as any other going business institution.

"I believe the best way to be prepared for the fall work is to budget your funds with a certain allotment for all expected work. Radical changes on the course are expensive and annoy the playing membership but a general and intelligent constructive improvement and re-seeding works no hardship on the club treasury or the membership."

Pay-Play Members Take Over St. Louis Course

W ESTBOROUGH COUNTRY CLUB is the new name of the old Westwood Country club property at Webster Groves, Mo. (a St. Louis suburb). Westwood has moved into one of the district's new showplaces, leaving its old plant to be operated on an interesting combination membership and daily fee basis until the inevitable subdivider steps in.

Louis Gund, formerly connected with Glen Echo at St. Louis, is operating the Westborough plant for Walter Pfeffer, the owner. Gund also managed Westwood for three years in its old location.

Westborough has 900 members at \$30 a year. These members pay \$1 week-days and \$2 Saturday, Sundays and holidays for their golf. Other charges are: 50 cents for tennis, 50 cents for swimming, 25 cents for handball, 25 cents for horseshoes and 25 cents for archery. Everything is on a cash basis.

The plant has a swimming pool 40 feet by 120 feet, surrounded by a terrace seating 300 people and with dance space for 200 couples. The dance floor surrounds a fountain and gold-fish pool that is brilliantly illuminated with multi-colored lights. The dining room has seating capacity for 500, giving the whole operation a feeding capacity of 800. This summer Gund is making a play on buffet lunches with the club's own bakery goods as specialties. This detail should get a great play for about 400 of the members live within a mile of the Westborough club. Gund also is making a bid for delicatessen business. He figures that even if some of the nearby members are not eating at the club, the operation can profit by supplying some of their home food requirements.







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... and fairways on hundreds of fine courses in all parts of the country are living tributes to the excellence of "Old English" grass seed.

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Caswell Adjustable Canopies

BEAUTIFY THE COURSE, protect from intense heat, shelter from rain, provide shade at congested tees and add to the pleasure and comfort of the game.

THEY ARE ARTISTICALLY AND SUBSTAN-TIALLY BUILT of high grade material and are quickly installed. They are instantly adjusted against rain and sun and easily removed for winter storage. Send for full details today.

Caswell Manufacturing Co., Cherokee, Iowa

Auto Men Put Up 7 Cars as Club Prizes

TAM-O'-SHANTER COUNTRY CLUB of Detroit (Mich.) has established the record for prize awards at intra-club tournaments. Seven automobiles, ranging from a smart LaSalle down to a snappy Chevrolet, are to be awarded members and guests.

Tam-O'-Shanter is one of the Adamless-Eden clubs and has in its roster some of the nation's foremost automobile men and such golfing notables as Walter Hagen, George Von Elm and Charlie Guest.

Details of the automobile contest are announced by Walter F. Zimmer, chairman, games committee, as follows:

A tournament for members only, held for the best eight Thursday scores played in the months of June, July and August. In order to be eligible to compete for one of the automobile prizes, it will be necessary to play a minimum of eight Thursdays.

In the event that some member should play the full number of Thursdays in these three months, his worst scores can be thrown out and his eight best scores retained.

For this tournament a Hupmobile car, donated by Messrs. Young and Cole of Hupmobile Motor company, will be the first prize.

The runner-up will get a Chevrolet donated by Wm. S. Knudson, President of Chevrolet.

The third prize will be a set of five tires donated by John Zimmerman of Goodyear.

A one day 18-hole medal play invitation tournament with a kickers handicap is scheduled. Each member is permitted to invite two guests and the prize for this tournament is a Pontiac donated by George Richards of the Richards-Oakland company.

There is a spring tournament for members only—36 members to qualify—a match play contest. The first prize is a Chrysler car donated by Jack Thompson of the John H. Thompson company and the second prize is an Essex donated by Chas. Winningham.

On July 24 there will be a one day 18-hole kickers handicap contest, medal play, for members only. The prize for this tournament being a

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Measure by volume, not weight.

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Lyman Carrier's LECCO No more brown patch, weeds or clover. Entirely supplants ammonium sulphate and expensive compost pile.

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Lyman Carrier's WASHINGTON strain of creeping bent for vegetative planting. Inside secret of satisfactory turf. Stands hard usage.

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Lyman Carrier's COCOOS creeping bent seed. In heavy demand for 1928. Limited supply for EAST this summer. Order early.

LYMAN CARRIER

Elevator, Warehouse and General Offices, GRANGER, INDIANA

Dodge donated by Tom Doyle of Thos. J. Doyle, Inc.

The fall tournament-members only -36 members to qualify—will be a match play contest and the prize for this will be a La Salle donated by Lawrence Fisher, President of the Cadillac.

The second prize will be a set of Fisk tires donated by Claude Platt of the Fisk.

All contests will be played on the handicap basis and a member can win only one prize.

EEP playing up the idea that the golf merchandise highest quality always has been and probably always shall be, sold through the pros. This idea is the first line of pro trade defense.

UALITY is the pro's safeguard on golf clubs. The department stores make the big play on cutting prices and that is bound to put emphasis on the highly competitive cheap stuff. Lower prices awaken buyer's suspicion on any merchandise.

ERSONAL interest in his members' buying is a factor that always helps the pro fight department store competi-The store usually has to function in a cold-blooded selling manner.

THE pro shop is no place for high-pressure selling. Don't try to pester your members into buying.



Look into the BRONSON STEEL ARCH GOLF SHOE special selling plan for pros.

This splendid black and white golf shoe sells at the unusually low retail price of \$10. It is sure of a big sale at your club, with a good profit margin for you. The Bronson plan, approved in actual operation by many well known pro merchants, supplies you with a consignment stock that is easily kept complete for service to your members and leaves you with no "frozen" stock at the end of the year. It is backed by strong advertising in the player papers and direct to your members.

You want to make all the money you can with your shop, so investigate the Bronson proposition right now. It's the big new money-maker of the year for pros.

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Eradicator Worm

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60 Congress St., Boston, Mass.

Plan Ahead Now-Vital to Pro Profit

EORGE SARGENT, one of the leading J lights in professional golf, a business man who'd be a credit to any field, related recently some advice that is timely for the younger pros.

"In the old days," Sargent said, "an average pro shop could be stocked with an initial investment for the season of \$1,000 to \$1,500. Now it is not uncommon for an investment of \$3,000 to \$4,000 to be required at the start of the season. That demand for capital and the slowness of the season getting under way and bringing money back into the pro's pocket, calls for thought.

"In mid-season, when the money is coming in, the pro should make it a point to put as much as he possibly can into a special savings account and keep this special account inviolate for the purpose of financing his next year's business. It not only provides him with cash when he needs it, but it establishes him at his bank as a good business man, and gives him some basis for banking accommodation if it is needed.

"Starting into the new season with a fair amount of money on hand enables the pro to discount his bills. If a fellow makes a practice of discounting he is impressed when he adds up what he has made by the discounts. It is not at all hard for the pro who watches the financing of his operations to save from \$200 to \$300 a year by discounting his bills."

Roseman New York Offices Move

OSEMAN Tractor Mower Co. has moved its New York office to Room 2413, Salmon Tower bldg., 11 W. 42d St. T. J. McArdle is in charge.

PROFESSIONAL—College man eight years' experience desires winter position. Seven years at one club. Ability in all Address B. H. Care of departments. Golfdom, 236 North Clark St., Chicago.

POSITION WANTED: Greenkeeper. Highest references. Successful experience with clubs of exacting demands. For details write W. J. L., care GOLFDOM, 236 N. Clark St., Chicago.

Uses of Compost

By A. H. TOMLINSON Associate Prof., Dep't of Horticulture, Ontario Agricultural College

OP dressing with soil compost is very necessary to bring about good putting green turf. Experience, observation and experiments show that this soil mixture or compost should consist of clay, loam, sand, together with well-rotted barnyard manures, leaves or other organic mat-The type of compost necessary for grass food must be such that may be made into fine grains and easily absorbed or assimilated by the grass roots and surface growth. Such a compost must be suitable in every way for the grass plant requirements. For soils already rich in humus or organic matter it would not be wise to use a compost with an over-abundance of manure: but this should be the chief ingredient for the type of soil formation which needs much building up in organic matter.

It is never wise, however, for compost that is to be spread directly on the grass surface to be overly rich in manure. It is estimated that clay, loam and sand should be about 80 per cent and manure not more than 20 per cent of the material applied to the soil. Too much manure would likely create a splendid breeding ground for earth-worms, beetles, and their larvae. Furthermore too much manure on the surface would not be easily assimilated by the grass plants and would likely prevent soil aeriation and soil moisture absorpt'on. What materials may be brought together for use rests with the conditions and circumstances, but the essential items are soil-grains mixed with humus made as fine as possible.

How to Procure Compost

Turf or sod boasting plenty of fibrous roots is the first requirement of good compost. The roots, rather than the surrounding soil-grains, are the important thing; so turf, to be of the best value, must have plenty of root-growth. Grass which has been browsed upon or kept cut short makes better compost than tall growing sod. Tall, starved grass produces longer, thinner and fewer roots than short grass. Meadow-sod, turf where cattle have been running, is particularly the best because of the short fibrous roots and the fact that such turf has been enriched by the stock.

If it is impossible to procure turf, a

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\$5.00, \$6.00, \$7.00 and \$8.00
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good surface soil should be used, particularly a soil which has been enriched with a plowed-under cover-crop of peas or clover or enriched with manures. Barnyard manure, if procurable, by all means should be added for mixing in the compost pile or bed. Weeds, wood-chips, peat, or moss litter which may have been used for stable bedding are other materials to be considered. Sand is very useful and necessary where the existing soil is of clay or muck formation.

How to Treat Compost Ingredients

For speedy use the materials may be placed in low piles or shallow pits and mixed, or placed in layers and mixed later. Mixing may be done by hand or by harrows drawn by horses. Frequent turning aids in speedy decomposition, especially if barnyard manure is present. If the compost be very dry, an occasional drenching with water is needed. (Care must be taken, however, to guard against the soil being made too wet by over-deluging with water.) To aid in decomposition. especially if straw and weeds are present, ammonium sulphate should be applied, using 10 to 15 pounds to a cubic yard.

Another system, which perhaps is the better when at least a year can elapse before the compost is used, is that of stacking the compost in layers. This system is usually adopted by gardeners for pottingsoil requirements. Decomposition is not brought about as rapidly with large stacks as it is with shallow beds, but the stacking is especially suitable where sod or turf is concerned and perhaps with manures. The same thing applies to freshly gathered leaves. All may be placed in layers from six inches to a foot thick or more. Stacks may be any height.

When to Procure Compost Material

As far as the turf is concerned, the best time to collect it is after the growing season, late summer or early fall, because of the presence of many new live fibrous roots. Manure may be placed in heaps at any time and rotted down, and, if required allowed to decompose separately and later mixed as a compost. Weeds can be cut down and allowed to decompose during the summer season. To save time, it is usually wise for the sod or earth, the manure or other organic matter, and the sand to be placed together rather than in separate piles.

Shelters for Composts

The mixing of soil may be done any time

if shelter be provided. If the stacks, beds or pits are fully exposed the material that is screened may be stored under a temporary shed so that heavy rain, particularly in the spring or fall, may not cause the sifted soil to become too wet. No doubt exposure to the weather aids in decomposition of the compost but sheds allow for winter work which otherwise could not take place. Sheds permanent or otherwise may be built of wood with a roof, and sides if desired.

Screening the Soil

Before compost is used it must be made fine by sifting or screening because it is the fine grains that are needed. But on no account must the rough material remaining after screening be thrown away because if it is organic matter it is most valuable and should be worked back again for further decomposition. Rubbish, sticks and stones must be discarded.

Do not keep compost in stacks for a number of years. While this will bring about complete decomposition and fine soil grains, its plant-food value is low. composts possess much more valuable plant-food material than old soil mixtures. Old soil lacks vitality.

Application and Quantity

For best results with grass plants, topdressing should be done as soon as growth commences in the spring and should be continued through the growing season until late fall. Monthly applications may be the best. Frequent soil applications are always advisable where continuous mowing takes place. On putting greens, especially during the height of the growing season, grass is mowed daily, which means that new surface plant-food is very necessary.

Grass plants are surface feeders. They do not send down long roots unless searching for plant food, but remain within an inch or so of the surface, where they send out various forms of stolens and short roots.

It is not wise to apply a neavy top-dressing in the winter months or at any time. A depth of one-sixteenth to one-quarter of an inch is sufficient, just enough so the grass can absorb the soil mixture after watering or brushing. About a cubic yard of screened compost to 2500 to 5000 square feet is usually enough but conditions vary and experience teaches what to apply in special cases. During the early spring and



FOLLOW

Willowick Country Club

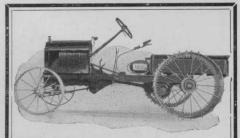
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fall larger quantities should be used, because the grass plants at this time make their most rapid growth. A heavy winter dressing is not recommended whether it be of compost or sand; suffocation may follow

Conclusion

To sum up, a compost for top-dressing should be composed of the best possible ingredients; it should be applied at the right periods in the right amounts with the proper combination of fertilizer and water. Grass must be treated as carefully as any other cultivated plant. Remember that and you will never be far wrong.

Keeps Daily Watch on Feeding Finances

WITH a comparatively short busy season it doesn't take long for a club restaurant to run hoplessly behind in the year's operations. To keep a close check on food expense and receipts one of the well managed metropolitan district clubs devised the accompanying form which, even with the necessary estimated items, is proving a practical and positive aid to thrifty operation.

Clubhouse Daily Expense and Receipts.

(Date)...

Kitchen:
Payroll () employees, including manager\$

Meals to kitchen employees—Cost...
Depreciation and breakage....
Food waste—Estimate...
Oil, electricity, water—Estimate...
Ice consumed—Estimate...
Interest and insurance on equipment investment...

Total daily kitchen overhead.....\$

Dining Room and Grill:
Payroll () employees, including house—

Total daily dining room overhead.....\$....
Food and Supplies Received in Kitchen
Today:

keeper\$....

Meals to same—Cost.....

Laundry, including rooms' laundry....

 lbs. meat	and ch	nicker	1 — A1	rerage	
price (). Tot	al		\$	
 lbs. fish-	Average	price	e ().	Total	
 lbs. butte	r	doz.	eggs.	Total	
 qts. milk.	Total.				

bread potatoes. Total
coffee. Total
Misc. Canned goods, vegetables, Total
Total
Total
Total food supplies\$
Total spent\$
Sales Today:
Lunches\$
Dinners
Sandwiches
Drinks
() Lunches, () Sandwiches, ()
Dinners to office and locker room em-
ployees
Total receipts\$
Total receipts
Estimated inventory of food in kitchen
and storeroom tonight\$

COUPON SCORE CARD HELPS HANDICAPPERS

Getting members to turn in their scores for proper handicapping continues to be a major problem for the handicapping committee. An interesting and helpful idea that has been put forth for getting the scores is the coupon score card developed and supplied by the Graphic Score Book Co., Park Ridge, Ill.

Of this unique card, now being used successfully at a number of clubs, the Graphic Score Book Co. says:

"A strip of four detachable coupons (one coupon for each player), is provided, upon which may be entered the individual names, out, in and total scores, and the date. These coupons are easily detachable from the body of the card, either in strip or separately, by tearing along the lightly-perforated lines. Filled in with the scoring information required for handicapping or score record purposes, the strip of coupons may be deposited in a box provided for the purpose on the way to the lockers; and, the score-card with the records of hole-by hole play remains in the possession of the players to be used as they please.

"Fully 90 per cent of all foursomes regularly play Nassau matches or team matches. The customary score card does not provide space for the scoring of these matches. The coupon score card is designed so that the hole-by-hole results of such matches may be entered in a column that separates the scoring-columns of the usual partners, Players No. 1 and No. 2 from their opponents, Players No. 3 and No. 4."

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