



No. 5 at Sea Island is 135 yards long with water at the back and on both sides.

were obtained from farmers who were glad to get rid of them. All weeds were picked out before using. By this method you can get a green very quick as I have obtained a good putting surface in five weeks after planting stolons. The hotter the weather the quicker the results with the proper fertilizing which is best suited for the soil. Plenty of water is applied at night with the proper rolling and top-dressing. Some greenkeepers may say that this field Bermuda is too coarse for putting greens, but it is not.

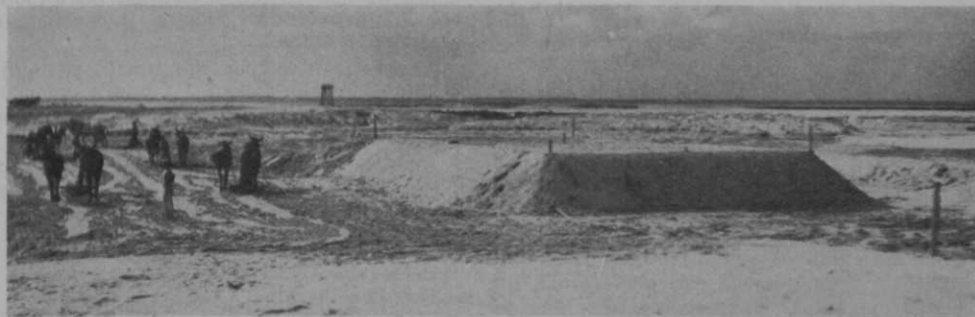
I have also put in eighteen fairways, thirty-eight tees and two practice greens using the stolon method with three inches of top-soil over the fairways fertilizing with Milorganite and phosphate. Bermuda greens should be top-dressed at least once a month with a little fertilizer at the same time. I am a great believer in top-dressing lightly. Personally I am a "nut" on sulphate of ammonia as it has certainly been a friend to me. It gives my greens a beautiful color also keeps out

weeds. To me it seems to keep the leaves tender. I would suggest that greenkeepers keep their mowers sharp and a little tight so that the reel is up against the cutter bar then they will cut and not chew or bruise the grass which will leave a smoother putting surface.

### Peat Moss Helped Here.

If I were going to build a golf course in the southern coastal section or in sandy soil I would use peat moss. I have used it in two of my greens and I notice that they hold a pitch shot much better than the others and they also require less fertilizer. Why? Because the peat receives the fertilizer and holds it in suspension gradually feeding it back to the roots. Otherwise this same fertilizer after a heavy rain would go beyond the roots which would require fertilizing more often. These same facts apply in using peat moss on fairways.

There is a pest in the south known as the Porto Rican cricket mole. They are very hard to kill because they can fly. I



An idea of the construction job at Sea Island may be obtained from this construction view of the 17th tee looking from the fairway.

have seen many courses along the coast ruined by this insect. I get good results from lead arsenate as they do not like the taste of it. The best time to put it on is about the first of May using from 200 to 300 pounds per acre depending on how bad they are. For the greens I use carbon bisulphide with a skewer and funnel, putting about a thimbleful in the hole early in the morning. This mole works just like a field mole. They eat the joints of the grass and Oh Boy! how they can mulcher the soil. I have seen a fairway ruined in less than a month. It is either spend money to get rid of these pests or have no fairways. You can use the arsenate of lead as it is by broadcasting or use sand mixed with it. The sand will help to get it down by the roots.

There is one more point which I would like to bring out which I think is very important. Quite a bit of the greenkeeper's success depends on the chairman of the greens committee. There are entirely too many chairmen who do not know grasses, soil conditions and very little about a golf course. Under these conditions a greenkeeper is working at a disadvantage. The chairman of a green-committee should be a man with plenty of patience, one what would consider things and not fly off the handle at every complaint. He should also remember that if his greenkeeper hasn't the proper equipment, fertilizer, water pressure and labor that he or no other man can make a success in maintaining a golf course. It is hard enough under the best of conditions. There have been many greenkeepers blamed and discharged for no fault of theirs. Personally I have been fortunate in the last seven years. I have only had two chairmen and they have been men who were very considerate and have often looked at things from my viewpoint. A man of that caliber can be of great help to a greenkeeper.

## Detroit's Park Golf Has Record Year

POPULARITY of municipal golf in Detroit is demonstrated by the figures for the calendar year ended December 31, 1929. The total number of rounds played on the five municipal courses during the year was 405,151. This exceeds the 1928 record by 117,201 rounds. The increase was due to the opening of the first nine holes at Chandler Park, which will be supplemented by an additional nine holes this year, and

the new nine hole course which was opened at Palmer Park in 1928.

Gross receipts were \$187,611.00. This figure was increased to \$226,963.00 by adding the amount of \$39,352.00 received from the golf course refectories. Net profits were as follows:

Palmer Park .....	\$13,217.00
Rouge Park .....	5,111.00
Rackham Park .....	14,913.00
Belle Isle Park .....	3,518.00

This gives a total of \$36,759.00, and after deducting the deficit of \$914.00 of the Chandler Park course, net profits from the municipal courses were \$35,845.00.

The Chandler Park deficit of \$914.00 was due to the installation of drainage and sewer mains. Net profits from the refectories operated at the various golf courses was \$8,392.00.

A detailed report of the operations at the various courses as supplied by George T. Lynch, secretary of Detroit Department of Parks and Boulevards, follows:

	Length,			
	Holes	Yards	Par	Opened
Belle Isle .. 9	2,043	29		May 24, 1922
Palmer* .. 18	5,950	71		Aug. 24, 1923
Rackham .. 18	6,445	71		May 20, 1925
Rouge .... 18	6,395	71		May 24, 1928
Chandler* .. 18	6,139	71		June 29, 1929

\*Operated as two 9 hole courses. Second 9 holes at Chandler ready about 8/1/30.

Approximate operating cost (1929 calendar year):

	Operating	Main-tenance
Belle Isle .....	\$ 9,774.26	\$10,200.99
Palmer .....	16,750.71	18,945.41
Rackham .....	20,919.70	17,928.38
Rouge .....	9,814.62	15,928.90
Chandler .....	5,476.90	10,887.19

### PLAYING FEES.

Belle Isle—25c per round of 9 holes.

Palmer—25c per round of 9 holes. Purchase of 50c ticket, registered with both starters, provides for practically continuous play for 18 holes.

Rackham—1.00 per day until twilight. Twilight period (about 3½ hours prior to closing) 50c. Use of showers and locker included in playing fees at this course.

Rouge—75c per day. Twilight play 40c.

Chandler—25c per round of 9 holes with provision for 18 holes at 50c.

### ROUNDS PLAYED—1929.

Belle Isle .....	68,315
Palmer—1st nine .....	93,221
2nd nine .....	70,085—164,306
Rackham .....	63,175
Rouge .....	55,366
Chandler—1st nine .....	53,989



The No. 9 green at Hillsdale would do credit to many big-town clubs.

## 26 Years and Their Reward to Happy Small-Town Pro

**A**FTER a little difficulty I have found the old minutes of the Hillsdale Country Club. You know it is rather hard to remember things that took place back to May 3, 1913. That was date of the first meeting of the committee that started what is now the Hillsdale C. C. At this time they took up the proposition of the leasing the grounds consisting of forty acres on the shore of Baw Beese lake. This was secured for the rental of \$200.00 per year to run for three years, with option of purchase, and at this time the layout was made. In June of same year plans were made for the building of a clubhouse. This same building is still in use, one of the pictures will tell the story. You can see it is a cozy little place and fills the bill. Kitchen and dining room are in the basement which fronts the lake, the second floor is club room; very neat and plenty large enough

for club parties, etc. It is used mostly by the ladies.

### Expenses Low Then.

You can form a mental picture of a hard working bunch of officers trying to figure out plans to finance the building of a golf club with only a handful of members. But remember at this time it was possible to employ man and his wife to take the dining room for \$30.00 per month and the greenkeeper at \$100 and he furnished a horse to do the work with. Some of the boys would get a real laugh at these figures.

On May 2, 1914 I went to work at the club in a very small way doing the club repair work nights and Sundays and from that time to this have been 100 per cent with and for the club.

### A Joy for the Pro

It would be a long story to run through the 16 years and try

*This is a tale about, and by, one of the richest men in pro golf. In calling Frank Refner rich we and the income men differ on definition, but when you get a fellow to write about his work, and his satisfaction in it, his family and his club as Frank Refner writes here you can count that man a plutocrat in the substantial pleasures of this world.*

*We asked Frank to tell us something about his 26 years' service at a club in a town that probably not one in a thousand ever heard of, which is their tough luck, according to Refner. Instead of any "rewrite" we are printing his letter word for word as an admirable picture of the companionate growth of golf and communities in these United States.*

*The pros and officials at the smaller clubs will get a glow of profitable inspiration out of Refner's story.*

*To Refner and his club GOLFDOM extends congratulations for the happy picture of a properly run small town golf club presented by the long lasting Hillsdale alliance.*

THE EDITOR.



Hillsdale's inviting clubhouse has two "fronts," one of them facing Baw Beese Lake, the other the golf course.

to paint you a picture of what took place in the building of this fine little club. But few of the boys have enjoyed the relations I have and am still enjoying in my work with this fine bunch of members. Remember you at times have to forget your golf game; in fact there are so many things that take up your time the game I think of is the other fellow's.

In 1918 the club was incorporated and at this time the land was purchased. By the way of comparison the same couple who had the dining room at \$30.00 per was hired at \$130.00 and in 1921 at \$180.00.

### Members Work on Course

Each year a small program of improvements was taken care of. At this time the greens were of a natural nature, no traps to keep up and greens planted to fescue. We took care of a great deal of the special work by dividing the members into three teams with a good captain at head of each bunch, and you would be surprised at the amount of labor this hard working bunch cared for. This plan is still carried out in the way of a clean-up each spring. And by careful management some of the harder jobs are handled at no expense.

In 1927 we built a new locker-house both for men and ladies, and in 1928 option was secured on fifteen more acres with the object of constructing a new layout.

We got Arthur Ham of Detroit down here and we made sketches of new greens. These were submitted to the directors and they decided to go ahead with the work. Harold Paddock of Cleveland revised these plans and did the construction work. The beauty of the place cannot be appreciated from the pictures.

### Great Place for Living

We are on the shore of one of Michigan's most beautiful lakes and only about 2 miles from Hillsdale, a very fine little city of about 5,000. Last year we had 157 members. Thirty-one of these are out of town members, mostly from Detroit. When I tell you this club is made up of the finest people in the world, I should know. I am 100 per cent for them and feel they are the same for me. I have a nice little home a mashie shot from the grounds, and live there about eight months in the year.

My son, who is in his last year at high school, helps me in the summer and if he keeps up with his golf we will soon have a golfer in the family. He is a six footer with a golfing ideal of a Hagen, Jones, or Smith or some one with more ability than his father as a par shooter.

I try to make myself a valuable man to the club instead of to my game and all my efforts are in making the club 100 per cent for the members, perhaps this is the reason of my being with



Frank Refner, for more than a quarter century a builder of golf and his community



NED EVERHART,  
Miami Biltmore C. C., Coral Gables, Fla.



S. L. SULLIVAN,  
Jackson C. C., Jackson, Miss.



E. L. JOHNSTON,  
Bobby Jones G. C., Sarasota, Fla.

*There's nothing like profit  
to give you more "pep"*

NED EVERHART, E. L. Johnson, S. L. Sullivan and Carl Lindgren are four splendid examples of the modern era in pro merchandising. Take their tips on bright display of the liveliest selling features—quick turnover puts profit in your pockets and "pep" in your shop operations.

*Walter Hagen*



CARL LINDGREN,  
Visalia G. C., Visalia, Cal.

[[ No. 16 of our series in *GOLFDOM*  
on "Pros Who Make Their Shops Pay." ]]





*Ned Everhart, in his new Miami-Biltmore shop, has what many claim is "the prettiest golf shop in the world". Note how the ball case is at the back of his shop so people will walk through and enable Hagen display to put in its strong sales work.*

**"THE** Hagen line commands a prominent place in my display room for I know it is good paying business to make it easy for a distinguished line and my shop's distinguished clientele to get together."

NED EVERHART.

**"JUST** offer them the opportunity to buy,' is the story behind my success with the Hagen line. Featuring the Hagen line is just good business and will help build the pros' reputation and profits. And, I like the way the Young Company does business with pros."

E. L. JOHNSTON.

*Neat, well selected stock is the feature of Johnston's shop at Sarasota. He knows the value of getting turn-over profits by featuring the line with the strongest selling points.*





*Carl Lindgren's shop shows effective use of the Hagen line's display in adding to the dignity and authoritative atmosphere of his sales room as headquarters for the finest in golf goods.*

**"M**ERCHANDISING today, a pro must give the same study as large buyers; therefore, in making a recent change to Hagen merchandise, I pride myself on using rare judgment as my sales have multiplied, my friends increased and my wife was converted too, and I'm out the expense of her new set of irons. The compactness of the blade in the new Hagen irons has added new thought and taken many strokes from the users in our club."

CARL LINDGREN.

**"T**HERE is practically no sales resistance to the Hagen line. When they see it, they want it. The fine design, workmanship, balance and finish of Hagen clubs, your exceptionally good service and advertising all combine to boost my sales."

S. L. SULLIVAN.

*Sullivan's shop has a big inventory of stock so people are encouraged to buy because thoroughly satisfactory selection is assured. The feel and attractiveness of Hagen clubs on this broad basis of comparison make them leaders in shop sales.*





# They had to be good to get where they are

*Recent tournaments won with complete sets of Hagen clubs include:*

British Open	Berkeley \$4000 Open
Great Lakes Open	Pasadena \$4000 Open
Oregon \$6000 Open	Savannah Open <i>and</i>
Hawaiian \$6000 Open	Mid-Florida Open

*Hagen clubs predominated in the bags of:*

5 of the first 7 in the Oregon Open

6 of the first 8 in the Pasadena Open

the winners of the 1st and 2nd in the Western Open

3 of the first 4, including the winner, in the  
\$10,000 Los Angeles Open

12 of the 24 prize winners in the \$25,000  
Agua Caliente Open

*and*

6 of the first 10 in the \$15,000 La Gorce Open

**H**AGEN "Compact Blade" matched irons offer  
the most advanced step in iron club design and  
structure that has come about in many years. "Com-  
pact Blades" are sure to stir up an amazing amount  
of new interest and new business in your shop.

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THE L. A. YOUNG CO., DETROIT, MICH.  
*Makers of Walter Hagen Golf Equipment*

ALSO SALES OFFICES AT

NEW YORK, 1270 Broadway    CHICAGO, 14 E. Jackson Blvd.    SAN FRANCISCO, 153 Kearny  
LOS ANGELES 730 S. Grand Ave.    SEATTLE, 912 Western Ave.

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them so long. You will note in the picture that my shop is located in the center of the locker-house. We have showers in both ladies' and men's lockers. We bought seventy-five of the best steel lockers we could buy and sold to members instead of having the rental plan.

By the way the small town pro, must not forget the ladies, one day is given over to them for bridge and golf. I don't know much about bridge but we have a fine bunch of lady golfers.

We replanted our greens to Cocoos Bent and it is doing fine due to the efforts of Bill Barton who was with us last summer. Bill is a good greenkeeper and hope he does well on his new job.

### Shop Vital Small Club Asset.

I have visited small town pro shops and find there are few of them with good shops. Perhaps this is due to the clubs, I don't know. But I do know it pays for the small town pro to keep a neat shop and to carry a good line of goods. I don't want my members to have to go to the larger club to buy their equipment. If I don't have it I get it for them.

Now Herb if I have given you anything of interest, I am glad, as you don't see much in the way of taking care of the small town pro's problems. I am sure the time is coming when some of the boys will loose their par shooting guns and will be glad to go to the simple life as at this time the rainbow will have lost its color.

## Take Golf Tax Test Case to Higher Court

PRESCOTT S. Bush, secretary of the U. S. G. A. has advised members of the association and regional golf associations of the progress of the test case on the legality of the 10 per cent tax on transfer of golf club securities in a bulletin which reads:

"In line with its policy of using every effort to reduce taxes affecting the game of golf, the United States Golf Association some time ago authorized John G. Jackson, general counsel, to institute proceedings to test the legality of the 10% internal revenue tax now being collected on the purchase of securities of a golf club when paid by an incoming member to an outgoing member. After the necessary preliminary proceedings, suit was brought in the name of Ector O. Munn against Frank K. Bowers, as collector of

internal revenue for the Second District of New York, to collect the sum of \$450.00, being a tax equivalent to 10% of the purchase price of shares of stock of a Long Island club, paid to a former member by Mr. Munn upon his election to club membership. This stock was purchased by Mr. Munn to meet the requirement of the by-laws of the club that only owners of stock of the club could be duly elected to membership.

"There being no dispute as to the facts, the case was argued before Judge Caffey in the United States District Court for the Southern District of New York, on the pleadings, and Judge Caffey decided that the tax had been wrongfully collected and that Mr. Munn was entitled to recover. The principal points advanced on the argument were, first, that Section 413 of the Revenue Act of 1928, under which the tax was assessed, provided that the tax could be collected only on amounts paid to a club, and the purchase price of Mr. Munn's stock was not paid to a club but to a third party. Secondly, admitting that the initiation fees under the statute included any payment, contribution or loan, required as a condition precedent to membership, whether or not evidenced by securities, and irrespective of the person to whom paid, the club did not require any payment or contribution, or loan, but simply required that the member be the owner of a share of stock of the club, which might be acquired by gift, exchange, inheritance or in any other way.

"In other words, ownership of stock was one thing and a payment or a contribution, or a loan, was another thing even though resulting eventually in stock ownership. It was also argued that on technical grounds the statute was, in effect, a direct tax, and therefore unconstitutional because it was not apportioned.

"The Government's counsel announced their intention to appeal to the Circuit Court of Appeals, and the Association will facilitate an early disposition of this appeal in order that member clubs may have the benefit of a final decision on this important question."

### PRO IS REDDY KEYSTONE

New York City—The golf pro is the central figure of the Nieblo Mfg. Co.'s 1930 popular magazine advertising. The Reddy copy counsels the readers to get the pro to give instruction and carries propaganda for an increase in pros' pay.

The tag line tells the reader to buy "Reddy tees, your clubs, balls—all your golfing accessories from your pro. He knows from experience 'what's what'."

# Joint Meeting Move Approved

Since the proposal of a three-cornered conference of club operating officials was made in March GOLFDOM the official reception of the plans has been expressed in strongly favorable terms. Announcement of the definite details will be made as soon as officials of the National Association of Greenkeepers, the Club Managers association and the Professional Golfers association can get together.

Golf club officials and members may well rejoice at the signs of greater co-ordination and better financial showings of club operation which are obvious in the reception of the conference idea by the spokesmen for the department heads.

Typical of the comment forthcoming from the managers, pros and greenkeepers is the statement from Henry R. Dutton, secretary of the Club Managers' association. He tells GOLFDOM:

## Managers' Executive Endorses Meet.

"The manager-greenkeeper-pro conference is a worthwhile idea and one which should be beneficial to all involved.

"I do not know who is responsible for the suggestion of this joint meeting, but I think it is a splendid one and you may rest assured that I will do everything possible to see it through.

"We hope to have a directors' meeting in the very near future, at which time this matter should come up for definite and official action. In the meanwhile, I am perfectly willing to be quoted that the association directors are favorable to the joint meeting idea.

"Of course, in a great many city clubs we have a similar proposition where the club employs a paid secretary and a paid manager and in some clubs we have a triumvirate of an accounting department, a treasurer's department and a department of management; and where the three do not function in harmony, and co-operation is not forthcoming, the lives of all three are apt to be full of trouble and, as a result, the club suffers.

"That harmony can exist, both in the city club and the golf club under conditions whereby there are executives for two or more branches of that particular club, has been demonstrated time and time again, but as you indicate, there has been a feeling of suspicion spring up which has no foundation in fact and

which suspicion can be eliminated through proper understanding."

## Morley Boosts Conference.

Col. John Morley, president of the National Association of Greenkeepers, is all for the idea of a joint meeting and advises GOLFDOM that his association officials are working toward a conference with the P. G. A. and C. M. A. officials at which time the details of the proposed Columbus session can be definitely arranged.

Morley long has been a plugger for this platform of team-work for at the first convention of the Club Managers' association held in January, 1926 at Hotel Sherman, Chicago, the veteran pilot of the greenkeepers vigorously advocated close co-operation of the managers, pros and greenkeepers. John, at that time, commented to the effect that the cautious Scots who started golf made the game plenty big enough for the three department heads to grow harmoniously. He has repeatedly stated that only the co-operation of the operating triumvirate would give golf clubs satisfactory results.

## Pirie Checks in for Pros.

Alex Pirie, the P. G. A. chief, has given the conference proposition his enthusiastic endorsement. Pirie says: "Equal to the matters of exclusive interest for the professionals is this vital matter of departmental co-operation so our men, the greenkeepers and the managers can function as a unit elevating the standard and lowering the cost of club operation.

"The proposed Columbus conference embraces the staging of a business school for pros in which their shop business operations and their instruction service to their members will be constructively studied. By all means the professionals also are interested in taking advantage of the opportunity of promoting closer contacts with their allied department heads and in obtaining a better mutual understanding and helpfulness in club operation.

"The happy suggestion of a conference brings to us all a chance to prepare ourselves for more valuable service to our clubs and members and to impress upon our club officials the earnestness of our ambition in this direction."