain a high degree of control without shock or damage to the turf—to accomplish this at the lowest possible cost—use CUREX. We conservatively recommend one pound per average green. But a large number of greenkeepers have discovered that even less may be used with satisfactory results. The new CUREX—in lighter, finer, fluffier form—provides a very wide margin of safety. Contains 20% mercury—more than any other organic fungicide and sells for less per pound. Nothing else can give the greenkeeper so much value per pound of prevention or cure!

PRICES: 25-pound pails.....\$ 37.50
100-pound drums..... 145.00

CUREX, INC., 521 Fifth Ave., New York City

CUREX

THE LOW COST FUNGICIDE

—they thought they were getting nothing out of it, so I had to cut it out.

So again I started another "racket". I gave the boys and girls from high school golf lessons free and provided clubs and balls. This went along fine for a while. There were 20 girls and 40 boys. So once again along came owner No. 1 and said, "I'm sorry, but we will have to discontinue this. The kids are getting in the way and no revenue."

Then along came the end of the season. We had had plenty of play and made money, but they informed me it was not up to expectations; therefore, they would have to cut down on expenses. So after a little conversation, they decided to let me go, saying they could manage through the winter without a golf pro, as both of them could handle the job, one inside the club, the other out on the course.

I did not go back last season; they got a pro in June. He stayed six weeks and packed up again and went back home. Last season I opened up a golf school and driving range. Made a little money but got persuaded to install lights for night practice. This not only burned plenty of light, but burned me and my few dollars up. So this season I have decided not to open up again here.

I have had 25 years' experience in the game of golf in all branches, but the last three years have been the limit.

Bowling Leagues Weld Members' Interest Thru Winter

EACH winter sees more and more clubs turning to bowling as a means of holding member interest through the non-golf months. Alleys are reserved for a definite day and hour, and few clubs find it difficult to stir up plenty of enthusiasm.

In Chicago, no less than fifteen golf clubs have regular weekly games among teams of members. Medinah CC, Olympia Fields and South Shore have a regular tournament of ten or more 5-man teams from early fall until well into March. Interest

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● New models—New features—More attractive—Lighter weight—A bigger sensation than the 1934 models. Des Moines Glove & Mfg. Co., Des Moines, Iowa.