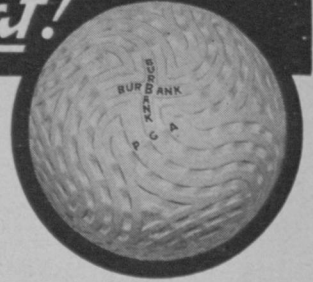


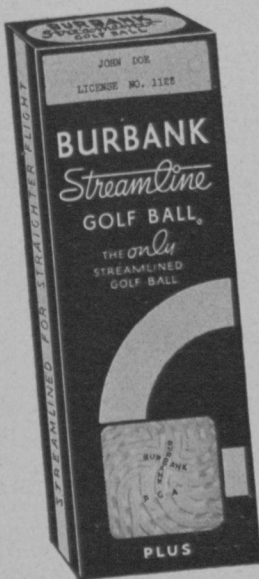
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Peter Hausen, veteran and expert manager of the Edgewater GC, was host to the Chicago District Club Managers at a buffet luncheon arranged by Pete in collaboration with Wilson & Co., packers.

Line-up of Wilson canned products for buffet luncheons included: hams, "heart-o-ham," whole and spiced pork ham, tongues of pork, ox and calf, brisket beef, fancy suize, whole and half chicken, chicken loaf, veal loaf, chili, jellied boneless pork hocks, boneless jellied pork feet, jellied pork tidbits, and sugar-cured spiced feet.

In appearance, selling attractiveness, and palate and belly delight the layout scored a new course record.

be limited to 30 players, to be chosen by a poll of sports writers throughout the country.

Possibly some of the newspapers will work out local contests in which their readers will vote on the 30 foremost pros. This angle has interesting possibilities with prizes of trips to the tournament, but the chances are that if it is used it will not be done as a result of solicitation by the Agua Caliente publicity department inasmuch as one paper using the reader vote idea in its community might kill advance publicity in that territory by other papers.

Whether the field will be restricted to American pros or whether foreign pros and native amateurs will be eligible are matters to be decided as the plans progress at Agua Caliente.

SAM PARKS' victory in the National Open has stirred up a lot of talk among pros. Now that the fellows have had a chance to think about the surprise triumph, they are admitting that Sam is a better golfer than they suspected. They agree that he should make a popular champion.

With Parks as National Open champion and Little as National Amateur titleholder, the country has two demonstrations of the value of pro golf lessons. Both boys are mainly pro-taught golfers.

Parks won't make a fortune out of his title but he will make considerably more than most of the youths who graduated in his class at Pitt. Maybe he is the pioneer of a majority of college lads to star in golf. There's plenty to think about in this aspect of the Parks triumph.

Parks took a post-graduate course in

golf's college, the winter tour. He is the first PGA tournament circuit product to graduate into a championship although he has been a pro only long enough to be eligible for PGA membership this year.

The more you think about the way this Parks boy has been trained, the less amazed you are with his victory at Oakmont. He was due to win something and at Oakmont his putter got hot at the right time.

FRANK BRADSBY, Hillerich & Bradsby executive, recently was made a chief of the Cayuga tribe. Stanley Held of the H&B organization also was elevated to chief rank. Frank is Chief White Tree and Stanley is Chief Clear Sky.

The Louisville palefaces partook of Cayuga native wine, a rhubarb beverage strong enough to knock your head-dress right through a wigwam, at the conclusion of the solemn ceremony.

Whilst convelescing from the rhubarb, Chief White Tree entertained the visiting Japanese golfers at a dinner at the Louisville CC, June 17.

JOHN QUAILL, greenkeeper at the Highland CC (Pittsburgh district), works on ground where the Quail family has been at home for five generations.

The site of Highland was given to John's great-great grandfather as a government grant in 1792 as a reward for his services in the Revolutionary war. That Quail is buried near the ninth tee at Highland. The club brought the property from the Quail family.

The club has two of its pros win the National Open championship—Sarazen and

Parks. Sam Parks, sr., has been green-chairman of Highland for eight years.

IT'S A hell of a job to have to try to please everyone. That is our job and here is one of the ways it works out so we lie awake nights wondering about things.

A pro came into the office looking for a tip on a job. He appeared to be a hustling, competent fellow and looked O.K. in every respect. He told a tale of being canned a couple of weeks ago, without any notice, after doing a good job at a club for four years. He had just received a letter from an owner of a summer resort club that we were passing around to fellows we thought we might be interested, so we told our visitor about this opening.

He is a hustler, all right. He rushed to the train to get an interview with the course-owner.

The owner put in a long distance call for our office.

"Say, you know our course is a couple of hundred miles away from my office. I can't get up there to look things over. I have to have a man who is wide-awake,

on the job and completely reliable. Does this guy fit?" That's what the owner said.

Our reply was, "So far as we know he's O.K."

Then the response: "I've got to know details. How's his credit stand with the manufacturers. Get the dope for me. You know if I hire this fellow and he's a bust, I'll hold it against you."

SO WE called up the spot where all the pro credit records of all manufacturers are kept, The Sporting Goods Clearing House. The dope was that the fellow owed money, but that wasn't what was held against him. Plenty of fellows who are good business men in various lines have gone into the red during the last few years. But he simply wouldn't answer collection letters or make any apparent effort to try to pay off. Therefore, before the fellow would be considered for a job that should have been in the bag for him, he had to make explanations and apologies and provide payment assurances to the representative of the companies to whom he owed dough. Only by heaven's grace did

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"one for durability"
fairly tale!**

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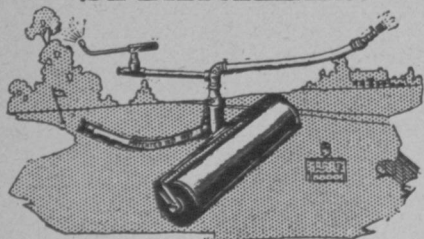
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8. A Labor Saver; the far throw saves frequent setting.
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10. The Roller Base allows easy moving on the green.

Send for details or a trial sprinkler. We want you to see the Lark before you buy it. Price \$15.00 each.



L.R. NELSON MFG. CO.
PEORIA, ILLINOIS

this fellow land a job he desperately needed.

NOW, if a fellow owed you a thousand dollars and wouldn't send one answer a year to a dozen letters pleading for at least a little bit on account, how would you feel about it?

So we are laughing with tears in our eyes because the guy undoubtedly thinks we are dirty, lousy, no good, for getting sucked into an investigation of his record.

The moral of the tale is that if a pro would answer collection letters and get the manufacturer interested in helping him get off the cuff, instead of getting sore or scornful when the supplier asks for dough due him, pro business life would be happier.

A COPY of Harper's Official Golf Guide for 1901 recently was picked up by Jack Fulton, jr. of GOLFDOM at a second-hand book store. There's much interesting information in it.

No professionals are listed in the guide. The greenkeeper is the only department head mentioned but the jobs then were about all pro-greenkeeping jobs. Pro-greenkeeping obviously is no new development in American golf.

It's surprising how many women were club officials. Many of the secretary and treasurer positions were held by women. One club had a woman president, Mrs. S. S. Davis. This was the Kings' Daughters GC of Evanston, Ill., the first women's golf club in the U. S. of which we have been able to find a record. Family annual dues were \$25. The Kings' Daughters' 9-hole course was 2,785 yards long.

There was a 9-hole 2,050 yard course for St. Paul's School students at Garden City, L. I., N. Y. It had a membership of 25. Students older than 16 could play over the Garden City GC.

In those days clubs didn't think much of their pros or greenkeepers getting publicity. One club, the Hillside Tennis & GC of Plainfield, N. J., supplied the guide with the following information which was printed in quotes: Greenkeeper, described as being "a worthy Scotchman who need not be spoiled by being set on a pedestal".

IT BEGINS to look like the financing problems of the Green Section will ease up if action is taken on the new plan the Executive committee of the USGA approved at Oakmont.

Research is the basis of Green Section work and unless there is enough money to finance research work course maintenance will suffer. The average man hasn't any idea of how far-reaching this research work is. He gets a little sample of it when he realizes that the brown-patch research work of the Green Section led into snow-mold prevention.

A booklet recently sent out by the Dow Chemical people, whose lead arsenate is used on golf courses, shows how these research fellows spread out. Dow started by working on the brine pumped from wells near its present 250-acre plant in Michigan. From research connected with this brine the company's technologists developed 250 products and three huge factories.

More on Pros Versus Slow-Pay Members

WHEN D. H. Mudd in June GOLFDOM pointed out that part of the pro credit problem was his inability to collect from members, he exposed one of the ugliest sore spots in the golf business, according to comment of club officials and pros.

A prominent and successful eastern professional and a pro of like standing in the Midwest write to suggest it would be a good idea if the PGA requested club officials to make a periodic check-up of pro accounts receivable and payable, in cases where the club is not responsible for the pro collections.

Both these men pointed out that the pro who asks for fair play in having his club assist him in the collection of accounts due must give fair play and pay his bills instead of operating on manufacturers' money. Whether it is advisable to have the club officials check pro accounts payable, as these pros suggested, is debatable. Those who are in favor of this maintain that it will show the clubs that the pros' net income is so low that for good service and a due reward to an able man a salary should be paid in addition to shop, lesson and club-cleaning concessions. They hold to the idea that the pros pay their bills when the money is received from members.

Prefer Money to Punishment

The pro collection problem is not alone of misery of pros in the United States as the accompanying cartoon from the British PGA magazine indicates. The British idea of punishment to be visited on the member deadbeats seems to be fair enough as a last resort, but the victimized pros would

The PERFECT Colonel

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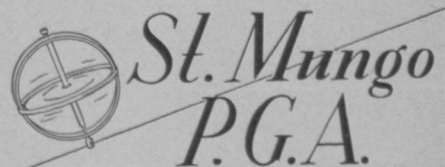
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rather have the money due them than to take a shot at the member who doesn't pay.

The Mudd article brought before fair-minded and vigorous club officials the plight of the professional in a way that has caused wide discussion. Ray Slotter, well-known green-chairman of Philmont CC (Philadelphia district) makes a representative comment from the club officials' viewpoint in saying:

Club Leaves Pro Helpless

"I read with much interest, the article 'Who Is Guilty' by the credit manager of the Western division of A. G. Spalding & Brothers. He is unquestionably correct when he states that the pro "cannot push collection of his accounts." Likewise he is unquestionably correct when he says that getting after slow-pay members gives opportunity for "these slow-pay members to start a campaign against the pro and eventually run the pro out of his job."

"It does, however, occur to me that one of the most vital fundamentals is not mentioned in Mr. Mudd's article; namely, the right to pass upon credit standing of members. The pro usually is advised by the secretary of the club of the names of members and is given no voice in determining their credit standing. In fact, he has little if any facility for judging of the credit standing of members. Even if he attempted to do so, he is bound to find it far too costly a bit of investigation. Worse yet would be the predicament of a pro who, with ample basis for passing judgment on a member who is a poor credit risk, would attempt to refuse credit to that member. The howl would be heard for miles.

"Particularly in recent years, it has been not unusual for a member to fall back in his club accounts, yet he is carried on the club rolls and given the privileges of the club. But the pro is not advised of delinquencies and, were he so advised, there simply is nothing he can do about it. When sporting goods houses get after the pro for their accounts the sincere and honest pros often must be unable to do anything about the matter unless, of course, they desire to push action against members to get their money to pay the manufacturers—and then look for another job.

"So long as club officials reserve the right to pass upon eligibility and desirability of individuals for membership (which carries a virtual command to the pro to sell that member on credit) it would seem, equitable for the club to assume responsibility for collection of members' accounts with the pro shop. To lessen club book-keeping and perhaps for persuasive reasons, it may be desired to have the pro

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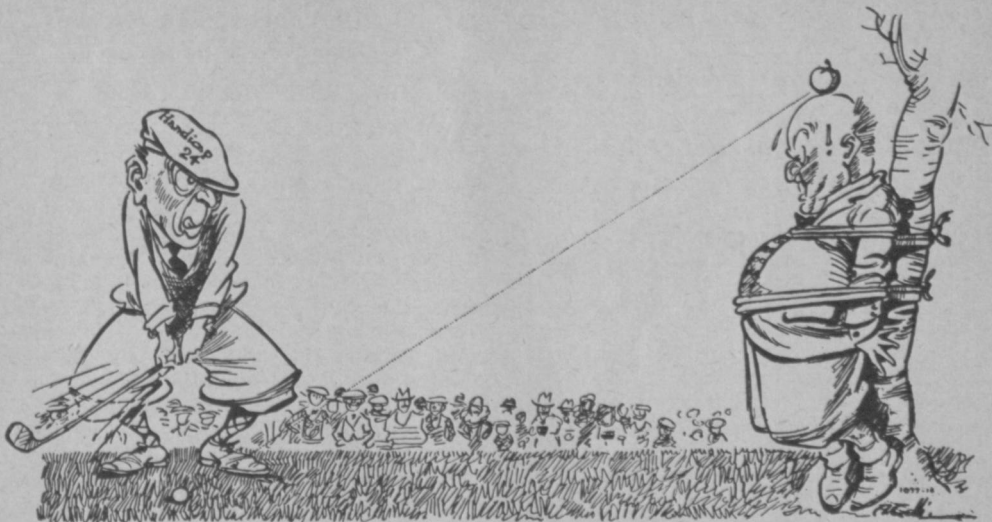
GRELLE CLUB

P. O. Box 445

New Haven,

Conn.





Here is the British PGA'S idea of a fitting punishment for the golfer who fails to pay promptly for his pro-shop purchases.

do his own billing although I question this because once again the minute the pro refers to the club secretary he is in exactly the same position as if he referred it to collection agencies.

"Irrespective of the earnestness of any pro, none of the good ones are over-paid.

They must be given a fair chance to earn what they can.

"The pro must must be given support, backing up and due recognition of the fact that he extends credit to the very people who have been endorsed by the club officials."

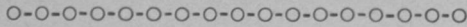
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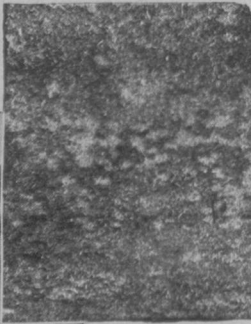
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WESTPORT, CONNECTICUT

Tells of Greenkeeping Advances During Past Decade

By **JAMES McCORMACK***

DURING the past few years many changes have been made in the methods of greenkeeping in an effort to produce fine golf turf. Various educational campaigns have enabled the greenkeeper to keep abreast of the times, by gaining knowledge of the intricate phases of golf course maintenance and construction. New grasses have been developed which are more suitable for golf turf and better adapted to our soil conditions. New fertilizer programs have been established and a more economical and effective control of diseases and insects has been promoted.

The successful greenkeeper of today has made a study of construction phases of golf course work and can take care of any alteration of the course in a manner that satisfies the golfer and at the same time simplifies maintenance problems. He must be a golfer so that he may understand what makes a hole fair for the average golfer or for the expert. He must understand soils, drainage, and irrigation, so as to produce the most satisfactory turf on tees, fairways, and greens. Several years ago practically all purchases for the golf course were made through some one other than the greenkeeper. Today, the chairman of the green committee expects his greenkeeper to be qualified to make purchases of any supplies to be used on the golf course.

Improvement Details In Courses

Ten years ago we had putting greens of mixed grasses cut at a height of about $\frac{3}{8}$ of an inch with a wheel-type lawn mower. Today, we have through the demand of the golfer, greens of one strain of grass cut $\frac{1}{4}$ inch in height and some times less with an eight-bladed roller type high-speed mower. This gives us greens of an even texture and color with a good body of grass which makes an ideal putting surface.

Tees are now a much more important part of the golf course than formerly and they receive considerable more attention than was the case a few years ago. The golfer expects a level tee unmarred by divot holes and giving a firm stance so that he may have an opportunity of getting the best results from his tee shot.

*Address given at Mass. GA Service Section dinner.

Tees have been increased in area so that this condition may be maintained.

Fairways have been changed from ordinary pastures to areas of fine turf which gives a good lie wherever the ball may come to rest. Fairway watering is now considered almost a necessity, so great has been the demand for better conditions.

These improvements have been brought about through the cooperation of various agencies. The Green Section of the United States Golf Assn has furnished a tremendous amount of information through research work at its Arlington Gardens. The Massachusetts Golf Assn. through its Service Section Committee has rendered the clubs and greenkeepers in this district a great deal of service by its active interest in maintenance problems and its experimental work established at Charles River has been the source of much information on local problems.

The Greenkeepers Club of New England through its educational meetings held monthly for the past eleven years has done a great deal to raise the standard of greenkeeping. Its winter meetings have given its members an opportunity to hear the foremost authorities on the different phases of producing fine turf. Its summer meetings have been held on different golf courses throughout New England giving an opportunity to observe conditions on these courses, inspect equipment, and discuss seasonal problems.

Seedmen and manufacturers of golf course equipment have kept pace by providing cleaner seed of better quality and improved machinery which does finer work at a saving of labor costs.

Not all of the recommendations made by scientists and research workers have been found satisfactory when tried under actual playing conditions and some of them have been later corrected. It is therefore important that any new theory offered should be carefully tested before being put into general use.

We certainly have not progressed beyond the point in golf course maintenance where further advancement is not necessary, but with the continued co-operation of these agencies, golfers may be assured of progress for better playing conditions.

TOMMY MIYAMOTO of the visiting Jap pro team gives an average of 160 lessons a month at his home club. Lesson fee is one yen.

A lot of members in this country who have a yen to play better golf ought to be taking from their pros.

Kills BROWN PATCH

But lets
your
grass...



Grow!

It takes a lot of "nursing" to keep turf healthy in summer. So, when you start brown patch treatment, be sure you don't use *any* fungicide which may retard grass growth!

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Education and Self-Education for Greensmen

By JAMES G. MOORE

WHAT the average greenkeeper needs is knowledge and still more knowledge. It has been only a comparatively short time since golf in the United States reached the magnitude where more than a few have been giving much attention to the many problems incident to producing and maintaining good greens and fairways. Some turf problems are unsolved and possibly some are unsolvable, but the research work on turf problems carried on in this country for the past ten years and the research work on related problems extending back many years have resulted in an accumulation of information which, if applied, will correct numerous unfavorable conditions now found on many golf courses. This information is available to the greenkeeper who is awake to his needs and to the desirability of improving his methods. Therefore, the greenkeeper cannot be excused if he plods along in the same old rut and fails to avail himself of such information and also the new information relating to his problems which is probably accumulating more rapidly now than ever before.

The subject assigned me really is to answer the question of how the greenkeeper can come into possession of this information. First let me state that I believe that a good practical course in a college of agriculture would be an invaluable asset to anyone who is to follow greenkeeping. Do not misunderstand me; I do not mean to imply that such a course is necessary to successful greenkeeping but it would give one a background which would make it possible for him to recognize many greenkeeping problems more quickly and make it easier for him to solve them under his own particular conditions. From the very beginning it would supplement his practical experience and enable him to plan his operations so as to obviate difficulties which might arise due to faulty practice. College training cannot replace practical experience but it will radically modify many of the impractical rules based solely upon experience and often faulty as regards the fundamental principle involved.

So far as I know there is no long course in greenkeeping offered by any college but the liberality in elective courses in many of our colleges would enable one to largely pursue subjects fundamental to greenkeeping.

Club Should Back Short Courses

Recognizing the needs of greenkeepers for help on their problems, several colleges of agriculture have instituted short courses for greenkeepers. The plans of the various courses differ materially but all of them have the same basic idea; to