

# How Club Service Helps Pros Increase Profits

By WILFRID REID, WILLIE OGG, JOHN INGLIS  
and CHARLES HALL

ANY business that makes the most of its chances for profit plays up the money-making opportunities in the departments that represent something exclusive in the establishment's service.

So, in view of the pros' generally close attention to possibilities for increasing sales and net income it is not a sensational piece of news to tell you that some of the wisest lads in the game are setting plans for a very energetic development of the club-cleaning department as a sales feeder.

In this club-cleaning business the pro has the store competition stopped dead. Probably the only big mistake about the club-cleaning operation as done in the shops of leading professionals is calling it club-cleaning instead of club-servicing. With the chromium and stainless steel heads and the steel shafts there may be some who think the club-cleaning department as it now is conducted is on the down-grade. That's a baseless fear. So long as there are human beings making golf clubs and playing with them there always will be attention required by golf clubs. The grips need attention; the shafts need care even if they are steel, and if the stainless steel head is of the grade of hardness that is best for a golf club it certainly is going to need some repair touches that must be given by an expert hand.

There are a lot of the boys who take this club-cleaning business just as a matter of course, and that's where they are guilty of sleeping while a winner is walking by. When you get the honest close-up on a lot of pro incomes you see that the club-cleaning income frequently is the pros' net profit for the year. A dumb kid, without proper supervision, working on club-cleaning can mess up more of a pro's reputation as a business man than you'd think off-hand. But some bright laddie can be

one of the best little business-building assets the boss could have. For that reason some serious study of the club servicing is to be highly recommended. In the first place, the pro probably will find, as Dave Livie did, that the cost of cleaning clubs is a whole lot more than it used to be before the matched sets became so popular. And they'll probably learn, too, as George Sargent did, that it costs a pro about 50 cents a club in free service given buying members.

GOLFDOM has asked some of the leading lights of the pro business to give their slants on club-cleaning so the other boys would get launched into deep thinking about what added money might be made out of this phase of shop operations.

We'll start off with what the veteran Wilfrid Reid of Indianwood (Detroit district) has to say. Will is serving his thirtieth year as a pro golfer this season, and knows his stuff. Incidentally, this writer will say that Bill's successful presentation of Indianwood's invitation for the 1930 Western open was one of the neatest, commendably concise speaking stunts we've heard, and a rightly timed, impressive bit of work in promoting pro recognition.

Reid says:

Golf clubs properly cared for are always a big factor in any club, and often either make or break the standing of a professional with his members. During my six and one-half years at the Country Club of Detroit, possibly one of the most important professional positions to be held, 95 per cent of the members were older golfers, therefore educated in their likes and dislikes, and versed in all the tricks of the game. Never during my entire period did we receive "a solitary complaint" from the club members pertaining to club cleaning and general upkeep.

My *modus operandi*: I kept one good club cleaner solely for cleaning clubs.

He was charged with the entire care and responsibility of all clubs—not only to keep them clean, but to keep each rack where the clubs went (the pigeon holes) clean also—and the floor, too, every day. This was inspected at least twice a week by myself. I would look through every set of clubs. If dusty, would call same to his attention. It is well to have the buffer in a separate room so that the club rack room is free from dust, etc. Whether the clubs were used or not they were cleaned at least once a week. All wood clubs were shellacked at least once a month—and the faces of the clubs (wood clubs) cleaned off with a sponge or *damp cloth* (never *filed* unless asked for). All loose strings or other little trifling jobs, filing down dents from stones on the niblic or other clubs, loose brass plates, etc., would be done at once. Minor repairs were included in my charge of \$1.50 per month—and we would have as high as 350 sets and as low as 280. It is necessary to prepare a big list, alphabetically arranged, so that all A's or B's or C's are registered opposite the rack number. For instance, Mr. Abbott, may be No. 1, or another form of running this rack number is to give each member the same number in the golf shop as the number of his locker in the clubhouse.

With the number of steel shafts now in play, oiling shafts is not so important. All hickory shafts were oiled and shellacked every month at least once; just a drop of raw linseed on a duster and a few drops of shellac, and rubbed into shaft until warm will act as a preventive against rain and weather.

All wet clubs would be thoroughly dried on entering the shop—but would not be cleaned or oiled and shellacked until the following morning, being given time to thoroughly dry out. Same with golf bags, umbrellas, etc. After a few weeks of cleaning the clubs take on a shine with rag buffer and are easy to keep—once this stage is reached.

### Cleaning Is Pro's Ad

It is a good investment for any member of the club and a great thing for the pro.

It keeps them both constantly in touch with each other and from the pro's angle "It is a very silent appreciation of good will towards his members to see that each set of clubs is well kept." Any member who has a spark of golf intelligence always will appreciate a good looking set of clubs. Inwardly every golfer has the idea "that he has the only set on the earth." It is well to keep them in this frame of mind, and cleanliness is the first step towards the greater godliness and the A. B. C. of all begin-

ning in golf. You can well imagine the frame of mind of the golfer who really prides himself on his clubs, when, on arriving at the first tee—he suddenly discovers half his clubs are only half cleaned—rust on the edges and a few tell-tale strings dangling down his shafts.

Now you will see my point. This member's good will has probably been greatly lessened in that one minute. His general inner man is equivalent to a very stormy sea, consequently his game suffers, so does his caddie and possibly even his home. And this leads to no end of trouble.

### Works on the Players

I have known very celebrated golfers, but more celebrities in other walks of life; prime ministers (Mr. Asquith was a pupil of mine) ambassadors and even presidents. These men appreciate and often have expressed themselves in words which went to show and prove "why they were really great men." Not even the clean iron clubs would escape these men. On one occasion with a former British premier playing over my old course at La Bontie, France, this gentleman's words on the first hole were, "Wilfrid, if the condition of my clubs amounts to anything, I know there are no better golfers"; meaning that they were so clean, so well polished and groomed up it would put him among the highest class of golfers. Unfortunately he *was* not quite able to play up to the standard of his well kept clubs. Nevertheless it was a great feeling to begin with.

### "Charge on Monthly Basis"—Ogg

One smart slant on avoiding all chances of misunderstanding in club-cleaning and leaving the way open for a complete job of good-will building, comes from Willie Ogg of the Worcester (Mass.) C. C.

Bill remarks:

My club-cleaning boy's job consists of cleaning the iron heads with the regular wheel and the wooden heads with a wire wheel. This wire wheel takes all dirt off the wooden club faces without in any way altering the face although it gives the appearance as if they were re-faced. He must renew strings as soon as they show signs of wear and not wait until they come off; shellac wooden heads and shafts periodically, and get authorization for needed repairs from any member who happens to overlook same.

I may say while on this subject that I used to charge \$1.50 per month for this service and had no end of trouble with that method of charging. Some members would take out their clubs or bring

them in in the middle of the month and demanded rebates because they were not in the shop for the calendar month. We also had trouble during the summer keeping track of when sets were taken out and brought back. The monthly system would work all right if members did not ask for rebates, but humans are not built that way.

By introducing a system of yearly rental of shop lockers and charging a flat rate of \$10.00 per year I eliminated the rebate question and nearly doubled the club-cleaning business. It is a much happier arrangement for all concerned and avoids friction.

I think this method of charging for club-cleaning is now being largely used throughout the country. I have used it for the last four seasons and no doubt some of the boys have used it longer than that. I thought I would mention this phase of club cleaning while on the subject because someone might read this who might be charging on the old monthly method and having troubles with it the same as I had.

## Educate Boys to Sell

Charley Hall, pro at the Country Club of Birmingham (Ala.) has a good idea slated for use this year. He plans to give his club-cleaning boys an inducement for building business. This strikes us as being a hunch that may work out to be great for the pro and the member as well. The kids certainly ought to know just what shape the player's equipment is in and be prepared to put in some acceptable ideas for making sales. Undoubtedly supervision and education will be required before Charley gets this plan working smoothly as the boys who are inclined to be a bit over-eager to collect some commission can get the shop in wrong, unless the boss has the situation well in hand.

Hall summarizes his club-cleaning plan: My instructions to my boys are:

1. To know each member's name and so address him is a firm, polite way.
2. That just cleaning the iron clubs is the smallest part of his work.
3. I try to impress on the boys if they will pay attention to the little things that go wrong such as strings, loose heads, heads out of line, bad finish on wood heads, and bad grips, the member will realize the service he is getting, which is the groundwork for new sales as well as a long club cleaning list.
4. This season I am going to give my club-cleaning boys commission on sales they make.

Too much attention can't be placed on club-cleaning list at this time for I am sure most of the professionals see a great battle ahead with the many nickel alloys in heads coming on the market at this time.

## Protects Pro Business

J. R. Inglis, pro at Fairview G. C. and president of the Metropolitan P. G. A., is a strong advocate of using the club-cleaning department as a defense against store competition.

Johnny comments on club-cleaning:

The club-cleaning matter is one that should be thoroughly studied and developed by the pro. To my mind it is one of the major assets of the pro's business. By taking good care of the clubs the pro makes friends of all his members and gives plain indication of his interest in the good condition of their playing equipment. The members, in turn, feel obligated to their pro and only a very small per cent buys clubs in stores. In my club this number is less than one per cent.

I make it a point to see that no club ever leaves my shop with strings hanging loose or with mud plastered over the faces of the woods. In the case of minor repairs they are handled promptly without expense. When major repairs are needed I have a tag advising of the needed repair attached to the club needing attention. This results in many sales of new clubs as well as a good repair business. The practice avoids the slightest suggestion of "high pressure" selling and works wonderfully well because it shows the member that the pro is taking a personal interest in the member. I am careful about having the boys keep the wooden heads and shafts oiled and shellacked for this arouses the favorable comments of the members and it is first class advertising for my shop.

I charge by the season instead of the month, and in this way escape a lot of bookkeeping or misunderstanding.

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Mrs. B. R. Leach, wife of the widely known turf authority, died at Riverton, N. J., from peritonitis January 3. The fatal illness developed as a result of the birth of the second daughter in the Leach household.

The many friends of the bereaved husband extend to him their sincere condolences.

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# Greensmen Tell What Courses the

By JOHN ANDERSON—J. O. CAMPBELL—ERICH PAHL

## Prepare Well Ahead for 1930 National Open

By ERICH W. PAHL,  
Greenkeeper, Interlachen C. C.

WE started the season as usual, with top-dressing and fertilizing the greens and tees, after which we proceeded to fertilize our fairways.

The fairways had never been treated before, and were sorely in need of fertilizing, clover having come in quite heavily



Erich Pahl, Interlachen's prized greenkeeper.

in most fairways. We applied 30 tons of Milorganite and 6 tons of ammonium sulphate, being put on at the rate of 40 pounds Milorganite and 10 pounds ammonium sulphate per thousand square feet, and being applied with an end-gate lime spreader. The job did not take us very long, and after the first rainfall the change in color and the thickness of the grass was remarkable.

The effects of this one treatment lasted all summer, so we are planning on the same treatment for next year.

With the exception of caring for the U. S. G. A. demonstration plots, which were planted on our course a year ago last September, our work was the regular routine work until the latter part of June, when my chairman, C. E. Van Nest, got back from the national Open at Winged Foot. Then we began plans and construction of several new tees and bunkers for

the delight of those who will assemble here next July for that great classic, the 1930 national Open.

We built three new tees, and enlarged and raised two others, and put in eleven new bunkers just where they would do the most good. We just got our tees surfaced when I was notified that the state Open would be held at our club the following week, and they wished to use the new tees.

### Rush Work on Tees

We were going to rebuild our practice green, so immediately got busy taking up that sod and laying it on the new tees. It took us about two days to cover the tees. A thorough soaking and rolling and they were ready for play on Thursday when the play opened, and we had no complaints because of imperfect tees. I considered myself lucky to get them in such good playing condition on such short notice.

The practice green was then remodeled, new drain pipes installed, surfaced and planted with six different strains of creeping bent stolons that are doing the best in this locality and one plot of Cocos Bent, this being done to get a check on the best strain for resistance of the various diseases and the best putting surface. A similar plot, though not so large, was put in on a north slope to test out against winter exposure. All in all I believe that this is going to be of great value to us and other clubs in this locality in years to come, so no mistake should be made in the selection of a grass for putting greens.

Our greens are at present planted with Virginia strain creeping bent, and in order to fine up the surface for next summer's play we are going to give them a thorough raking first thing in the spring, then seed in about twenty-five pounds of Cocos bent, then apply a coat of top-dressing and fertilizer. With good weather to start it off, I can see no good reason why our greens should not be in first-class shape for the tournament in July.

All this preparatory work being done

# 1929 Work Did Their Most Good

HARRY HANSON—F. J. ROTH—ELMER AFFELDT

this year leaves only the finishing touches to be done before the big tournament. One thing about the work we did this year is that it does not affect the average player in the least, but will affect the long shooters plenty if they get off the line.

One particular piece of work we did that we are all proud of is the improvement of the passage from the tenth green to the eleventh tee, which became necessary on account of the increased traffic on the highway which it crosses, and to my chairman goes the credit for the plans of the layout. A distance of about one hundred and fifty yards, the player walked down a slope, then uphill to the embankment of the road, where a stairway was built, then across the highway and up an easy grade to the tee. Many were the complaints on the stairs. In building the new eighteenth tee we needed dirt, so why not dig a ramp in the bank, which we did, and also put in a fill in the hollow to make the walk more level. The new tee fits into the scheme perfectly, with a walk branching off the main walk up to the side of the tee. The surroundings were landscaped with shrubbery and elm trees, and should show up beautifully the coming summer. We have eliminated complaints on the walk.

The new fourteenth tee is another job that adds so much to the general appearance as the player goes around, it being built up among the trees on the edge of a beautiful lake we have bordering the property. It provides a wonderful view of the lake, and with the shade of the trees at all times it will be a fine spot to take a minute's rest on our hot summer days, as no doubt many of GOLFDOM'S readers will agree during the coming summer.

A good bunker may be described as one that retains the badly-played ball which it was designed to catch, leaving it in such a position that the player has a reasonable chance of recovery. It should suit the position it occupies, inasmuch that it has a natural, not artificial appearance.

## New Greens Feature First Year

By HARRY HANSEN

*Greenkeeper, Maple Bluff, C. C.*

STARTING my first year here I found four greens were under construction and two tees were being built. The greens were

graded in the fall of 1928, so had plenty time to settle. First we tiled the greens. Then we put 8 inches of equal parts of black soil and sand over the entire green. Next we put 3 yards of milorganite; this we raked in thoroughly and leveled, and then sodded with Washington Bent.



Harry Hansen, in command of Maple Bluff greens job.

After being top dressed twice, these new greens were ready for play in eight days, and were in excellent condition for the state tournament.

In the fall we constructed a new green and fairway. This we did when work was slack, so we did not have to hire any extra help. Where we could not use the tractor we hired a team for a few days, and in this way we built the green and fairway for much less money than it would have cost otherwise. We also constructed a tee in this manner.

I had several attacks of small brown patch last summer, but by watching the greens carefully every day I was able to check it at the first signs before it had time to develop. I used one pound of Semesan to 50 gallons of water, and 50 gallons of water to each 1,000 square feet.

## One Man on Nursery

There was a small nursery here when I came. It was just enough to do patching



The second line of defense are these traps guarding the eighth at Interlachen.

with, but now we have one big enough to sod six large greens. I have one man who weeds, waters, cuts and top-dresses the nursery. Half of the nursery is Washington Bent, and the other half I got from a fellow greenkeeper in the eastern part of the state. This bent has no name unless we call it Wisconsin Bent after its native state. This bent is fine and is dark green in color. It has not been subject to brown patch as long as I had it, although I did have a touch of brown patch on the Washington Bent right next to it.

Mr. Gilbertson, the greenkeeper who gave me this bent, said he never had brown patch on any of his greens as long as he has been with his club, some 18 years.

### Avoids Brown-patch

I do not believe in much dosing of chemicals on my greens. The fertilizer with which I have had the best results is cottonseed meal mixed with equal parts of blood meal and dried fish. Twenty-five or 30 pounds of this mixture mixed thoroughly with one yard of compost makes an excellent top-dressing. If this top-dressing is put on your greens the first part of June it will carry you through the brown patch season without feeding your greens too heavily.

I have been very busy the last month



Back in the woods in the eighth at Interlachen with "the jungle" for wild shots.

repairing my machinery and getting it in shape for spring. We have a Peerless mower sharpener, and with it I keep my fairway and green mowers always in A No. 1 cutting condition, with a large saving of repair bills.

### Have Warm Work Shop

I believe all greenkeepers should have a warm work shop, so they can repair and repaint all their mowers, benches, flag poles and other equipment so everything is ready for use in the spring.

Keeping things painted and ready for use improves their looks and worth, and saves many bills. An old rusty piece of machinery is a lot of worry and grief, for



This is the Interlachen clubhouse that will be headquarters for the 1930 National open.

you can never depend on it when most needed.

I know there are a lot of greenkeepers who cannot do things the way they would like as they have not the co-operation of the chairman or greens committee, which is very necessary.

It is a pleasure to state that I have one of the best chairmen I ever worked for.

## Cleaning "Jungle" Keeps Good Men Thru Winter

By JOHN ANDERSON

Greenkeeper, Crestmont C. C.

WHEN the playing season is over it is the rule at most clubs to lay off the maintenance staff, with the exception of the greenkeeper and perhaps one handy man or, in some cases, two men, who may do a little painting, snow shoveling or make slight repairs to equipment, as the case may be. Some who are fortunate find other jobs; others hang around all winter waiting for the course to open again next spring.

Very often when spring comes the greenkeeper is called upon to make some improvements, such as draining some wet



The seventeenth tee at Interlachen is in the foreground. The green you see is the sixteenth.

spots in the fairways, cleaning up some rough between parallel fairways or often, and more important, cleaning out the woods alongside fairways which were left in their natural condition when the fairway was cut through them. These woods cause a lot of inconvenience to members and their guests, especially from lost balls. There is delay from the players having to throw the ball out if they are lucky enough to find it and from holding up play right through a busy week-end. I find much of this work can be done during the winter months, sometimes more efficiently and economically than it can be done during the playing season.

At Crestmont we are fortunate in having a clear-thinking, understanding green-chairman, who, in the face of some criticism, has given me a free hand to utilize from six to eight of our best men each season during the winter months as the weather and other conditions warrant. During the last three winters we have cleaned up most of our rough between parallel fairways so that it is now in a condition to be mowed once a week, with the fairway units raised a half inch above fairway cutting height instead of being cut once a month or so with hay mowing machinery. In addition, we have cleaned up most of our woods fifty to sixty feet in

from the fairway, taken all dead wood out, cleaned up all stumps and stones, filling the holes up and leveling up and having these places in a condition permitting a ball to be played out.

In this way we have done much to improve the property of the club, the speeding up of play, and gained the confidence of many of our members who do not understand those conditions, but wonder what is the matter when they and their guests have to spend half an afternoon looking for their ball in the woods. This work is done by the picked men of the crew, who do not have to be shown what to do and how to do it. Consequently, we give the club more per dollar spent. The work is done at a time when the greenkeeper has more time and nothing else to demand his attention, and the best of his crew have a year round job, which makes them very much more efficient.

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Screened compost is mixed under cover with poultry manure, allowed to heat, turned several times; possibly heat kills weed seed in compost. Is the resultant loss of ammonia compensated by killing of weed seed? Several of New England greenkeepers' members are trying this method. What do you think?—N. E. Greenkeepers' Newsletter.

## Crying Need of Drainage Answered on New Job

By J. O. CAMPBELL

*Greenkeeper, Wethersfield (Conn.) C. C.*

WHEN I came to the Wethersfield (Conn.) C. C. March 1, 1928, the club had been in existence about 12 years without a greenkeeper.

The first problem was drainage. The members had never been able to play over a number of the fairways without rubber boots until late in the spring. Naturally they were anxious to see that condition changed as soon as possible. About half of our fairways are low and wet. There is still plenty to be done, but I have accomplished quite a bit which the members appreciate.

The lower half of No. 6, which leads down to our water hazard, was particularly bad. The chairman of the green committee and the writer started to walk over the course. When we came to No. 6 we found our galoshes were not high enough to keep our feet dry. We decided to start our drainage program right there.

This is the way I put in the drainage and it has been very satisfactory: We dug our main ditch 14 in. wide and 32 in. deep diagonally across the fairway running five laterals into it. In all there was about 500 ft. of ditch. We laid 4 in. glazed bell tile, with the bells against the drainage, covered the tile with burlap bags, then filled the ditch to within 6 in. of the ground level with 2-in. stone. We covered the stone entirely with burlap bags, then filled the ditch with top-soil which I had placed to one side for that purpose.

### Old Job Went Bad

I find that in laying tile if the top-soil is placed over the stone one gets better drainage as this soil is much more porous than the soil brought up from a greater depth, and burlap bags prevent loose dirt from filtering into the tile. The glazed tile doesn't freeze and break as does the soft tile.

When I put my drainage across these fairways I found where the old drainage had been put in; 3-in. soft tile had been used. It was badly broken and filled with dirt. It takes 4 in. tile about 3 times as long to fill up as it does 3-in. tile and the cost is but a few cents more. We find our cost of drainage is running about 50 cents a foot, including labor and materials.

Running across No. 1 and No. 18 fair-

ways was an open ditch which provided drainage for approximately 20 acres. In these fairways we used 12-in. tile, 48 in. deep, for our main line, using stone and burlap bags as we did with the smaller tile.

### Drainage Work Pays

On No. 2 fairway there was a wet weather spring, which was active until the first of June. This spring came out about 225 yards from the tee. I sank a small well 4 ft. square and 3 ft. deep in this spring, and filled it with stone. I then laid 4-in. tile down to my main drainage line which ran directly across the fairway, into an open ditch which extended across the rough, emptying into a deep swale. This swale gives me a permanent outlet for my drainage. No. 2 fairway was exceedingly wet all over, seepage coming down from the hillside to lower levels, where there was practically no grass. Now we have a good fairway and plenty of grass.

I filled up several open ditches which were about one ft. wide and one ft. deep, supposed to be used for drainage, but had not been successful. All golfers know that an open ditch on or along the side of a fairway is bad.

It is impossible to estimate the value of this work in dollars and cents, but there is always a smile on the members' faces when they play over these dry fairways which once were small ponds until late in the spring.

## Dry Spell Kept Glen Oaks Greens Force Busy

By ELMER F. AFFELDT

*Greenkeeper, Glen Oaks, G. & C. C., Great Neck, L. I.*

THE year just past was none too good to us located on Long Island. It opened with a cold, wet spring, and ran into a very dry summer of long duration when the fairways looked as though they would never show a vestige of green again without plowing them up. With the fall rains even though they did come late, brought fairways back beyond expectation.

Those fairways, as well as spots on others, that did not respond as well as they should, were top-dressed with a compost of soil-sand-poultry manure, which was applied rather heavily and then were seeded. The fairways then were dragged with a piece of chain-link fencing 8 by 10 ft. which was hooked behind a light tractor. This left them pretty smooth with the cuppy spots



They get neat, quick results in sodding greens at Glen Oaks.

well filled in. The fairways then were rolled with a one-ton roller.

Work that was started early has shown good results so far and we hope the fairways will come around in good shape in the spring. Some of that done later has shown the results of the fertilization in the color of the grass, being very much greener at this time (Jan. 17). The seed, however, did not germinate at all, so that work, too, should come along well in the spring.

One of the accompanying pictures shows one of our home-made fairway watering units covering a surface 90 by 50 feet or more, depending on grades. Five of these units were kept going 16 hours a day during the drought. One new green was constructed and on the fourth week was ready for play, sod for same having been grown in the nursery for that purpose. Another picture herewith shows method we use in laying sod.

We are now busy overhauling the cutting equipment. We never send anything out

to be serviced as by doing it at home we can keep at least some of our best men together to form the nucleus of a new crew in the spring. It is a costly practice to dispose of men that have been giving good service over a number of years and replace them every spring with green men at a time when called upon to do a great amount of work quickly.

Our method of handling mowers is as follows: first grind the reels, then hone them in with emery and oil, take them completely apart, then place the parts in a tank of very hot water (as near the boiling point as possible) to which has been added one pound of Oakite to every 10 gallons of water. This solution will remove every bit of grease and paint. We then paint the parts, using aluminum enamel for the reel and side frames and a green enamel for the tie rods and wheels. Fairway units are painted solid color in a battleship grey. When dry, mowers are assembled and adjusted. By this method we never have any trouble during the cutting



This makeshift fairway watering outfit at Glen Oaks is one of the drought desperation measures that the on-rush of fairway watering installations will eliminate.

season. Machines purchased five years ago are still in good shape and giving perfect service. Of course it is understood that worn parts are replaced as we go along with our operation.

After the mowers are done we service as much of the larger equipment as we have time with the help allowed us, working on trucks, tractors, benches, tee-stands, flag-poles, etc. In this way we keep the cost of replacements at a minimum.

## Late Evening Scouting Spots Brown Patch

By F. J. ROTH

*Greenkeeper, Plainfield (N. J.) C. C.*

I CONSIDER the best work I did last season was the control of large brown patch. I have been able to do this by consistent close observation and have reached the point where I can see it coming almost the day before it actually forms distinct rings. That is the time I have gotten after it this year and won out with very good success. I have always on hand one 50-gal. barrel and a dozen 12-qt. sprinkling cans which we take from green to green in a Ford with a pick-up body.

I start my men on the greens affected regardless of other work to be done. Of course this means being on the job early and late when the weather conditions are right for the fungus to develop. We look over the greens morning and evenings. By evening I don't mean 4:30 but 7 or 8 o'clock in the evening so that we can get the jump on brown-patch early next morning if necessary. A greenkeeper's job is not a union job so our hours mean just as long, as late and as early as the work demands.

## Hoosier Greenkeepers Double Membership First Year

AT the end of the first year of the Indiana Greenkeepers association the organization had doubled its charter roster, with prospects bright for a further increase in 1930. The boys were able to point out a very definite achievement in raising the standard of Indiana course maintenance by lively exchange of information.

Victor George, the husky and able greenkeeper of the Country club of Lafayette, was again elected president of the organization. Other officials elected: Ed Updegraff, Indianapolis C. C., first vice-

president; Albert Esterline, Delaware C. C., Muncie, second vice-president; George Hawkins, Avalon C. C., Indianapolis, treasurer; Carl Bretzlaff, Meridian Hills C. C., Indianapolis, secretary. Bretzlaff had returned from a trip to southern California just prior to the Hoosier annual meeting, and told of his observation of California maintenance methods. The next meeting of the Indiana association will be held during the Louisville national greenkeepers' meeting. A joint session then will be held with Kentucky greenkeepers, who will be invited to join the Indiana association.

## Midwest Greenkeepers Elect Bezek New President

MATT BEZEK of the Beverly C. C. was elected president of the Midwest Greenkeepers' Association at that body's annual meeting held Jan. 13 at Chicago. Peter Stewart, Lake Shore C. C., was elected first vice president; John MacGregor, Chicago Golf, second vice president; Fred Kruger, Olympia Fields C. C., treasurer, and A. L. Brandon, St. Charles C. C., secretary.

The organization has sent a letter to every green-chairman in Illinois, enclosing a copy of the program for the Louisville convention and asking that the green-chairman arrange for his greenkeeper's attendance at the national meeting as a proper item in the annual course upkeep cost. All members of the Midwest association also were written soliciting their attendance at the convention.

## Sorry Boys, Somebody Looked Up on the Shot

IN the L. A. Young January GOLFDOM advertisement there was one of those boners that make the printers and publishers reflect on each other's genealogy. Al Collins was the pro who favorably mentioned the "timely suggestions of your representative, G. F. Goyette," but a twist of the type put the paragraph over Ed White's signature.

When you clean out that waterhole of yours, do you save the muck, leaves, etc., which you drag out, and compost it? Mixed with lime, manure, and sand, in different quantities according to the nature of your material, it will produce compost for your course.—*N. E. Greenkeepers' Newsletter.*