

GREENKEEPERS CLUB OF NEW ENGLAND



Greenkeepers Club of New England at the Massachusetts State College annual recreational conference had this display, showing their idea of the country club as an all-year operating proposition. Winter sports maintenance work in New England has become an important part of the year's program.

lowed by the use of a fertilizer containing not more than one unit of phosphoric acid for each two units of nitrogen, actually increases the supply of available phosphorus to a depth of 2 in. or more.

None of the present methods for available potassium compares with the better methods for phosphorus.

Since available potassium may also decrease with depth, careful sampling to a depth not exceeding 2 to 3 in. is important.

The Purdue and revised Simplex Methods are more reliable than the original Simplex Method. In fact, the latter usually shows acute potassium deficiency on most fairway soils even though growth response does not occur following the use of potash fertilizer. None of the potash methods are sufficiently delicate to detect single applications of 50 lbs. of actual potash to the acre with absolute certainty.

Harbert Passes Two Hot Ideas On to the Pros

E. W. HARBERT, pro at Marywood CC, Battle Creek, Mich., is using to profitable advantage a couple of ideas that deserve wider application in pro golf.

Harb bases his use of the stunts on the idea that the average pro has quite a little time he spends around his shop when he might be out increasing golf interest and sales. He maintains the greatest retardant to pro profits is the time element; that the usually short enough season makes it vital that each possible working minute be devoted to developing income.

Says Harbert:

"On both men and ladies' day I play nine holes with three members and switch to three other members on the second nine. The only requirement for the mem-

bers is that they pay about 15c apiece for my caddie. That means that they will receive a nine-hole playing lesson for 15c apiece. The second nine, I play with three other members. Start in at the letter A of the club membership and work down. Of course, there will be some times when one or possibly two will not be able to enjoy this privilege.

"I also issue a value ticket to each member upon the purchase of anything pertaining to golf. In other words, if a player buys a 75c golf ball, he will receive a 75c ticket. When he accumulates \$15 worth of these tickets, I will give him one golf lesson. I realize that some clubs can boost this \$15 rate to \$20 or \$25, whichever they feel they can do. Fifteen dollars isn't a lot but at the same time, you are going to draw business that sometimes goes elsewhere. I think that most pros realize that they can set the time for these lessons at their advantage so they won't get their fannies sore sitting around.

"Another way to look at this is that the pro is going to improve the class of golf played at the clubs, because there are some members who never take lessons and if such a member can get one for nothing, he will probably play a better game. It is to be understood that there is no obligation and he doesn't have to take the lesson unless he cares to and such being the case, the pro isn't out anything anyway."

Macpherson to Make Film. — Duncan Macpherson, author of "Golf Simplified," has been signed by Bell and Howell to do a sound instruction film on Golf Simplified for the B&H Home Movie library of reels.