

the club staff did noble in reducing by 50 per cent the cutting criticism of brilliant Jimmy Powers, New York News golf writer: "The USGA awards the Open to the clubs having the hottest places as press sties and the coldest guys as officials."

North Shore officials and marshals did a smooth job of keeping people happy. Instead of the usual amount of sometimes justifiable hollers about prices being hiked to lift the mortgage and pay a dividend from the profits of a tournament the only howl that was registered was about 75 cents for a deck of cards.

Gene Conley, newspaper syndicate executive and chairman of the publicity committee of the North Shore club, had one of the most difficult jobs on the lot in being responsible for the handout of press tickets. Just why it is there always is a clamor for press and other complimentary tickets always is a mystery. Tom MacMahon, executive secretary of the USGA, is about the only one in the planetary system who can handle the job of issuing, or turning down requests for deadhead tickets and keep everyone happy. Conley did an expert job, however, in sifting out the real licensed holders.

Handling the gallery this year was done for the most part by U. S. marines under the direction of some competent club officials. The marines didn't know what it was all about, but at that were a great improvement on many marshals who have thought they knew it all and were intent on acquainting the wide world with their knowledge and importance.

Some of the well-meaning scorers could have taken an advance lesson on holding the flag and avoiding stepping in the line of putts and saved the players the mutual embarrassment of having to advise the correct procedure.

The unfortunate disqualification of Paul Runyan when Chick Evans attested to an incorrect score was one of those bad accidents liable to happen in any family and seems to indicate the necessity of a revision of that rule so the penalty will not be so mandatory.

One detail that obviously needs codification is that of greensmen repairing holes made by pitch-shots. In some instances the sod was lifted up while the player was walking up to the green and before he putted. In other instances the shot holes were repaired after the players had putted and left the green; this latter prac-



The press tent had as one valuable feature, blue prints of each hole on which were marked with colored pencil, the shot by shot play of the players.

tice sometimes making it necessary for a player to putt over a spot in which a backspin shot had hit.

Five dollar coupon books were sold for restaurant and locker-room use. Buffet lunches were served off the locker-room to men only. Despite the heavy business this service was smoothly handled under the direction of D. Howard Hawk, who assisted John Schweitzer during the Open. Buffet lunch was \$1. Meal service to members and guests accompanied by women, or to women alone, was in the club dining room on the second floor.

Toughest problem in clubhouse service was in keeping beer properly cooled to Schweitzer's usual expert service. Demand ran ahead of the supply.

Even the concession stands on the course ran out of cold drinks. Just why it is that these concessions stands at every Open seem to select the all-round sloppiest employes within the state for service can only be accounted for by assuming these employes work at a tournament only one time. Once is too much.

North Shore's handling of the Open was the best all-around job done on this event during recent years. The eleven months of study and planning by the men responsible for the event paid out richly.

**T**HE CAREFUL greenkeeper varies his methods to meet changing conditions. On the same course, variations in soil fertility, drainage, contour, etc., may lead the wide-awake greenkeeper to depart from standard practice. But first he makes sure special methods are required.

# Unbalanced Feeding, Not Excess Diet, Fertilizing Danger

By J. F. FONDER

**T**HE LITERATURE that generally finds its way to the greenkeeper's desk and is often depended upon by him as a source of information refers again and again to the "overfeeding" of grass plants. Many of the ills which beset the turf of a golf course are frequently attributed to this cause, when in reality overfeeding hasn't occurred. It appears that a better understanding of what is considered overfeeding would be of value.

As a beginning, let's say that it is not possible to overfeed plants, and then find what really happens. Plants do not gorge themselves simply because they have an abundant supply of food available to them. Such intemperance is peculiar to the animal kingdom, and more especially to that class of animals known as man. The intake of food by plants is controlled to a large extent by conditions existing within the plants and approximately only that quantity they actually require will be absorbed. This condition prevails unless there is either too little plant food to meet requirements or so much present that osmotic action is reversed, causing water to move out of the plants and into the soil rather than from the soil into the plants.

Plant growth, as well as the processes within the plant which contribute to it, is regulated by a number of external factors. These growth factors, are the temperature of air and soil, velocity of wind, amount and intensity of sunshine, length of day, moisture supply, plant food dissolved in the soil water, diseases, insect pests, and a few others of less importance. As long as all of these growth factors are very favorable, plants will make excellent growth and the food supply will be drawn upon as needed to meet the needs of the plants for making new tissue and carrying on different processes. But let any one factor become unfavorable and growth of the plants is checked and absorption of plant food from the soil becomes slower.

The influence of different growth factors in determining the condition of grass is evident on the golf course at all times during the year. In spring, all growth factors usually become favorable and grass grows luxuriantly. During summer, the temperature may become too high, the moisture supply may become too limited, and insects and diseases may be very active. At this time grass growth becomes much slower and plants may become practically dormant. In fall, external conditions again become generally more favorable and there is another period of rapid growth. With the appearance of winter, low temperatures usually restrict growth and frequently produce an entirely dormant condition in the grass.

As a result of the influence of these external factors the grass plants absorb and utilize much larger quantities of plant food during spring and fall. During those seasons it is desirable that abundant plant food be present in the soil. It is not possible to measure accurately what this quantity should be, but the point of interest here is that there could usually be 4 or 5 times the quantity of plant food needed and still the plants would not over-feed. Of course it would not be economical to supply this excess because of the loss which naturally occurs through soil leaching.

## Balanced Feeding Is Need.

If it is possible to have in the soil several times the amount of plant food actually needed and still have the plants grow only in accordance with the limit established by the other factors, it evidently would be difficult to bring about over-feeding through excessive fertilization. But in this regard it is necessary to recognize that bad results do frequently occur from the application of excessive amounts of certain fertilizers, and this injury is distinct from that produced through over-concentration of the soil solution. Almost



First women's golf class at Harlem G. C. in the free golf school conducted by Chicago Tribune at courses of the Chicago Daily Fee Golf association. There are approximately 300 women in this Harlem class. Almost 16,000 pupils registered at all the courses. William Philpot is the Harlem professional in charge of this record-size class.

an unlimited amount of evidence indicates that the general type of injury is not "over-feeding" but rather "improper feeding" or "unbalanced feeding."

Unbalanced feeding is very easily accomplished and is one of the most important mistakes to be guarded against in fertilizing. To this end it must be recognized that there are at least 13 elements necessary to normal development of plants. The majority of these are sufficiently abundant in most soils to meet normal requirements. But three of them, —nitrogen, phosphorus, and potassium—are frequently so deficient that unless they are supplied plant growth will be restricted. In most soils it is possible to add such amounts of any one of these that either of the other two will become definitely too deficient to meet the needs of the plants. When this occurs an undesirable type of growth will result and unbalanced feeding has been accomplished. The extent to which this type of feeding is objectionable usually depends largely upon whether external growth factors are favorable or unfavorable. It is common knowledge that extremes of temperature, unfavorable moisture conditions, diseases, and the like are generally more injurious to such improperly nourished plants than to others.

Nitrogen is the one most generally used improperly. This has been aggravated by the emphasis which has been placed upon the importance of nitrogen in the growth of grass and by the fact that an over-feeding of nitrogen produces an undesirable type of growth more readily than is the case with other elements.

### Too Much Nitrogen Is Bad.

There is no denying the value of nitrogen in the diet of grass plants. It is used

in large amounts by them and should be provided in abundance, but it should be recognized that phosphorus, potassium and other elements are equally important and should also be present in abundance. If nitrogen is present in the diet in excess, there almost certainly will be produced a soft type of growth and the vigor of the grass will be impaired.

An excess of nitrogen in the diet of grass plants produces a soft type of growth because this element is so important in the production of protein, the compound making up the bulk of new and living cells of the plants. But in the production of these proteins it is necessary that a supply of sugar also be present that it may combine with the nitrogen and such other elements as sulfur and phosphorus. If an excess of nitrogen is present it may encourage the production of new cells more rapidly than sugar can be manufactured and this results in a depletion of any reserve of this or closely related compounds which may have been built up previously. In addition, it prevents plants from producing compounds responsible for hardening and making them more resistant to unfavorable conditions.

In order to prevent this unbalanced feeding of grass it is generally desirable to use a complete fertilizer, or in other words one containing compounds of all three of the elements, nitrogen, phosphorus, and potassium. These complete fertilizers vary considerably in the proportions of nitrogen, phosphorus, and potassium they carry, making it possible to select one which provides the quantities desired. Selection should depend upon the nature of the soil in which the grass is growing, upon external conditions to which the grass is subjected, and upon the type of growth desired.

# GREEN SECTION MEETS

Midsummer Meeting Held  
at Mill Road Station  
During Open

**M**IDWEST annual summer meeting of the USGA Green Section was held June 8 at Mill Road station on the estate of A. D. Lasker, West Lake Forest, Ill.

The meeting was not as well attended as previous midsummer meetings due to the competition of the National Open at nearby North Shore, but those who did attend got a close-up of one of the most valuable meetings the Section has held. The association officials headed by Herbert Jacques, president of the USGA and Ganson Depew, chairman of the Section, John Monteith, Jr. and Kenneth Welton, of the Section's technical staff, and C. A. Tregillus, superintendent of Lasker's estate and former technical head of the Royal Canadian GA Green Section addressed a group of about 60 of the foremost greenkeepers and club officials from Chicagoland.

Jacques brought out that the USGA considered the Green Section the most important phase of the association's work because this activity had an intimate and weighty bearing on almost every round of golf played in the country. He made a plea for more members for the USGA so the association could extend the Green Section's usefulness. He also referred to the work the greenkeeper could do in adapting the architecture of the course in making playing more interesting.

Ganson Depew outlined the policies of the Green Section in making its work of utmost practical value to the working greensmen and chairmen.

Monteith especially referred to the Section's work on control of clover with nitrogen feeding. He pointed out the demonstration plots' freedom from nappiness in calling attention to the manner in which the station was operated to solve puzzling everyday problems of maintenance. He also reviewed the work at the station, plot by plot.

Ken Welton gave a demonstration on the use of sodium chlorate which the Green Section has found effective in controlling crab grass. He showed how it supported combustion and for this reason must be handled carefully. A match on the pure material does no damage but when a spark

strikes clothes or shoes or organic material having sodium chlorate there is a violent explosion. He warned the greens executives to see that their men were warned to change and wash clothes after using sodium chlorate.

A couple of problems on which the Green Section authorities answered frequent questions concerned seaside bent and black prairie muck. To introduce Seaside in a green of other bent, ordinary seeding isn't sufficient. The Seaside catches only in the low spots. The Section advised dibbling through the green in strips 3 or 4 inches apart, seeding and topdressing.

Black prairie muck does not have enough sand in it to be used for topdressing, the Section men explained. The muck packs, so the Section experts recommended using either 20 per cent pure organic peat or 30 per cent to 40 per cent sand with the prairie muck, which, the men in attendance, were informed, was often not more than 10 per cent organic.

## Penalized!

By E. M. ESTABROOKS

(Owner Bunker Hill G. C., Dubuque, Ia.)

*It must be fun to have time to play  
Sixteen or eighteen holes a day,  
(Or even nine would be great, I'll say!)  
I'd give a lot if I could!  
To hear the click of the wooden face  
Against the ball (in the proper place!)  
And once in my life to get an ACE!  
But then, I never would!*

*To know that my grip and stance were right,  
To play a match and put up a fight,  
To win a cup! Oh, if I might!  
I'd sure be stepping high!  
But I can't find the time to shoot;  
I've got the clubs and other loot,  
An extra snappy knicker suit,  
But not the time to try!*

*Oh no, I'm no administrator,  
And not a daring aviator,  
Nor an efficiency dictator  
Of any office force!  
All those can have their extra fun  
And take up golf; yes, every one!  
But I must work from sun to sun!  
My job? I own a course!*

# Speed, Uniformity and Thrift in Treating Your Greens

By GEORGE CASKEY

**M**OST AUTHORITIES today recommend the dry method of application for practically all treatments of putting greens. There is less danger of burning and particularly in the case of brown-patch the treatment is not so readily washed down beyond the roots and the value of the treatment lost. Calomel will not dissolve in water, but must remain in suspension, necessitating constant stirring to keep it evenly distributed through the water when applying. Corrosive sublimate dissolves slowly and it is hard to get it all dissolved without using some special means. Both these chemicals, as well as all fertilizers, mix very well with dirt.

In mixing calomel, corrosive sublimate, or any equally fine material with any topsoil preparation, the best method to follow is the one recommended by the Green Section and demonstrated by them at their meetings. It is one with which probably most greenkeepers are familiar. To those who are not, it is as follows: Take the amount of chemicals that you are going to use and mix them thoroughly in a bucket of sand, or topsoil. This mixing may be done in two ways:

Pour the bucket of sand out on a table-top, bench, or any smooth surface. Spread it out and scatter the chemical evenly over it. Mix thoroughly by hand or preferably with a small garden trowel. This spreads the chemical evenly but does not do a thorough mixing job as the chemicals and topsoil tend to form lumps.

To overcome this, take an old rolling pin, gallon water jug or any cylindrical object and roll the mixture thoroughly. Remix again and you should note an even distribution. Every minute particle of topsoil should have some chemical clinging to it, and there should be absolutely no lumps either of dirt or chemical, or of dirt and chemical.

## Dry Topsoil Essential

Above all things, dry topsoil is essential. If you haven't a soil shed, and many of us haven't, keep a barrel or box full of

dirt for this purpose in the corner of your tractor shed.

The other, and by far easier method of mixing, is to use a barrel churn. Dump the topsoil and chemicals in the churn and turn for a couple of minutes and you will be astounded at the mix you get. If a regular churn is not available, one is easily made from an old nail keg, or better still, one of the kegs used for dye materials. These kegs are made of smooth material and are tighter than a nail keg and provided with better covers. Now take this pail full of concentrate and mix it with the regular topsoil mixture you intend to use in applying the chemical.

Do not simply dump this pailful on the pile of topsoil and then proceed to shovel it over, but add it gradually as the topsoil is shovelled together, or spread the topsoil out and distribute the concentrate evenly over it in the same manner that the chemical was distributed over the bucketful of topsoil or sand.

Shovel the entire mix over a couple of times or shovel it through a screen and you will have the concentrate thoroughly mixed with the topsoil.

## Must Have Even Mixture

Dr. Monteith in all his lectures and talks on the control of brownpatch has stressed even distribution of the chemical used in control, and the same thing applies to all other controls or fertilizers. *Unless you have an even mixture to distribute, you cannot get an even distribution of the chemicals applied over the putting green.*

I usually measure my topsoil out by the pailfuls, and allow so many pailfuls to the green according to the amount of chemicals I intend to apply, dividing the pail of concentrate equally among the total number of pails of topsoil. I am using the word "topsoil" in this article in the sense that it is serving as a carrier for something else—fungicide, fertilizer, etc., and not as topsoil to topdress a green.

For example, let the concentrate contain

5 lbs. or 80 oz. of, let us say, calomel mixture. I usually mix the topsoil to contain from 3 to 5 oz. per pail. At 5 oz. this would call for 16 pails of topsoil; figuring the painful of concentrate you would actually have 17 pails. I usually disregard this as there is always waste to make up for.

The average green contains approximately 5,000 sq. ft. of putting surface. With a 5 oz. per pail mix, one pail per green gives a 1 oz. treatment, 2 pails a 2 oz., etc. per 1,000 sq. ft.

The difficulty now lies in spreading one pailful of topsoil evenly to 5,000 sq. ft. of putting surface. Most topsoil machines and fertilizer distributors will not spread such a small quantity of dirt evenly over such a large surface, and it requires an expert to spread it evenly by hand. In spreading by hand, it is best to apply more dirt mixing only 3 oz. per pailful. The same rule applies when using topsoil machines and fertilizer spreaders.

### Spreading With Seeder

One of the easiest, quickest, and most accurate methods of spreading that I have found, is to use a Cyclone hand grass seeder. These seeders retail at approximately \$3.00 each, and while they will not last over two or three seasons when used for spreading these mixtures, the cost of replacement with a new machine is very little. The machine consists of a sack or hopper, of about 10 quart capacity, provided with a shoulder strap to carry it and a board bottom on the under side of which is a fan that is turned by a crank projector. The material to be broadcast drops onto the fan through holes in the board bottom, the size of which can be regulated by a device on the side of the machine to govern the amount of material broadcast.

The machine is listed in all golf supply catalogs. It will hold an 8 qt. pail of dry topsoil and spreads it evenly over an entire 5,000 sq. ft. of green, and in about one-half the time required to spread the same pailful by hand. The machine can be adjusted to spread as thick or as thin as desired, and the adjustment can be further regulated by the operator, increasing or decreasing his pace.

The only requisite is that the topsoil be fine and dry. Topsoil that has been screened through a  $\frac{3}{8}$  or  $\frac{1}{4}$  inch mesh (preferably  $\frac{1}{4}$ ) is fine enough, and because of the small quantity of topsoil needed it is easy to keep approximately a yard or two in a corner of the tool house (for those that have no soil shed) where it will

be dry and ready for use at all times. A little practice is necessary on the part of the operator before attempting to use the Cyclone seeder for spreading dirt.

This seeder was originally designed for farm usage, to sow timothy, clover, alfalfa, blue grass, etc. In using topsoil a little different method of handling must be used.

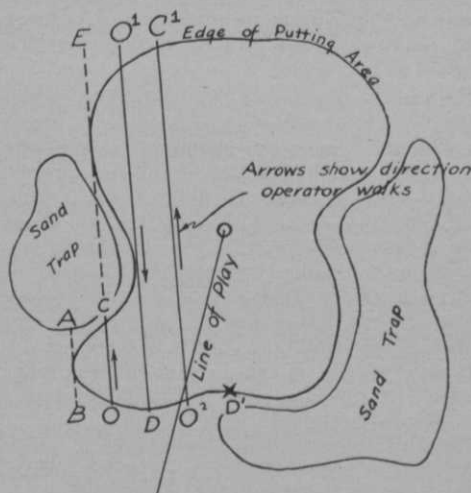
### Watch Crank Speed

One tendency is to turn the crank too fast. This causes an uneven spread, throwing more dirt to the center of the spread. The discharge from the wheel spreads out before the operator in a semicircle, and he can tell by eye when he is getting an even spread. The speed at which the operator turns the crank should be constant and not governed by the speed at which he walks. The tendency is to turn the crank faster or slower as the operator increases or decreases his gait. Increasing the speed of the crank does not increase the amount of dirt applied, but tends to spread it over a slightly wider area for a time, and as the speed of the crank is increased makes for an irregular distribution.

The rate of distribution can only be regulated by the gauge on the machine and the gait of the operator.

In actually applying the topsoil to the green to secure a uniform coverage it is wise to follow the method used by farmers in seeding.

The accompanying sketch illustrates the



procedure. The operator walks along a line parallel to AB, starting at O and going to C, spreading topsoil as he walks. The starting place O is three paces from B,

and C is three paces from A. He marks C with a stick, tobacco can or whatever he may have at hand, and taking his position at O, he sets a target at D three paces from O before starting. Having proceeded to C he stops his machine, picks up target C and walks on a straight line to E, steps over six paces, and sets target C at C', then back three paces to O'. This places him exactly in line with target D, three paces from starting point O and on a line parallel to AB. Proceeding to D he steps over six paces, sets target D at D', and back three paces to O' which places him in line with target at C', thence to C', etc. and the procedure is repeated until the entire green is covered.

### Cuts Application Time

Estimating the green to contain 5,000 sq. ft. of putting surface and an application of 2 oz. of preventive per 1,000 sq. ft. or a total of 10 oz. to the green and a topsoil mixture of 5 oz. per pailful of topsoil; two pails of topsoil will treat the green. By walking in one direction with one pailful and crossing at right angles with the second a perfect distribution is assured, and one man can apply the two pails in ten or fifteen minutes.

The operator holds the machine with his left hand as he walks and turns it with his right. Topsoil has a tendency, especially if it is slightly damp or in humid weather, to cake and not flow steadily as does grass seed. The operator can eliminate this by jerking the machine with his left hand as he walks, a jerk or shake every five or six paces or whenever the flow seems to slow up. With a little practice an even flow is very easy to maintain.

This machine is ideal for spreading such fertilizers as bone meal, lime, any commercial fertilizer, or arsenate of lead, etc.

In applying arsenate of lead, mix it with damp sand. The dampness of the sand causes the lead to stick to it, absorbing all the moisture. When using the machine for applying fertilizers and fungicide mixtures, etc., it is best for the operator to wear a good tight coverall suit. The machine throws against the body of the operator as well as in front, and unless due precautions are taken the operator will be sadly in need of a shower.

By exercising care, such as holding the machine close to the ground, watching where the discharge is falling, it is possible to use the machine when the wind is blowing.

## Seattle Clubs Put Brakes on Floaters' Play

**P**LAY OF FLOATERS, who refuse to join any private club but drift around and ride either free or on nominal green-fee of regular members, is a national problem with which Seattle district private clubs are successfully contending.

C. F. Carskadden, manager of the Erlington GC (Seattle district) was delegated by the Golf Division of the Northwest Federation of City and Country Clubs to work out a reciprocal agreement. Following rules were adopted:

1. *Every club member will have the privilege of playing once per month without green-fee cost at each of the privately owned golf clubs, members of the Federation.*

2. *The secretary of the club to be visited has full control over how many can be accommodated on the day the privilege is requested for.*

3. *Member of a golf club desiring such privilege must make his application to the secretary of his club, who in turn will ascertain from the secretary of the club to be visited whether or not they can accommodate the applicant.*

4. *Season or length of time for this special privilege to continue until further notice—which time is to be determined by the officers of the clubs, members of the Federation.*

5. *Exchange of playing privileges will not be permitted on Saturdays, Sundays, or holidays.*

6. *Clubs that are interchanging privileges are Earlington, Glendale, Inglewood, Olympic, Overlake, Rainier, Sand Point and University.*

The rules were adopted after a test session at Earlington. All clubs subscribing to the agreement were invited to bring 5 foursomes to Earlington to see how the arrangement would work out. The visiting arrangement proved a good revenue producer for the host club. Requests to play other courses are negligible but a friendly spirit of club relations has been developed and the usual number of cruisers who duck membership obligations has been absent.

**B**URIED WITH Junnosuke Inouye, assassinated Japanese statesman, were his favorite golf club, his golf clothes, writing material and 5 volumes of Chinese classics. Placing of cherished objects in the coffin is a Japanese custom.

# Small Club Stops Slump With Anti-depression Plan

UNITE a few golf clubs in the smaller cities are thriving in depression times for the simple reason that prior to the arrival of generally tough times they had been just coasting along. When they awakened to the necessity of working and skilled planning they awakened and got busy in earnest.

Let L. Wesley Read, president of the Lubbock (Tex.) C. C. tell you how things were stirred up and the club put on a thriving basis in that city of 20,000.

OUR CLUB owns 160 acres of ground four miles from the city, improved with an 18-hole sand green course, native grass fairways, clubhouse, lake, etc. Originally 100 shares of stock was issued at \$250 par value per share, and this, with some agreed stock assessments, amounting to around \$40,000, has been invested.

As long as times were good and money plentiful the club managed to get along, after a fashion, with the 100 members, although maintenance was sadly neglected, and about all we could offer was "cow pasture pool." When hard times came, members went delinquent with their dues, many threw up their stock, and everything went to rack and ruin.

I was elected president in the winter of 1930. We almost went into bankruptcy in 1931, and notwithstanding hard work by a few loyal workers, matters went from bad to worse. By the winter of 1931 only 34 members were in good standing. Practically all the others wanted to quit. They could not sell their stock, could not pay their back dues, had lost interest (largely because of the sorry condition the property was in) and refused to co-operate. We tried the plan of increasing our capital and issuing more shares, but this failed.

Finally I called a stockholders meeting (barely getting a quorum to attend) and placed before them a plan to which I had given a considerable amount of thought. I told them if something was not done and done immediately we might as well turn the property over to creditors and admit failure. I also told them it was an impossibility to maintain and operate any

18-hole golf course in any fair condition with only 100 members, even though all remained in good standing, and that the only thing to do was to increase the membership through the plan I had worked out.

Here is the plan: Increase the number of shares from 100 to 300, reducing par value to \$100 per share. Reduce membership dues to \$3.00 per month (payable quarterly). Reduce stock transfer fee from \$15 to \$2. Let each old member retain one share of stock and pay one membership dues, but if he had not sold the other two shares (making 3 shares he received for 1 old share) to assess dues on each of his three shares after one year. Old members must pay all back dues to receive the three shares.

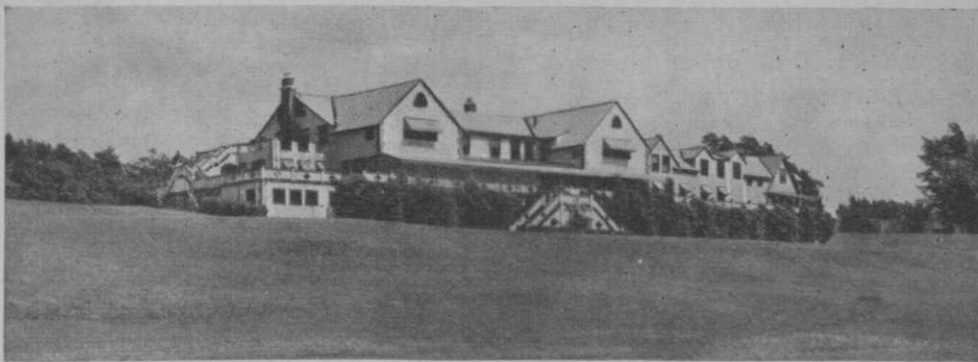
Under this plan the club would receive no money from the sale of stock whatever, but members could sell their two extra shares and with the proceeds pay up back dues. If any member did not wish to stay in the club he could resign and turn in his three shares in settlement of back dues. No stock could be transferred until cleared of delinquent dues.

How well this plan has worked, although we did not get it into full operation until the summer of 1932, is shown by the fact that we now have approximately 200 members in good standing, have employed a new pro (Paul Denson, formerly of Amarillo), a full time secretary, and have the entire golf course and property in a good state of repair, with more interest being taken than at any other time in our history.

A number of the members have given their surplus stock to their friends, others have sold theirs at a small sum, and the club took over a number in settlement of delinquent dues.

Under this plan, every member was converted into a "stock salesman" and, in order to sell their stock had to do some boosting. This boosting, of course, generated more activity and interest, and even increased the interest of the old members who had grown stale. By following this campaign up with repairs and





This is the Presidential CC (formerly Sandy Burr CC) at Wayland, Mass. Here the annual New England Lefthanders' championship is held and Manager Dick Kane and Professional Jimmy Shephers, Jr., provide the southpaw hackers with a royal welcome and splendid golf facilities.

golf tournaments as well as otherwise planning entertainment and interesting matches, dances, etc., we have held the interest and everyone is highly pleased.

Financially, the club has benefited by payment of back dues, increase in membership dues by reason of more members, and transfer fees. This income has saved us from bankruptcy and embarrassment.

I went into the plan without knowing, of course, just how it would work out, but thought it best to take the chance than to let the sheriff take us over. It was, of course, carefully planned and thought out in advance, but there were so many unknown quantities that, after all, it was a "noble experiment." I have no patent on the plan and if anyone wants to use it "more power" and success to them.

## JOHN ANDERSON DIES

Noted Amateur Player Was  
an Active Factor in  
Golf Business

**J**OHN G. ANDERSON, head of the wholesale golf dept. of John Wanamaker, died at the residence of his father-in-law, Dr. L. H. Mann at Columbus, O., June 15. He was 48 at the time of death which resulted from kidney disease. Shortly after the first of the year he suffered a nervous breakdown. Funeral services were held at Crestwood (N. Y.) M. E. Church.

Surviving Mr. Anderson are his widow, a daughter, Betty, and a son, John Mann Anderson.

Mr. Anderson, who was born at Clinton, Mass., graduated from Amherst in 1905 and received a Master of Arts degree from Columbia University in 1915. In 1915 he became associated with John Wanamaker as sports adviser and held that position until his death. He was one of the most widely known men in golf, in both the playing and business departments of the game.

During his golf playing career which began when he won the Massachusetts amateur championship in 1907, he won 53 titles in sectional and national play, won 600 prizes, made 7 aces and held 11 course amateur records. Twice he reached the final of the National Amateur, losing to Jerry Travers in 1913 and to Bob Gardner in 1915. In 1924 he won the French Amateur championship by defeating Cyril Tolley. He won this title again in 1926.

In 19 of the Lesley Cup matches Mr. Anderson played as a Metropolitan district representative against the Pennsylvania and Massachusetts teams. In 1919 he was made chairman of the Milrose A. A. and in 1927 became the president of that organization. In these capacities he had much to do with the promotion of track athletics in the east. He also was president of the Westchester County G. A. and was Westchester amateur champion four times.

Mr. Anderson was a frequent writer for American and foreign golf publications. He was a member of the Winged Foot G. C.

One of his unsatisfied ambitions was to win a father-and-son golf tournament with his 11-year-old son.

## George Nabholtz Gives Players Golf's 10 Commandments

**G**EORGE NABHOLTZ, JR., one of the members of a family prominent in professional golf, writes 10 commandments for the golfer and sends GOLFDOM a copy of this decalogue on the stationery of the Nabholtz Golf Service Co. This letterhead is a clever stunt. George and Henry Nabholtz and their organization headed by "Gen. Oldman Parr" are listed as officials of the Nabholtz organization.

The commandments are:

- I. Thou shalt play golf and it only shalt thou play.
- II. Thou shalt play six days a week, but if thine business interfere, thou shalt play only seven days.
- III. Remember that thou keepest thy head still, one eye on the ball and the other on the opponent and say "Allah be praised!" after making a good shot.
- IV. Honor the advice of the pro that it may be well with thee and thou wilt shoot many holes in bogey.
- V. Thou shalt not injure the turf in any way whatsoever for it is hallowed ground and he that doth so shall be guilty of the judgment.
- VI. Thou shalt tread lightly on thy golf course and be filled with profound awe and he that shall curse and swear thereon shalt be taken by General Par and Colonel Bogey and his spirit will haunt the sand traps during eternity.
- VII. Thou shalt not tell of a putt once made from the same place, nor shalt thou play thy game over again to another or wish thee had done better.
- VIII. Thou shalt render horrible and gruesome accounts of thy game to thy wife so that she shall be wary of coming near the place of punishment—of the innocent ball.
- IX. Thou shalt, on the first tee, with bared head and bowed, invoke the names of Hagen, Sarazen and Jones, and reverently beseech that they keep thy ball on the straight and narrow, away from abounding pitfalls, from the first tee even unto the nineteenth hole.

- X. Thou shalt keep these commandments and in the end thy spirit will be admitted to St. Andrews to join the spirits of Vardon, Taylor and Braid, and par golf being thy reward, thou shalt be happy for ever and ever. Amen.

## Explaining Quality Helps Sell Good Clubs

**J**IM THOMSON, thinking pro at Mohawk G. C., Schenectady, N. Y., made an experiment that showed him how to keep cut-price competition pretty well in line.

Thomson believes that the first thing for a pro to do in establishing a merchandising policy is to make sure that he has correctly figured members' reactions. There is a wide variation in the general character of clubs and of individuals in the clubs, points out Jimmy, and that's the part that calls for pro research and brains.

When the cut-price competition started to hit him a couple of years ago, Thomson mixed in some Nicholl and Stewart bench-made clubs with some clubs that sold for \$3. He says, "it was surprising to see how few really picked the imported clubs. The average golfer can't see the difference in a hand-made club and a \$1.25 one. After all, we are interested in the so-called bargains.

"This experiment taught me at my club to make display features of cheap clubs. People begin by looking at the cheaper clubs and deciding to buy. Then it is very easy and helpful to them to show the advantages of the better clubs. It not only 'trades up' the member and gives him equipment of which he can be proud, but it makes the pro a careful buyer. He must see that he and his assistant know each detail of design and construction of the clubs that really represent better values although of higher price."

**S**OME GOOD selling thoughts for pros are found in remarks made by Charles F. Kettering, head of the General Motors Research Corp., and inventor of the self-starter. Kettering told an advertising men's convention that the chief block to progress is the stagnancy of human minds. His theory is that discontent and dissatisfaction are best motive forces for improvement and progress. He defines research as "a method of keeping everybody reasonably dissatisfied with what he has."