



Louisville C. C. members enjoy this swimming pool. The pool is becoming recognized as an essential of a modern, fully equipped golf club.

sively managerial problems being the province of their own convention, it naturally is expected that their part in the conference will revolve around acquainting the pros and greenkeepers with the managers' detailed ideas of harmonious and business-like operation. Unfortunate publicity attendant upon the "general manager" scheme broadcast the impression that the managers had the intention of eventually being the one and only big boss of the works, with the pro and greenkeeper being made also-rans in the matters of operating and financial recognition by the club. Nothing is further from the minds of the club managers, but in the meanwhile there is considerable suspicion and costly lack of teamwork as a penalizing hangover. It is the general hope that the conference will iron out this situation.

With the greenkeepers' convention and exhibition going on, the course operation part of the conference will take care of itself. The greenkeepers will meet in the general sessions with the managers and pros, of course, according to the plan under consideration.

As the intended conference will be the first in which all of the operating department heads of golf clubs will meet for the purpose of bettering all angles of club operation on a basis of proper correlation, it is expected that club officials will give the conference their enthusiastic support. Those who are concerning themselves with the preliminaries of the enterprise are hopeful that strong official encouragement and co-operation in the form of participation of U. S. G. A. officials will help to launch the proposition under 100% favorable auspices.

U. S. G. A. Names 1930 Committee Heads

Rules of Golf Committee—H. H. Ramsay, 110 East 42nd street, New York.

Championship Committee—H. H. Ramsay, Chairman, 110 East 42nd street, New York.

Membership and Reinstatement Committee—Prescott S. Bush, Chairman, 110 East 42nd street, New York.

Amateur Status and Conduct Committee—Rodman E. Griscom, Chairman, 110 East 42nd street, New York.

Committee on Sectional Affairs—Robert M. Cutting, Chairman, Hinsdale, Illinois.

Selection of Courses Committee—Cornelius S. Lee, Chairman, 110 East 42nd street, New York.

Implements and the Ball Committee—Herbert Jaques, Chairman, 12 Perkins street, Lowell, Mass.

International Relations Committee—J. Frederic Byers, P. O. Box 757, Pittsburgh, Pa.

Publicity—H. H. Ramsay, Chairman, 110 East 42nd street, New York.

Finance and Budget Committee—Charles H. Sabin, Chairman, 140 Broadway, New York.

Public Links Section Committee—Ganson Depew, Chairman, Marine Trust Building, Buffalo, N. Y.

Green Section Committee—Wynant D. Vanderpool, Chairman, P. O. Box 77, Newark, N. J.

Committee on Inter-Collegiate Affairs—Marshall R. Forrest, Chairman, Yale University.

Greenkeepers' Record Crowd Busy at Louisville Meeting

By HERB GRAFFIS

LOUISVILLE furnished the battlefield for the 1930 version of "onward the six hundred" when approximately that number of greenkeepers, supply men, turf experts and green-chairmen met for the fourth annual convention and exhibition of the National Association of Greenkeepers of America.

With not much chance of argument you could name as the highlights of the conclave the address of Prof. L. S. Dickinson of the Massachusetts Agricultural College on "a new phase in the control of large brown-patch," an extensive exhibition of equipment and supplies amounting to a practical short course in maintenance methods and buying, and the usual Ciceronian activities attendant upon naming the place for the next convention. Reference to Cicero concerns the "pineapple capital" and not the orator.

After the boys staged the regular debate of "you bring the convention to New York and we'll turn in a hundred new members" and the orthodox answer "let's see the hundred new members first," Columbus, Ohio, was selected as the 1931 meeting place. The gentlemen then kissed and made up so they could pursue the common and earnest aim of better golf course conditions.

John Morley was re-elected president of the organization and with him the 1929 ticket was returned to office, with the only change being the election of Fred Burkhardt of Westwood, Cleveland, as treasurer, the post formerly occupied by John MacNamara, deceased, and the election of Robt. Hayes, Pelham (N. Y.) C. C. to the directorate. John, in addition to carrying the title of president of the N. A. G. A. ever since its organization, now has official license to put Colonel in front of his name. At the annual banquet the veteran Youngstown greenkeeper was notified of his appointment as a member of the Kentucky governor's staff.

The program, under the guidance of Prof. George M. McClure, soil technologist of

Ohio State university, slid through in smooth and active fashion. A loud speaker arrangement made it possible for the convention session to get each word of the proceedings. After the opening festivities during which President Morley and the presidents of Louisville golf clubs welcomed the conventioners to the blue grass vicinity the business end of the show started with Lewis M. Evans, Cedarbrook, Philadelphia, talking on "the fraternal side of greenkeeping." Louie, who is no mincer of words, told the boys that an important part of their work consisted of finding some effective control to use on "the green-eyed monster." He pulled no punches in hitting at any ill-advised comment one greenkeeper might pass on another's work, and made an effective and well-timed plea for team-work and mutual consideration. He brought out the pertinent point that the golfing world is all for the greenkeepers so it is up to them to present a unified front not only in their technical activities but in their professional personal relations.

Keep Sights on Target.

Evans counseled the greenkeepers to renew their pledges to the association's aim of concerted earnest effort in improving the standard of course condition and by that achievement to better the status and recognition of the qualified greenkeepers.

Prof. Dickinson made the first of his appearances on the program in a brief talk on seed. Dickinson stressed the importance of greenkeepers dealing with reputable seedhouses whose technical facilities and necessity of preserving the valuable business asset of their reputations, provided assurance that the seed would be right. He referred to crop conditions as a commonly neglected factor in considering seed purchases. His talk was especially concerned with south German bent seed. He spoke of the red-top ingredient as being one that must be accepted, and to some extent desirable and certainly as unavoidable. He

also told the greenkeepers that a reasonable amount of chaff in this seed did not rule it out, but rather made it to be preferred to such south German bent seed that had no chaff.

The next paper, that of A. E. Grantham of Richmond, Va., appears on other pages of March GOLFDOM.

Thursday's program was opened by James A. Smith, New London, O., speaking on "the life and activities of soil bacteria." He spoke of the breaking down of wood, straw and other denitrifiers providing the home for bacteria beneficial to plant growth. The next step he described as the nitric acid combining with lime in the soil to make nitrates soluble in water and available for plant feeding. He spoke of the combination of plant food, air, water, temperature and darkness giving the heaviest development of nitrates.

Smith identified clay soil as meaning that nature was through supplying a home for bacteria but added that soil wasn't good just because it was black. He strongly advised against stratification of any plant food material in green construction.

Compost Recommendations.

In speaking of compost practice he recommended the compost area rather than the compost pile. He cited the statement of Dr. Lipman, the New Jersey expert, to the effect that half of the value of stable manure is in its liquid. Out of ten tons of raw manure improperly cared for, the Lipman finding quoted by Smith showed a ripe manure production of 2,100 pounds,

whereas this manure kept wet and dark so the denitrifiers can get busy results in a 3,600 pound first class result. Smith recommended starting the compost area in the fall, going over it with a spring-tooth harrow in early spring and harvesting the top-dressing in July when the maximum in nitrate content has been attained. Ample storage in a dry place was the final phase of his recommendation.

Dr. Howard Sprague then came to the front with his recital of the seven years experiments on turf grasses at the New Jersey Agricultural Experiment station. Summaries of New Jersey findings are shown in tables herewith. Greenkeepers were particularly interested in the evidence that weeds have acid and alkali tolerance about as marked as that of the finer turf grasses. According to Sprague the testing of the theory of acidity in weed control shows the theory to be of doubtful validity. He pointed out the New Jersey tests showed clover doesn't necessarily come in when liming has been done. He stated that by adding nitrogen the grass was able to flourish without being handicapped by clover's supply of nitrogen from the atmospheric source. He added that lime in easily soluble form stimulates clover but lime plus nitrogen does not encourage clover growth.

Worms Want Happy Medium.

He referred to the chart records in stating that worms evidently are not happily at home in soils that are either too acid or too alkaline. He commented that the acid plots' failure to keep their good condition

TABLE 1—The Effect of Various Fertilizer Treatments on the Condition of Virginia Creeping Bent Turf. Averages for the Seasons of 1927, 1928 and 1929, New Brunswick, N. J. (Referred to in Dr. H. B. Sprague's Convention Address.)

Treatment.	Material applied per 1,000 sq. ft. per year. (Lbs.)	Nitrogen applied per 1,000 sq. ft. per year. (Lbs.)	Acidity of soil. (pH.)	Acidity of soil in Nov. 1929. (pH.)	Total dry wt. of weeds per plot. (Gms.)	Proportions of turf composed. Of white clover (%).	Of poa annua (%).	Vigor of turf in November.	Earthworm casts per 12 sq. ft.
No fertilizer	0.0	0.0	5.1	5.8	3.3	33	21	p. to m.	50
Nitrate of soda	18.7	2.83	5.5	6.3	3.0	12	15	good	51
Sulfate of ammonia	14.1	2.83	5.4	5.1	1.2	6	11	p. to m.	26
Ammo-Phos	16.9	2.83	5.8	5.4	1.0	7	11	p. to m.	32
Complete fertilizer*	70.2	2.83	6.3	6.0	2.2	9	24	medium	56
Alfalfa meal	115.7	2.83	6.4	6.1	3.0	19	18	good	83
Manure	688.7	...	6.1	5.8	4.9	23	19	m. to p.	51
Bone meal	117.1	2.83	6.4	6.3	5.0	24	24	g. to m.	70
Sulfur—Light rate	6.9	...	...	...	...	...	...	...	...
Nitrate of ammonia	8.8	2.83	5.3	5.2	1.6	9	15	medium	35
Sulfur—Heavy rate	13.8	...	...	...	...	...	...	...	...
Nitrate of ammonia	8.8	2.83	5.1	5.0	1.9	9	7	medium	23
Hydrated lime—Light	68.9	...	...	...	...	...	...	...	...
Nitrate of ammonia	8.8	2.83	7.6	7.7	2.4	9	10	good	45
Hydrated lime—Heavy	137.8	...	...	...	...	...	...	...	...
Nitrate of ammonia	8.8	2.83	7.8	7.9	1.3	9	15	good	42

*The complete fertilizer contained 5% nitrogen, 10% phosphoric acid and 5% potash.

TABLE 2—The Effect of Various Fertilizer Treatments on the Condition of Metropolitan Creeping Bent Turf. Averages for the Seasons of 1927, 1928 and 1929, at New Brunswick, N. J.

Treatment.	Material applied per 1,000 sq. ft. per year. (Lbs.)	Nitrogen applied per 1,000 sq. ft. per year. (Lbs.)	Acidity of soil. * (pH.)	Total dry weight of weeds per plot. (gms.)	Proportions of turf composed	Vigor of turf in November. †	Earthworm casts per 12 sq. ft.
No fertilizer	0.0	0.0	5.5	22	Of white clover. (%)	poor	63
Sulfate of ammonia	14.1	2.83	5.4	0.1	3	4 medium	38
Urea	6.3	2.83	5.7	1.9	3	19 m. to g.	57
Cottonseed meal	44.5	2.83	5.9	1.5	8	15 good	77

*The pH. values give a measure of soil acidity. The pH. is 7.0 for neutral soils. Figures lower than 7.0 indicate acidity, the lower the figure the greater the acidity.

†"Good" means good vigor and color. "Poor" means poor vigor and color. "Medium" indicates an intermediate condition of vigor and color. The last fertilizer treatment of the season was applied during the first half of September.

much into the fall was due to the noticeable difference in bacterial activity.

Tribute was paid to the greenkeeper as the keystone man of club progress by O. J. Noer who spoke on "the trend of green-keeping." Referring to the rivalry between clubs and the difficulty of getting and holding members Noer said the greenkeeper on these counts was put in a position of vital importance. This, he added, called for every greenkeeper to stay open-minded and abreast of the swift pace of technical development. He lauded the greenkeepers as being more intensely interested in the study of their business than any other group concerned in agricultural and horticultural work.

Many Mistakes Unnecessary.

The Milwaukee turf scientist impressed upon his hearers the necessity of respecting honest differences of informed opinion. He said many new courses present problems in turf maintenance that never should have occurred, in telling the wisdom of getting a competent greenkeeper in on the ground at the start and not letting false economy govern course construction. He emphasized the value of educating new clubs in what to demand and what to expect.

In the discussion following the Noer address, T. H. Riggs-Miller lamented the

greenkeepers' lack of time for specialized investigation and compared the greenkeeper to the family doctor in general practice. He told his fellow greenkeepers that "in building up the experts we are building up ourselves."

The greenkeeper is the works-manager of plants having invested capital of from \$125,000 to \$1,500,000 and in such a status should be considered, said Wendell P. Miller in prefacing his address on "Drainage and Soils."

The "standing room only" sign was hung out when Prof. L. S. Dickinson presented his address on "a new phase in the control of large brown-patch." The Dickinson work covers five years and although the Bay State turf authority stated he was not entirely ready to present his case as conclusive, the interest in the successful results obtained thus far was such that he yielded to the greenkeepers' eagerness for information.

Probes Large Brown-patch.

Temperature is the controlling factor in large brown-patch, according to the Dickinson findings to date. Work along the temperature line has been done by the Green section and by private investigators, especially by Joe Mayo, superintendent of the Del Monte properties and A. C. Chapman, green-chairman of Audubon C. C.

TABLE 3—The Effect of Lead Arsenate Combined with 12 Different Fertilizer Treatments on Virginia Creeping Bent Turf. Average of All 12 Treatments for the Seasons of 1928 and 1929. New Brunswick, N. J.

	No lead arsenate.	10 lbs. lead arsenate per 1,000 sq. ft. per season applied in top dressing.
Acidity of soil (pH.)	6.1	6.1
Weeds per plot in gms. (dry weights)	3.2	1.0
White clover, per cent of all vegetation	8.6	9.0
Poa annua, per cent of all vegetation	17.7	11.8
Color and vigor in November	Medium to good	Medium to good
Earthworm casts per 12 sq. ft.	38	0



This sectional view of the exhibit floor at the N. A. G. A. convention shows the vast betterment in facilities the exhibition experienced this year.

whose records on temperature and humidity have been employed in the brown-patch battle, but the Dickinson research in this field is considerably longer and farther into this phase than any other work reported.

The work at M. A. C. done by Dickinson and his staff has been checked by the Boyce Thompson institute and it was upon the institute's endorsement of his findings that Dickinson finally decided to release his report. Large brown-patch, so the professor related, is found all over the world. Some research done in Ceylon on brown-patch the M. A. C. scientist found valuable in checking his own work. Acting upon hunches he had received from greenkeepers and adapting work done in combating the disease on potato Dickinson set after brown-patch, using as his test plots various strains of bent.

He stated that large brown-patch ordinarily is in a resting stage, varying in size from a pin-point to thumb-nail extent. Under favorable temperature circumstances these resting bodies develop mycelia or feeding hairs. The resting bodies are hard to kill by fungicides, and are resistant to the usual extremes in temperature. He discounted the danger of putting clippings back on to greens in the form of compost for the brown-patch resting bodies were on the greens anyway.

83° F. Brown-patch Optimum

In the work at M. A. C. it was found that the brown-patch mycelia develop into virulent form best at 83 degrees F. At 90 degrees F. they develop very little and at 50 degrees F. to 60 degrees F. their development is almost completely retarded. Conditions that are most favorable for turf development almost always are most favorable for the development of large brown-patch. Soil temperature below the surface is not to be considered, said Dickinson. A close cut grass is most sensitive to temperature changes Dickinson said in explaining green susceptibility to brown-patch.

Presenting the summary of his investigations the M. A. C. professor said large brown-patch is not necessarily nocturnal. A finding which checks with the observation made by Mayo several years ago. Joe found the optimum temperature as set by Dickinson came during the middle of the day at the Del Monte properties. By being on the job at the right time, Dickinson said, a greenkeeper could prevent the spread of large brown-patch. Large brown-patch is found most frequently where there is a poor soil and air drainage. In this connection Dickinson stressed the importance of correct watering practice in brown-patch prevention. Humidity, he stated, influences the critical stage only as it affects the

temperature, but humidity does increase mycelial growth.

Temperature forecasts have an important place in controlling brown-patch, Dickinson reminded the greenkeepers.

In telling of the two distinct stages in large brown-patch control, the Massachusetts expert said that if the disease is controlled in the critical stage there is little, if any, injury to the grass. He named as the critical stage a period in which the temperature ranges from 62 degrees F. to 68 degrees F., following a sudden drop from a higher temperature, and 73 degrees F. to 90 degrees F. as the range of parasitic stage. It takes about three and a half hours of this temperature to bring the disease to lively activity.

Laboratory Tests Check

Dickinson showed a number of large temperature charts which had brown-patch history indicated along with the temperature curve. Conditions of sudden chilling to the critical stage which had occurred on the test plots outside were reproduced in the laboratory with identical results.

Noting that moisture helps mycelial growth Dickinson referred to the effectiveness of poling the greens at the critical time to prevent the development of large brown-patch. Relative to the application of fungicides to prevent brown-patch Dickinson made emphatic the importance of application at the critical times and in the proper manner. He stated that almost half the amount of fungicide recommended for control would be effective if not so much were lost in its manipulation.

With reference to the practical application of his findings Dickinson said comparative temperature readings of greens could be made so they could be closely estimated from the readings of a thermograph at the greenkeeper's headquarters.

Early morning mowing helps to prevent the development of large brown-patch, he stated. Among the factors that promote large brown-patch are deep wells producing very cold water and sprinklers deluging greens.

He recommended late evening watering after the greens had a chance to cool down. He stated that fungicide effectiveness is brief but highly valuable at the critical stage of brown-patch development.

At the conclusion of his address Prof. Dickinson made it plain that his report applied only to large brown-patch.

What the Canadian greenkeepers are do-

ing to work out their major problems of short seasons, winter kill and generally limited maintenance budgets was related by W. J. Sansom, greenkeeper of the Toronto G. C., whose address will appear in an early issue of GOLFDOM.

Dr. John Monteith of the Green section spoke in interesting outline of the activities and policies of this department of the U. S. G. A. There were many enlightening details of the Green section's work, aims and handicaps in the Washington notable's remarks. GOLFDOM in the near future will carry this address.

Concluding the Friday and final session of the convention, W. O. McAllister of the Davey tree doctor organization spoke on tree care. He hit the high spots of his subject with elementary details of transplanting, fertilization, tree surgery and protection against insects and scales. McAllister said the old idea used to be that spring was the best time for tree fertilization but his associates have learned that fertilization can be done with value the year around. On trimming he said the best time to trim is when the saw is sharp. Relative to painting tree wounds to prevent decay he said any good lead paint was O. K. The interest in the address gave evidence that the subject was a live one with greenkeepers and called for further technical information.

The curtain fell on the meeting with a midnight stag pulled by George Davies and his local reception committee.

Exhibitors this year reported a satisfactory amount of business and promising contacts made as a result of the showing at the Louisville armory. The exhibition was more extensive than any other the association has run. It demonstrated that it had a highly important place in the educational plan of the annual affair. Much interest attached to the construction of the two greens on the convention floor. The result of the work was a draw so the teams headed by Charley Erickson and Joe Valentine split the \$100 prize money. Both jobs were works of art and stirred up their champions to spirited discussions.

As testimonials of appreciation Pres. Morley and Fred Burkhardt, chairman of the convention committee, were presented with watches during the course of the meeting. The presentation was a happy spontaneous thought for the convention's success called for signal recognition of these two toilers and their associates.

Versatile Mac a Master of Pro Shop Sales Development

By D. SCOTT CHISHOLM

President, California Golf Writers' Association

THE name of Macdonald Smith is a household one in the golfing world.

None, with the lone exception of Walter Hagen, is better known wherever the Royal and Ancient sport is played, be it a-top the Himalayas in India or the below-the-sea-level links to be found at Brawley in the Imperial valley of lower California.

Although he never won a national event of major importance, his record of achievements against the world's greatest has been a most brilliant one and Smith himself will tell you that either the United States or the British Opens, or perhaps both, are still waiting for him. Yes, as a shot-maker among champions it is universally conceded he has no equal. He stands alone. None will dare question this distinction—the distinction of being the greatest shot maker in golfdom.

Macdonald Smith is more than a great golfer—he's a master business man. I really believe he is the finest combination of the two in this country at the present time. In order to impress upon you the fact that I am competent to sense the difference between a sound business man and an unsound one, I might state that before entering the world of golf journalism fifteen years ago, I was the Pacific coast representative for one of the country's largest importing establishments with headquarters in New York City. So, you see, I ought "tae ken just what I'm blethering about."

Yes, I honestly believe the mercantile world lost a leader when Macdonald Smith came to this country to turn professional over 20 years ago. But if he did go into the mercantile business, imagine for yourself what the golfing world would have



Mac Smith's powerful "follow-thru" is the keynote of his successful shop selling methods.

missed. Simply beyond this writer's feeble imagination, that's all.

Well, just let us see how Smith (we love to call him Mac best of all) does his business at his elaborately laid out shop at the Lakeview Golf & Country Club, Great Neck, New York.

Mac Designs Own Shop.

The shop is adjacent to the club building and is very solidly constructed. It was built to the plans of Smith so he knew when it was turned over to him that he had the finest sales room and workshop arrangement that could be built.

When I entered the sales room, unexpectedly I might add, about fifteen months ago I was astonished beyond words at the delightfully pleasing atmosphere that prevailed and also at the exquisite taste displayed. I did not quite expect to see such inviting surroundings for the good reason that I never experienced such in the hundreds of other golf professional sales shops

it had been my lot to visit all through the United States.

Orderliness prevailed in every nook and corner. One could well imagine he was sitting in a cozy nook in a Fifth Avenue shop where surroundings invite liberal purchasing. There was no noise or bustle to distract the customer. Even the boys at the workbench in the rear handled their tools with a dignity and quiet that indicated superb management and modern idealisms.

Macdonald Smith carries such articles as shirts, sweaters, hose, ties, balls, clubs, tees, caps and other necessities which go to make up the usual golf professional's stock in trade. His merchandise is all of the best. He refuses to carry anything shoddy. He never did believe in anything shoddy. He buys all his own merchandise while all of his assistants, in whom he has the utmost confidence, help out whenever a sale can be made. The unfortunate habit of permitting a member to take out a club to try it on the golf course does not go with Mac. Under no conditions will he permit such a thing and once a club is taken out of his shop and used for even a single swing through the turf, that club can never be credited.

"My clubs are the finest money can buy. They are perfectly made as any golf clubs can be made so I know when a member buys a club from my shop there are no flaws in it. I've never had a club returned to me for any sort of imperfection during the six years I've been at Lakewood," said Smith to me when I asked him about the line of clubs he carries.

Mac features iron heads and hand forged to his own design in Scotland and shafted in his shop. It was extremely interesting to me to learn that he pays the highest price for his hickory shafts, even for his iron clubs.

"I pay the highest price to get the best, therefore I know that when I put a shaft in a club for a member or an outside customer, I am supplying the best money can buy." Continuing he said, "Look here, if you give your customer the best money can buy and don't rob him or her in making the transaction it's a safe bet you have made a customer for keeps. On the other hand, if you sell him some article of more or less shoddy appearance and construction you're going to lose that customer as sure as you are born. Give your customer the best and be reasonable in your profits—that's my motto."

Splits Instruction Schedule.

When Smith went to Lakeville he made arrangements that his time for giving lessons be confined to each Tuesday from 8 a. m. to 5 p. m., Wednesdays from 8 to 12 and Thursdays from 8 to 5. At other times he is free to give playing lessons with his members—in other words he may play a round of golf with them and give instructions in this way which to my manner of thinking, is the more valuable.

Smith is a very punctual man. He's old man punctuality himself. He has never been late for a lesson in many years and he has never had occasion to call off a lesson unless weather conditions prevented. That, of course, is apt to happen in the best regulated business concerns.

But just think—a golf professional who has never been a minute late in six years. I really never thought such a man existed. Did you? It is a well known fact that the members of the Smith family, those from Carnoustie, represent the very highest standard of golf instruction and when I say that a lesson from Macdonald is the last word in soundness, intelligence and basically correct fundamentals, I say the very last word in teaching perfection. He is a marvellous instructor.

Macdonald Smith is what the old timers call 100 per cent golf professional, which means he is a fine player, a fine instructor, has a keen knowledge of golf course upkeep and can stand at the bench and make his own clubs. Few indeed have these qualifications.

Mac is a rare club maker. He ought to be. His father before him and all his brothers were. Mac had a wee bench of his own at home when 7 years of age and always made his own clubs. Then he worked for Bob Simpson at Carnoustie where his brother Alec was foreman for a number of years and from whence came some of the grandest club makers in the world today. That's where Art Rigby of Santa Ana, Dick Clarkson of Duluth, Fred Low of Connecticut, Bob Simpson of Coronado and Geordie Low, late of Baltusrol, all served their apprenticeships and where they were taught how golf clubs should be made.

Mac made me the finest set of clubs I ever played with. They were beautiful.

Pays Bills in Person.

How does Smith conduct the finances of his business at Lakeville, one of my readers is very apt to inquire. Well, he manages them fine. Simplicity is the dominant

ing factor and the chap who invites simplicity into his bookkeeping system is a wise man.

Macdonald Smith, being an easy going, sociable sort of Scot, one who likes to look up old cronies, usually goes into town every Monday and pays most of his bills in person. He likes to do that. He is indeed proud to return home at the day's end with a pocketful of receipted bills for the good reason that he's a famously honest chap in all his dealings, and likes to see the other chap get a square deal. Naturally, he discounts all his bills.

"Never an article of any kind comes into my shop unless I am there to check it off, except, of course, at times when I am away playing in tournaments. It's different then. I keep an 'intake' book for that purpose and never fail to check it with the invoice. One can't be too careful in checking off merchandise and seeing it is up to the prescribed standard. I consider that most important and if I ever find any one trying to put one over on me, he soon hears from me."

The Lakeville club handles all checks for merchandise and lessons signed by members which relieves Smith of bad debts, slow pay, etc. The club collects all and hands him a check for the full amount at the end of each month. All charges are made out in triplicate form and Smith gets one copy which he pastes into a book every single night, thus being in a position to keep a check on the club bookkeepers and also being in a position to see at a glance just what was sold each day. A glance at the slips tell all. This system also enables the noted professional to keep tabs on what his income tax should be without engaging a Philadelphia lawyer. More than that, it enables him to tell how his stock of merchandise stands from time to time.

"Whoever sells any article from stock generally writes out what it is on the slip rather than leave that for the member to do as their handwriting sometimes is quite indistinct. And then he doesn't always know the price. The members can also see what they are signing for. By doing this and by having the club handle all bills for me I have never had a single dispute nor have I lost a single dollar since the first day I went to Great Neck six years ago which is saying a great deal," remarked Mac with much pride.

The staff of assistants Mac has at Lakeville must be very efficient. I saw a report signed "Angelo" showing the amount of

business done last December—while Smith was in California. It was complete in half a dozen lines and ran something like this—

	Dec. cash.
(so many).....	golf balls
(so many).....	tees
(so many).....	irons
(so many).....	woods
(so many).....	shafts
<hr/>	
Total cash.....	\$.....
Receipts members tickets.....	
Club-cleaning	
<hr/>	
Grand total	\$.....

Has Grand Staff

"Angelo," it appears, is the boy around the shop. His name in full is Angelo Molinari—apprentice clubmaker. Tom Drummond is the clubmaker, Tom Larney is assistant instructor, while Eddie ("Pat") Patton, who spends his summers at Great Neck and his winters in his native California, is also assistant clubmaker and accompanies his boss as his caddie when he goes a-touring.

Smith will leave the Lakeville club at the end of this year. He refused to sign a new contract. He wants to take things easy for a year or so and play more competitive golf. To get away from the bench, from teaching, from the prolonged, steady grind of it all. But some day, I have an idea, some fortunate club will get Mac to again sign his name on the dotted line. Mind you, I only surmise that.

My interview with Macdonald Smith was a thing delightful. It was refreshing and unfolded to me many pleasing things not generally known of the present day professional.

Mac is a straight-shooting man, the soul of honor, and I have known old Mac for 18 years. He is quiet in his attitude at all times, a great reader of detective stories, an abhorrer of the talkies, a great golfer, a grand companion and a loyal and devoted husband.

If we had more Macdonald Smiths in the world today, we would have a sweeter and a nobler world to live in. I'm glad to call him a friend.

Every U. S. golf club president, greenkeeper, professional, manager and green-chairman is entitled to GOLFDOM free.

Pros Hope to Help Small Clubs Advance in 1930

By AMBROSE MacDIVOT

THE pro golf situation in the larger cities is in better shape for the 1930 golf season than it ever has been at the start of any previous season. Not that there isn't plenty to worry about and to strive to correct, but every business has that. Some of the boys will have tough luck and some will be the victims of their own shortcomings, but the marked improvement in pro business practice during the past few years, the greatly accelerated effective functioning of the national and sectional P. G. A. bodies and the unfailing action of providence in acting as the pros' friend, will get the big town boys in better shape than ever before, according to present signs.

It's the young fellows in the smaller places who have their fill of problems to contend with this year and in their handling of the situation many expect to see one of the happiest details of progress in pro history. It's very much to the interest of the metropolitan district pros to see that the boys in the bushes are aided in improving their service to their clubs and in building their incomes, for if the laddies in the nine-hole clay-tee territories can't get an encouraging wage they are going to swarm into the big districts, take jobs at any price at all, and in addition to demoralizing pro income, do a sad job of messing up things generally.

"All generalities are untrue, including this one," said the wise Frenchman, and that applies to the picture of the plight that will be the lot of the pros unless the small town situation is taken in hand. As a matter of fact there are some great kids developing in the pro business in these small towns. They are youngsters who are high-school, and frequently college, graduates who have deliberately and thoughtfully picked out pro golf as a career, even after learning that the popular idea of pro income is too high. This writer recalls a young fellow from one of the mid-western states who was a delegate at the P. G. A. convention in Atlanta. This boy was at-

tending university classes in the morning and working as a pro in the afternoon. He considered that the smaller town pro job, in the hands of a working and thinking man, was one of the best jobs to be had in town. The golf club was the center of the community's social activity and properly developed, meant a merchandising proposition that would yield a good income. Now, this boy was extending pro working activities far beyond the point of sitting in the shop and collecting for ball sales, playing a few rounds with low-handicap members, and giving a lesson now and then. He was a community asset by any enlightened rating.

Growing Into Bigger Job.

At the greenkeepers' convention in Louisville, I met a kid named Bill Tendler from Anderson, Ind., who was another of this type. Bill has the pro job and he could "let it go at that," but he doesn't. He was nosing around all the time to pick up ideas that would help him to make his course better without spending much money. He knows if the pro can contribute some practical live idea to the construction and maintenance of the course or to the increase of clubhouse business, the club is going ahead and the pro's earning power goes ahead with it.

"There are a lot of young punks who learn to play pretty good golf and they think that's all there is to the pro's job," Tendler says. "They are happy just as long as they can be called pros. But they are not worth much to their clubs and for that reason never get very far themselves. With a smaller club a pro who handles his job right has to be not only a player who will represent his club creditably if not famously, but he has to be a patient, competent teacher, a developer of business for the club and himself, a pretty fair greenkeeper, a clubhouse manager, in some respects the acting secretary, sports and pastimes chairman and house and green-chairman, caddy-master and if he sees the