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The World's Standard in Golf Mowing Machinery for Fairways—Greens—Tees.
Quintuplex — Scout Overgreen — Lawn Tractor

the key to
a better
course

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These are but a few items of a complete stock of proven supplies and equipment listed in the New JOHNSON CATALOG. Send for your copy today!

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bartenders, two shoeshiners, a masseur and a barber—all drawing good wages and doing full days' work only on weekends.

A Snap Job? And How!

But it was the head locker-man in particular who had the snap job. He rarely did any physical work around the locker-room, spending his days in his "office," which was a roll-top desk behind a counter at one end of the room, keeping a few simple records, ordering the locker-boys around and accepting with no particular compunction any tips given by members who wanted special favors in the locker-room.

During the years preceding the "big crash," he had successfully played politics with the administration, and each year he had asked for an increase in salary, until at the last he was drawing down \$350 per month, plus board and room, plus a good \$100 in tips! Not bad for a locker-man.

When the depression arrived, officials at this particular club checked up on the club's payroll and discovered, among other things, that it was costing around \$15,000 more each year to run the locker-room than the total profits from locker rentals, beverage sales and service charges.

Were reforms instituted? And how! The head locker-man was let out, one of the corps of boys was made boss over the others and they were reduced in number until each boy (including the head boy) was assigned 150 lockers to attend, the barber and masseur were put on a commission basis, the shower and wash rooms were turned over to a single attendant, one bartender and one shoeshiner were let out. Wages of the help retained were cut to reasonable levels.

Formerly this club thought it needed 30-odd employes to run its locker-room. The depression taught it that 10 workers were ample to render satisfactory service. Formerly it accepted a \$15,000 annual loss in its locker-room. The depression taught them that a locker-room can be run at a profit—not much, but at least \$15,000 better than a \$15,000 loss.

This department was just one of several in this mid-western club where savings were effected through analysis of the club's needs. Similar economies were put in effect at nearly every club in the U. S. and they can all thank the depression for showing them that the thing could be done.

SMART SAVING

Machine Use and Labor Study Cut Costs But Preserve Condition

By CHARLES M. NUTTALL
Fox Chapel G. and C. C.

(NAGA Convention Address)

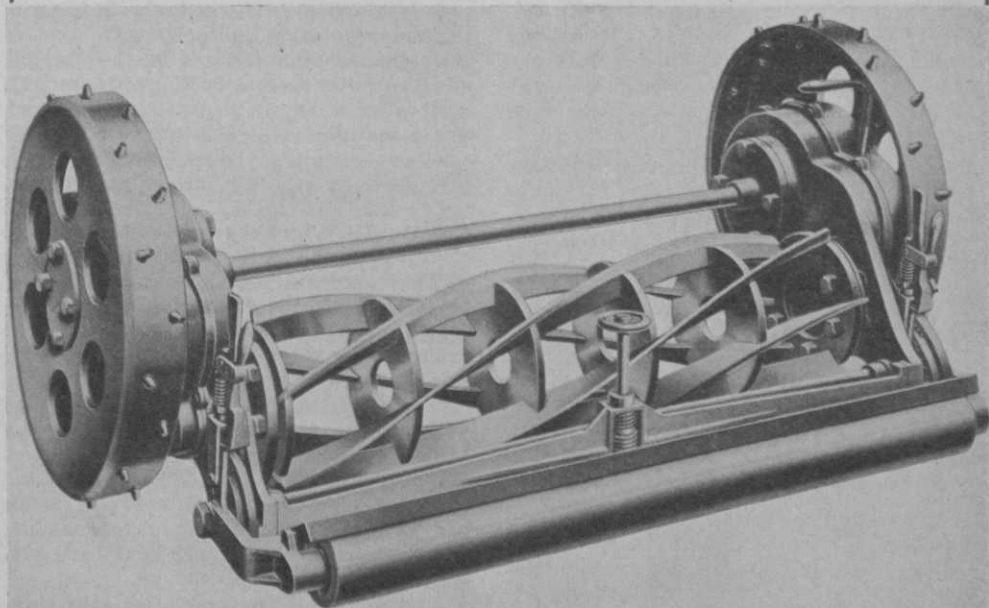
MY PUBLIC speaking up to this time has been confined to addresses and proclamations to labor gangs and four unruly boys. I did get some inspiration, however, when I saw that my subject was to be, "*What the Depression Taught Greenkeepers About Sound Economy*," for in personal matters there is no doubt that I have received a most liberal education in economy during the past few years.

We have found that at different times we could take advantage of market prices, buying ahead of seasons or before advances in prices on seed, fertilizer and fungicides, although this does not mean we buy inferior grades just because the price is lower. We have never believed in buying cheap seeds, because it is false economy, but we do think that any man handling fertilizers should know or understand the action of his organic or inorganic fertilizers in order to derive the greatest benefits from his purchasing.

Our course was built in the palmy days between 1923 and 1925, and the architecture built it on the generous lines of the times. When we began to look about we decided that many of the putting greens had much surplus area and a number of the fairways were excessively wide. Little by little these were allowed to grow up into a short rough, which, in addition to the money saved, resulted in better holes and better golf. Many acres were eliminated from fairway upkeep, due to this method.

About this time we gave more study to the use of equipment. We increased the number of units in gang mowers from 3 to 5, and even to 7, thus making a considerable saving of labor and fuel. The saving by this use of gang mowers is governed largely by the topography of each particular golf course. Here in western Pennsylvania we, of course, cannot make as great a saving through this practice due to our very hilly country. At Fox

GREENKEEPERS! HERE Is the MOWER
You Asked Me to BUILD
E. H. Worthington



It has been designed to overcome operating problems presented to me by the Greenkeeper during the past 17 years.

These CROWN features are NEW

REMOVABLE Fly Knife Reel.
Patent Pending.

GEAR SHIFT for Fairway or Rough—Regulates height of cut. Patent Pending.

SINGLE central hand adjustment for Bed Knife. Patent Pending.

Solid Steel Wheels with REMOVABLE Spuds.

The first GREASELESS Machine.

Unit INTERCHANGEABLE with standard makes of side wheel mowers.

SPRING SHOCK ABSORBERS for Bed Knife. Patent Pending.

Heavy STRUCTURAL TIE BAR locks unit into a rigid frame.

New Gang Frame with INTERCHANGEABLE Sections. Patent Pending.

Get the Facts.

CROWN MOWER COMPANY

168 East 74th Street, New York, N. Y.

Chapel GC we are benefited greatly by a gentle terrain.

Economize with Power Equipment

We have been able to economize on labor by the use of power mowers and power units in the cutting of tees, tee banks, approaches, and clubhouse grounds, the latter being quite an item in the layout of many clubs. By the use of the newer type of spikers we have helped the general condition of our greens and also effected a saving in the cost of green maintenance.

In the proper care of equipment we have made a great saving by giving it longer life. While expenditures for reconditioning equipment might appear on the surface to be needless, we have found them a saving not only because of having longer use of the machinery but by always being ready to operate efficiently, so that there are no expensive breakdowns of machinery resulting in idle labor. I think anyone will agree that watching an operator spend half a day with a broken-down tractor may increase the greenkeeper's vocabulary, yet it also increases his cost of operation.

Watering a golf course has proved to be sound economy through the recent dry years, as we all know that reseeding a burned-out turf is very costly. Certain economies can be effected in watering through the type and care of hose and sprinklers used and the setting of sprinklers. Much money has been wasted through careless placing of sprinklers resulting in over-watering and run-off.

Labor Study Saves

As to labor, economic conditions brought about naturally a general reduction in labor costs which are always the largest items in the maintenance of a golf course. In this connection, a more careful study was made in the scheduling and assigning of work to be done by the men, in order that they might do the maximum amount of work without lost effort or unnecessary shifting from place to place. Closer study of the individual laborer to place him in the work for which he has been best fitted has been continually exercised and has resulted in building up an efficient organization. When each man knows his duties and performs them he eliminates waste time waiting for the foreman to assign other work.

In the case of our club, we have effected a considerable saving in the past four

years without in any way injuring the general condition of the course, but we do know of some clubs where, through no fault of the greenkeepers, forced economy has resulted in a severe setting back of the courses which will prove costly to bring back to their former conditions.

Our economic programs have been greatly aided by the constant vigilance of the manufacturers in their production of maintenance products, and by the untiring efforts of the Green Section and schools and colleges in their experimental work and research.

A Pro Best-Seller

SOME NIGHT, when GOLFDOM's editor forsakes the paths of total abstinence he has sorrowfully plod for many months, he is going to sit down and write a best seller for the pros. It will be called "The Pro's Ready Letter Writer." In simple words of one syllable, there will be form letters that the guys can copy and mail very easily and thus escape plenty of avoidable and costly trouble.

One of the damndest jams now threatening a certain phase of pro golf would not have occurred if pro correspondence had been handled as either business or social correspondence should be.

In attempting to straighten this thing out for the good of the pros, your humble servant has told the influential men who are sore on pros, that pros don't write letters much.

"Why?" ask these important parties, and then volunteer their own answers in terms that are most uncomplimentary.

Carolina Pro's League Plan Increases Golf Business

THE Starmount public club, Greensboro, N. C., George Corcoran, professional, has had in the last three years an interesting and profitable development of golf league competition. Regular customers have shown an increased interest in play and a considerable number of new ones have been attracted in each season of league play.

A side development has been the formation the past spring of a newspaper league in which six North Carolina dailies, in as many cities, have largely adopted the Starmount plan and engage in weekly competition, meeting on various courses.

The Starmount leagues were started with

little trouble. Playing members in various commercial firms were immediately attracted to the idea and they in turn interested fellow-workers and the managements in the proposal. Greensboro sports writers fell in line at the outset and have had a competing team each season. Their space allowances have been as generous as might be expected from their participation. At the opening of each league season, each team submits a list of 12, from which a team of four is chosen for any one match. Play is in individual team matches and proceeds according to a regular schedule, posted in advance of the league opening. Results are posted at the club and are announced on the sports pages. Trophies are awarded at the end of each season.

Play is confined to the summer weeks which have days long enough to permit 18-hole matches after 4 p. m. This hour has been found, by experience, to be the earliest one at which it is possible to get office workers on the course.

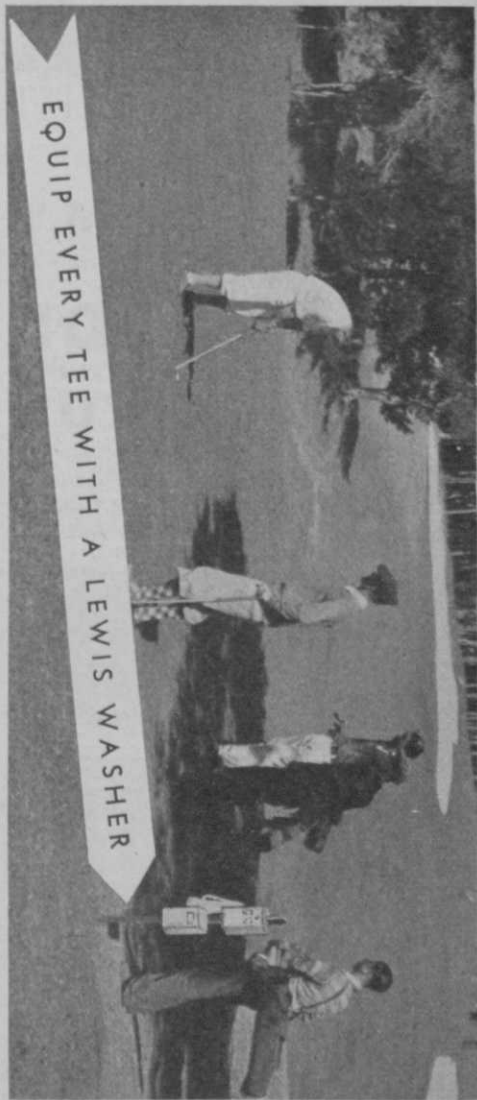
Corcoran says the leagues have brought in business in a time when business has been hard to find.

READY FOR ACTION

Emergency Budget Item Allows Prompt Handling of Needed Work

By DOUGLAS G. BURNETT
North Shore G. C. (Chicago District)

FOR THE LAST three years, the period during which I have been greenkeeper at North Shore, the budgets submitted to our committee have carried an item covering the fertilizing of fairways, but in each case was voted down. Late last summer, however, the fairways showed the effect of malnutrition to such an extent that even the members began to take notice and ask why. The exact cause was promptly supplied and a forecast given of developments to be expected if the remedy was longer withheld. We got the fertilizer. The soil analysis I made before ordering the fertilizer indicated the need of a fairly high rating, and to avoid excessive burning, the fall application was cut below the actual requirements. The balance will be applied in the spring and because of the excellent results which showed before



Lewis Washers Are as Necessary as the TEE itself

Economical — yes — not only is the initial cost low, but the upkeep is negligible. Other Lewis Tee Equipment includes Bag Rack, Tee Data Plate, and Lewis Ensemble illustrated at left. Order now from your golf equipment dealer and insist on "Lewis."

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1 to 10.....\$6.00
in lots of 11 to 20... 5.50

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Every desirable feature combined in this low-priced tractor.

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TRACTOR

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E. G. Staude Mak-A-Tractor Co.
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Made continuously since 1916.

\$495
UPWARD



winter set in, I am confident of having fairways next year comparing favorably with any in the district.

A few extensions of our fairway watering system, to cover small areas not properly cared for by the original installation, will assure uniformity throughout the fairways. Some slight changes will be made in the method of watering, as the long dry summer of last year brought out certain inadequacies in the established routine.

Emergency Budget Item.

In discussing the budget for 1934, our greens chairman, Harry W. Wolf, requested that estimates of upkeep expense be kept to a minimum, but indicated that he proposed to ask that an item be added to the completed budget without any strings tied to it. This would be either an emergency or a luxury fund; the idea being that if, in the course of the season, the need of some alteration, improvement or addition should develop not covered by the regular budget, we could go right ahead and draw on the unclassified item. A good idea, similar perhaps to adding a few touches of trim to a house after painting; not costing much but making a surprising difference.

Because of errors in construction it was found necessary to tear up our Number Seventeen green in 1932 and recondition the soil in time for the National Open last year. In the fall of last year we used the same treatment on our Number Ten, and we expect no further trouble from these greens. A number of other greens, rebuilt five or six years ago, have shown indications in a few spots of similar defects of construction and soil textures, but to a much less degree. These small areas can only be detected from time to time during the season, and, as opportunity affords, I propose to correct that condition without interfering with play in any way.

Small sections of turf will be lifted, some of the ironbound clay subsoil removed and hardwood charcoal, sand or lime introduced to open up the dense structure and encourage capillary action. Peat will be used in the upper strata to insure retention of an adequate moisture content. As only a small section of the green will be reconditioned at a time, and the work done when play is at a minimum, we expect to attain our objective without anyone knowing it is being done.

1934

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- One to Six Balls at a Time.
- Ejects Balls When Cleaned.
- It Does Not Splash.
- No Gears or Springs.
- Avoids Delay on the Tee.
- Requires Very Little Care.

CLEANERS, Each \$6.50

METAL STAKES, Each 1.45

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Father and Son Team in Group Lesson Tour

LAST GOLF season, as recorded in earlier pages of GOLFDOM, the Chicago Daily Fee Golf Assn., in cooperation with the Chicago *Tribune*, conducted a series of free golf lessons for all and sundry who cared to attend. To everyone's surprise, including the fee-course operators, who prompted the idea in order to boost play on their courses, and the *Tribune* who regarded the stunt as a circulation builder, the response was beyond optimistic forecasts—15,000 pupils turned up for the lessons!

The success of the Chicago free school reperculated in various golf centers of the U. S. Among them should be chronicled the golf schools conducted by G. H. Bigelow, golf pro of Jackson, Mich., and his son Rex, who in 1931 won the Michigan State amateur and in 1933 turned pro. The Bigelows had read of the way golfers and would-be golfers had responded to the Chicago offer and saw an opportunity to pull a similar stunt in the towns of lower Michigan.

First newspaper to become interested was the *State Journal* of Lansing. Arrangements were made, in conjunction with the VanDervoort Hardware company of that city, for the Bigelows to hold a series of three lessons at the city park golf courses, the first of which was scheduled for June 26th. The newspaper saw that plenty of publicity preceded the event, devoting sport-page space daily to the offer of free golf lessons to all who cared to attend them. Emphasis was placed on the facts that pupils would pay no fees, would be expected to buy nothing, and would be under no obligation either to the paper or the store.

Each lesson session was divided into two groups, one for juniors at 4:00 p. m. and another for adults at 7:00 p. m. and the series of three lessons consisted of an opening demonstration on wood clubs, a second on the long and middle-distance irons and a final one on putting and short chips. Bigelow senior handled the instructing, while son Rex handled the demonstrating. During the three-day period of the lessons, some 200 adults and 50 children participated.

From Lansing, the Bigelows moved on to Battle Creek, where the *Enquirer* and *News* got behind the project. Rain cut into the expected attendance on the first

BLUE GRASS SEED

NEBRASKA
IOWA GROWN

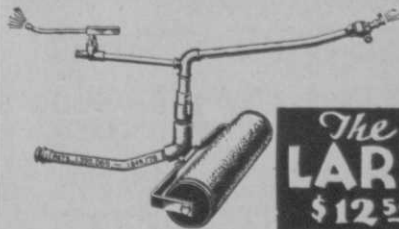
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- Spreads water evenly at any pressure.
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Two Tonagren Products That Make Better Greens

Tonagren Products are now used by golf courses from coast to coast.

Tonagren, No. 1—Destroys clover and brown patch effectively.

Tonagren, No. 2—Is ideal as a worm eradicator.

The use of both products insures perfect playing greens throughout the season.

Write for further particulars and prices.

P. & M. TONAGREN COMPANY
6324 Brooklyn Kansas City, Mo.

The New Deal in SCORE CARDS

VESTAL offers a new one for the "copy boys" in the

New Broadmoor One-Color SCORE CARD

\$21.00 for 5000
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Printed in one color by a new process (by specialists who know how) on heavy stock of good grade, it is the fullest value obtainable.

Size is not small and form similar to our two-color Regular Broadmoor; very complete and includes women's par.

Two color cards (six varieties) are available at prices ranging from \$19.00 to \$33.00.

We are originators of most of the golf standardized printed matter which we sell such as:

Charge Checks	Greens Cost Forms
Caddie Cards	Guest Registers
Message Hangers	Reservation Cards
Bridge Scores	Bag Tags
Guest Tags	Lesson Books
Repair Tags	Starting Sheets

Samples to clubs on request.

JOHN H. VESTAL CO., PRINTERS
703 South La Salle Street - - Chicago

day, but better than 100 pupils were on hand and the series was branded a complete success. During the summer, schools were conducted in other Michigan towns including Adrian, Kalamazoo, Flint and Ann Arbor. In middle August, Rex met with an accident which put a temporary stop to the Bigelow activities, forcing them to cancel arrangements for their school in several additional towns. They plan to devote the entire summer of 1934 to this novel form of teaching.

G. H. Bigelow, commenting on their '34 plans, writes:

"During 1933 we of course learned considerable about group teaching. We learned what golfers want to be taught and we learned the best ways to get golf instruction across to large groups. For one thing, a certain amount of "showmanship" is required to keep the crowd highly interested and so whenever the chance arose for Rex to execute a spectacular shot, he obliged with a low bullet drive or something of the sort.

"Next year we will have a much improved and simplified school, and we will continue to emphasize the importance of continuing to take lessons from the local pros and to practice. We are always careful to do this because we want the cooperation of the pros in whatever town our school is conducted.

"Some of our schools last summer were co-sponsored by the local newspaper and some store in that town. In other cases the newspaper alone underwrote the lessons. For 1934 we plan to eliminate the stores from our plans, depending entirely on newspaper hook-up for our publicity and income."

Reduces Dues on Basis That Made 1933 Record Year

BLACK RIVER G. & C. C., Huron, Mich., is owned by Mueller Brass Co., and was built by the company for its employes and friends. The plant is an attractive one so others who had no company connections wanted to join the club. Prior to 1933 the outside members were taken in on an annual dues basis of \$50.

Operations in 1932 were conducted at a loss. Difficulty was experienced with collecting the \$50 membership, especially from tourists and school teachers whose time at Huron was limited.

In 1933 the club, after studying the situation to see if reduction of dues would

favorably affect membership, adopted the following membership schedule:

Men (21 years and over), golf privileges and full social privileges for their families, \$20.00.

Women (21 years and over; whether wife of member or not), golf and social privileges, \$10.00.

Clergy and juniors (15 to 21), \$10.00.

In 1932 the club had 97 members. The dues reduction brought membership up to 227.

A member could join at any time, with down payments set by months, and at the following down payments according to the month in which they joined: April, \$2; May, \$4; June, \$5.50; July, \$7; August, \$7; September, \$7; October, \$5.50; November, \$4. When the member had paid the dues set for his or her class, payments ceased. If one wanted to play for only one month, they paid the dues set for that particular month.

Midwest Tourney at French Lick, April 6-8

THIRD ANNUAL Midwest golf tournament will be held at French Lick Springs, Ind., April 6, 7 and 8. The annual event, started in the middle of the depression, has developed into a great popular feature, launching the golf season in the middle west.

From 200 to 300 men and women golfers go to French Lick to play in the various flights of the tournament. Special railroad and hotel rates are made. Rate from Chicago is \$39.50, covering all railroad and hotel expenses.

Chick Evans won the first Midwest event and George Dawson the second.

BOB PRYOR, the brilliant young man who writes golf for the Newark (N. J.) *Star-Eagle*, tells in his column of the plight of the local public links golfers. The Hendricks Field course has made about \$37,000 in two years but its charter does not permit the course to use any of the money it has earned for the construction of a new clubhouse.

Pryor is giving the Hendricks links golfers a break by broadcasting their plea in his widely read column.

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Recipes for Mixing
Methods of Serving

Here's How! To Mix Them

Your men and women members will now demand their favorite fancy drinks be made and served correctly. Are the employees of your Club capable of satisfying this demand? This Handy Manual, recognized as the "last word," will save them time and avoid much embarrassment.

The book not only covers the recipes and methods of serving more than 300 fancy drinks, but also much needed information on making up drinks in bulk, such as punches, cocktails, cups, etc., as well as full instructions for proper handling, keeping and serving liquors, wines, beers, ales, fruit, eggs, etc.

Includes many selected toasts and is fully illustrated. Contains 135 pages. Handy vest-pocket size. Substantially bound in art leather with gold foil stamping.

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A complete course inspection service with the specific object of pointing out cost-cutting maintenance practices . . . suggesting such changes as will make for improved course design, condition, economical upkeep.

This service is based on more than 30 years' experience in building and maintaining several of the finest courses in the South and North.

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until completely
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Softer outside
steel wears first,
leaving harder center.
Will not harm turf.

Diamond Calk Horseshoe Co.
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for
details.

BALL-BEND SHOES NEW FOR GOLF

Crawfordsville, Ind.—Introduction of a complete new line of golf shoes with numerous special and patented features of design and construction is announced by the Ball-Bend Athletic Shoe Corp.

Designed, improved and patented by Frank E. Gaines, well-known shoe expert of Indianapolis, the new line, known as Frank E. Gaines Ball-Bend Shoes, will be placed on the market on a nation-wide scale. First display to dealers was held at this year's annual National Sporting Goods Dealers Association convention in Chicago.

Ball-Bend Athletic Shoes are so constructed that they bend exactly at the balls of the feet which, it is pointed out by Mr. Gaines, is the normal and natural place for the bend to come. The arch is supported to carry the body weight and the shoes are so designed and constructed to take 50 per cent of the strain from the muscles in the feet and legs. The shoes further hold all the bones of each foot in proper position and keep the body in proper balance. In the golf shoes, spikes are scientifically placed in the proper positions for greatest efficiency and are easily removable, thus eliminating the necessity for complete new soles and heels when new spikes are desired.

It is pointed out further that the Ball-Bend shoes are in no sense "corrective" shoes but are built to fit snugly and function with the feet when in motion. As a result, many of the causes of foot-fatigue and foot ailments that may lead to shortening the playing life of a professional athlete or detract from the enjoyment of the game by golfers are eliminated.

Ball-Bend Golf Shoes are being originally introduced in two models—Standard and Sport—in accordance with the latest styles and of the best materials available. Both models will retail at \$10 per pair.

U. S. RUBBER MOVIE FILM OFFERED TO CLUBS

Providence, R. I.—After April 1 the reels of 16 millimeter film showing the story of United States golf ball manufacture from the rubber tree to the package will be made available to golf clubs for their own shows.

Applications for free use of these films should be made of the U. S. Rubber Golf Ball Sales Dept., Providence.

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