

preparation of the surface of the ground to conform to the surface and outline desired for the finished green.

It is not claimed these greens are in any wise preferable to good grass greens. The advantages of cotton-seed hulls greens in comparison with sand greens are stated as:

They may be given a sloping, undulating surface and an irregular outline; margins blend with the fairway; they are generally less expensive than sand greens to maintain; they save much time in play due to their not having to be swept by each succeeding player; wind does not disturb the surface; rain does not wash away the surface; they may be quickly constructed at a moderate cost.

The mat of cotton-seed hulls forming the playing surface of the green swells considerably when wetted, as by a heavy rain, causing the green to become somewhat rough and soft; therefore, in their present stage of development, these greens are not recommended in localities, having heavy precipitation. It should be noted, however, that rain does not wash out the green and after the green has dried out somewhat and is given a light rolling, the playing surface is really improved. Satisfactory reports have been received from one installation where the rainfall is about 24 inches per annum.

The Greens Committee of the El Paso Country Club, where these greens have been in use more than two years, states it believes a saving in maintenance of about \$2000 a year is made over that of the sand greens formerly used, and that the time of play for 18 holes by a foursome is 30 to 40 minutes less on the cotton-seed hulls greens.

One and one-half to two pounds of loose cotton-seed hulls are required per square foot of greens surface or one and one-half to two tons for a circular green fifty feet in diameter. Cotton-seed hulls sell at El Paso, Texas, at \$8.00 to \$15.00 a ton, depending on the supply and demand. After the surface of the ground is prepared, three or four days or shifts of labor is usually sufficient to lay the loose hulls for a green 50 to 60 feet in diameter and to compact and roll them into a mat of a consistency that can be played upon. The mat is still too soft and irregular to be satisfactory, but about two days additional labor, distributed over the succeeding ten days, in further rolling usually puts the green in good condition. Good drainage is required, and to obtain this, it

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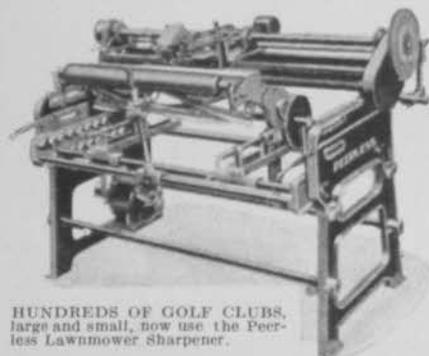
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may be advisable to replace a few inches of the surface soil with sandy soil, gravel or cinders to form a base for the green.

Routine maintenance consists in rolling the greens regularly and in moving the position of the cup from time to time. The amount of rolling required depends upon the amount of play. With light play, once every second day would probably be sufficient, whereas with one hundred players on the course, it may be advisable to roll them twice daily. Light rolling is desirable, otherwise the mat becomes too smooth and fast.

Life of greens has so far been about two years under average conditions, after which time the mat is relaid or renovated. In some cases, all new hulls have been used and in other cases fifty per cent or less of new material was required.

As the one basic rule of successful selling the pro can do no better than adopt the Golden Rule. Figure out how you'd like to have someone sell to you and then work that way on your members. One of the country's noted salesmen said, "there's nothing to selling excepting finding out what the customer wants." More sales are lost by trying to tell a man what he ought to have than in any other way in the world. Even if he should have what you want to sell him, let the member get the buying idea so he gives himself credit for it.

About this time of the season every one starts complaining about poor putting. Why not a sign in your shop reading, "If Your Putting's Off Get Another Putter"? Many players are carrying two putters in their bags now and a pro who keeps his eyes open can extend the practice.

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Cleveland Has Unique Caddie Plan

THE Acacia Country Club of Cleveland tried an experiment last year. Considerable expense was incurred in the construction of a caddie house which might be termed a miniature club house for the boys. A club room was provided along with showers, lavatories, etc. Place was provided so that the boys could bring their lunches, could keep their lunch package safe and intact and clean, or they could obtain their lunch at a nominal figure from the caddie club house lunch room which was part of the caddie house construction, says C. W. Colby in telling of the work in the Cleveland District Golfer. Good wholesome food was provided in cooperation with the main club house kitchen organization. The candy and refreshment facilities were regulated and supervised for the boys' benefit.

Play ground facilities were provided, also, with competition constantly under way in the form of horse shoe tournaments,

ball games, and other outdoor sports. Checkers, sometimes chess, and other indoor sports for rainy weather use were arranged. The right kind of reading matter for those boys interested along that line was also in evidence.

"Caddie City" Is Formed

An organization of the caddies known as Caddie City was developed. In this miniature city government the boys, under intelligent direction selected their mayor, their city manager, and councilmen, etc. The judicial branch of such a government was, also, set up so that misdemeanors and violations of the simple code of procedure could be handled through such a tribunal.

In other words, an attempt was made by the Acacia Country Club to really benefit the boys who spent their summers in the employ of the club organization either directly or indirectly. An attempt

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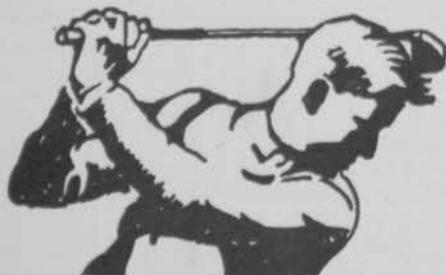
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was made to put intelligence, kindly co-operation and sympathy into the relationships that are set up in the boys' contact with the club members. This activity was under the direction of Mr. G. I. Kern, Director of the Department of Physical Education, East Technical High School. This was in co-operation with Mr. Floyd Rowe, Director of the Department of Physical Welfare, Cleveland Board of Education.

This whole scheme was tried out last year as an experiment so that it could be determined whether or not the boys' reaction to such an arrangement would justify the club in going further with such a development. The results were sufficiently encouraging to warrant the club in extending this activity during this 1927 season.

As soon as the Cleveland schools closed for the summer vacation Mr. Kern was on the job at Acacia, assisted by Herman Ryel, caddie master, and by Clarence Demming, assistant caddie master. Both of Kern's assistants were selected with considerable care so that the success of the plan would not be jeopardized by an unsympathetic attitude on the part of the club's personnel in constant contact with the boys.

A letter was sent out, over the signature of the Chairman of the Green Committee, addressed to the principals of various schools in the eastern section of Cleveland and in the suburbs east of the city. This letter called attention to the fact that the Acacia Country Club offered to boys between the ages of eleven and sixteen years an opportunity to enjoy a Summer in supervised recreation and games. The letter stated that each boy will be called upon to take his turn caddying. This means that the youngsters can earn from \$1.50 to \$2.50 a day, as the regulation fee for caddie service is paid by the club members. The club is naturally desirous of having some choice in the selection of caddies, and the principals of these schools were requested to recommend a certain number of boys whom they thought would appreciate such an opportunity for Summer employment and recreation. Application cards were sent along with the letter so that the boys interested could formally apply for admission to Caddie City.

The boys from whom cards are received met on notice from Mr. Kern at the gymnasium of the East Technical High School where the arrangements for the Summer

were detailed to them. By the time the season began immediately after the close of the schools, the caddie personnel of the Acacia Country Club was quite definitely determined.

"Brain Storm" or Business

Of course, all this activity might be considered by some people as "just another" brain storm on the part of some individuals or group of individuals. It touches on boy scout work. It has some tinge of Summer camp work. When you realize that in the Cleveland District nearly 5000 boys are listed on the rosters of the various golf clubs, and that among those names nearly 75 per cent are either foreign born or the children of foreign born parents, it might even be said that this activity encroaches upon Americanization work.

Back of it all, however, are practical considerations.

It costs money to develop turf which makes the playing of the game of golf a pleasure. Every bit of turf that is lifted or destroyed by the careless player represents money taken out of the treasury of the golf club. If the caddie organization can be so developed that each boy takes a conscientious pride in doing all the things that a caddie can do to preserve the course on which he is employed, the saving to the club over one season's play, will offset the expense of a very comprehensive caddie personnel.

Aside from this practical phase of the situation there enters the increased benefits, all the way along the line, which are realized by co-operative organized effort on the part of every element that goes to make up the game of golf;—the club member, the executive staff, the greenkeeper, the course maintenance personnel, the club house service personnel, the professional and his department, and last but by no means least, the caddie organization.

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Advises a Course Doctor

By DUER IRVING SEWALL

THE chap who originated that old quotation, "Where ignorance is bliss, 'tis folly to be wise," never was the treasurer of a modern golf club. Had he been the chances are he would have quoted it something like this: "Where ignorance causes ills, 'tis the fools that pay the bills," for certainly too few treasures of any golf clubs today can have the complete satisfaction of knowing absolutely that their clubs received a dollar's worth of real, honest-to-goodness results for every dollar spent on maintenance.

Enough money is wasted every year through pure ignorance, indifference, or through the over enthusiasm, and over selling to build many courses.

On practically every golf course throughout the country there are innumerable problems arising constantly to test the ingenuity and knowledge of the greenkeepers, and in some bad cases they are

unable to answer them in a satisfactory manner.

What is the result?

Time, material and money are wasted, with no apparent result; dissatisfaction on the part of the player; blame laid on the greenkeeper, H— given the treasurer for spending the cash; a committee meeting called; and the matter thoroughly thrashed out with the final conclusion, that the best thing to do is to call for advice. They talk to some "would-be" authority, and finally end up by doing what they should have done in the first place—call in the "Doctor."

Who Is the "Doctor"?

Just who and what is the "Doctor"?

The "Doctor" is a turf expert, a service man, a man who has by virtue of years of hard study, practical experience, extensive research work, travel and observation on many golf courses acquired a

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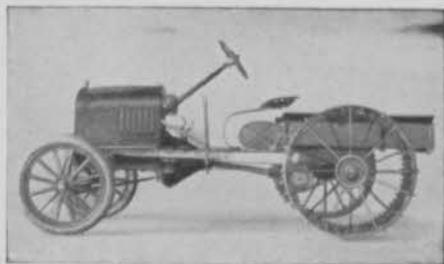
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thorough knowledge of all phases of construction and maintenance of courses—a man who has studied the cause and effect of various grass diseases, and who can prescribe for them. In other words, the "Doctor" is a man who can "prescribe" for your trouble, or if it is serious, can "operate" if necessary, and is an all-around "practitioner" whom it would be well to consult.

His fees are high, perhaps, but when you consider the fees necessary to pay for the services of any type of specialist, in any line of work, the fee charged by the golf course "doctor" is small, especially when compared to the amount of money spent and wasted, through failure to consult him.

How many greenkeepers know how and when to treat brown patch correctly? What is algae? When and why does it come? How, and with what material to treat it? What causes the action of plant food to stop? How to prevent it? What to do when it does? And some easy ones: When to roll greens and when not to roll them? When and when not to leave grass cuttings on the greens? How to make and maintain your compost piles? What material to use?

These questions are all easy if you know the answers to them, but even these few are problems of great importance in the economical maintenance of courses, and are costly if unable to be answered at the time an answer is most desired. The loss of even a day sometimes proves very costly.

"Doctor" Worth While

The golf course "doctor" knows the answer to these things and is able to give specific instructions. Is it not worth while to consult him, pay his fee, and save a first-class turf, rather than to "have an idea" how it should be done, try experiments, and find to your sorrow that you have spent good money on costly material, used it in the wrong way, given too strong a dose, perhaps—and ruined a first-class turf?

Too few clubs today know about the "doctors." There are many of them and good ones, too. One, and perhaps the greatest reason why the "doctor" has been given so little consideration, is due to the fact that when he has been given a call, made his "diagnosis" and "prescribed" for an ailment, the proper mode of procedure, and correct materials to be used, his "prescription" has not been fully carried out to

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complete the cure, and the results have proven unsatisfactory.

Too often a "doctor" has been consulted, has "prescribed," given his instructions, and left. The greenkeeper has started his treatment, some one else comes along, criticizes, thinks he knows of some other method and medicine, and immediately raises a doubt in the mind of the greenkeeper. What is the result?

The man may be a "big bug" in the club, and the greenkeeper feels he ought to follow his advice. He does so, casting aside the "doctor's" prescription, and ignoring his instructions, the result is nil. Who gets the blame? The "doctor," unjustly, of course, but unfortunately so, in many cases. Give him a chance, by completing his prescribed course of treatment, and following out his instructions to the letter. Then, if you get no results, shoot him on sight, but in any event you are no worse off than you were before. Don't let anyone "butt in" on a prescribed treatment until completed, and then give the "doctor" the benefit of the doubt. Many a man has died while under the care of the best known doctors.

You cannot expect results overnight; you cannot expect results if you wilfully

neglect the recommended treatment, and you cannot expect results at all if you are unwilling to consult and pay for the services of one who does know. The "doctor," remember, has spent years of his life acquiring this knowledge for you and for your course.

When you stop to consider that today the cost of sod, fertilizer, worm eradicators and manures are high, compared to what they were years ago, you must realize, if you stop to think about it at all, that none of this material must be wasted; that every dollar spent must produce a dollar's worth of good, and it can be made to do so, if skilled knowledge is sought, used and paid for.

Skilled knowledge can be obtained. Why not avail yourself of it, and not only conserve costs, but get better turf conditions, besides keeping the players satisfied and happy.

The "doctor" gives service valuable to all, and his charge for this service is money well spent. There are good, bad and indifferent golf course "doctors," just as there are good, bad and indifferent doctors in the medical world. Pick out a good one, pay him his fee, follow his advice, and watch results. You won't go wrong.



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When one of your members comes in the shop with the request to give him his clubs so he can get started on his vacation, try him with the suggestion that he buy his vacation golf needs in your shop.

Here are two cases we recently observed of the wrong and right way to sell. A member came into a shop and said, "I want a goose-necked brass putter with those little dots in it where you hit the ball."

The pro said, "Haven't any like that. They don't use 'em like that any more around here." No sale.

At another shop we watched a member come in with almost the same request.

The pro snapped into it, "Sure, here's what I think you want. Try it!" The putter wasn't what the prospective buyer had intended to get but the player took it and it felt good. The sale was made.

Don't let them get away if they want to buy until you have eased them into an examination of what you have in stock.

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Pick Your Architects With Care, or Repent

APPRECIATING the fact that golf club officials are primarily interested in the promotion or advancement of social and sociable activities in their clubs, it is only natural to suppose that they are not inclined to devote a great deal of time and study to architecture when it comes to the golf course itself.

This fact partly accounts for some very unsatisfactory conditions, dissatisfied membership, enormous waste of capital and some very inferior, unsatisfactory golf courses in practically every district of the golf world. Many of these misfits were occasioned through lack of finances or a desire on the part of certain men to eliminate architect fees.

Picture if you can the appearance of any city or town wherein the inhabitants proceed to build their own homes or buildings without the advice of an architect or, devoid of plans, each man's home constructed by a carpenter or a brick-layer who had worked for a few years on houses designed by an architect. Picture again the types of office buildings, bank buildings, and manufacturing establishments we would have if the board of directors selected at random a few fair mechanics and permitted them to spend the company's money for a building, the plans of which had never been completely finished.

Each and every metropolitan district first class golf course represents an expenditure of from fifty to two hundred thousand dollars exclusive of the cost of the land and yet so many boards of directors are content to permit Tom, Dick or Harry who once saw a golf course or played one for a few years to proceed spending that money after making an inadequate pencil sketch for the board's approval. Some greenkeepers and some professionals are well qualified to construct a fair course suitable for daily fee such as a community golf course, and then there are perhaps a number in the United States who have graduated from the strictly pro ranks and from the position of professional greenkeeper who, through their experience and study and superior education, are qualified to be classified among the architects. On the other hand, there

are entirely too many golf courses being constructed by men who are not at all qualified either by experience or knowledge to build anything other than the abortions we find scattered over the country and listed as golf courses.

Guesses Take Toll

It is a simple matter for any man to spend a very tidy sum of \$100,000 moving dirt around, putting in water mains and buying grass seed, but unless he knows the golf game, possesses artistic talent of an architect, knows how and where to place bunkers and can figure on a lay-out working in harmony with the winds, the sun, land contours and nature's vegetation, the result will be a misfit and a terrible extravagance. This type of golf course has been a source of expense to the club members ever since the self-styled architect came into existence some ten or twelve years ago.

A pro is not an architect just because he plays a good game of golf, nor is the average greenkeeper qualified to spend the club's money except under the supervision of a reputable, responsible architect who has demonstrated conclusively his ability in this class of work.

The writer would have it thoroughly understood that he is not here promoting any business for golf course architects but is attempting to save money for the golf clubs by suggesting that they consult with and obtain plans from a known, reputable architect before permitting their money to be spent constructing additional monstrosities which year after year must be reconstructed at great expense. Sporting goods salesmen, residence or estate gardeners, unqualified greenkeepers and professionals, caddy masters and general contractors have no place in the construction of the golf course unless it be under the direct supervision of a golf course architect.

Also Err in Buildings

Another point in this connection, the truth of which will be admitted by many golf club officials, is that the ordinary residence building architect or the sky-