

When a club wants good caddies it not only has to do things for the boys that make them want to come out but that will have parents wanting their sons to caddie.

Caddy work is such a pleasant and profitable application of an energetic kid's time that it is a big answer to the problem of attracting such boys away from idleness that may lead to trouble.

If we can't sell that idea to parents and intelligent kids then something's wrong with our sales campaign.

—Bob Gutwein,  
Sunnehanna CC, Johnstown, Pa.

## An Experiment Put Me Into Zoysia Business

By HENRY C. GLISSMAN

Dr. Fred Grau, who was born on a farm near Omaha has been a pretty close friend of mine for years. I generally act as his chauffeur when he stops off here to visit his family for a few hours generally on his trips across the country.

In 1950 he gave me a small sample of zoysia to plant and observe as to its hardiness, etc. But I was somewhat Scotch so

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After taking 12 photos, enclose \$1.00 with camera and mail, for 6¢ postage, in carton furnished, to Pro Camera Co. We return to you your 12 processed negatives, a print of each (3¼ x 3¼) and a re-loaded camera. A lively good-will builder and profit maker for pro shops on a rental basis.

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**COUNTER DISPLAY CARD WITH EACH ORDER**

## A New, Sure-Fire Pro Shop Seller IRON HOOD COVERS

Now — you can offer your players the same protection for their irons as they have for their woods. Lightweight, water-proof leather. On or off in a jiffy and each hood plainly numbered. Every set of irons in your bag racks represents a prospective sale. Here's a new pro shop item that's really going to move. Better order — today.

These sets are available in six different colors, Red, Blue, Green, Black, Fawn and Gray. Numerals are embossed with 24 carat gold leaf.

Set of 8 retails at \$3.50. With wedge hood included — \$3.95

Usual golf professional discount.

*Display them on a set of irons and watch them sell.*

**Superior Welding Co.,** Brook & Market Sts., LOUISVILLE 2, KY.



I pulled the sod apart and planted a long row of zoysia in my nursery. It was sprigged in about like match sticks, 4 to 8 in. apart. This was in 1950. That year it spread about a foot wide. In 1951 it spread to about 30 in. wide of solid sod. In the fall of 1951 Fred and the U. S. Department of Agriculture wrote me for reports on the zoysia.

I reported that it had proven hardy and that it had spread considerably. Somehow this report naming us as growers of Zoysia got into the Christian Science Monitor and we received hundreds of letters of inquiry and a lot of orders in the fall of 1951 so we got busy pulling the sod apart and planting new beds of zoysia. We finished planting May 26, 1952 and then the storm broke.

Out of a clear sky I got an article that was to be published in "Pageant" in the July issue. We again were named as growers and shippers of Zoysia plugs. I wired the publishing company in New York, trying to head off the publication, or at least have them delete our name as a present source of supply. But, they informed me it was too late.

Well, in June and July we got from 5 to 50 letters a day, some with 10c, some 50c, some dollar bills, money orders and

checks up to \$100 and one nursery man sent a signed check and told us to send him all we had to spare and fill in the amount. We had just finished our planting of new beds with plugs or sprigs on May 26th and we felt we would have no material to sell until 1953, so, I got out several thousand form letters stalling off the inquiries.

We returned the money, checks and money orders—a very hard thing to do.

I built a golf course at McCook, Neb., 9 holes, and was gone a good deal of July and August. About August 20th my wife and I visited the nursery and lo and behold our plantings made as late as May 26, 1952, less than 90 days previous, had grown and spread to about a foot wide and we found we could cut about 25 plugs out of each foot of row (that's \$2.50 per foot) and by filling the holes the remaining sod soon filled out into solid sod again with the result that we then had to write the same people to whom we had returned the money and orders telling them that we now could and would fill their orders if they would send back the money, which enough of them did to keep us busy sending out plugs at 10c each, right up to hard freezing weather, November 15th.

## ROTARY SOIL MACHINE

MIXES and SCREENS

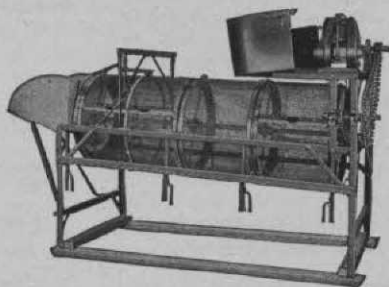
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This all sounds fishy, but it's a true story, and being one of only two sources of supply in the entire United States on a commercial basis, it's the first time I've had a near monopoly. And do you know why a monopoly is like a baby? You don't like them until you get one of your own!

Anyway, now we have expanded our plantings to where we will have a lot of material for sale in 1953, and later.

Fred Grau recommends Zoysia for fairways and tees and golf courses should buy a thousand plugs or more and set out their own nurseries. Two Omaha courses here have each set out 1000 plugs and will put out an additional 1000 this spring.

### "Work Party" is Fun At Large Club

By Bob Gutwein

Professional, Sunnehanna CC, Johnstown, Pa.

Perhaps some clubs overlook a valuable entertainment feature by thinking that the "work parties" are entirely for people who are building small courses in small towns.

At Sunnehanna CC (Johnstown, Pa.) we had four "raking parties" after the heavy construction work in remodeling some bunkers and tees was done. Our Green



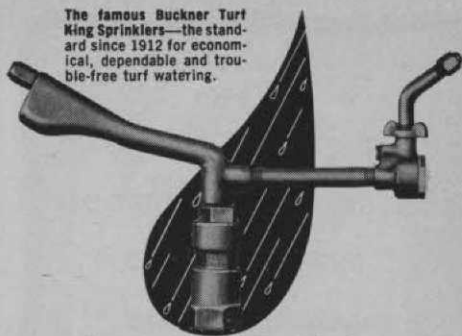
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Act fast to get those long stretches of fairway, greens, and clubhouse grounds in shape the easy way. The CON-SOL 1953 Power Roller has been completely redesigned for increased strength, longer life, improved performance and greater ease of handling — still at its same low price.

Weight is easily adjustable from 300-1200 lbs. to suit soil conditions. A caster-type roller, which may be used in place of the rear roller, is ideal for use around shrubby plantings, or for use when the ground is very soft—available at nominal extra cost.

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