

# Pros Report Business Is Well on Up-Grade

By HERB GRAFFIS

**D**ESPITE A TEMPORARY set-back due to murderously hot weather, pro business this year is nicely on its way up. There are many indications that the pro percentage of golf merchandise sales volume has taken a substantial jump over the division the pros received during the four years previous.

The way things look at mid-season, pros this year are certain to do very much better than half of the dollar-and-cents volume in the golf goods field. Prices are reasonably set on clubs so the stores that have specialized on cut-prices are not doing nearly as much as in previous years. The pros have stepped into the cheaper ball business, too, this year. Consequently it may be that 1934 business for the pros will bring their volume in units of clubs and balls over the 50% mark in national business. If this happens, it will be the first time in many years that the pro annual business in units has exceeded that of all other outlets combined. As near as can be estimated the pro business was over 50% of the total volume in units in 1927. Then came golf's great popularity and a big market for cheap goods which were retailed through outlets other than pro shops. The smart pros have always been fussy about selling the customers value, not junk "bargains," which is the basic reason for their present comeback to control of the market.

General improvement in business conditions naturally has had much to do with the decided pickup in pro sales. But, if that had been the only factor, the store business in golf goods would have hiked greatly, also. Since store business hasn't improved anything like the business of the pros, the conclusion one must arrive at is that the pros are working harder and wiser.

Now, if the hustling pros are not handicapped too much by the lads who want to park on their posteriors and whine about things being tough and moan about the curves that are being thrown into them by stores, club members, manufacturers and destiny, the pros are going to be in indis-

putable command of the golf goods merchandising situation in a couple of years.

It is no cinch for the pros to continue this progress. There is no getting away from it, pros are hard to sell. They are scattered over wide reaches; they are often busy teaching when a salesman calls, some of them have had a tough time accumulating the dough necessary to keep their credit in good shape during the last few troubled years. Because of this combination the salesmen of some manufacturers prefer to do business with the downtown guys who are easy to reach. The downtown guys know this and play one manufacturer against the other and go to extremes to offset the advantage the pro enjoys with his shop at the point-of-use convenient location.

One little thing that all the pros can do to make the manufacturers jump eagerly to pro service is to recognize that it costs dough to sell the pros, hence the manufacturers' salesmen deserve prompt and considerate attention even though they all can't be given orders.

You can expect spottiness in any business, so it's no surprise that the improvement in the pro business varies. At the National, Western and St. Paul opens, and at the PGA championship, GOLFDOM interviewed almost 200 professionals and, to check up earlier reports, secured by mail statements on sectional conditions from competent pro observers.

## Twin Cities Volume Good

In the Twin Cities district business was held back by a late spring and considerable winter kill on the courses. Such fellows as Len Mattson, Willie Kidd, By Chamberlin and Orville Chapin report an increase in women's business of about 15%. Entire business is about 10% better than last year. Larger clubs are in good shape and the smaller, newer clubs are coming out of the struggle, scarred but cheered.

For the Pittsburgh district the veteran Fred Brand says that club, ball and lesson sales are better than 1933 but only about 50% of the greatest year's business in the

district. Store competition affects mostly the small club pros but in places like Allegheny, which is Fred's spot, the cheap sales menace doesn't strike. There are many new players in the Pittsburgh territory and the fellows are working the lesson "in" strong. Women's business is fine, Brand says.

Club and ball sales with the pros in the New York metropolitan district, according to John Inglis, Fairview pro, and another PGA veteran official, are up 15% over 1933. Lessons are 50% ahead of last year all over the district. Store competition is negligible compared with what it has been in recent years, even though there are many new players in the district. Players are buying much better equipment. Women's business is great.

Arthur Jackson of Lincoln Park GC, Oklahoma City, reporting for that district, says club, ball and bag sales are slightly better than in 1933; lessons are about the same. Heat and drought are playing hell with the golf business and the pro troubles with store cut-prices in this territory are numerous. There is some increase in play but unless the hot weather breaks and the boys get a chance to catch up on a lively fall play, this district will be lucky to have same amount of men's and women's play as in 1933.

Lessons to men are off 10% from 1933 but women's lessons are up 25% in the New England district, estimates Lewis Myers, N. E. PGA official. Myers says that ball sales are up 25% over last year and that store competition is getting less serious because the PGA members are on their toes as merchandisers. Women's play is 60% greater. More factory workers and boys and girls are playing. "There is every reason to believe from 1934 business that golf will be back to normal in 1935," concluded Myers.

### Chicago Sales Booming

Great gains have been registered in the Chicago district, observes Jim Wilson, president of the Illinois PGA. Down state, a good increase began but was checked by the heat wave. In numerous cases pros in the Chicago territory are doing from three to five times last year's business. Store competition is much less than in previous years because the firm prices of standard merchandise and the pro hold on the better class market doesn't leave enough business to stir stores into vigorous competitive effort. One large store for men, Maurice L. Rothschild, has entirely discontinued its

golf department. Several other stores have practically let up in pushing golf. Weather has brought a recent set-back, but play this year at private and fee courses will be well ahead of last year.

C. H. Perkins, Wampanoag CC, West Hartford, Conn., telling of the Connecticut situation, says: "Sales are 50% better than in 1933. PGA balls 'over the top' here. Store competition is unfair on cheap lines. There are more new players than ever before. Women's business is great. It's the pros' bread and butter, but it's hard to make some of the fellows see this."

Jimmy Anderson, well-known Michigan PGA official, reports that club sales are up 30%. Ball sales only slightly better because of store competition over which manufacturers do not seem to have exercised much control and which threatens to kill the standard prices of 75c, 50c and three for \$1, thus ruining chances of retail profit for pros and other established outlets and eventually sharply curtailing manufacturers' ball income. Sales in this district are 45% under the greatest year. Increase in private club memberships is marked. Women, especially young girls, are taking to the game more than ever.

### Ball Gyps Cause Trouble

Ball sales cut-price competition that is giving the Michigan pros misery also is causing agony to the Kansas City district men, reports Al Collins. One big drug store carries standard 75c balls at 59c, and is making the pros bleed internally. The KC pros are planning to work out this situation with the Ball Manufacturers' association. Lessons are greater but are slumping during hot weather. Club sales are slightly less. More golfers are starting this year than during any year in the last four but many of them are joining private clubs on a shoe-string which may become untied. Club rosters are nearly filled all over the district. Top clubs like Blue Hills and Milburn are full. Women's business, for some reason, is not what it should be in this district.

### Stars Aid Nebraska Golf

Martin Walsh of the Omaha (Neb.) CC says pros in that district are doing better than during previous two years. Achievements of Goodman and Bliss have encouraged many youngsters to take up the game and have given it a general boost. Store competition is not serious as members are loyal to the pros. Although general increase in play is O. K., women's business

## Beginners' Golf School Big Success in Cincinnati



Bill Jackson of Camargo instructing his free group golf class.

**S** PONSORED and publicized by the Cincinnati *Post* and given the instruction efforts of five of the Cincinnati district's well known pros, a beginners' golf school has been a highly successful promotion effort for the same in the Ohio metropolis.

Six group lessons were given, with each of the professionals being responsible for almost 200 beginners. Pro co-operation was excellent. Robert ("Red") Straus of the Avon Fields muni course, Wm. Jackson of the exclusive Camargo club, Ed Brophy of Western Hills CC, Jim Brophy of Brophy's Driving Range and Art Smith of Summit Hills CC were the professionals who did the teaching.

The entire plan was handled on the order of the Chicago fee association-Chicago *Tribune* free golf school which this year attracted approximately 20,000 pupils.

Cincinnati's first year at the free lesson promotion stirred keen interest among those who have been intending to take up the game but never have been extended a helping hand at the start. It brought out new players to such an extent that the play at Avon Fields muni course this year is 60% over last year's figures.

It was smart reader service for the alert *Post* and was handled from both the sports and general promotion angles.

continues the same because of hilly courses, muggy climate and stiff winds.

Dewey Longworth of Claremont CC, Oakland, Calif., reports sales are  $\frac{1}{3}$  above 1933, and about  $\frac{1}{2}$  of 1929, the top year. Store competition is not strong and players are buying better equipment. Many new players are coming into the game and those who have quit are resuming. Women's business is about half of the total.

More good news of increase on the Pacific slope comes from Willie Hunter at Fox Hills, Culver City, Calif. Willie advises club sales are up 20% and ball sales are 30% above 1933. Store competition is nothing to worry about but always something to watch and guard against. There are many new players, especially among the youngsters. Lessons to women are good but sales to them are only fair. Sales

of merchandise are 30% under the greatest season.

John H. Lord, up-state New York pro notable, says in that territory pro sales are up 25% and lessons have increased 40%. Sales are 20% under the best season. Store competition is still keen. There are many new players and women's business is especially good.

Wendell Kay and Alf Campbell, western New York PGA officials report that business in clubs and balls is about 25% better in that district. Play is increasing and women's activities in the game are far greater than ever. New people are coming into the game more this year than ever before. Store competition is being stopped by personal solicitation on lower priced balls in cases where the pros have seen that the members have been buying else-

where. Generally the high-priced market is nicely on the increase and lesson business with its great "in" for the pros, is in fine shape.

Up around Tacoma, club and ball sales show better than 20% gain over last season, but for some reason, Jack Martin, Fircrest GC pro reports, lesson business is off almost 20%, and there does not seem to be a marked increase in the number of new players. Martin further comments that women's business is holding up and that since "very few women here have good equipment, they offer the best future sales outlet for the pro, just as soon as they get in the buying mood."

## Jacobus Hails '34 PGA as Best Yet

By GEORGE JACOBUS

**T**HE PGA CAN BE truly proud of our 1934 championship, one of the finest Championship events ever staged. At no tournament have I found more satisfaction and enthusiasm on the part of the players, the sponsors, the host club and the gallery, and not many tournaments have furnished more interesting and thrilling matches.

Every detail tending to contribute to the success of the tournament was carefully planned and arranged. The Buffalo Junior Chamber of Commerce and its fine leader "Hank" Comstock are entitled to sincere congratulations and thanks for their wonderful work and co-operation, and we deeply appreciate the extreme consideration and many courtesies extended to our professionals by the officers of the Park club.

I believe that a place and dates should be arranged for every PGA championship from eight months to one year in advance so that the underwriters and sponsors, as well as the PGA, may have ample time to make preparations and work up enthusiasm to the point that will assure the complete success as attained at the Buffalo championship. The importance of our championship and the publicity it receives increases every year and this year's event was the most widely acclaimed and publicized.

The gentlemanly and true sportsmanlike conduct of our boys at Buffalo made a deep and lasting impression on all who witnessed the tournament and resulted in a tremendous amount of favorable comment and publicity. I was happy and proud to be acknowledged president of a group of such fine, clean, high-type men.

## "Old Timers' Day" Honors Long-Time Members

**W**ESTWARD-HO Golf Club, Melrose Park, Ill. (Chicago district) is planning to give its members some day this month the opportunity of paying tribute to the long-time members of the club. Fifty-three old-timers, in which classification all members of at least ten years' standing fit, will be the guests of honor on that day.

Speaking of the event, the club's monthly bulletin, the *Breeze* says: "On that day we will pay our respects to those stalwart men of Westward-Ho who stuck with the ship and carried on when the going was rough. A program of golf has been arranged for their participation and will be followed by a sumptuous barbecue dinner served on the lawn in real barbecue style. After dinner there will be dancing and cards. This will be a great party, different from any we have had and every member should make a real effort to be there."

## Pros Condemn Stymies at PGA Championship

**T**HE STYMIE, wormy relic of the feather-ball era, was so thoroughly condemned by the playing pros at the PGA tournament at Buffalo you can expect some feelers will be sent out by the PGA in the direction of the USGA with the object of securing official elimination of the stymie in the United States.

Pros state that very rarely are stymies played in match-play championships at their clubs and that outside of the major amateur championships and PGA championship, there certainly is not enough use of the stymie to warrant its retention as croquet's contribution to the science of golf.

Unjust and unwarranted comment like that following the Marston-Munger match at the National Amateur last year and the lack of practice of both amateurs and pros in playing stymies are two of the tip-offs showing that the stymie may be dispensed with on this side of the water without any flood of tears.

Unquestionably nothing in the way of official statements will be forthcoming until after George Jacobus, president of the PGA, has had an opportunity to lay the pros' views on the matter before Herbert Jaques and other officials of the USGA.

# We've Found Hands-Off Policy Lets Us Show Profits

By MR. and MRS. ORVILLE MEYER

Fort Madison (Iowa) C. C.

**I**T IS OUR guess and opinion that country club management is due to undergo a complete change. Those clubs that have not already made drastic changes in the mode of handling their managerial problems are due to do so in the very near future. This prophecy is not arrived at by mere crystal gazing.

Outside our metropolitan districts, clubs that have operated in the past with an array of stewards, house managers, greenkeepers, professionals, and assistants to all, have been forced through reduced income, to cut expenses. Some clubs closed their clubhouses, operating only a small grill room in some portion of the closed clubhouse or locker room. No doubt, this method has effected some saving, but it has not cured the great fault to which most clubs have been subjected to; namely, mismanagement. By merely reducing the number of department heads in an organization and then turning over to those left, duties and responsibilities with which they are not familiar, is admittedly a step in the right direction, but it has not gone far enough.

The general manager method of running an organization has proved successful in business; why not in a country club? If a club is large enough, the manager can select department heads capable of handling their individual jobs successfully. Probably in most clubs, a steward, professional and greenkeeper would be sufficient. In the smaller clubs, one or all of these positions could be dispensed with, in accordance with the ability of the manager to take over the various duties. In the business world, successful executives will tell you that one of the reasons for their success is the fact that they have surrounded themselves with men capable of assuming all minor details and duties, leaving himself free to take care of major business problems and policies. If the general manager is successful in business why not in club management?

---

The Orville Meyers are responsible for just about every departmental activity at the Fort Madison Country Club. Last season, with the same number of members as in former years and with dues 30 per cent reduced, they still managed to show a nice profit on the year's operation. Thus the Meyers are qualified to make certain observations on club management policies, as printed below.

---

The management of a club is a business. In lots of clubs it has been too many people's business, by which is meant committees that have been appointed by the officials of the club. We have all seen this condition exist. The green-committee goes over the head of the greenkeeper, the house-committee overrules the manager, and so on down the line. If these committees, who really are making a success in their own business, are more capable of running the different departments at their club than the ones they have selected, they should do one of two things. Either change their line of endeavor or replace the inefficient help at their club.

We don't mean this as a general denunciation of all standing club committees. To be sure, they have certain work to do, and in most cases it is indeed a thankless job. We do, however, think they can, in many cases, save themselves many unkind words and hard feelings from fellow members by giving their club managers just a wee bit more authority and responsibility. We can certainly see the justification of committee existence, but at the same time we think their time should be occupied straightening out club policies and finances. Mere details such as where shall meats and supplies be purchased, or when shall the greens be topdressed and what type of fertilizer shall be used, should be left entirely up to the person or persons charged with these duties. This is just plain good logic. If club officials think sufficiently of

a person's ability to put him in charge of a club department, that should be evidence enough of his ability to make minor decisions for himself.

By a system of checking all purchases and the money spent for supplies, equipment and labor by the person in charge, any discrepancies can soon be discovered. It does not necessitate any elaborate cost system for the one in charge to keep an accurate record of all invoices for supplies, etc., and charging them to the proper account. At the end of the month these records can be turned over to the secretary of the club along with regular weekly or monthly records of cash received from meals, green-fees, etc., for checking and payment.

Let us emphasize again, we have no ax to grind with club officials or committees, but do think that in a great many cases they have reduced their department head's efficiency by over-ruling them in a number of minor matters.

Fortunately and indeed pleasing to myself and Mrs. Meyer, our own committees and club officials are very considerate and seldom worry themselves or ourselves by going over our heads, or interfering with our judgment in matters pertaining to club operations.

While we have made some mistakes in the past year, our club ended up the year 1933 with a small profit for the year's operation, which indicates we must be about right in most matters. This profit was made in spite of the fact that while our membership roster was about the same as in better years, our yearly dues were cut 30 per cent and service and maintenance standards were higher. The concessions at the club (which are given entirely to us) showed a slight profit, not enough to allow us to winter in Florida, but we came through the winter eating regularly and emerged fat and sassy for the coming season.

## Metropolitan PGA to Hold Dance September 29

**M**EMBERS OF THE Metropolitan section of the PGA, according to word from John Inglis, have marked a big red circle on their calendars around September 29, when the organization will hold a dinner dance and entertainment at the Commodore Hotel, New York City. From early indications, a big crowd will attend.

## 1935 Ryder Cup Matches Awarded Ridgewood (N. J.) C. C.

**A**T A MEETING held in mid-July, the Ryder Cup committee of the PGA, consisting of J. B. Mackie, Leo Diegel, Tom Boyd, Jack Pirie and Doc Tracy, selected the course of the Ridgewood (N. J.) CC as the venue for the 1935 Ryder Cup matches.

The selection is a wise one on at least two counts. In the first place, New Jersey has not had a tournament of major importance since 1915, although one of the finest golfing states in the Union. By locating the Ryder Cup encounter in this long neglected area, there is a fine chance that galleries for the matches will be ample, particularly since Ridgewood is only commuting distance from the other clubs of the New York metropolitan district.

Also by awarding the event to Ridgewood, the PGA pays subtle tribute to the conscientious way in which George Jacobus has handled the presidency of the association in recent years. Ridgewood is George's home club.

## Sod Webworm Woeful Subject at Iowa Meeting

**J**ULY MEETING of the Iowa Greenkeepers association was held Tuesday July 10 at the Cedar Rapids (Ia.) C. C. More than 35 greenkeepers turned out in spite of the fact that sod webworms are keeping most of the boys busy. The main topic of the day was a discussion of various remedies and their effectiveness for this pest. Kerosene emulsion seems to be the most effective and inexpensive remedy, but there is considerable labor and expense involved in making and applying it. Opinions regarding the value of lead arsenate and the pyrethrum spray treatments vary greatly. The present infestation of sod webworms is one of the heaviest Iowa greenkeepers have had for many years and is quite general over the southern part of the state.

Joe Benson, pro-greenkeeper of the Cedar Rapids club, was a fine host and put on one of the most interesting meetings of the season. The course is located on the edge of an exclusive residential section of the city and is outstanding for the beauty of its scenery, trees and water hazards. The clubhouse is one to be proud of, and the club has a fine modern outdoor swimming pool. Joe has made a long study of turf culture and his club has profited greatly by his skill and knowledge.

# Less Than \$15,000 Provides Club With Unique Pool

By WESLEY BINTZ

Swimming Pool Designer and Engineer

**A**N ATTRACTIVE golf course with beautiful lagoons and rustic bridges, artistically arranged clusters of thickets, several tennis courts set in a group of beautiful elms and maple, and a beautiful clubhouse—that is the Meadow Brook C.C. (St. Louis district).

William Berberich, young in years, but owning an unusually successful business in St. Louis, owner of a chain of hotels, and also owner of Meadow Brook, felt that such a beautiful plant was not complete as a profitable pleasure establishment without a swimming pool.

Accordingly the first of this year he called in the writer. Mr. Berberich began to ply me with all sorts of questions on swimming pool details, operation and construction costs, etc., and the writer, through years of experience, found it possible to stroke his chin and after going through a certain amount of abracadabra, pulled the proverbial rabbit out of the proverbial silk hat, in the form of a swimming pool to meet the demands and pocket-book of the owner. The outcome of this discussion was that the writer was to supply the plans and specifications for a swimming pool as hereinafter described, supervise the construction and equipping of same, and keep the cost inside of \$15,000.

## Ovoid Pool for Less Than \$15,000

This swimming pool is an ovoid or egg-shaped pool 65 ft. x 105 ft. with each end of the pool crushed in just a little to form a squared end 22 ft. 6 in. in width. The squared ends are exactly 105 ft. apart and allow four ample swimming lanes. The curved sides make it unusually nice to view aquatic events which will be carried on at this club.

This pool has an area of 5,635 sq. ft., a volume of 193,500 gal. of water and depths of 3 ft. to 9 ft., with 76 per cent of the pool of wadable depth, namely less than 5 ft. in depth. The pool is 100 per cent swimmable in that no part of it is less than 3 ft. deep.

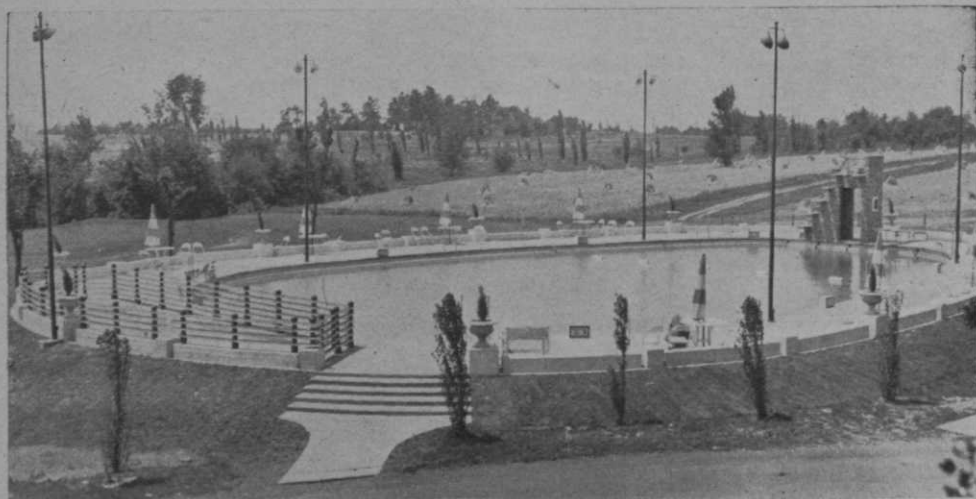
Around the swimming pool is a concourse or promenade 12 ft. to 19 ft. wide. This concourse floor has an area of 4,394 sq. ft. extends entirely around the pool, and gives the project over-all dimensions of 89 ft. by 139 ft.

On this floor, and opposite the large shallow end of pool, is a little shallow wading pool for the children, all fenced in. This wading pool has a maximum width of 12 ft., a maximum length of 34 ft. 6 in., and has a depth range of 6 in. to 12 in. The kiddies' pool has its own inlets, four of them (one in each corner) its own outlet and is directly connected with the filtration plant, so that the water in it is continually being filtered along with the pool. As will be seen from the picture, the children's pool is artistically fenced in with a gate at each end and worked out in such a way that from five or six ft. away parents can be in water 3 ft. deep and still have an eye on their children.

## Eliminates Wasted Area

This particular arrangement of swimming pool and wading pool makes it possible to eliminate that area of water in the ordinary designed swimming pool between 12 in. or 18 in. deep up to 36 in. deep, which is almost 100 per cent wasted. The reason for this is that children play sitting down. When children become seven or eight years old, they begin to emulate their elders and stand up to play, and a child who has reached that age can immediately get into three feet of water, although it does sometimes come a little above his waist line. And of course every one knows that adults want water which is waist deep, which the pool gives them without any wasteful shallow areas.

The pool is very well equipped. It has a guard rope and floats, which are placed at the 5 foot depth, where it breaks into deep water. There are eight depth signs which can be read clear across the pool or right where you are standing, indicating the



Above is a general view of Meadow Brook's new 65 ft. x 105 ft. egg shaped pool, constructed at a complete cost under \$15,000. The pool is 76 per cent wadable and 100 per cent swimmable.

A close-up of one end, showing the children's wading pool, appears below. This enclosure offers the maximum safety to youngsters and keeps them out of the pool proper.

depth of water opposite. A 14 ft., 1 meter high spring board has been provided. The usual Bintz high dive, with diving elevations at two foot intervals, has also been added, but in place of the usual wood and steel construction, it has been built up of brick and concrete. There are six ladders, with steps recessed into the concrete wall. And five 25 foot high light poles, each of which carries two 1,000 watt projectors, give the pool and concourse floor ample light.

The pool has been provided with a 10,750 gal. per hour sterilization, filtra-

tion and re-circulation plant. This comprises three 60 in. vertical filters, all properly valved, pressure gages, flow indicators, observation glass, strainer system, filtering medium, coagulating and alkalinity devices, hair strainers and re-circulating pump and motor.

Plumbing has been so valved and outlined that it takes the water from three outlets at the deep end of the pool and after passing it thru the filters, introduces this water back into the pool at 3 inlets at the shallow end of the pool. It has also been valved so as to introduce fresh water





The high dive, with diving elevations at two-foot intervals, is constructed entirely of brick and concrete with the exception of course, of the top springboard. Water is 9 feet deep at this point.

at two inlets at about the position of the floats (35 ft. from the deep end of the pool). Water coming from the scum gutter can be by-passed to run to waste or can be sent through the filter system. The water in the children's wading pool, as above noted, is also connected to and can be individually filtered by the filter plant.

This filter equipment can not be seen in the picture but has been placed under the concourse floor at the deep end of the pool, involving the use of the Bintz patent. This irregular-shaped room has a width of 10 ft. 4 ins. to 13 ft. 4 ins., a length of approximately 41 ft., and has an area of 465 sq. ft. which is equivalent to a building 16x30 ft. In this room has been placed the above described filters with ample room for other storage. The room in which the filter plant is placed, is of course properly lighted, has the electrical control panels for the flood lights and motor, has continuous floor drain over its length, four large windows, and access by a stairway.

### Gives Cost Data

A few general facts will be of interest to the reader who might be contemplating a pool or as a comparison to the one he has. They are as follows: Cement at \$2.60 per bbl., sand at \$2.25 per cu. yd., gravel at \$2.10 per cu. yd., form lumber at \$40.00 per M, brick at \$25.00 per M, common labor at 78½¢ per hour, carpenters at \$1.25, and masons at \$1.50 are the important material and labor costs. The project has 1400 cu. yds. of earth work, 242.3 cu. yds. of con-

crete work, 15.4 tons of steel, 2,250 bricks, 102 ft. of railing around the children's wading pool, 83 sq. ft. of windows, 1,340 ft. of drain and sewer tile and fittings, 10,500 sq. ft. of painting, 630 ft. of expansion joint, along with plumbing, lighting, pool equipment, purification system and miscellaneous details.

Contracts were about as follows: General contract \$7,446, plumbing and purification system completely installed \$5,185, painting \$350, and electrical work \$395, making a total cost of \$13,376. The walk connecting the pool with the club house was bid in at 20¢ per sq. ft. and added several hundred dollars to the above cost. The entire project including commissions, was kept well inside of the \$15,000 originally set as top, an easy thing to do when one is entirely familiar with this type of structure and equipment involved.

### Formula for Cut-Worm Control Is Given

**D**R. RAY HUTSON of the Entomology department, Michigan State college, advises control of cutworms by the use of poisoned bran bait sprinkled over the turf late in the evening.

#### Formula

1 bushel bran  
 ½ gallon cheap molasses  
 A little water  
 1 pound white arsenic or  
 1 pound paris green  
 2 or 3 oz. amyl acetate (banana oil or bronzing liquid).

Moisten the bran with the water which carries all the ingredients except the banana oil. Thoroughly mix the bran and other ingredients.

Cutworms have been an important pest on turf during the past season.

**T**HOSE COURSES that have made a practice of maintaining a sod nursery are the lucky ones this season. They have had the necessary turf to patch bare spots on green, tee and fairway brought about by the drought and keep their courses in playable shape.

Other clubs will do well to plan the establishment of a sod nursery at an early date. Admittedly such a plot costs money to cultivate, but a well-conditioned course brings financial returns far beyond the expense of having sod available when it is needed.

# END COURSE NEGLECT

## With Finances Better, Clubs Must Lay Plans Now for Links Betterment

By JOHN MacGREGOR

**TAKING FOR GRANTED** that clubs are today in much better condition financially than they have been for the past three years, it is my opinion that something must be done to bring our courses and maintenance equipment back to pre-depression standards. I realize this is a large order, and that it all cannot be accomplished at once, but clubs should make a start this year.

I believe many clubs are in need of new fairway mowing equipment. In many cases this equipment was practically worn out before the depression hit. The greenkeepers cooperated with the directors of their clubs in the endeavor to keep expenses at a minimum by patching this old equipment and making it do long after it was uneconomical to operate. Tractors come under the same category and I would further advise clubs to consider very seriously replacing their hand mowers with economical and efficient power mowers on their greens.

Another indispensable item of grounds equipment is the dump truck, which I find more economical than other types. If it is at all possible, provision should be made in the budget for whatever trucks are needed.

If the money is available, and I am taking it for granted it is available, a very necessary step in maintenance which has been neglected for several years because of financial stringency is fertilization, particularly of fairways. Here proper food must be provided if a dense turf is desired. Of course that is not the complete answer to dense turf, as water is another requisite, and because of the enforced neglect of the past few seasons, considerable seeding will also be in order. If club finances will permit, at least a start toward this fairway seeding and fertilization had best be planned for this fall.

At nearly all courses, inspection will disclose that traps and bunkers have not been given the attention recently that a first class course requires, and there has been a tremendous lack of weeding, with the result that tees and greens are not in the

best of condition, especially during the crab grass season which is now upon us. The cause of all these conditions is the curtailment of the budget, which made necessary a cut in the number of grounds employes. Thus, one answer to the poor physical condition of many courses is enough men to keep the layouts in a high state of perfection.

Information has come to me recently of damage done to courses by a remedy used to control web-worms. I caution greenkeepers to be very careful, before using some "cure-all" for this pest, to be sure it has been thoroughly tested and proven. There is one safe way to destroy the web-worm and that is by using a pyrethrum compound. The web-worm breathes through its skin and pyrethrum clogs the breathing pores. The remedy is not injurious to turf if used according to directions, and it is efficient—so why experiment?

## British Turf Experts Hold Confab at St. Ives

**ONE HUNDRED FIFTY** English, Scottish, Welsh and Irish greenkeepers assembled on May 30 at the St. Ives (Yorkshire) research station of the British Golf Union's Board of Greenkeeping Research for their second annual turf conference. Those present were given the opportunity of inspecting the 800 test plots of the station under spring conditions, and of comparing the relative desirability of various indigenous strains of bents and fescues.

Principal speaker was Prof. R. G. Stapledon, director of the Welsh Plant Breeding station, an acknowledged authority on all grassland investigation, who told why research was essential if golf turf was to be improved. He cautioned his hearers not to lean too strongly on American maintenance practices, as conditions in the British Isles were very likely of a nature sufficiently different to require particular treatment.

**AN ECONOMY TIP** comes from Elmer Biggs, pro-supt. of Peoria (Ill.) C. C. When greens mowing is on a 7-day schedule elimination of mowing and watering one day a week would save approximately \$800 a year on an 18-hole course and tend to give grass heavier top growth especially desirable in hot weather.