



This terrifying shot, the 18th at Pasatiempo, shows some of Dr. A. Mackenzie's architecture at its most picturesque. Mackenzie's idea is that a course should look tough and play pleasant, for golf after all is fun. Due to cleverly located stairs the walk to the green is not the mountain climb it seems although Mackenzie and other good architects try to avoid a steep finishing hole.

does not mean making the individuals work harder. The individuality of each task makes efficiency-expert, chain-gang methods of labor promotion worthless on a golf course.

Morale is everything, and to develop it in his crew the greenkeeper needs only to instill a sense of responsibility in his men. One of the most successful superintendents in California keeps his men enthusiastic about their work in spite of wage cuts by appearing before them in the role of director instead of dictator. To use his own words, "If I tell a man he has to do a certain task in a certain way because I want it done that way, he will do it, all right, but not a darned bit more. And when he is finished he stands around waiting for me to tell him what to do next. But if I tell a man that I want him to do a certain job in a certain way, but suggest that he improve on it as I am sure he can, that man is put on his own responsibility and it is a matter of pride that he gets that job done as well as he knows how."

### Gives Crew the Low-Down

Another Pacific Coast greenkeeper in charge of a long and hilly course is doing wonders with a tiny crew by taking the

men into his confidence and impressing them with the fact that their efforts will determine whether or not the course will survive and they with it. Further than this he does little overseeing because he has neither the time nor the inclination. He states that intelligent men do not need it and he will not keep the other kind.

But even the best men will grow slack at times, particularly in regard to breakage and loss of equipment, items which cut a large figure in the budget of every course. This can be brought down to a minimum by posting all the workmen's names and listing after each the tools that that individual has damaged or lost. No rewards or fines need be made in regard to the best or the worst records, the stigma of posted losses usually being sufficient to bring about a reformation in even the most calloused cases.

### Periodic Check-Up Advised

It is difficult to outline a universal set of rules whereby golf courses may save money satisfactorily; each course has its own problems and consequently must look to itself for its own solutions. For this reason a careful analytical survey of maintenance conditions, including every possi-

ble contributing factor must be taken from time to time, preferably once a month. It is wisest to consider not alone how certain expenses may be curtailed before the next check-up, but also how the same expenditure will produce better golf. The most successful greenkeepers are not necessarily those who spend the least money, but those whose courses attract the most players.

In one of these check-ups a certain greenkeeper found that every few days one of his men had to be sacrificed to the cause of rodent control, there being an ever-recurring plague of gophers and moles in the vicinity. He found, by making each greensman responsible for the eradication of the pests within certain vital areas of the course that control could be maintained without loss of efficiency in other departments. Incidentally, in the palmy days of a few years ago, another superintendent found that the best and cheapest way to eradicate moles on his course was to put a bounty of 50 cents a head on the rodents. Today, half that amount is effective.

One man decided that the cost of poling greens was too much and could be reduced. He went to a nearby firm and had it make him a special broom, a monster of its kind with a nine-foot brush. It cost less than \$5.00, outlasted innumerable canes, and did a better job in a shorter time.

### Greensmen Inventive Lot

Perhaps the best indication that at least California greenkeepers are taking their economies seriously is the fact that those once so popular monuments to waste, the junk piles, practically have disappeared from the land of sunshine and receivers. Instead, nearly every bit of scrap metal is hoarded as much fine gold, for some day it may be used in the manufacture of some money-saving device. Practically every greenkeeper in the state has a pet scheme or device that he is working on, and some have scores of them to their credit. The strange part about most of these brain children or brain storms is that many of them work. Scarcely is there a superintendent but has operating on his course sprinklers that will never recognize a father, weird contraptions with arms, cogs, wheels, vibrators, and baffle plates. But it is interesting to note that sprinkler manufacturers pay these creations the compliment of very close attention for many of them have incorporated principles that

later have been seized upon and patented. Another favorite subject for experiment and modification is the topdressing machine. It would seem from casual observation that no company has yet produced one of these machines that greenkeepers have not tried to improve upon. The writer has seen these machines taken to pieces by ambitious greenkeepers and rebuilt along absolutely different lines in the attempt to obtain a more even distribution.

In the southern part of the same state most club officials are not aware of the fact that there is a tremendous amount of borrowing and lending of tools and equipment between the various courses. The members of one club do not realize that the very excellent spiker it purchased a few years ago has helped to improve the turf on at least four courses in the district. Nor do these members know that tools from practically every other club in the vicinity have contributed to the excellence of its own greens. But such is the case and such will continue to be the case while the present very commendable spirit of co-operation prevails. It is this spirit of co-operation which is holding down the cost of upkeep and maintaining splendid turf in Southern California. Which makes it possible for greenkeeping to be robbed of many of its terrors in this district, because one's colleagues on neighboring courses are willing and eager to lend their opinion, equipment, and goodwill. In this manner the status of greenkeepers is being raised throughout the whole district.

### Poa Annua Fight Begun

**M**AY INSPECTION of many mid-western courses shows much *poa annua* on greens. Mindful of what happened last year when this grass went out during the hot weather, some of the veteran greenkeepers are advocating longer cutting and less water on greens in the hope they'll be able to avoid last summer's big bare spots on their greens.

**O**AK RIDGE C. C. (Tuckahoe, N. Y.) has solved the trap foot-print problem by driving a 2 in. dia. galvanized iron pipe about 4 ft. long into the ground at the end of each trap, out of playing range. In these pipes are trap rakes. Players must not leave vicinity of traps until caddies have raked and replaced rakes. "Plan works great," says Isaac Simons, Oak Ridge pres.

# Pros' Letters Give Members Sales Reasons That Make Business

By JOE GRAFFIS

**G**LAD NEWS is hereby being pecked out on the typewriting relic at which your humble servant sits. The pros are mastering, with strong high hearts, that difficult job of playing out of the sales rough. Judging from plenty of present indications, when the storm is over the pros will be in better shape than ever before and trained to such a point they can take full advantage of their battle through the depression.

Last summer it looked for a while like the fight was going to be taken out of a lot of the boys who wandered through the locker-rooms and heard important business men crying their eyes out. But the pros who rank as first class pros have escaped that dangerous influence and have made up their minds they are masters of their own destinies. They know their selling problem primarily is one of education. The work of educating they realize is up to them; club officials have troubles of their own.

Frank Sprogell, pro at the Kent C. C., Grand Rapids, Mich., defines the problems by saying:

"The average member at a club such as the one with which I am connected does not know that the club pays me only a nominal salary as a retainer. He does not know that I must pay my assistant and caddie-master. He does not realize that I must make my yearly salary in only a few months—that if I have an extra long period of rain in the spring season I have lost business in teaching that I can not possibly regain. These and many other angles I want to bring out in my little club magazine, the Pro-gram. Thus I hope to not only acquaint my members to know my position but get them to consider me first before purchasing goods elsewhere."

## Timely Reminder

Elmer Biggs, able young man with many years' service stripes as pro and green-keeper, informs the members of his club, Peoria (Ill.) C. C., in delicate and forceful fashion that there's no reason to be scared

by the popular old idea that the pro-shop is an expensive shopping place. Biggs brings out the gift shop element that is especially smart in view of the women's business that is growing around the country club. He signs off with a service paragraph that is a gem.

Read Elmer's epistle to the Peorians and you have an idea of the selling thought and effort that is bringing the good pros safely through the storm. Here it is:

*To Club Members:*

*Your Golf Shop is a Gift Shop, too.*

*Birthday gifts, bridge prizes, souvenirs for house guests—all can be cared for at your Golf Shop—and at prices surprisingly low when known quality and known trade names are taken into consideration.*

*For instance, the new 1.62-1.68 golf balls are from 25c each to 3 for \$2. Tumbledown hose, score pads, gloves, rubber grips, score clocks, club holders, rain jackets, golf club hoods, celluloid tees, garters, and many other items can all be had for a dollar or less.*

*In trifle higher priced merchandise umbrellas, sweaters, caps, knickers, trousers, leather jackets, ball markers, bags, hose, golf clubs or merchandise coupons may solve the "what to give" problem.*

*We are trying to maintain a stock of golfing necessities at prices "in tune with the times" and would, indeed, appreciate your remembering your Golf Shop when we can be of service.*

*The usual price of club cleaning, storage and maintenance has been \$1 per month. For those sets left in our care from May first to November first a credit of one month's service will be given free—in other words, this will be six months' service for five months' tariff. We hope you will take advantage of this offer.*

*And just one thing more. Will you please feel free to ask me for any suggestions, advice or pointers regarding the correction of any difficulties you may be having with any club in your bag? It will be a pleasure to help you. This is a gratis service*



Orville Chapin, pro at Midland Hills C. C., St. Paul, Minn., has his ball and accessory case located to smack them right in the eye when they come into the shop. Flanking this feature are the bag and apparel displays so that shop visitors are more exposed to selling influence of this merchandise, which frequently doesn't sell as fast as it should. Note price tags on the merchandise.

to which you are entitled. I will enjoy seeing you hit a longer drive, a straighter pitch, and a truer putt just as much as you will enjoy making the shot.

Yours very truly,

ELMER F. BIGGS.

"MAKE YOUR GOLF SHOP YOUR GIFT SHOP."

### Johnnie Tells 'Em

John Hackbarth, pro at Black Hawk C. C., Madison, Wis., gives the members a close-up on why he should have a good clean swing at the Black Hawk playing equipment business in the fifth paragraph of the following letter that went out to John's members on April 28. He wrote:

Dear Black Hawk Member:

The good old golfing season is about to begin again. Black Hawk members are no doubt eagerly anticipating the joy and benefits to be derived from it.

I am ready to serve you again as usual in all of your golfing needs. I have a complete stock of the latest golf equipment such as the special Robert T. Jones matched iron and wood clubs put on the market for first time by A. G. Spalding & Bros. I will also carry the reputable Walter Hagen line of matched wood and iron clubs. These two lines of golf clubs are in

my judgment the outstanding ones this season.

If you are considering new golf equipment please consult your club professional. He is the one most competent to advise you right. Personal service given by the club professional in the matter of golf equipment is worth a great deal to any player. Occasionally where a set of clubs does not exactly suit a player after being used a short time I do not hesitate to give this player what best suits him. You cannot get this service everywhere. This is just a part of the personal service referred to in this letter.

Prices of golf clubs, balls, bags, etc., have been reduced considerably. For further prices see inclosed card.

As I am required by contract to carry a stock of golf equipment shall look forward to a special consideration, especially this year when you are in the market for golf necessities. My prices are as reasonable as you will find them anywhere.

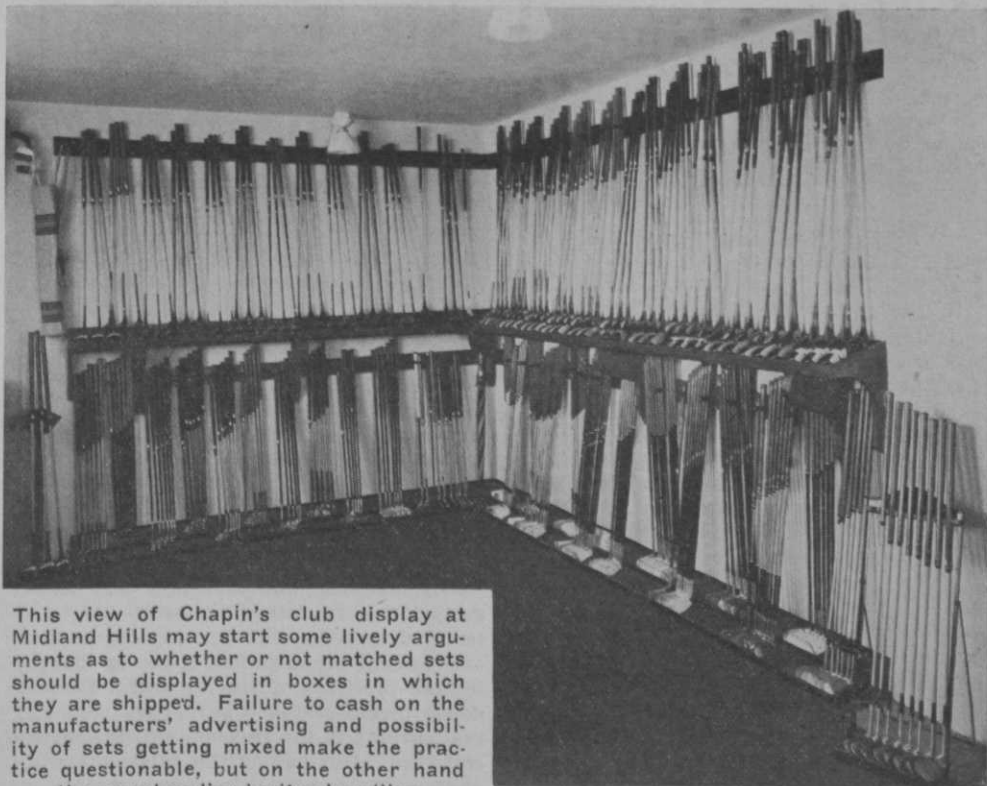
I have appreciated your loyalty and patronage in past years and will be grateful again for your support the coming season.

With my sincere good wishes for a happy golf season, from

Your club professional,

JOHN C. HACKBARTH.

P. S.: The club dining room is now open for meals and refreshments.



This view of Chapin's club display at Midland Hills may start some lively arguments as to whether or not matched sets should be displayed in boxes in which they are shipped. Failure to cash on the manufacturers' advertising and possibility of sets getting mixed make the practice questionable, but on the other hand the merchandise invites handling.

## Veterans Have Kid Pepper

This affair of putting some business heat under the members is by no means confined to the enthusiastic experiments of comparative youngsters in the business. The oldsters are going at the thing in a smart way. They know that the members may be inclined to think of them as fixtures around the place and so much a part of the club that no one ever has to give any thought to where the pro's income originates.

Take this straightforward communique from the substantial veteran Jack Patterson of Midlothian C. C. (Chicago district) as a fine example of a letter that tells the story in the same sort of style its writer would speak it. Here's Jack's bulletin to the Midlothian elect:

Dear Member:

Now is the TIME to DRIVE' dull care away.

PERK UP, it may not help conditions, BUT—you'll feel different—"SMILE."

MIDLOTHIAN is set to greet you, and

help you to enjoy the GRAND OLD GAME. Don't forget that HEALTH is WEALTH. Keep fit by PLAYING GOLF as much as possible. When you do COME OUT I invite you to inspect my stock of Clubs, Balls, Hats, Umbrellas, etc. There may be something there you need. I have the BEST GOLF BALLS made, in their price range from 3 for \$1.00 to \$1.00 each.

All the CLUBS I carry were personally selected by me and REPRESENT the BEST POSSIBLE VALUES, any of which you can TRY BEFORE YOU BUY. Play with them for eighteen holes, or else, "Bill" or myself will go to the practice tee with you and HELP in every way to make sure you are getting the CLUB BEST SUITED for your style. I am here to give SERVICE. If you don't see what you want in the GOLF SHOP, we will be glad to get it for you. MAKE THE GOLF SHOP your HEADQUARTERS this year for your GOLF EQUIPMENT.

Yours sincerely,

JACK PATTERSON.



# Caddie, Injured by Golf Ball, Sues Club! What's the Law?

By LESLIE CHILDS

**T**HE QUESTION of the liability of a golf club for injury suffered by caddies in the course of their employment is obviously one of considerable importance to club executives charged with this phase of a club's management. For, while caddying can hardly be considered particularly hazardous, yet, serious injuries may arise in this field for which a club may or may not be liable, depending upon the facts and circumstances involved.

In the light of which, business prudence would seem to dictate care in the conduct of this department of a club's business, to the end that ample protection from liability be guarded against, by insurance or otherwise, as the facts may justify. With this in mind, a brief review of the salient features of this subject may prove of interest and profit to golf club executives in general.

## Workmen's Compensation Laws

To begin, a club's liability for injury to a caddy may depend in a great measure upon whether or not the club is subject to a workmen's compensation law. If it is subject to the provisions of such a law any injury suffered by a caddy in the course of his employment, that arises out of the employment, will likely throw liability upon the club.

However, since the workmen's compensation laws of the different states vary in their terms, this point can only be determined in a particular case by reference to the laws of the state in which the club operates. In some states such laws have been held to apply to golf clubs in their employment of caddies; in others not. For example, in Oklahoma the statute provides: "Employment includes employment only in a trade, business or occupation carried on by the employer for pecuniary gain."

Under the above statute an employe of a golf club sought compensation for an injury in the course of his employment that resulted in the total loss of the vision in his right eye. In defense, the club set

up that it was not operated for pecuniary gain and hence was not subject to the workmen's compensation law. In reviewing the record and in upholding this contention, the court said:

"If the golf club is carried on for pecuniary gain, then the Industrial Commission had jurisdiction to make the award. If, however, it is not carried on for pecuniary gain, then it did not have such jurisdiction. The land is owned by Oklahoma City. The golf club is owned and operated by a private corporation.

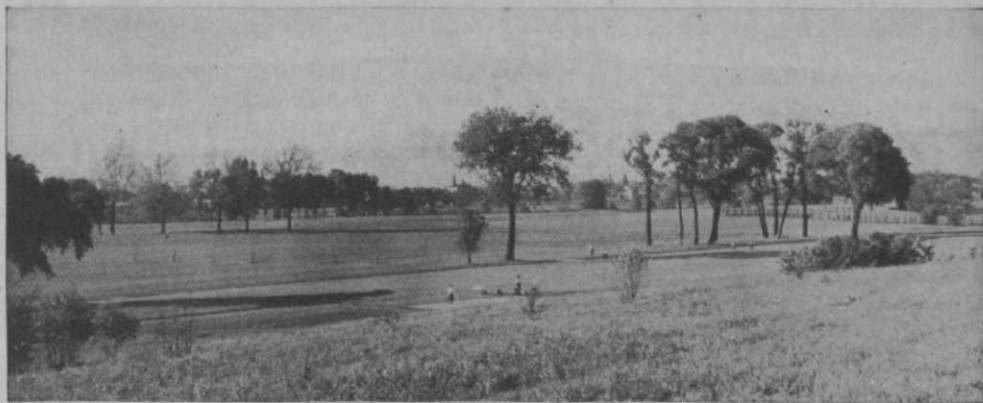
"Mr. Jackson, the secretary and manager of the Lincoln Park Golf Club Co., testified that the club was incorporated as a non-profit organization. A fee is charged for the privilege of playing golf. The evidence discloses there never has been any real surplus in the treasury. All the money collected, after paying the salaries and all charges, is put back in improvements on the golf course. \* \* \*

"Under the facts as disclosed by this record, \* \* \* we do not think the Lincoln Park Golf Club Co. is operated for pecuniary gain. Since we have reached that conclusion, it necessarily follows that the Industrial Commission had no jurisdiction to make the award. The order granting the award is vacated, with directions to dismiss the cause." (Supreme Court of Oklahoma, 288 Pac. 954.)

The foregoing case was, of course, decided upon its facts and the provision quoted from the Oklahoma statute involved, and illustrates the impracticability of attempting to cover the subject of this article by any hard and fast rule. For by the very nature of actions of this kind the outcome will depend not only upon the circumstances surrounding the injury but upon the provisions of the workmen's compensation statute involved as well. As witness the following:

## Compensation Statute Covers Caddie

A caddy in the employ of a golf club in California leaned against the hand rail of



Flat, but with brutal rough and sharply trapped greens, is the Shawnee G. C. public course at Louisville where the 11th annual Public Links championship of the USGA will be played July 19-23. Louisville has been conditioning its course for the event during the past fall and this spring, with excellent results. The city plans to stage a great show for the visiting contestants. W. E. Farnham, noted Louisville newspaperman, is local representative on Public Links section of USGA.

a small bridge that spanned a creek on the golf course. The rail gave way and the caddy suffered permanent injuries caused by falling backward into the creek. At the time of the accident he was caddying for a member of the club, having been assigned to the work by the caddy-master.

For the injuries so received the caddy applied for compensation under the California workmen's compensation law. The club denied liability on the ground that the caddy was not an employe of the club, but that it merely assembled the caddies for the convenience of the club members desiring caddy service. In denying this contention, and in affirming an award of \$1,170 in addition to the expense of medical attention made by the Industrial Commission, the court reasoned:

"The undisputed facts are that the club owns and maintains a golf links \* \* \*. The general control over this sport is vested in appropriate committees selected from the club members. Many golfers have desired and do desire the services of attendants \* \* \*. For these members the club provides caddies, and over them is a paid employe known as the caddy-master. \* \* \* At the close of the game the player hands to the caddy-master, with his report, the amount earned by his caddy, and this amount is immediately delivered by the caddy-master to the boy. Thus each player pays the caddy, \* \* \*.

"While actually caddying the control of the activities of the boy are wholly with the member using him, and the club, as a

club, has, of course, no means of knowing what particular orders or directions a member may give to his caddy, nor what unusual or dangerous duties he may call upon him to perform. For these reasons petitioners (the club) argue that the caddies are not employes of the club, and that all that the club does is to afford boys who wish to serve as caddies an opportunity for employment by members of the club who play golf. \* \* \*

"The reasoning \* \* \* makes no strong appeal to us, because the language of section 2009 (code section pertaining to what constituted employment) was never intended to mean, for example, that a housemaid, directed to give personal attention and service to a guest within the house, ceased for that reason to be an employe or servant of the householder. \* \* \*

"So here it is not of consequence that the member should pay to the caddy directly the amount he has earned, or pay it indirectly through the medium of the caddy-master. The employment and discharge of the caddy during all of the time when he is not actually in the service of a member is wholly under the control of the club, and this is the determinative fact in the matter. \* \* \* The award is therefore affirmed." (Supreme Court of California, 163 Pac. 209.)

The foregoing cases constitute valuable examples of judicial reasoning on the question of the right of a caddy to compensation, under workmen's compensation statutes, for injuries suffered in the course

of his employment. And, in the light of these cases, it is clear that here is a question about which golf club executives should take no chances, and if the law of the state in which they are operating subjects them to the provisions of a workmen's compensation act in their employment of caddies and other employes, proper insurance coverage would seem to be in order for the protection of the club.

### Where Compensation Doesn't Apply

Now, leaving aside the possible liability of a golf club under workmen's compensation statutes for the moment, let us turn to the question of such liability under the assumption that no statute of this character applies. Here a golf club would be subject to liability for injury caused by its negligence the same as any other employer would be. This would embrace accidents arising out of defects in the premises, or of equipment furnished for the use of employes, where the club had notice of such defects or should have had such notice in the exercise of reasonable care.

However, in situations of this kind, the club would not be liable for injury to a caddy caused by being struck by a ball, or like accident, resulting from the negligence of a member or other person playing the course. In such case the caddy's claim for damages, if he had one, would be against the member or person responsible for the injury and not the club. And this same rule would apply whether the injured caddy was in fact an employe of the club or had been brought to the club by a member on his own account. In all such cases any liability against the club would have to be based upon the negligence of the club, as such, which caused the injury.

Of course in the employment of caddies a golf club should have in mind the so-called child labor laws of its state. But these laws, being directed chiefly to the protection of children in their employment in factories and other strictly gainful enterprises, do not appear to throw any special burden on golf clubs. At any rate, a reasonable search has failed to disclose any case from a court of last resort in which a golf club has run afoul of statutes of this kind. But this point may well be had in mind when caddies are being employed, for a clear violation of a statute of this kind may impose a severe penalty, especially if a caddy unlawfully employed suffered injury.

Now at this point it may be noted that

a formal contract between a caddy and a club is not necessary to create the relationship of master and servant between them. If the club, through its caddy-master, professional or other authorized person, recognizes a boy as a caddy and assumes supervision over him as such, this will usually be sufficient to render the boy, in a legal sense, an employe of the club with the rights and duties as such. But this relationship would not result from the acts of a mere member of the club, or other person lawfully playing the links, in bringing a personal attendant to act as caddy upon the course.

### Insure Against Liability

From the foregoing it is obvious that there is a sharp difference between the liability of a golf club for injuries suffered by a caddy in the course of his employment, where the club is subject to a workmen's compensation statute and where it is not. In the first-named case, the club will ordinarily be liable for injuries received that arise out of and in the course of the employment.

If a caddy is struck by an automobile while on the premises of the club while going to or from his work the club may be liable; if he suffers injury by being struck by a ball, stepping in a chuck-hole, or other unforeseen accident, while he is about his work, he will usually be entitled to damages against the club under a workmen's compensation law. And this irrespective of any question of negligence on the part of the club that may have contributed to the injury.

True, in cases of this kind, if the injury to a caddy was caused by the negligence of a third party, say, a member driving wild and hooking his ball, the caddy would have the option of proceeding against such member or of claiming compensation from the club. He could not, as a general rule, collect double damages. But until the caddy has elected to release the club by pursuing his remedy against the person causing the injury the club's liability would be in existence.

On the other hand, where a club is not subject to the provisions of a workmen's compensation law, but is liable for injuries suffered by its employes only under the general doctrine of negligence, it is necessary for a person claiming damages to show that his injury was caused by the negligence of the club, as such, before liability will attach to the latter.



# Green Section Digs in Dirt and Lab to Save a Fortune

By HERB GRAFFIS

**S**PORTS writers who have trailed through the devious paths of amateur sport from the over-emphasis of college football to the Machiavellian politics of the U. S. Lawn Tennis association return from their explorations with wonderous tales of amateur sport enterprise that has no kindred operation in the entire field of sport. They tell of the Green Section of the United States Golf association but in vague terms that only hint at what the Green Section is helping to do in cutting the cost of golf and to improve playing conditions.

Very few club officials have any idea of the tremendously valuable work the Section is doing. The greenkeepers know better because the men who are responsible for course condition put it up to the Green Section to work on problems for which the superintendent hasn't time, money, research facilities or research training. The Section has no machinery for blowing its own horn and hasn't the temperament to pat itself on the back. Its publicity is confined to the Green Section *Bulletin*, an excellent periodical devoted to course maintenance problems.

But despite this lack of acquaintance with the Section's work, there is a growing conviction among club officials that USGA membership, even if it meant only the availability of Green Section assistance, is today's outstanding club operating bargain. The USGA is conscious of this and despite the stress of the times the Section's budget of approximately \$40,000 annually is the biggest single item in USGA expenditures. But as research costs go, \$40,000 is a tiny item for a business that spends more than \$50,000,000 annually for course maintenance. The Section's budget figures about 8/100ths of one per cent of the national annual maintenance bill or less than a half cent per round of all golf played in the U. S. during 1931.

Surely, in view of demonstrated value of the Green Section and its sharply limited financial resources, the golf clubs ought to be able to figure out a way in which the

Section would have at its command enough money to handle the work with which it is burdened by virtue of its essential character.

Although the portion of each club's USGA dues that goes to the Green Section activities is uniform, the use of the Section's facilities naturally benefits most in dollars-and-cents those clubs spending the most money although the service to smaller clubs that have to make each red cent count is of incalculable value. It appears that some revision of the financial plan for conducting the Green Section might be made in a way compatible with plain principles of good business and good sportsmanship.

## Nipping a \$10,000 Plot.

Definite instances of hard cash savings effected by Green Section watchfulness and service abound although the Section itself does no boasting about its financial returns to its supporters.

GOLFDOM'S snoopers recently ran across an incident strikingly indicative of the Green Section's value. In January a shipment of bent grass chaff was received at New York from the Netherlands. The shipment of 10,023 pounds was valued at \$225. This was the first of two shipments of this material which, for the greater part probably will be sold by unscrupulous dealers to unsuspecting golf clubs at \$1.00 a pound.

Roughly that means \$10,000 of golf club money thrown away and the reputations of a number of course superintendents marred. Clubs using the facilities of the Green Section are not going to be victimized by this "bargain" sale of worthless chaff, which simply means that if all the clubs were using the Section the saving in this single case would account for almost a quarter of the organization's annual budget.

Reputable seed houses doing business with golf clubs are aware of the authoritative status of the Green Section as we learn that there are 600 letters from one seed company in the Section's files.

There is no way of estimating how much money golf clubs have wasted on poor seed during the last 5 years but testimony from experienced and thoroughly trustworthy seedsmen puts the amount at several times the Green Section budget during that period. Examination of the files brings to light many cases of clubs sending in samples of alleged high-class and certainly high-priced bent seed that was either bent grass chaff or Illinois redtop.

### Stealing With Stolons.

The Green Section makes no definite recommendations as to the kind of grass to be used on courses but definitely warns against the use of certain undesirable grasses. The Section now makes it possible for clubs to check up on the identification of varieties if they chose to use stolons on their putting greens instead of following the old practice of risking big losses by using improperly named varieties.

Clubs and turf nurserymen are taking advantage of the Section's bent identification service to clear away the confusion occasioned by early carelessness in propagation and the desire for speed and big profits when the bent business was in its infancy.

Not long ago a club insisted on buying a certain strain of bent for its 18 greens. The strain is one which tests already had proved definitely undesirable for putting greens. Present condition of the greens and dissatisfaction of the membership confirm the findings of the Green Section. Now the club stands to lose about \$1,500 spent for stolons, plus cost of planting, loss of playing time and excess amount spent for disease control. If this club had made use of the Green Section service its saving in the solitary instance referred to above, would have paid its USGA dues for more than 50 years.

### Share in Benefits.

The financial savings of the Green Section extend not only to member clubs but to a great many clubs which are not supporting the work? These profit from the activities of the Green Section research through the close association of the Section work with many of the seed, fertilizer and other supply dealers. We have previously referred to more than 600 letters to the Section in connection with a single seed company. Many individual letters in this file deal with more than half a dozen separate turf problems. This company

follows the Section's results closely and passes the information to its clients. That company contributes toward the work but \$4.00 in the form of a *Bulletin* subscription. In many instances greenkeepers and green-committee members of clubs which are not members of the USGA and therefore not supporting the work, argue that they get nothing new from the Green Section for the simple reason that the Section's information must be passed out frequently to other organizations and there are no patent rights on any of its findings. There is one green-chairman who has never asked his club to join the USGA for he argues that his club is not in a position to derive any benefit from the Association or the Green Section. This very chairman will argue until imps skate that the only grass that is worth a blankety blank on golf greens in his opinion is Metropolitan bent. He apparently can't realize that his club obtained the Metropolitan bent indirectly from the Green Section and without the encouragement of the Green Section by USGA officials in the early days there would probably have been no development of such strains of grasses. His club originally used lime as the sole fertilizer for fairways until he learned that lime did not take the place of fertilizers rich in nitrogen for fairway improvement. He now uses the kind of fertilizers that have been checked up and recommended by the Section but he gets the recommendation through the fertilizer houses with which he deals and which in turn keep in close touch with Green Section work and modify their formulas on its recommendations. His club is in the snow-mold region and he has had greens with at least 50% of the turf killed with this disease until he learned that bichloride of mercury and calomel would control it. He now uses these chemicals frequently but since he got the observation from somewhere else he does not feel that he owes it to the Green Section in spite of the fact that these control treatments were developed under Green Section supervision. He also uses bichloride of mercury or calomel for the control of brown-patch, and after years of weedy greens he finally discovered that his chief source was in compost after someone had tipped him off to the recommendations of the Section on this treatment. Altogether this club probably might conservatively be figured as having saved at least \$1,000 a year entirely as the result of Green Section information and yet this club will not give