

or too close during hot weather as this causes the roots to become exposed to the hot sun, thereby causing a great loss of grass.

Don't reduce your maintenance force! Watch your water supply closely and keep it in good repair.

I would like to hear through Golfdom the hot weather methods of other greenkeepers. We have very little rainfall and lots of hot winds in this section and the procedure I have described above enables us to handle the situation quite well.

A Longer Term for Greens Chairmen

By C. B. HILLS

THE greens chairman occupies a peculiar position with his club. The ideas he puts into practice depend for their success upon the "time" element. A man may little more than start a maintenance program or get no farther than "first base" on some grass-growing experiments when his term expires. His findings may be of immense

value to the club he serves yet he is apt to have half-truths by the time the annual election is held. The next man in office may continue his predecessor's theories or he may not. Perhaps he isn't of the experimental type. He may have been chosen greens chairman because of a pleasing personality or a noticeable amount of leisure.

When the wise heads who framed our constitution adopted a four-year term for Presidents, they decided that a man couldn't put over a constructive program in less time. So it is with the humble yet vitally essential office of greens chairman. He can't make grass grow overnight. He can't test all the worm killers and the brown patch cures in a short term. He can't work out the multitudinous problems of his administration in a year or even two years. In fact, he needs more time than that to become familiar with the best sources of supply for items that come within his jurisdiction.

Why not inaugurate a three- or possibly a four-year term for greens chairman? The right man will more than compensate for the less capable if such a policy is adopted.

Getting the Greens You Want

By FRANK W. CURRIER

Greenkeeper, St. Thomas Golf and Country Club

WHEN you build greens one of the first things to realize is that you can't hurry nature if you want permanently satisfactory results. Building and grading should be done at least three months before seeding or planting with bent so you will get greens that won't sag or sink.

The quickest and cheapest method of building greens starts with the employment of a team and scraper to take off the top eight inches of soil and sod, distributing it around the edges of where the actual green is to be so it will be handy for return to the green. When this is done the subsoil should be ploughed about four to six inches deep. Let it dry out for several days then harrow, level and roll.

The next matter is drainage. This all depends on the condition of your land. If the land is sandy it is unnecessary to drain unless the greens in a hollow, sur-

rounded by hilly land. If the green is on level ground or elevated, drainage offers no perplexities as the sandy soil will take all the water and allow quick drying. On heavy clay or loam it is absolutely necessary to pay particular attention to drainage, otherwise you will have lots of trouble that could be very easily avoided by proper care at the time of building.

It is my opinion that much of the trouble with worms and brown patch really is the result of faulty construction of greens. Improper drainage and excessive watering, I have noted, are certain forerunners of the dread grass disease. Too strong use of "dopes" for treatment tends to impoverish the soil and this, together with forcing methods and too close cutting early in season, makes the greens ready victims of brown patch. I haven't had an inch of it in the last 10 years and I am satisfied that it is because

our greens are built right and not worked to death by too intensive a schedule of mowing and treatment. To sane use of screened compost I also attribute a great deal of our good fortune in escaping brown patch. Basically, however, the right drainage is responsible for the condition of our greens.

Drainage Plan

With a moderately heavy loam 4 inch tile, 12 feet apart across the green and about 18 inches to 2 feet below the surface will care for the green's drainage requirements. With a heavy clay loam I have had best results with 4 inch tile 12 feet apart across the green and crossed by another 4 inch tile 12 feet apart and 2 feet below the surface so that it cares for each part of the green. Another method for heavy clay conditions, and the one I consider best in many instances, is a layer of heavy stones and gravel one foot thick laid about 18 inches below the surface.

When the necessary drainage is installed the top soil should be screened and should be distributed over the green. Let it stay in little hills as dumped from the wheelbarrows until it is thoroughly dried out. In this way the soil gets thoroughly worked up and aerated and the roots, fibres, stones, etc. are eliminated. There may still be weed seeds in the soil for there seems to be no such a thing as a weed-free green. When the top soil is distributed and has been exposed to the sun for a few days harrow well then smooth it with your team and a smoother, finishing the job by raking.

Rough material that is screened out can be used to advantage in building tees, bunkers, banks, in bad spots on the fairway, or in the compost pile.

Uses Little Water

After you have allowed your greens to settle for two or three months and do your seeding or planting, you will have an anxious couple of weeks. With creeping bent planted in the fall I have found that it is necessary to water for only 10 days after planting, after which time it can be left pretty much to the weatherman's mercies until the spring. The same practice can be followed with fall seeding. Many claim that creeping bent needs a lot of water, but my experience has been to the contrary. I planted a nursery with Washington bent in the fall with one square foot of bent grass 18 months ago.

I watered it for 10 days with a watering can. It was not watered again except by the rain last fall. This spring I planted two greens from that nursery and have added to the original nursery with its cuttings. This nursery is on fairly sandy soil and all the watering it gets is rain. By fall I will have enough bent to plant another large green. I also have seven large greens planted with Colonial bent and they are kept in good condition by a half hour's watering each day with a fine spray nozzle. All of these greens are built on light sandy loam so it may be seen that the heavy watering theory hasn't worked out as an essential factor with us.

Here's the Wrong Way

Building a green wrong is a pretty sure method of costing the club about 10 times what the correctly built green will cost in the long run. One wrong way is to plough up the land in the spring, keep it summer fallowed to kill the weeds, quack grass and other roots, grade off in the fall and plant. Another method is to plough and shake out the sod, grade off and plant. By these methods you can not clean out the soil so you give your greens a bad start by compelling the seed or stolons to battle with the weeds.

Don't seed or plant too heavily as this has tendency to stunt growth. In planting stolons I have found it good practice to roll a row after planting to tighten it down. Then cover by hand and not by shovel, with one-fourth inch of screened sand and compost—on sandy land three-fourths compost and one-fourth sand, on heavy land one-half sand and one-half compost. When covered take a little red top speed and broadcast it along the row and then roll it down. The red top has a quick growth and provides a covering for the bent. With close cutting the red top soon vanishes and leaves the bent in command.

When the green is completely planted spray with a fine nozzle. When it has dried out roll again and spray. Roll for about five days and spray for at least 10 days. In about two weeks the runners will be seen. When they are 5 to 6 inches long it is necessary to cover them again just enough to cover the runners. Before covering this time run over the green with the mower and roll. Cover by hand to get the covering properly applied. This has to be done about three times before the green is established.

Hot Weather Hints on Course Care

By JAMES FOULIS, JR.

Water Approach Areas

IN CUTTING fairways one must use judgment, especially in extreme hot weather. I never cut the grass shorter than $\frac{3}{4}$ inch, to avoid burning, then only once a week.

I aim to keep the approaches sprinkled at least 50 feet in front of greens so that players can depend on their balls stopping on their approach shots, whereas if they are not watered and kept in the same condition as the greens one player might pitch his ball a few feet short of the green and find his ball in a bunker beyond, then again, his opponent might pitch his ball just a foot or so on to the green and stop short of the flag. The former player may have played the better approach of the two and has to pay the penalty of playing out of a bunker and probably losing the hole through no fault of his but because of the conditions of the approach.

Care for Tees

Tees should have almost as much care as putting greens in the way of top dressing, fertilizing and watering.

I give our tees a treatment of sulphate of ammonia once a month and keep them repaired at all times by having a man put plugs of sod—raised in the sod garden—in all divot cuts.

No "Lightning Greens"

In my estimation, the present-day greens are cut altogether too close, which makes them lightning fast and is quite discouraging to the players.

They should have a certain amount of nap on them so that the ball will have a chance to hold itself, especially in short putts.

Mowers should be kept sharpened at least once a week and adjusted to cut the same length, which means uniform greens. Badly set and dull mowers will do great damage to the turf, especially in hot weather, as they tear or bruise the grass instead of cutting it clean, and then the sun will burn more readily.

It is a good thing to leave the grass-catcher off the mowers in dry weather once in a while and let the cuttings fly. This will protect the roots of the grass from the hot sun. In all cases greens should be well watered every second night for at least six hours. If given only a light watering this encourages the roots of the grass to remain at the surface, which is just the reverse of what is wanted.

To produce a perfect putting surface, greens should be cut four different directions, such as north and south, east and west, and so on. This will make the grass grow straight up and be more like the nap on a carpet.

Putting greens are just like babies—you have to be continually nursing them. I give my greens a tonic at least once a month and I have been told by the guests of Edgewater members our greens are perfect—that there is no excuse for missing putts.

The biggest nuisance I have to contend with is ants. It keeps one man busy feeding them with cyanogas, which I have found to date to be the most effective "dope" to exterminate ants. It is a slow, tedious job but surely gets them. We insert a twenty-penny nail down through the middle of their nest, then drop as much cyanogas as can be put on a little fingernail in the hole. We then close it up and it's "Good-bye, ants."

If your club wants a manager, professional, or greenkeeper, advise **GOLFDOM**. We are in touch with competent men who are available for these positions, and will gladly serve in getting them to submit their qualifications to proper officials in clubs having vacancies.

There is no charge for this service.

GOLFDOM

236 No. Clark St.
Chicago, Ill.



This is the pro shop at the New Albany Country Club, claimed to be the nation's model small town club. Note how good taste makes the moderate expenditure do its greatest.

Golf Club vs. Country Club in Small Towns

By GEORGE DAVIES

WHEN the smaller town starts out to form a golf club the big mistake that frequently is made right at the start is made because most of the club organizers don't realize the difference between a strictly golf club and a country club.

Every small town can bring into display enough golf interest and enthusiasm to build and keep up a very fine golf course but owing to the social line being drawn so finely very few towns of small population can maintain even a second rate country club. In country club organizations you have to leave out a lot of people with whom the small town "society" men could go and enjoy a fine game of golf but who would not mix at all when the wives and daughters are brought into the picture.

Much of the income of a country club that should go to maintain a golf course in excellent condition goes to the entertainment features for the enjoyment of a comparatively small number of the town's population. A few teas, bridge parties and dinner dances that might just as well be given elsewhere are given at the small town country club and the expense of giving them and furnishing facilities for them usually means that the course is neglected.

The "Hurrah Guy"

Every small town has the "Mr. Whoop and Holler" type of fellow who may be useful in getting its golf club started but he should be kept in check. Properly governed he is a most useful person, if he is allowed to ride rough-shod over things, the club soon will degenerate into a one

man affair and interest and harmony will quickly die.

My advice to the small town moving factors who want to get their club started on right is to invite everyone in town to join. Make it a golf club rather than a highly social proposition and you will be able to get your members interested in the proper construction and maintenance of your course for the expenditure of money will show in this respect. This expense will serve everyone and, if properly made, will save a lot of money in the long run.

Some time ago I was called in to help form a small town club and work out a system of financing. After several meetings they adopted my plan which called for the formation of teams, each to work a certain street in town, making a house-to-house canvas and inviting the head of the household to become a member. Everyone over sixteen years of age in each household was solicited for a membership to cost five dollars. The beauty of the plan was that most of those solicited gave more when the aims of the club were explained to them. None, of course, gave less than the minimum figure. A membership card was given to each one subscribing. It really didn't mean a thing financially as the members had to pay greens fees the same as everyone else, but it did give some definite marking to those who had pride enough in their town to pay something toward giving it a golf course. In actual cash something over \$7,000 was quickly collected in this manner and with the volunteer labor, properly supervised,

the town soon had a first class golf course for a small community.

I had the pleasure of laying out the course for these people and taking care of its construction. While the regular greens were being built play was on temporary greens which were fairly satisfactory as the course was located in the blue-grass country and had a fine growth when we got the land.

That course always has had all the play it could care for and golf interest grows each year in the town. The house on the place that was purchased was turned into a locker-room and small club room where soft drinks could be purchased. Although it was far from a country club with all of the "ritzy" that term implies, I maintain that it is a good golf club and a worth-while example of the wisdom of a small town building a good golf club rather than a poor country club.

Two Sand Green Cup Ideas Answer Plea

A COUPLE of solutions to the sand green cup difficulties set forth by a greens chairman in the June issue of GOLF were promptly forthcoming. At Anaconda, Mont., the local country club had the good fortune to get W. C. Capron, mechanical superintendent of the Anaconda Copper Mining Co., to work out for it the cup shown in the accompanying sketch. Of this cup Mr. Capron says:

"We originally had single cups, but they were a decided nuisance, as every time the track was swept for putting, the cup had to be cleaned by hand.

"The present cup was adopted several years ago and is in rather general use in Montana today. We find this a most satisfactory cup for sand greens, as the inside cup can easily be pulled and emptied, and very little sand gets into the outside cup. Of course, the outside cup has to be cleaned occasionally, but not often.

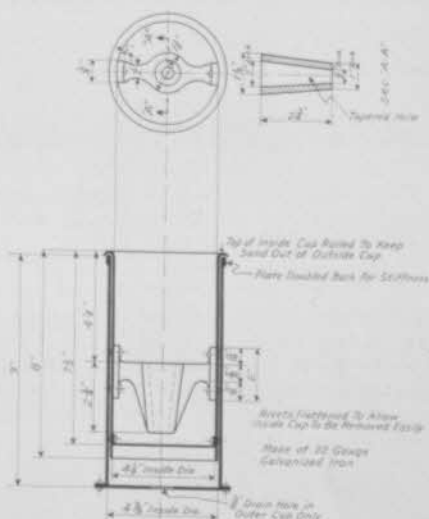
"The flag support in the inside of the cup is a small casting riveted into the inside cup. You will note that the taper on the hole for supporting the flag is rather sharp. We found that a slight taper would allow the ferrule on the flag to bind, whereas the more pronounced taper does away with that.

"In setting this cup, the outside cup is set permanently in the ground with the top $\frac{1}{4}$ inch below the surface of the sand."

At Garden City, Kan., the Garden City

Country Club tried several ways and finally found most satisfactory the following sand green cup idea which is described by W. J. Straup:

"We had cups 24 inches deep made from galvanized iron about 14 gauge. These fit snugly around the regulation cups which are held in place inside of these long



sleeves by four knurls or round-headed rivets ground on one side so that there are shoulders to hold the regulation cup from dropping down. Then we use a prepared auger arrangement for lifting the sand out of the cups about once a week.

"This not only gets away from the sand in the cups but it gives a good position for the regulation cups, making the holes uniform in size and not sloping to the cup as the general rule."

Plan Holding a Golf Show at Detroit

PRELIMINARY plans are being made for holding exposition and convention relating to the business end of golf. The National Greenkeepers' association is making overtures to the Club Managers' organization and to the Professional Golfers' association with the purpose of allying the three bodies in an exposition to be held at Detroit early in March, 1928. It is the suggestion of the greenkeepers that each association hold its annual convention during the time of this meeting and that the affair be strictly confined to the business operations of golf.

"Ask Me Another"

By NOAH LOTT

Question — Our course was built three years ago, and the greens were planted with creeping bent stolons. We have a good covering of grass on the greens, but unless we water every day in dry spells the turf on portions of the green turns brown. The surface dries out quickly after a rain. We have been told we have "brown patch," but the treatments recommended by the Green Section do not correct the trouble.

Answer—This condition is no doubt due to faulty construction of the greens and not to brown patch. Take a hole cutter and cut into the greens, both where the grass is ailing and where it is healthy. A comparison of the soils in the two places should give you a clue as to the cause of the trouble.

In the days when the "layer cake" principle was followed in building greens such conditions as you describe were quite common. A layer of cinders, sand, or black muck, "humus," which is not thoroughly mixed with the soil, will cut off the capillary rise of water from below and as grass roots will not push their way through the layer the turf has to grow on what little soil and moisture there happens to be above it. The best remedy is to lift the sod and remove whatever you find is doing the damage and then relay the sod. This may be done on a half of a green at a time without serious interruption of play.

Question—Our course is on a heavy clay soil and our greens become very hard during the summer unless kept soaking wet. Is there anything we can do to remedy this condition?

Answer—Yes. Sand is the remedy. If you can get good sharp builder's sand you can apply it direct as a top dressing. Sharp sand will cut into the clay and spread out evenly in the soil in the course of a few weeks. It is best to use but a half yard of the sand to six thousand square feet of green at a time unless experience shows

WHAT problems of turf development and maintenance are troubling you? Write "Noah Lott," care of GOLFDOM, about your difficulties and he will give you some expert advice through these columns. There is no charge for this service. Don't hesitate to ask, for your troubles may be the same as others are experiencing and the answer will help others as well as yourself.

it may be applied heavier than that with no ill effects. There is no danger of overdoing the sanding on heavy clay if the sand cuts in and disappears. If it stays in a layer it may cause future trouble after it has been buried with top dressing. Good results may be obtained by spiking the green with a fork or a board with

spikes driven through it. The perforations should be straight down for four or five inches. Do not tear the sod to pieces on the surface. Follow the spiking immediately with a top dressing of sharp sand and be sure to work this sand into the spike holes.

Question—Do you recommend the use of charcoal as a top dressing for greens?

Answer—We do not. First of all, charcoal is not a plant food. It is contained in all plants, but it is obtained by them from gas, carbon dioxide, always present in the air, and not from the solid. Charcoal or carbon is about the most inert material known. It does not rot or undergo any changes from the weather. It is insoluble and so unavailable as food.

From the nature of the material it will not cut into the clay the same as will sharp sand. The only reason many greens have not been ruined by the use of charcoal is because it is so light that it is either blown away by winds or is washed off the surface by rains. The stuff sold golf courses under the name of "humus" is mainly carbon, hence its black color. Many greenkeepers know to their sorrow what to expect when a layer of humus gets buried about an inch below the surface with top dressings. You would experience the same troubles if the layer happened to be charcoal.

Question—Why is it a light application of ammonium sulphate is beneficial to grass while heavier applications burn and may kill it?

Answer—Plants take in their food in solution. The soil moisture passes into

the roots by what is known as osmosis. This is brought about by the sap in the interior of the plant being more concentrated—that is, having more solid matter in solution—than the soil moisture on the outside. Whenever the soil water becomes more dense than the sap the flow is from the interior outwards, thus drying the plant, causing what is known as burning. Most any highly soluble material, as common salt, will produce the same result. Dilute solutions on the leaves may not cause any burning until the surplus water is evaporated, leaving a dense solution. It is safer to apply any soluble substance on a cloudy day than in bright sunshine. An application of three pounds of ammonium sulphate to the thousand square feet of green, well watered in immediately after it is applied, will usually cause no harm. This may be applied either in solution or dry. If put on dry, it is advisable to mix it with four or five times as much sand to be sure of a more even distribution on the green. Much harm is done by careless scattering of such materials.

Question—Our creeping bent greens, planted three years ago, were perfect the first year, the finest any of our members have ever seen. Since then they have become infested with clover and weeds. The little annual bluegrass is taking hold, so we fear we are going to lose our bent turf entirely. What is the trouble?

Answer—It looks like your club got stung on the variety of creeping bent you planted. There have been a lot of inferior strains of creeping bent exploited by commercial growers who seemed to think any creeping bent would make first-class turf. As a matter of fact, of the many strains distributed by the U. S. Department of Agriculture, only a few make permanent turf of the quality desired on a putting green. As a result we know of some clubs that are sorry they planted their greens with this grass. We know of many others that are well pleased with their creeping bent greens. It is a matter which should be thoroughly investigated before good seeded greens are torn up and stolons planted.

Check Up on Your Club's Insurance

By JACK FULTON, JR.

A MAJORITY of golf clubs operate on a budget basis. This system is satisfactory, providing the ensuing year is a normal one. But if unforeseen items of expense crop up, the club treasury may have difficulty locating funds with which to pay these items—unless the club has protected itself by taking out sufficient insurance of various kinds.

The award of \$2,000.00 compensation to an employee, for example, for an accident suffered on your grounds may be a sufficiently large item to make an assessment necessary when otherwise you would have shown an operating profit for the year.

Insurance is the one way to be sure that you are protected against unexpected expenses. Certain forms of insurance, the value of which will be outlined below should be carried by every country club.

Fire Risk High

Clubs attempting to obtain fire insurance generally find that the insurance

companies are unwilling to issue policies except at an unusually high premium. This stand of the insurance people is not unjustified, for the average clubhouse is of frame construction, and located a considerable distance from town and the nearest fire-fighting apparatus. It forms too great a fire risk to interest the companies.

The above statement may not apply to your clubhouse. It may be of modern fire-proof construction—an important factor—and not too far from the nearest fire department. If, in addition to this, your water supply is large enough to meet the requirements of fire-fighting apparatus, you can probably obtain protection at a fairly reasonable rate.

The average club however, will not be so lucky and should organize its employees into fire fighting units and arrange for the assistance, in case of fire, of the fire department of the nearest town,

which can be obtained, as a rule, if the club will guarantee to pay the expense of making the run.

Another form of protection, quite different in character from fire insurance but equally desirable, is known as workmen's compensation insurance. Unless your club is in Florida, North Carolina, South Carolina or Arkansas (these four states have not yet passed workmen's compensation acts) you can obtain this protection at a premium rate uniform irrespective of location within your state. The benefits to be expected are too great to warrant its being overlooked. Its purpose can best be explained by the following:

Your club employs Gus Nelson as a day laborer. Gus, a powerful, healthy looking fellow, one day cuts his hand while oiling a mower. It isn't much of a scratch, but it is sufficient to allow blood poisoning to develop in Gus' arm and force him to be laid off indefinitely. Your greenkeeper replaces him with another man and promptly forgets him.

Gus Has Come Back

But the club is not through with Gus. Some month or two later it receives a notice from the State Workmen's Compensation Board that Gus had been awarded by them \$160.00 compensation for disability suffered through an accident met while working for the club. The notice requests the club to pay Gus the amount of the award, plus his hospital and doctors bills, and upon investigation, the club will find no alternative but to comply.

Thus you are forced to reimburse a man off your pay-rolls for an injury he sustained while working for you. That Gus had not taken antiseptic precautions with the wound made no difference. The scratch caused it and he was entitled to compensation.

If your club carries workmen's compensation insurance, the insurance company will pay the award and the club can truly forget Gus and his injury at the time he is laid off. As a matter of fact, the law requires employers to either carry this insurance or post a bond, but it is a difficult law to enforce and many clubs ignore it.

This type of insurance is not limited to the man working on your grounds. It applies equally to the kitchen help, the housekeeper's assistants, and all other employees including those in the club office, and all minor officials. It guarantees

to protect you against awards made by the state board. The club is expected to report all accidents and injuries to the insurance company, which thereafter relieves the club of all details connected with these awards.

Workmen's compensation insurance policies are issued in blanket form, the rate varying slightly with the occupations covered. The cost of this protection, of course, varies as the number of your employees fluctuates. At the beginning of the year, the club pays a premium based on the estimated payroll for the ensuing twelve months. At the end of the year, adjustments are made in this estimate. If your payroll was greater than thought, you pay the insurance company additional premium; if less, the company rebates the excess.

Do not overlook "public casualty insurance" which offers immunity against damage suits for injuries suffered by individuals while on the club property. Such accidents as the falling of a piece of stucco from your clubhouse walls onto the head of a member; or the collapse of a bridge over the water hazard under the weight of a tournament gallery, are examples of mishaps protected by this insurance. The rate is based on the area of your premises and the area of your clubhouse.

"Tornado insurance" should be taken by clubs located in regions subject to such storms, particularly if the clubhouse stands in an exposed spot and is of frame construction. The average club, protected by trees, natural terrain, or freedom from severe storms, can generally afford to overlook this form of protection.

It is a good idea to take out burglary insurance on the bed and table linen, and the silverware. While these two items are not liable to be stolen during the playing season, because of the number of persons about, theft of such equipment is not uncommon in the winter, when the club is left with only a caretaker. Adequate protective policies may be taken out at a low cost.

Daily fee courses, and private clubs handling large amounts of cash over the week ends, need hold-up and robbery insurance. Golf is increasing in popularity each year and the amount of money taken in increases proportionally. Organized gangs of crooks are becoming interested, particularly since the money is seldom accorded the protection it deserves.

Pro Training a Big Job for Leaders

By ALEX PIRIE

President, Professional Golfers' Association of America

IN THE grill room at Oakmont during the National Open I was sitting at a table with several well-known business men who also are prominent in the world of golf. They were exchanging opinions on the reasons for the great growth of golf in the United States.

After a number of possible and valid explanations for the remarkable development of golf in this country had been advanced one of the men commented, "I think the type of the pros who established the game in America had a whole lot to do with the way it took on."

Right he was. As I look back on the careers of the earlier professional golfers in the United States it occurs to me that they were more concerned in doing the game some good than they were in their own fortunes. The invariable trait of these pioneers was a splendid sportsmanship. One of their first acts was to develop a school of home-bred pros to help in furthering golf. But of their own status as business men in a business nation they apparently cared little. They were thrifty, blessed with wives who were good "managers," and they were good family men so they had no difficulty in getting by in those days of the dawn of golf's great popularity in America. Then came the typical American rush. There was a demand for pros far beyond the supply of competent men available. This demand continues. Although there are plenty of so-called professionals out of berths many clubs are looking for experienced and thoroughly qualified pros and finding it hard to get them. The clubs that have these men are keeping them. The reason, I think, is that there are too few places where the younger professionals can be properly trained before they embark on careers of their own.

Pro's "Red Schoolhouses"

There is only one place for a young pro to learn his business and that is under the supervision of a man who has made a success at this work.

Think of the influence on the business angle of American golf that spread out from some of those early pros. They had



not the problems of "downtown store" competition to contend with nor any of the other perplexing merchandising problems of present-day pro shop operation, but they did inculcate in their assistants the simple virtues of diligence, thrift, resourcefulness, carefulness and honesty, and these still remain the cardinal factors in successful professional merchandising. Some of those trail-blazing pros I call to mind are Willie Dunn and Willie Marshall, Dave and Jim Foulis, Stewart Gardner, Horace Rawlins, Isaac and Jack Mackie, Willie Anderson, Gil and Ben Nichols and Jim Herd. Boys who finished training under them made good. The youngsters had to have the stuff in them or they didn't last.

The old school pros were hard taskmasters. Their boys spent plenty of time on the bench learning the now languishing art of individual club making. It was arduous work under exacting masters. From that point the acolyte worked up. Now it

is a case of different times and different manners. Even with the veteran pros they follow the policy that their assistants must be led and not driven, that the masters must not be dogmatic and dictatorial.

The New Policy

If I were a club hiring a young pro I would make it a point to investigate the training the boy had undergone. I would learn something about his mentor, and if I found him to be the right sort of a man I would be fairly certain that the youngster bearing his endorsement for a job was satisfactory. The established professional, individually and through his sectional organizations, which are groups of the national Professional Golfers' Association, is taking today a most conscientious attitude toward the development of younger professionals as business men. They are doing this consciously. The veterans used to do it unconsciously as a matter of pride in their work and a contribution to the good of the game.

The pioneer professionals who are still active and the eminently able younger men are allied in the common cause of studying their business that it may be made better for them as well as advance in promoting the enjoyment of golf by their members and the rest of the populace. The good professionals are finding their efforts bearing fruit at a number of points. First, they are hearing from golf clubs and supply houses a sharp decrease in the condemnation of pros generally. They have earned for the worthy in their profession a realization that there are good and bad pros just as there are good and bad stock brokers, bankers, lawyers and even clergymen. They are receiving a general acceptance of the policy that the profits of a well managed pro shop are the due of the professional who is able to make these profits and give thorough satisfaction to his members. It is but simple justice that a man whose season is but a few months and whose salary is nominal in many cases should be allowed to make a respectable income from his operations as a salesman of golfing supplies as well as instruction. He deserves the co-operation of his club to this end.

This alliance of the able older and younger pros on the present basis is receiving its most substantial recognition from the outside in the practice of many of the clubs to consult the sectional P. G.

A. bodies before engaging a professional. Internally the work is resulting in the pros talking business when they get together instead of engaging in a round of golf with unduly heavy wagers and then a session of jollification.

It will do every club good if its officials will study the work of the professional golfing bodies today and learn how these allied organizations are striving to serve golf by making their members better business men. Then, I feel sure, the professional who is truly representative of his calling will be granted the cordial and tangible co-operation he so greatly needs from the executives of his club.

Twilight Mixed Foursomes Build Club Income

AS A SURE builder of dining room business during the week the Park Ridge (Ill.) Country Club has found that a twilight mixed two-ball foursome leaves little to be desired. These events at Park Ridge are held every Tuesday evening. Play is for nine holes which allows plenty of time for the participants to finish in time for the dinner at 8 p. m. after starting at a time convenient for the men who have a set time for leaving business.

Buffet suppers are served following these events. Prize awards and impromptu speeches constitute the program. Not only does the event bring at least 80 meals to add to the club's income, and frequently well over a hundred "added starters," but the affair is one of the best promoters of club unity and general acquaintance that could be staged. No wife is allowed to play in the same foursome with her husband. In this way the women are made cordially acquainted with each other, which usually is a difficult matter in a metropolitan district club.

Each event is conducted by a committee of one man and one woman who pick the prizes and arrange the pairings and details of the supper entertainment. The chairman and chairwoman for the succeeding week are named by those of the week preceding.

Tuesday is women's day at Park Ridge and although this might seem to be a detail working against the popularity of an extra nine holes, experience has proved to the contrary.