

cago, Ill.; Roseman Tractor Mower Co., Evanston, Ill.; Worthington Mower Co., Stroudsburg, Pa.; Pennsylvania Lawn Mower Works, Philadelphia; Ideal Power Lawn Mower Co., Lansing, Mich.; Jacobsen Manufacturing Co., Racine, Wis.; E. G. Staude Mak-A-Tractor Co., St. Paul, Minn.; Pelican Works, Niles, Mich.; Thompson Manufacturing Co., Los Angeles, Calif.; National Mower Co., Minneapolis, Minn.; O. M. Scott & Sons Co., Marysville, Ohio; Grasselli Chemical Co., Cleveland; L. R. Nelson Mfg. Co., Peoria, Ill.; Standard Mfg. Co., Cedar Falls, Iowa; American Seed Co., Detroit, Mich.; J. Oliver Johnson, Inc., Chicago, Ill.; Buckner Mfg. Co., Fresno, Calif.; Ohio Humus Products Co., London, Ohio; Sherman Mfg. Co., Battle Creek, Mich.

Milwaukee Sewerage Commission, Milwaukee, Wis.; Henry H. Doty, Chicago, Ill.; Atkins & Durbrow, New York City; Hyper-Humus Co., Newark, N. J.; Virginia-Carolina Chemical Corp., Richmond, Va.; George A. Davis, Chicago, Ill.; Koppers Products, Pittsburgh, Pa.; Cooper Mfg. Co., Marshalltown, Iowa; Friend Mfg. Co., Gasport, N. Y.; Hal Billig, Inc., Chicago, Ill.; I. L. Radwaner Seed Co., New York City; Lyman Carrier, Inc., Granger, Ind.

Wisconsin University Plans Greens Course, Feb. 10-14

UNIVERSITY OF WISCONSIN, College of Agriculture, announces a short course for greenkeepers to run Feb. 10-14. This course will give consideration to a number of vital problems of golf course maintenance.

The number which can be accommodated is limited to sixty. Applications will be accepted in the order of their receipt until the maximum number is reached. Applications must be filed not later than Feb. 10, 1930.

A registration fee of \$10, payable when application is made, will be charged to help defray the expense involved in giving the course. There will be no other fees. Registration will be at the horticultural building, University of Wisconsin. Those who are to be members of the course are expected to be on hand and registered by 12 noon, Feb. 10, as the work will start at 1:15 p. m. on that date.

The staff to conduct the course will include: Prof. F. A. Aust, landscape design, U. of W.; Prof. C. J. Chapman, soils, U. of

W.; A. S. Dahl, diseases specialist, U. S. G. A. greens section; Prof. F. W. Duffee, agriculture engineering, U. of W.; Prof. E. J. Gaul, soils, U. of W.; Prof. E. R. Jones, agricultural engineering, U. of W.; John Monteith, grass specialist, U. S. G. A. green section; O. J. Noer, soils and fertilizer specialist, formerly soils department, U. of W.; A. L. Stone, professor of agronomy, U. of W.; C. A. Tregillus, manager A. D. Lasker estate, Lake Forest, Ill., and Prof. H. F. Wilson, economic entomology, U. of W.

The tentative program covers: Grass for golf courses, their adaptation and propagation, by Mr. Monteith; properties of soil and their relation to plant growth, by Mr. Noer; soil acidity, its detection and control, by Mr. Gaul; grass seeds and their impurities, by Mr. Stone; sources of plant nutrients, by Mr. Chapman; grasses for greens, by Mr. Monteith; laboratory instruction, in three sessions, on seed studies, gas engines, land drainage, and soils; use of fertilizers for turf development and maintenance, by Mr. Noer; diseases of grass and their control, by Mr. Dahl; animal and insect pests of golf courses, by Mr. Wilson; round table on grass fertilization, by Mr. Noer; tree planting and care, by Mr. Aust; principles of land drainage, by Mr. Jones; care of turf, by Mr. Monteith; round table on grass problems, by Mr. Monteith; the labor factor, by Mr. Tregillus; drainage problems, by Mr. Jones; golf course equipment, by Mr. Tregillus, and landscape problems, by Mr. Aust.

James G. Moore, horticultural department, University of Wisconsin, Madison, Wis., will furnish other desired information.

Catalog Helps Pro Correct Old High Price Idea

By FRED ROBINSON

Pro Hill Crest Country Club, New Kensington, Pa.

BACK in the days when golf was taking its first step toward its present popularity as the national game there was formed the notion in the minds of many beginners that golf merchandise on sale at the pro shop cost more than that which was obtainable at stores.

The players didn't know enough about the comparative merits of the clubs on sale at the two places to realize that, for good



One of the smaller machines at work

"FRIEND" GOLF COURSE SPRAYERS

Large—Medium—Small

Double compartment tanks. For fairways, putting greens, trees and shrubs. A fast, effective method of eradicating Golf Course pests, and for the application of liquid fertilizers.

"FRIEND" MFG. CO. GASPORT,
N. Y.

golf goods the pro shop, then as now, offered the right price. The wrong idea of those days seems to have stuck persistently in some cases as a consideration factor in propaganda adverse to the pro.

Today I am satisfied that one of the reasons why the pro loses out on a lot of business that he ought to have is this belief that the pro shop price list is higher than that of the sporting goods stores. This is something the pros have to correct, and I offer one suggestion that has worked out well at my club.

During the past two years I have sold about 90 per cent of the equipment used by my members, chiefly because I use the manufacturers' catalogs in my selling work. Whenever I am asked the price of an article I always make it a point to show the member the manufacturer's catalog opened at the page describing the product in which he is interested. My assistant is instructed to do the same. This creates a feeling of confidence in me with my customer, and confidence begets sales. Then, too, the manufacturer's description may bring out some point that I haven't covered in my sales talk. This system works out well in pushing the shop stock and frequently picks up orders for goods that I

haven't in stock but which are listed in the catalog.

Possibly some of the feeling that the pro shop prices are out of line has been developed unknowingly by pros who are too anxious for the last thin dime that they might be able to pick up. I have found that one excellent way to put across to my members the fact that my interest in their golf games is a sincere one and founded primarily on the basis of the sport's fraternalism, is to show an interest in their games whenever I have an opportunity. I overlook no chance to correct a member whom I see using the wrong grip, stance or swing. This, of course, must be done so there is no appearance of "butting in" or no embarrassment to the member.

Another place where I have found goodwill is created with the members is in being ready and willing to go out and play with a member when my schedule permits. This is an important factor in developing business at smaller clubs where the pro is liable to have quite a little unbooked time on his hands. No matter how poor a golfer the member may be, it certainly helps the pro to get personal contact with the member and to show a real interest in the development of the player's game.

A COMFORTABLE STANCE WILL IMPROVE YOUR GAME

Wear a **BUDDY JOCK** and get greater distance in your drives and more accuracy in your putts.



BUDDY

The Webbing has a long stretch with a snappy come-back that stays put where you put it, and it holds up under the most severe strain.

The Pouch is of soft knitted material, very comfortable, elastic both lengthwise and sidewise, rendering it perfectly self-adjusting, and the form is such that it cannot become displaced.

Workmanship of the very best throughout, and the Jock will wear twice as long as any ordinary Jock.

It cannot chafe and laundering will not injure it. Mailed upon receipt of price, \$1.00 each. Money refunded if not satisfactory.

STATE WAIST MEASUREMENT. Perfect fit guaranteed.

THE WALTER F. WARE CO.

1036 Spring Street, Dept. H

Philadelphia, Pa.

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Espoma Brand Poultry Manure

A Natural Plant Food, entirely organic, grows turf in a natural way. An ideal top-dressing for greens and fairways. Contains no weed seeds. Specially composted and prepared—*It Will Not Burn.*

BRADLEY & BAKER, 420 Lexington Ave., NEW YORK, N.Y.

Sales Agents for Eastern State Poultry Manure Corp.

Apply Today's Good Business Methods

HOW many things golf clubs are doing wrong just because a precedent was established years ago and has been allowed to ride along on the new conditions, heaven only knows. There are some favorable indications that this worshipful adherence to the policy of the so-called good old days is gradually coming to an end. Probably one of the factors that established so many precedents was the general practice of electing a complete new set of officers at the clubs each year. The newcomers of course would have the attitude of playing safe and continuing the old ideas until they learned "what it's all about." By that time their terms would be up and the next whirl of the vicious cycle would be in order.

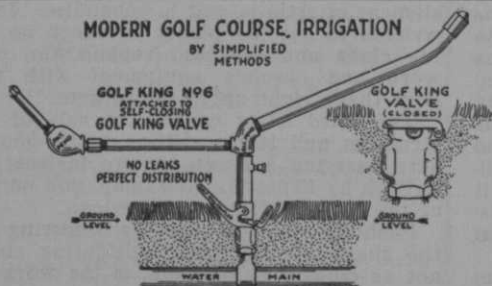
During the last few years there has been a decided development of keeping in office each competent and active official who would accept the continuance of the responsibility. Under these administrations that became thoroughly acquainted with

the working of the club, there naturally grew up a healthy curiosity and plenty of decisions that the old way was not necessarily the right way.

In many clubs the matter of delinquent accounts is serious. The club may have to borrow money to pay its bills because of the delinquents and they, especially if the club has no waiting list, take their own sweet time in paying. Many of them are immune to the punitive gesture of posting. This practice of posting, by the way, is one of the old ideas that is being questioned by many thoughtful students of the new day in club management. Readers may recall an interesting comment on the effectiveness and propriety of posting contributed to GOLFDOM some months ago by a noted Detroit district club manager.

Some of the clubs are adopting the gas company policy of handling delinquents. A charge of, say, \$3 a month, is added to the monthly statement of every member. If the bill is paid by a certain announced date the \$3 may be deducted. Otherwise it sticks. This is one of the ideas that seems certain to become widely adopted.

MODERN GOLF COURSE IRRIGATION
BY SIMPLIFIED
METHODS



BUCKNER MFG. COMPANY

BUCKNER'S
California
Hoseless System
The Golf King No. 6 Sprinklers
The Golf King Automatic Valves
The Self Closing Snap Valves

Plan Your Hoseless System Now
BUCKNER EQUIPMENT IS STANDARD THE
WORLD OVER

FRESNO, CALIF.

The advertisers pay for your GOLFDOM; deal with them.

With the MANUFACTURERS

ADVANCE work done during the latter part of 1929 on one of the pro business development activities indicates that 1930 will see a number of the pros using letters on a basis of steady schedule, logical plan and handsome appearance as an instrument for building good-will and business among their members.

It's been pretty much of a job for a pro to conduct a mail campaign for business and perhaps in years past they have not been fully awake to the opportunities for increasing their business in this manner. At intervals during the past two years probably a hundred have written GOLF-DOM for this magazine's staff to prepare for them sales letters to cover special occasions, but a concerted, steady letter drive has not been part of the pro merchandising picture. Possibility of the pros not taking to the idea with sufficient strength of numbers and with sufficient persistency, and the cost involved, may have had something to do with the letter campaign being passed up by manufacturers heretofore.

After looking into the situation the Wilson-Western organization decided to present to the pros a series of four letters, each printed on a letterhead made up especially for each pro and devoted entirely to his own business, with the only reference to the sponsoring manufacturer being the striking enclosures that are sent along in each letter. There is money, and a wad of it involved in staging the campaign, but since it's Wilson-Western's dinero that is bearing the brunt of the battle, the Wilson early conclusion that there would be no difficulty in placing it in the hands of a good-sized list of first-class pros has been amply warranted. A number of the P. G. A. sectional officials to whom the campaign was submitted upon the completion of all its details give it a hearty send-off and tied to it themselves. Thus launched, the campaign quickly attained an acceptance which James Ewell, Wilson's advertising manager, says marks it as the greatest co-operative pro advertising drive in the history of the professional golf business.

The letter series is confined strictly to the pro field. Its sole cost in money to the pro is that of postage, and its sole cost in effort is in affixing his signature

to the bottom of each letter. Each letter of the series is sent to the entire membership of the club whose pro signs up for the campaign. The pro's own return address, and nothing else, appears on the envelope. In each detail of the campaign there is a richness, dignity and deft sales push that is calculated to fit the campaign to its title, "The Pro's Own."

Naturally, the boys will be asking where the catch is. L. B. Icely, president of the Wilson-Western company, says there is none. The campaign is available to pros who can see it as a way to boost their sales and standing as operators of golf service stations. Wilson's, like the rest of mortals, not being in business entirely for spiritual uplift, undoubtedly expects to swell its 1930 volume of pro business as a result of "The Pro's Own" campaign, but Icely asserts that the main profit idea behind the offer is the normal expectancy of the reward that comes to those who help the pro to help himself.

The theme of the campaign is the projection of the pro's own identity and individuality. All of the copy is devoted to the pro's particular interests.

The first letter in the series plays up the value of the pro's knowledge of the member's game as a vital factor in fitting the right clubs to the player. This letter has in it a line that is especially worthy of mention, "Being a professional man, I cannot urge my services or merchandise upon you—I sort of have to wait for you to approach me on the subject." That ought to ease them into the shop nicely.

Plays Up Style Element

In the second letter there is featured the element of style in golf merchandise. It is written to get the player to check up on his clubs and bag and replace the old, worn and obsolete equipment with the stuff that's right up to the minute.

The third letter covers the sale of instruction and teams with a folder enclosure carrying a boost for pro instruction written by Ernest L. Heitkamp, golf editor of the Chicago Evening American.

Pushing matched sets by referring to the sharp-shooting pros considering clubs not as clubs, but as shots, is the work of the fourth letter. It puts in a fine sales story for the matched sets and at the same time gets across to the member the assur-

YOU CAN HAVE

COCOOS GREENS

. . . like the
famous California Clubs

Don't envy clubs in California where the greens are the pride of every golfer. Plant greens of equal beauty and texture on your own course with the same kind of seed—

COCOOS BENT SEED

Clubs in inland states grow Cocosos Bent and find it produces greens that rival in all respects the famous California greens. Cocosos stands erect, keeps its vivid green color, resists disease and withstands adverse weather.



Write for booklet and prices today.

LYMAN CARRIER

Granger, Indiana

LECCO — a scientifically prepared food for grass.

ALLERTON HOUSE

701 N. MICHIGAN AVE.

Official Chicago Residence 102 Colleges

25 Floors—1000 Rooms

No Surrounding Buildings

R. C. A. Radio Speaker in every Room. World's greatest receiving installation.

An Outstanding Residence
of Executives

Route Your Staff to the

ALLERTON

14 floors exclusively for Men.
7 floors exclusively for Women

\$ 2.50 to \$ 4.00 Daily
12.50 to 25.50 Single
8.50 to 15.50 Double

and now—

A PORTABLE AUTOMATIC FERTILIZER DISTRIBUTOR

that
solves the "greens"
problems



MODEL 30-B

PRIZER FERTILIZER DISTRIBUTOR

At Last! A light portable fertilizer distributor that automatically produces its own agitation and delivers a uniform distribution of any soluble fertilizer solution including Sulphate Ammonia, Nitrate of Lime, Nitrate of Soda, Calurea, Ammophos, etc. Carries 30 lbs. of fertilizer . . . a sufficient quantity to effectively and thoroughly cover the green. Connects on regular hose connection and can be operated by one man. Light in weight, dependable and constructed of best material obtainable for lasting service. Prizer Fertilizers are now efficiently serving:

- Agua Caliente
- Rancho Santa Fe
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- La Jolla Country Club
- and others

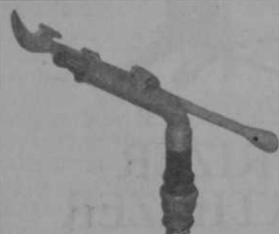
PRIZER MFG. CO.
SOLANA BEACH, CALIF.

REFINED
Grass Seed
and
Complete Equipment
for
GOLF COURSES

**SEND FOR
 COMPLETE CATALOG
 and GRASS SEED
 PRICE LIST**

AMERICAN SEED Co.
DETROIT, MICH.

*"Quality Grass Seed for a
 Quarter Century"*



**ORR
 Sprinklers
 are Simple,
 Efficient,
 Economical.**

Write for information and list of clubs using same.

ORR IRRIGATION COMPANY
 299-301 N. Allen Ave. Pasadena, California

ance that inspection of the sets at the shop is not going to subject the member to a high-pressure and strong-arm sales effort.

Jim Ewell says the idea behind the campaign is to tie it up with the magazine advertising featuring the pro which went across so well for the company and pro trade during 1929 and which is being continued this year. Emphasis on the pro trade and an exclusively pro line are credited by the Wilson-Western officials with being prominently responsible for the organization's most profitable year in golf business.

The Why of Park Golf

"THERE are two good reasons for putting a golf course in a park outside of the fact that it is a popular sort of recreation. The first is the demand of the red-hot golf fan. He has a louder voice and a more persistent nature than the kids who want a beach or a big wide open lawn to roll and tumble on or the quiet elderly folks that try to escape the city by getting out and strolling through the park. The golf genus is usually so numerous and so active that it is in a position to "raise h—" if they don't get what they want. That's one good reason for pacifying them; giving them what they want.

"The other argument for golf is that it is a pay-play sort of a recreation and brings revenue. Just figure out the more than 75,000 rounds of golf played on the Denver municipal course in 1928, said course covering about 100 acres, and each of these players paying at least the 50c green fee! Why not turn all the park system into golf of some kind or another? It would be good business!"—Arthur Hawthorne Carhart in Sept. "Parks and Recreation."

**Send
 for our 1930 catalog**

An up-to-the minute buying guide for greensmen

A post card will bring it without delay—put it to work on your 1930 budget!

GEORGE A. DAVIS, Inc.

5440 NORTHWEST HIGHWAY

CHICAGO, ILL.

Deal with GOLFDOM advertisers; they pay for your subscription.

WHILE you're looking ahead to killing off the Japanese beetle plague, you'll want to investigate

ORCHARD REG. U.S. PAT. OFF. BRAND ARSENATE OF LEAD

for application to your greens and fairways



The big users of America have given it preference for 40 years,—and we make millions of pounds yearly for them. You will find it of a fineness most economical to apply. Ask your dealer, or let us quote you direct.

GENERAL CHEMICAL COMPANY

40 Rector Street, New York

St. Louis — San Francisco — Los Angeles

Chairmen Give Green- Keeping Policies

(Continued from page 17)

the work of the grounds organization and we try to keep fairly close to our budget. Our organization consists of only eleven workmen additional to the greenskeeper and I believe we follow the usual custom of having certain individual men take care of their own greens and tees throughout the season, with separate men for the tractors to do the fairway work. Practically all of our tees are cut by tractors and as we build new tees we endeavor to have them constructed natural to the surrounding terrain so they can be cut with tractors without any great difficulty.

We water and dress our tees just as we do our green though, of course, we do not do as much watering and the cutting is not so close.

In regard to our policies in the matter of purchases and other expenses, would say that for quite a few years our club was run on a basis of expending about \$15,000 a year as the budget for the grounds. We have now increased our budget to about \$25,000 a year and, in my opinion, the

BUCKEYE BRAND
STATE SEALED and CERTIFIED

Seaside Bent

(AGROSTIS MARITIMA)

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316 Walnut Street Cincinnati, Ohio
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Burnham Woods Golf Club
Burnham, Ill. (18 holes)
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Oneida Golf and Riding Club
Green Bay, Wis. (18 holes)
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Mokena, Ill. (9 holes)
Surprise Park G. & Boat C.
Cedar Lake, Ind. (18 holes)

**We will Design or Contract
according to your appropriation**

UNITED STATES GOLF ARCHITECTS, Inc.

310 SOUTH MICHIGAN AVE.
CHICAGO

STANLEY F. PELCHAR
Golf Architect

JAS. J. PRENDERGAST
Consulting Engineer

OTTO CLAUSS
Landscape Architect

members are better satisfied with the results on a \$25,000 expenditure than they were on the \$15,000 expenditure. As a matter of fact, I am very sure that they are much better satisfied. We go on the theory that the members are willing to pay if they get results and we spend a considerable sum each year in fertilizing and dressing our fairways and in cleaning up rough spots throughout the course. It has been my experience that money spent in clearing up rough spots is an excellent investment as it results in allowing the course to be taken care of by tractors instead of by hand work. We strive all the time to eliminate the amount of hand work to be done.

I think we go pretty much on the custom of English and French government. That is, if at any time they do not like the

management they can throw us out. As a matter of fact, we get very few complaints and, needless to say, if suggestions are made that give promise of bettering any conditions we take steps to carry out the suggestions. If they are impracticable we try to explain why the suggestions cannot be carried out.

As a general proposition, I think the best suggestion that I could make to green-chairmen would be to give the greenkeeper full support provided he is a capable man and support a program that will allow him sufficient funds to properly feed the course and take care of it to a high standard. I feel confident that the general inclination of golf membership these days demands a well kept golf course, and they are willing to pay accordingly if the results are forthcoming.



Westwood Country Club, St. Louis

**THE PROFESSIONAL GOLF ARCHITECT
DESIGNS WITH A MOTIVE**

**WILL \$30,000.00 DO IT—FOR 18?
WE HAVE 20 YES! ANSWERS.**

**A 'THOT' FOR REAL-ESTATE AND FEE COURSES
HAVE YOU HEARD OF HOMELINKS?**

HAROLD D. PADDOCK, Inc.

"DROP A LINE"

CLEVELAND
715 Bulkley Bldg.

By A. K. BENTLY
Green-Chairman, Ozaukee C. C., Milwaukee, Wis.

ONE of the first things for any golf club or any other organization is to adopt the budget system and live up to it. There may come emergencies that will necessitate spending money other than that provided by the budget. These should be very rare.

One of the best things that a chairman can do is to select a good greenkeeper. One who understands the handling of men and who is willing to learn—when you find a greenkeeper that knows it all you are lost. The same applies to the chairman of any committee.

We have found at Ozaukee club that the best committee is a committee of three, two of which are seldom present. The chairman then takes the initiative and gets results.

We had our course laid out and planned by very competent golf architects and experts. These plans were carried out up to a point where we thought it best to stop. When our club was organized we had a great many members who had never played golf and the committees functioning at that time decided that it would not do to make the course too hard by trapping and bunkering all at one time. As a consequence our course has been ideal for the average golfer and each year we have added hazards according to the original plans with different trappings and bunkers.

Keeping Interest Keen

It is contemplated this year that we will have five or six hazards put in which will make the conditions entirely different. We find that this keeps up the interest of the older members and makes the newer members keen and interested.

Golf Shelters by Hartmann-Sanders

Hundreds of quaint and unique designs made especially for golf courses! Prices are very moderate. Send for catalog which is profusely illustrated with Hartmann-Sanders Golf Shelters, Rose Arbors and Trellises.

Hartmann-Sanders Co., Factory and Showroom: 2183 Elston Avenue, Chicago. Eastern Office and Showroom: Dept. O, 6 East 39th Street, New York City.

HARTMANN-SANDERS

Pergolas Colonial Entrances Koll Columns
Rose Arbors Garden Equipment



SAVE in Building and Maintaining FAIRWAYS

ASK your Greenskeeper what part of his cost goes into labor to prepare soil and top dressings. We can convince you that the KEMP SOIL SHREDDER will save up to sixty per cent of cost of old hand-and-shovel methods and give you thoroughly mixed and shredded (not ground) soil that is ideal for golf greens.

A Prominent KEMP User

J. Valentine, golf club superintendent of the Merion Cricket Club, Ardmore, Pa., endorses KEMP because the machine not only improves soil but saves half the labor cost as well.

Write for Catalog and Price List.
Prompt Shipment from Warehouse
Stocks in Leading Centers.

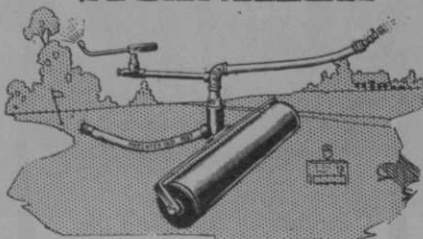


No. 1 Gas or
Electric Driven
with Sifter.

KEMP MANUFACTURING CO., Dept. C
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KEMP POWER SOIL SHREDDERS

THE LARK SPRINKLER



The Lark is a sturdy, durable sprinkler. It has won thousands of friends by its never-failing performance and long life.

It SPRINKLES EVENLY from center to outside circumference on any pressure. Users refer to The Lark as "The April Shower Sprinkler" because of its gentle, rain-like spray. You can try The Lark before you buy it.

Trial sprinkler sent pre-paid. Price \$15.00 each.

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GOLFDOM advertisers know the golf field; they'll help you

B. R. LEACH RIVERTON, N. J.

Consulting Turf Specialist

(Originator of the lead
arsenate treatment of turf)

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GOLF COURSES
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PRIVATE ESTATES

Study, diagnosis and conditioning
recommendations. Special attention
given to grub, earthworm and weed
control.

Write for details of time available
and terms.



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hospitality that you'll like*
AT THE HOTEL
PICCADILLY
227 WEST 45th ST. at BROADWAY
NEW YORK

ADJACENT TO EVERY ACTIVITY
600 BRIGHT SUNLIT ROOMS
— EACH WITH BATH, —
ELECTRIC FAN, ICE WATER
SINGLE ROOM + BATH \$3.00
DOUBLE ROOM + BATH \$4.25

EXCEPTIONAL RESTAURANT & LUNCHEONETTE
WIRE AT OUR EXPENSE FOR RESERVATIONS
F.D. SOFIELD - MANAGING DIRECTOR

Our club has found that it is one of the easiest things in the world to expend and waste money on a golf course. We insist on the budget being carried out and as a consequence our club enjoys an enviable financial reputation. Our course as you know was selected last year for the Western Open and from the expressions of the class A players who used it we are led to believe that we have at least better than the average course.

We have some quite perplexing problems with our greens and it is our intention now to gradually work into the bent greens. We have convinced ourselves that this is the best for this particular climate and the conditions which we have to work under.

We enriched our fairways this fall with thirty tons of milorganite properly mixed to meet the condition of each fairway. We have taken quite a number of samples of the ground in each fairway and have made our mixture to suit each condition. We have on some of our fairways, where they are hilly, a clay foundation. This has made it very hard to get a good sod. We have accomplished this to a large extent and believe what looked to be at one time an impossible proposition has been solved. Strange as it may seem, those fairways which originally looked very bad and hard to handle are now our best ones.

Winter Overhauling

One of the jobs of the chairman of the grounds committee is to see that all machinery, tools and equipment are thoroughly overhauled during the winter. We go as far as to send our tractors into the factory for complete overhauling—the same with the other machinery. We also carry spare parts for mowers, sprinkler, etc. We

—COUPON SCORE CARDS—

MEDAL PLAY TOURNAMENT CARDS
MATCH PLAY TOURNAMENT CARDS
GRAPHIC HANDICAPPING CARDS
TOURNAMENT RECORD BOOKS

Write for Descriptive Circulars

THE GRAPHIC SCORE BOOK CO.
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Racks HANDICAP Cards

John Willy Handicap Racks and Cards are standard with practically all the leading American golf clubs. Write for booklet.

JOHN WILLY, 443 South Dearborn Street,
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Thanks for telling the advertiser you "saw it in GOLFDOM"