

SAND GREENS

By WHITNEY GOIT

Pointers on Building Putting Surfaces In Areas Where Turf Is Impractical

THE construction of an artificial green is an infinitely tougher assignment than writing about one. An artificial green is and can be, nothing more than a makeshift utilized for lack of something better. It supplies the need for putting surface where for one reason or another, grass cannot be employed. It should therefore be approached on that basis, viz.: as the best thing under the governing circumstances and the players should accept it with that high degree of philosophy engendered by the game of golf.

There are, however, greens and greens, some artificial greens are sad, some are close to grass greens in putting and approaching qualities. It is, therefore, the aim of this article to demonstrate how to make the best of the situation. I might say here, that in doing this it is not so much a matter of expense as it is of attention and willingness to do the work. The difference in expense between a good sand green and a poor one is negligible.

Properly built sand greens probably still offer the best solution to this problem. I have seen several substitutes for sand but have never seen it excel for all-around purposes. It has its drawbacks, such as necessity for upkeep, oiling the ball, soiling players' hands but as a putting surface within the reach of small clubs it is the closest thing to grass.

Cotton seed hulls have been used for greens, notably in Texas, but have never attained wide use even in the cotton country. Where they are used considerable work must be done on the subsoil otherwise vegetation will grow through the cottonseed hull mat and ruin the green. Other substitutes have been tried without great success. We therefore get back to my earlier statement that a properly built sand green is the best. Proper building depends on a number of factors. Not the least of these is location.

Locating Sand Greens

Place your greens so they are visible to the approaching players. Never locate them unless unavoidable, on top of rising ground because the players cannot see them until they are within a few yards.

This makes the game as played by the golfer on the customary grass green course something entirely different. Most players don't like that difference. Under these circumstances there is no target to play for and even worse is the fact that the invisibility increases throughout the years because the sand is blown and washed to the edges building them still higher.

So when locating a sand green, bear in mind this matter of visibility. Locate it not at the whim of a committee, but where it will be seen when well away. Place it either on ground falling away from the fairway or on the level. It is good in this preliminary work to start backwards and locate the greens first letting the location of the tees follow. On some terrain this may require considerable planning, do that planning before you do any actual work. Once done no matter what a pain in the neck the green may be it is likely to remain, so do it right in the first place so far as you can. Naturally greens may be placed on rising slopes where desirable just as long as the shot for the green is taken into consideration. There is, of course, no objection to a one shot hole across a gully, for example, with green excavated out of the side of one hill and tee built on the side of another. The whole question sums itself up into one of visibility.

Green Construction

Start with a firm, but not necessarily hard, base, free, of course, of roots, stones and debris. Generally speaking the oil used in the sand, of which more later, will in time put your base in good shape. It tends to firm up a sandy soil and soften a clay soil. It is seldom necessary to screen this base, unless it is cluttered up with stones and roots. The presence or absence of these usually is the determining factor. If they cannot be removed by thorough raking, then you will have to screen since leaving them on the surface of the base would be fatal to a putting surface.

The size of the green is a matter of opinion. I have seen sand greens all the



Properly constructed and maintained, sand greens are the most satisfactory substitute for the putting qualities of turf.

way from 30 feet in diameter to fifty. In this as in all golf course construction, the shot to the green should be taken into consideration and the constructor should be fair to the player. Two shots or three shots to the green will naturally require size accordingly.

Likewise the shape is a matter of opinion. Some clubs employ only round greens, others square greens and others use oblong or irregular types. Again the question can be decided by consideration of the approaching shot.

This brings us to the matter of drainage. Allow at least six inch fall to a 40 or 45 foot green in order to drain surface water quickly after a rain. Occasionally tilling will be required to do the job right. Sometimes a two or three inch pipe from the low point will do the work. If you use a two inch pipe you will find that it does not interfere with play as it is always covered up by sand anyway. You will likely find it desirable to rod this pipe out after a rain. Matters of this kind can only be treated broadly and individual conditions must govern in each instance.

The point I want to make at this juncture is simply that work of this kind, that is on the base, and arrangements for drainage, is always better and more cheaply done during initial construction. It must be done some time in any event. Doing it in the first place is best.

The water coming from the pipe should drain into a sump suitably placed. The end of the pipe must not come to the surface or it would interfere with the mowers so a sump of proper size in the apron of the green, properly covered, will be needed.

A fall of the size specified does not in-

terfere with play as to all intents and purposes the green is level.

Naturally the entrance to pipe or tile should be suitably screened.

Consistency of Surface

It is, I think, admitted by most players on sand greens, at least those of long experience, that the majority of greens have too much sand. A pitched shot to such a green fluffs up the sand like a small bomb and the player finds his ball nicely nesting like an egg. Marks of all kinds are evident, putting is difficult especially for a grass green player. It is quite possible with a little experiment to get a sand green surface to offer just a nice degree of resistance to the putted ball, similar to the resistance offered by grass. That is the ideal putting surface.

With the correct slope determined, which is easily done by the aid of pegs at 8 to 10 foot intervals, and the base excavated accordingly, roll it to firm it up and drag with steel shod drags to cut off the high places and fill up the low. A bedknife from a thirty inch fairway unit mounted on a 1x3 or 2x3 piece of wood and then attached to an old hoe handle will make an efficient tool for this purpose. You are now ready to apply the sand. First determine the quantity bearing in mind the preferences of the majority of your members which is to say that while I prefer less sand than the average and I think the pro will side with me it does not necessarily follow that your membership will also side with me. Many players demand greens bunkered in such manner that a ball once on the green cannot get off and factors of this kind must be considered, but with that ques-

tion settled you can go ahead with the sand.

Use nothing but sharp builders' sand, not too fine, screened through $\frac{1}{4}$ inch mesh. The matter of sharp clean sand is of the utmost importance because if there be any clay in it a crust will form making satisfactory putting impossible. Sand of this kind is often used because it is cheap and readily available but its use is far from economy. The green is being built to play golf and if you can't play golf there is no use having a green and you certainly can't play golf on a mixture of sand and clay.

You may use fuel oil of the cheapest grade or basic sediment if you can get it. Best results are obtained with 10 quarts of oil to four scoops of sand and in that proportion. Mix with a mortar hoe on an old piece of sheet iron or any flat surface like concrete or even a wooden platform. The durability of the iron commends it since you will be needing a mixing surface as long as you operate the course.

With the mixture prepared in this manner and spread according to the likes of your members the green is ready for play.

For maintenance always have $\frac{1}{2}$ yard of sand ready mixed for quick application. This, of course, for each green. You will find it a great convenience for week-end play particularly if there has been a rain on Friday night. Also a light spreading of sand after a rain will prevent greens being too fast. Often, although there is no water apparent, the greens are actually wet and this shows up in play. This light application will correct the trouble.

During my long connection with golf in the Southwest I have done a great deal of investigating and experimenting with artificial greens in an effort to develop a better surface. I must report that up to the present, properly prepared sand has shown itself to be best. I am still working on the problem, however, and sometime may have something interesting to report.

I am deeply indebted to that well esteemed son of Scotia, Billy Brown of Oklahoma who was noted for his sand greens years ago at Muskogee. My acquaintance with Billy goes back more than a decade and in that time we have worked out a number of problems together, that is to say I present the problems and Bill works them out.

Food Cost Hike Worries Chicago Managers

WITH food costs what they are now, it is necessary for a club in the Chicago district to charge \$1.30 for the same dinner that cost \$1.00 in February, if the club wants to make the same profit it made last year. Food prices in a year have increased 27.4%.

Suggested for general use at clubs is a bulletin the Chicago District Club Managers Assn. circulates. The bulletin reads:

WE ARE SORRY!

—House Committee

But we cannot control commodity prices.

Therefore, the first thing you notice on the menu today is a slight increase in the cost of eating.

Some of the commodity price increases are as follows:

Short Loins	107%
Tenderloin of Beef	54%
Lamb Racks	45%
Bacon	96%
Lobsters	41%
Fowl	47%
Eggs	64%
Butter	71%
Flour	66%
Oranges	53%
Grape Fruit	42%
Onions	200%

We could pass the responsibility for effectuating this change onto the incoming House Committee, but that would not be fair.

We hope you will believe that this action is necessary and for the best interest of your club.

Rising food prices are not the only trouble confronting these Chicago District managers. Labor bills now pending in the state senate are being protested by alert and active managers. The bills, if passed, will play hell with the clubs.

PRIZE contests at the MSC on soil analysis and seed sowing showed that the practical men know their stuff. Paul Lynch scored 100% in winning the seed sowing contest at a rate of 4 lbs. per 1,000 sq. ft. and Charles Grasse, jr., doped out soil analysis percentages right.



One of three Brunswick-Balke-Collender bars operating in the exhibit hall at the Club Managers Assn. convention. This is a 16-ft. Capitol design equipped with mechanical refrigeration. A 10-ft. Moderne fixture was installed at the Anheuser-Busch exhibit and a 12-ft. Omar bar confronted the Pabst exhibit. Both the latter B-B-C bars also were equipped with mechanical refrigeration.

GLOOM GONE!

Managers, At Annual Meet, Survey Conditions and Find Promise of Big Season Ahead

CONFIDENT that the economic storm had passed its worst stages and there was happy harbor ahead for country and city clubs, the Club Managers' Association of America at its 1935 annual convention, March 4-7, made several distinctive departures from the somewhat dismal business affairs of the last few years.

For three years past the managers have sweated with the problem of keeping their clubs from slipping further back. Managers' salaries were cut thin and the marvel of it is that managers spent their own money to come to conventions with the hope of getting ideas that would help their clubs but rarely show any influence on their own pay checks.

This year the boys keynoted their convention with "go ahead". An interesting and timely address at the general session was that made on club re-organization under Section 77B of the federal bankruptcy act by William J. Deupree. Standing out of this address and its discussion was the bright idea that relief is possible for many clubs that now are hopelessly trying to operate with a crushing burden of fixed charges due to high initial expenses incurred during boom days.

Naturally the liquor business came in for considerably study. Prospects look

exceedingly bright for the clubs in this phase of operations as soon as operating problems are settled. Hotels and restaurants are having serious sociological problems with liquor, according to expert, inside testimony. She-bums and keyed-up gents on the make are red-lighting hotels and restaurants formerly able to make proud boasts of their reputations. Hotels are having some unpleasant and expensive legal cases laid in their laps by the prevailing conditions. Substitution of cheaper liquors at commercial bars is so extensively done that authorities state only about one commercial bar out of 10 deserves the patronage of drinkers with discriminating tastes and the money to buy what they want.

These factors have put the clubs in a spot where the manager must know his liquor business because the clubs are the one certain spots for safe, sane and decent drinking.

Women's Business Biggest

It was with somewhat of a shock that golf club managers compared notes on house volume and agreed that at many representative clubs the women's volume of house business ran around 75% of the total. Women's golf interest has grown steadily through the depression so that

it now accounts for more than 35% of the annual number of rounds played, but the general and private luncheons, dinners, dances and bridges put on by women at the clubs account for a greater part of the average club's house revenue. The smart managers are aware of this and are making a special play for women's interest and commendation without having the male members complain because of too many touches of "Ye Quaint Olde Countryside Tea Shoppe".

The ladies are doing noble on the consumption of liquor at clubs but driving some managers crazy by demands for fancy mixed drinks when rush hour business, lack of bartenders and space are handicaps. Managers believe that influence of competent club managers on women's selection of liquor brands for home consumption is going to be a boon to thirsty males. The liquor the wives are liable to shop around for under today's condition is in the same class as the Christmas gift cigars of the funny papers.

Smart Up On General Management

Again general management came up. This time the talk took a new slant; that of preparing for general management. Successful general managers agreed that the increased responsibilities were not to be lightly given and accepted unless the man appointed gave in advance some convincing demonstration of capabilities and a willingness to study. Leaders at the convention expressed the opinion that loose agitation of general management of golf clubs was not going to be 100% for house managers by a long margin. In many cases, it was pointed out, the qualifications of pros and greenkeepers who were able to handle the figuring and report angles, were such as to give them an edge on the general management job over the house

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manager. The pro or greenkeeper, it was said at Cincinnati, might say that the house department at a golf club could be handled by a hotel or restaurant man enlisted from the outside, but the golf department as the basis of operations required a man specially trained for golf club work.

Successful general managers who have come up through the house end testified that the job was no cinch; that it required constant study and broadening and complete cooperation.

With the theme being that management began with the manager's own management of himself, Russell Miller, general manager of the Medinah CC (Chicago district) advised the country club managers to watch their own appearance, to be serious on the job, build up an intelligent esprit de corps among employees of various departments and to broaden their education and culture to retain and increase members' respect.

Women members are more critical of a manager than are his directors, Miller remarked. A soiled or frayed collar, halitosis, or the slightest untidiness of any kind are death warrants to manager jobs these days, he said. The manager must watch



Starting at 7:30 a. m., this group of managers bussed to Lawrenceville, Ind., to inspect the Seagram distillery.

his own health, warned Miller who is one of the hardest working fellows in the business. In commenting on this, the matter of employees' health was brought up. In the event there is no state health inspection each manager must see to it that his members are served only by healthy employees.

More attention must be paid to the training of department heads, Miller emphasized. The present low salary condition around golf clubs makes it more important and difficult than ever before for the manager to staff his operations as he desires for good service, so he must interest and train ambitious young people in the hope that some day conditions will improve enough to warrant them taking up club management as a career.

G. H. Davies of the Beaconsfield G&CC, Montreal, spoke of the invaluable help of records in establishing a correct operating plan and keeping it going. Simple records that give a daily report of department operation with detailed reports monthly so that all of the manager's and board's questions can be answered, Davies pronounced an essential of good club management.

Schooling New Epicures

Peter Hausen, veteran manager of the Edgewater GC (Chicago district) outlined the managers' work in re-establishing great reputations for golf clubs as eating places, although the old school of epicures has passed.

"Get the right food, buy it right and prepare it right, and watch out that all of these masterly jobs are not nullified by improper service," Hausen counseled. He continued: "Keep your dining-room help as long as you can because they get to know the members' wishes. Changes are expensive. A chef who's been with you knows about what the member wants when he sees the member's name on a check. Have your waiters or waitresses—even the extra ones—call the members by name. That's important in club atmosphere. See that your dining-room help is scrupulously clean, polite and well-trained. You are running a club, not a hashery. Insist that the chef cooperate with the dining-room help because the waiters or waitresses only are carrying the members' orders to the chef, and the member is boss."

Liquor Control Studied

In talking over liquor service and control, the managers brought out that one of the most common mistakes is to have

members say, when ordering another round of drinks, "put it on the check I signed before". The practice stirs up kicks when the members' monthly bills are issued and is a temptation to sloppy accounting on the part of waiters and bartenders.

Ralph Sykora, manager of the Longue Vue club (Pittsburgh district) one of the veteran stars of wine and liquor service in the club field, transferred his assignment on liquor control methods to E. W. Hoppe of Horwath and Horwath, hotel, restaurant and club accounting specialists. Hoppe gave a fine practical talk on liquor handling at clubs. It will appear in full in GOLFDOM. He pointed out that the clubs usually spend 50% to 60% on merchandise in selling liquor and have a payroll cost of around 15%, whereas hotels spend from 35% to 40% on merchandise and have a payroll cost of from 6% to 8%. He reminded the managers that liquor is cash, hence the necessity of close control. Accurate inventories, prompt investigation of shortages and far, far more training of waiters and bartenders in liquor service, Hoppe mentioned as points requiring intensive study by managers.

Sykora in the discussion that followed the Hoppe address, remarked that some clubs last year had a rather high volume of wine sales on which there was less profit than on whiskey, so that already the comparison of club profits on liquor sales was developing confusion against which managers should protect themselves. Paul Horwath of the auditing company remarked that his organization had made arrangements to get liquor control forms printed at small cost and that these were available to the clubs.

General sessions dealt with brighter conditions appearing in the golf and city clubs.

The exhibits this year were bright with new equipment, accessories and supplies. Several bar manufacturers had exhibits in action with the merchandise being that of prominent brewers. Across from one of these bar demonstrations was the demonstration of a grill turning out tasty hamburger sandwiches. A visit to a distillery also was a detail of the convention program. The distillery visitors had to get up at 7:30 A. M. and grab breakfast before they loaded on busses. This tour packed the available busses, which certainly was a sure sign of sober, studious business interest. No one gets up at 7:30 after a convention entertainment evening unless they are on a business errand.

SMILE, DAMN YOU, SMILE!

By ROLAND WINGATE
THE COUNTRY CLUB, BROOKLINE

Sage Advice to Pros on the Importance of Glad-Handing Guests

THE other afternoon one of my members burst in on me with one of those questions that bring you up all-standing.

"What is the matter with golf pros anyway?" he demanded.

"Well, Mr. Jarvis," I answered, sparring to get my wind, "of course they're all crazy—or they would never have entered the profession; what—or rather who in particular has prompted you to ask such a question."

"Oh, take George McSwizzle; do you know George—over at Sparkling Pond?" (That's not his real name, but it will do for purposes of this discussion.)

"Yes," I defended, "I know George and he stands well with all the other pros . . . Good sound golfer and teacher."

"Oh that's not what I mean," my visitor answered "George is all right in his way, but why is he—and for that matter why do so many pros at clubs like Sparkling Pond act so everlastingly glum when you go there to play golf?"

At this point it dawned on me that a member of the golfing public was standing in front of me offering a suggestion that many a golf pro needs to take seriously to heart.

If you are fortunate enough to be attached to a club that is open to members only, it may not apply to you, but if you are connected with a club, like Sparkling Pond, that needs more members and more green-fees, it may pay you to hearken to the plaint of golfers like Mr. Jarvis.

A Saga of Sadness

Let's see why he thinks there is something the matter with golf pros. Let's follow him on a Summer afternoon as he drives his car through the pleasant country side. All of a sudden he sees a sign "Burdock Brae Golf Course 1 Mile. Guest Fees \$1.00." Our hero thereupon decides that he has sold enough cantilever bridges or chewing gum or lumber for one hot day and that a round of golf is just the thing he needs the most.

So he drives into the golf course, steps into the shop and pulls out a dollar bill.

Does anyone act glad to see him? Does

anyone offer to help him find a locker or procure a partner? Does anyone even smile and pass the time of day?

Alas, I'm afraid not. Whatever the reasons may be, the fact remains that most of us golf pros are pretty surly hosts.

Are those harsh words my friends and fellow craftsmen? Well, harsh as they are, I am forced to stand by them just the same.

Whether we realize it or not, the pro who holds down a berth at a club that invites patronage is the only reception committee that most guests ever meet. If he fails to make them feel at home, and all too often he does fail, the golfing public will go elsewhere to spend their money. They may even cease to be the golfing public and become the dog racing public or the tennis public or the horseback public.

Now nobody who goes to a strange course to play wants the pro to come out and kiss him on both cheeks or stage an oriental ceremony of welcome. On the other hand, many a pro does not realize that his usual manner toward guests is reserved to the point of austerity. To most visitors such a chilly air gives a wholly false idea of the club, the course, and the pro himself.

"Why," you can hear them grumble, "this pro is too good even to smile at me or tell me he's glad to have me come here. I guess he's afraid I'll use a niblick on the greens or insult one of the regular members. Or else perhaps he thinks that because he's a pro he's just enough better than people who make their money in other ways so that he doesn't have to bother to speak to me. I was going to buy some new balls, but as long as he doesn't want to bother with me, I'll just use the old ones in my bag."

Is this an exaggeration? By no means! Of late I have had a number of heart to heart talks with my amateur friends, and its a shock to find out how many of them voice sentiments as strong if not stronger than those above.

Now professionals all, let us remember that the amateur and particularly the high handicap man and woman are the very best

customers we have. They may not play golf as well as we, but they can do other things well enough to earn the money that pays us. Therefore let us make them feel that we value their patronage and friendship.

Not long ago I had the pleasure of taking a trip as golf professional in charge of a Cunard-White Star Golf Cruise to various winter playground courses in Caribbean ports. At each port where I took a party ashore it was interesting to observe the manner in which we were welcomed by the local pro and the manner in which our passengers warmed to such a welcome.

One course in particular and one pro in particular stand out in the memory of all of us. The pro was glad to see us. He was well dressed, smiling and courteous. He came into the locker room to see that the attendant was taking proper care of the party. He told us one or two interesting things about the course that proved helpful when we played it. When we came in he was busy—but not too busy to say that he hoped we'd have a good round and that we'd come back soon for another.

What was the result? Why, that course and that day stand out in the memory of all of us as the best in the trip. And why? Because one of the elect of golf had seasoned the occasion with a kind greeting and an affable pleasant human touch of man-to-man friendliness.

These last few years have been hard for many clubs, but I venture to predict a brighter day ahead—especially for the club whose pro and unofficial host has learned to practice the noble art of hospitality.

Fellow craftsmen let me adjure you: Look pleasant, PLEASE!

Cincinnati Golf Promotion Idea Pays Well

C. O. BROWN and R. C. Marshall of the Athletic Institute are putting details of the very successful golf development work in Cincinnati before PGA officials now, tipping the fellows off that the idea worked by Robert "Red" Strauss of the Cincy muni course is something for other pros to adopt.

The first year Red introduced the idea of teaching winter group lessons at factories and offices he had about a thousand beginners take advantage of this extension of the city's recreational work. The work later was extended to take in high school students. This past winter there

were almost 2,000 group students took the courses given by Strauss and his staff.

Season memberships for Cincy muni courses increased from 373 in 1933 to 756 in 1934, showing definite results of the winter development work. Average of fee play doubled. Although playing fees per round were decreased the total income in 1934 was almost double over 1933. Club rentals jumped in a year from 120 to 756.

This year special rates up to 4 P.M. are being made to high school students. Strauss and Brown and Marshall, the latter two having been with the Cincinnati Recreation commission prior to joining the Athletic Institute, have made extensive study of muni course promotion work and in passing on their findings to pros also point out some of the errors they discovered in working out a successful plan.

Baltusrol Will Celebrate Fortieth Anniversary Next Month

CONGRATULATIONS to Baltusrol on its fortieth anniversary. The club was started in May, 1895 by Louis Keller and 29 of his friends. Original capital of the club was \$300. Baltusrol's 528 acres is one of the very few tracts of land in the U.S. on which golf has been played continuously for 40 years.

The club always has had a sound financial policy. It never has assessed a member. It came through the depression safely. In a most interesting report to the club's members president J. Stewart Baker, referring to the economies that kept the club in good shape despite sharp drop in revenues, comments:

"For this excellent showing the Club is indebted to Major Jones, (the club's general manager), for it was through his determination, skill and constant effort that overhead was brought down without impairing the condition of our courses or the service of our clubhouse. I venture to state that there is no club in the Metropolitan district, regardless of the size of its initiation fees and dues, which offers better golfing facilities and clubhouse service than Baltusrol."

THE diary and small reference booklet put out by the Greenkeepers club of New England in association with the New England Service bureau is one of the handiest little things carried by greenkeepers of that section.



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NIX ON THE NAGS!

By PAT J. CLANCY

***Running to Bet on the Horses
Is Poor Business for Any Pro***

JUST when I have about made up my mind that pros generally are very smart fellows something comes along to remind me that I should add a "but—" to my judgment.

In the last year or so this something that has made me wonder how smart some pros are is the horse race betting business. In Texas, New England, Illinois, California and Florida where there is racing some of our pro boys whose golf business hasn't been bad enough have pitched in brilliantly and helped race betting beat them out of some more business.

I call it a losing game for this group of pros because these pros are outnumbered. There are more horses than there are pros of this type, according to the old statement.

But, outside of being outnumbered, let's see why the pros can't win by playing the races that are held in their territory.

Stooging for the Trimmers

You have seen, and so have I, pros at fee, public or the cheaper private courses in the horse racing zone practically running racing handbooks. This means that the pro hasn't been good enough to sell his players equipment or lessons. So he takes their orders for bets, which must be an unprofitable proposition for the customer, otherwise the fellows who eventually take the bets wouldn't be in business.

Therefore, if a pro is taking bets it gets right down to the pro confessing that he is shy of qualifications as a pro and has to hope for a living from his small and uncertain share of the race gambling polite larceny.

With the pari-mutuels, the two dollar bet comes within the reach of the people who haven't got much dough to spare. If the pro doesn't think these people would get more out of their money by playing golf instead of the races, that pro had better quit golf.

I have noticed that the gambling pro who tries to catch lightning in his bare hands by taking every two spot he can hold out on his creditors and buying daily double tickets, is always in the hole. Tough as the golf business is, it seems

to pay off pros in the long run better than the horses. If the pro has a gambling yen I will make him a bet that the time he spends studying the form sheets and telephoning the bookies would bring him more money if he spent it in studying and working to increase his pro business.

If these simple-minded suckers would spend one hour a day figuring out how they could get golfers to play more and buy more from them, instead of just hanging around the shop or banging around the course in dollar nassau play, they wouldn't have to hope for a ticket on the nose of a long shot to be able to keep up credit with the grocery man.

Horse betting, if you can afford to lose, is O. K. If you can't, then you are dumb to give it any part of the time and attention you ought to be paying to your pro business. Can you give me any reason why a pro by his own actions should encourage his trade to bet on the horses instead of playing golf? Still, don't you know pros who act like horse betting was their main business and their pro shop just a place to stall around until post time? The funny part of it is that many of these guys say the horses in their territory have put the golf business on the bum. What do those birds know about the golf business? They ought to learn it and go at work at it before attempting the horse business because that horse business has a hell of a lot higher percentage of its smart guys behind the poorhouse eight ball than the golf business ever put there.

Suckers Are Starving

Legalizing racing during the last several years has shown up some unsavory aspects of that racket and should have tipped off the boys, who hoped to combine golf and horses profitably, that they are up against the lads who never give the sucker a break. In one midwestern state the first year's pay-off in lobbying, publicity and to other "in" boys was said by knowing parties to be more than a million dollars. If you think that million is going to go down in history on the red side of the racing promoters' ledger you are