

**PREVENT BROWN PATCH
THIS YEAR WITH
AERATION - - - CUT DOWN
CHEMICAL COSTS - -**

With a
**McCLAIN
SPIKER AND
PERFORATOR**

The machine that will be a godsend to Greenkeepers and Managers this season.

Loosening action of unbreakable spikes permits oxygen to permeate turf to prevent fungous diseases.

Frequent spiking now recognized very important part of green maintenance.

Saves fertilizer and water. Hand or power operated. Write for literature.

McCLAIN BROS. CO. Canton, Ohio

GIVE YOUR GREENS A CHANCE TO BREATHE!

*Saves Fertilizer.
Creates Healthier Turf.
Loosens Hard Packed Soil.*



R. H. Tractor Wheel SPUDS

quickest to put on or take off. Increase tractor efficiency and cultivate turf . . . that's why more than half the U.S. and Canadian clubs use them. Durable and low priced. All sizes for all purposes.

Sample spud and circular on request; advise make of tractor and purpose for which intended.

Immediate shipment. If your Ford or equipment dealer cannot supply, write direct to

R. S. HORNER
Geneva, Ohio

MFR. OF SPUDS, FORD-SON WHEELS, ETC.



Woodmar in condition for a brisk season. This spring it puts into service its recently completed fairway watering system.

Like many clubs Woodmar was threatened by a "whispering campaign" rumoring membership losses, assessments, and the usual items of alarm. Letters from Bert Steelman, Woodmar's president, took up the "whispers" in detail, told the facts, and protected membership against a stampede of resignations. Hammond being in a zone of many war plants, and executives and workers at the plants being under heavy pressure, Woodmar accented the wartime conditioning service of the club in keeping its membership roster in good shape.

Steelman believes that inability of many executives to get away for needed vacations this year will keep golf clubs in manufacturing areas busy this summer.

Postcards Do Effective Member Selling Job for Kildeer

KILDEER CC (Chicago district) is conducting an effective associate membership solicitation campaign with a series of mailings of ordinary postcards on which the message is mimeographed.

Although the cards are inexpensive and certainly not fancy-looking, the appeal of the copy and the frequent mailing of the cards in the series is being favorably received by membership prospects. The simplicity of the cards also makes a good impression on prospects.

One of the cards, mailed prior to the

date the income tax payment came due, read:

Dear Sir:

Times are difficult. You may be in a quandry about your golf; you may be wondering if it's going to be sane to play at a public course.

It won't be necessary. If you like us, if we like you (and we believe we will) you can own an *associate* membership at beautiful Kildeer.

You, and your family can play golf all year, at will, on two great courses, out in the hills, with a grand group of people, for about the price of public golf.

Kildeer Country Club,
Prairie View, Illinois

JERRY GLYNN, Knollwood Club pro, and a plenty smart golf businessman and instructor, gives his pupils a Lesson Reminder on a sheet 4 in. by 7 in. Glynn writes on the reminder the principal points of advice suggested by the lesson just finished and writes the date and time of the next lesson appointment on the bottom of the sheet.

The highspots of the lesson are briefly summarized, such as: "Left hand over more. More pivot on backswing. Left wrist under grip more securely at top of backswing."

Glynn keeps a carbon of the sheet so he is sure to give continuity to the instruction and concentrate on a few points until the pupil gets them under control.

Another phase of his record-keeping concerns the equipment in each player's bag. He lists woods, irons, balls, practice balls, and miscellaneous items.