

SWEAT INSTEAD OF RICHES

By EDWARD W. COCHRANE

**\$7,000 and Members' Labor
Makes Rajah Club a Jewel**

WHO said golf is a rich man's game? Would you believe it if you should be informed that near the city of Independence, Kas., is a splendid 18-hole golf course, known as the Rajah Country club, the fairways of which were cut through one of the densest growths of trees, scrub oak and other underbrush that could be found in this entire southwest country, at a cost of \$7,000, \$4,500 of which was the cost of the 120 acres of land used? The course has a clubhouse, a professional's shop and a shelter house, all attractive and made of native stone.

It is almost impossible to believe that so much was accomplished by the business men of the town who wanted a golf course and did not have enough cash to hire one made, so they made it themselves. Recently Olin Dutra, National Open champion, and Jimmy Thompson, Open Australian champion, played the course and pronounced it one of the finest layouts they have seen, with the possibility, when it has grass greens and traps, of being one of the best tests of golf in this entire southwestern country.

Needed the Recreation

The club had its origin on a hot August evening back in 1931. Business was bad. The business men of Independence had been suffering from the depression just as other business men in other towns had. Bill Gray, Ed Pugh and Delbert Brooks sat in the rear of Gray's clothing store in the Kansas town discussing the troubles, national and local. The depression was the cause of many caustic and emphatic remarks. In short, stock was very low for these men and others.

"What we need is more recreation," Brooks said, mopping his brow and moving over in front of the electric fan. "A guy should have a place where he can relax, play eighteen holes of golf, take a swim and then come home refreshed."

That chance statement led to the building of the Rajah Country club. Pugh and Gray lent interested ears to the remark and before the day was over the three of them had visited a hilly tract of wooded

This story Edward W. Cochrane, widely known, sports editor of the Kansas City (Mo.) Journal-Post, wrote originally for his paper.

The first story in *GOLFDOM'S* first issue was about a small town club that built a fine 9-hole course and clubhouse on an initial investment of \$3,700 and we got some criticism on the piece, being censured for promoting the idea that a golf club could be established for so little money.

Therefore, in different — and thriftier days, we are happy to pass the word from Ed Cochrane to golfers in smaller towns that they can have really beautiful and inviting golf clubs, like that at Independence, Kansas, if they want them badly enough.

land on the edge of town and made plans for the organization.

The unique feature of the club is the fact that every bit of the work has been done by the members. The 120 acres for the course was purchased. Gray, Delbert and Pugh then signed sixty charter members who paid \$25 each, and all agreed to put in eight hours' work apiece each week on the course.

The 120 acres were covered with huge trees, scrub oaks and other underbrush, but the members worked diligently to clear space for the fairways and rid the land of the unneeded trees. It was a tremendous task, but the doctors, lawyers and business men of the town stayed with it. They pulled 10,000 trees and stumps. Pugh and another member lost fingers during the work. They put in a total of 105,400 hours.

First Nine in 1932

The men were divided into groups, with each body responsible for one part of the course. For instance, group No. 1 was responsible for fairways on the first, second and third holes and another body had charge of the building of the clubhouse, which was erected out of native stone taken from the grounds. The plan of Tom Manley, now professional at the Independence country club, was accepted as the best layout for the rugged and hilly land.

The first nine was completed in the spring of 1932 and work started soon afterward on the back side. With the completion of the 18 holes in 1933 the dream

of those three worried business men back in 1931 became a reality.

It is the only 18-hole layout in the community and the rolling fairways, rocky chasms and tree-lined fairways make it as sporty as any in the state.

Lake Being Built

A new 6-acre lake is being built and the clubhouse will have additions in the future. A shelter house and professional's quarters were constructed out of the native stone also, and the amazing thing of the whole project—the entire course and buildings have been built for \$7,000, and that includes the price of the 120 acres.

The layout is 6,166 yards long and has a par of 72.

Brooks, Gray, Pugh and other members of the club as well as the citizens of Independence are proud of the Rajah course. A new high in cooperative achievement was set by its builders.

"I am sure if we had realized what we would have had to do to build this golf course on such a tract of land we never would have undertaken it," said Ed Pugh with a smile. "But we've got it now, and we are proud of it. We did it with our own hands. It did us a lot of good physically, and every man feels that he has ten times the interest he would have had if he had paid for the work being done instead of doing it himself. It's our golf course."

They are not through yet. The clubhouse is so constructed that they can build on to it when they want to, and finally they will have a beautiful stone house that will be one of the show places of that country. They have a half mile of river front on the Elk river that supplies the water for their city and they can pipe water into a tower that will supply water for fairways and greens. That is their next step. They want 18 fine grass greens and then they want the Kansas State championship and even bigger tournaments. They are looking forward to the time when they can prove that they have the finest golf course in Kansas and then they are going to be able to say that it cost very little.

"It may be a rich man's game," said Bill Gray. "But there isn't a rich man in this club, and it didn't cost much, but we own it and we are going to keep right on playing golf on a fine course at very small expense. We have proved that golf can be a cheap and splendid amusement, worth ten times what it costs us on our \$7,000 payout."

Iowa Greenkeepers Association Opens Season

DUE to unusually late season which held back work on golf courses, the season's opening meeting of the Iowa Greenkeepers Assn. was not held until May 15. The Des Moines G & CC was host to over thirty Iowa greenkeepers who were made welcome by the two Schacht brothers, Elmer and Robert, pros at the club and by William Keating, greenkeeping foreman.

Practically all of the visitors brought clubs and enjoyed playing the course which is constantly improving and getting in fine shape. The course is said to be the longest 18-hole course in the state.

Several interesting educational features were on the program. Keating is giving a convincing demonstration to the members and officials of his club on the value of various sorts of fairway fertilization systems. He has seven plots laid out in a careful manner and these show the relative values of various systems.

A large use of peat has been made in the construction of some of the new greens recently turned into play. Keating considers this to be a very valuable aid in maintaining a proper soil condition and contemplates the use of even larger quantities in the future. He also uses a quantity of fine gravel in the foundation soil of the green to help drainage. This gravel is obtained from a nearby creek bed and is preferred to sand.

A very convincing demonstration was given of the use of a small hammer mill for the preparation of compost for top-dressing. Material was brought immediately into fine condition for use in top-dressing.

Amateurs In Paid Gallery Matches For Charity Only

The USGA states its attitude regarding the appearance of amateur golfers in exhibition matches for which admission is charged, by reaffirming through its Amateur Status and Conduct committee:

An amateur golfer may take part in an exhibition match, for which admission is charged, provided that the net proceeds go to an organized charity. Professionals appearing in such a match may be paid appropriate amounts for their services, and the club may be reimbursed only to the extent of its actual expenses. The expenses of the club must be certified by an officer of the club.

CHINCH BUGS ARE OLD PEST

By JOHN MONTEITH, JR.

Green Section, United States Golf Association

WHEN one follows the developments of interest in the various ailments and pests of golf course turf over a period of years he finds certain more or less definite periods in which the general interest in a particular pest is at a peak. These periods of greatest interest in a pest naturally accompany and follow a period of unusual injury. Interest declines as soon as information on the subject is widely distributed even though the damage may continue to be great.

For the past year there has been an unusual interest in chinch bugs. This is not because these bugs are new pests on turf but because they have been unusually abundant on golf courses during the past two summers. Many individuals have gained the impression that the chinch bug presents a new threat to golf clubs which may be expected to increase its range and damage in a manner similar to the Japanese beetle.

The chinch bug however is by no means new in this country nor is it a new pest to golf courses. As a matter of fact the chinch bug was thriving on our native grasses when Indian braves chased buffaloes over the very ground where many of our palefaces (with or without their war-paint) now chase golf balls.

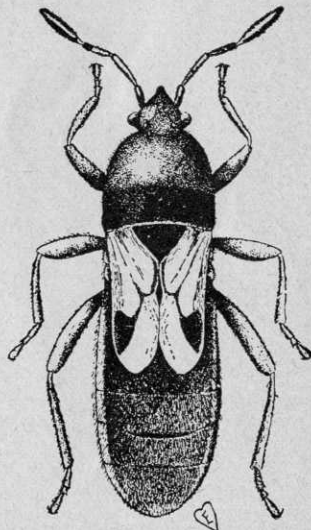
When the white man plowed under the native grass stands and planted corn and other cereals the chinch bug heartily approved the change and moved over to the grain field to enjoy a new era of prosperity. There it became notorious as an agricultural pest and has received the persistent attention of entomologists and other agricultural scientists as well as the farmers for many years.

Chinch Bug Busy in 1925

The chinch bug has been recognized for years as a pest of golf course turf in the south, especially in Florida. In the April, 1926, number of the Bulletin of the USGA Green Section it was stated that "reports of its attacks on bent and bluegrass turf were received in the summer of 1925 from Massachusetts and Missouri." During the summers of 1933 and 1934 chinch bug damage occurred on golf courses in various districts of the middle west and the east-

ern states. Some damage from these insects has undoubtedly occurred on golf turf for many years but it has been overlooked and most likely much of it has been mistaken for some other type of injury covered by the loose use of the terms "brownpatch" and "scald." The history of chinch bug injury on golf courses is therefore not clear and one cannot safely predict its future. However since the story of the bug on farm crops is only too well known one can safely figure out about what to expect it to do in turf.

Outbreaks of chinch bugs have occurred throughout the middle west as long as corn



Short-winged stage of the chinch bug
(greatly magnified.)

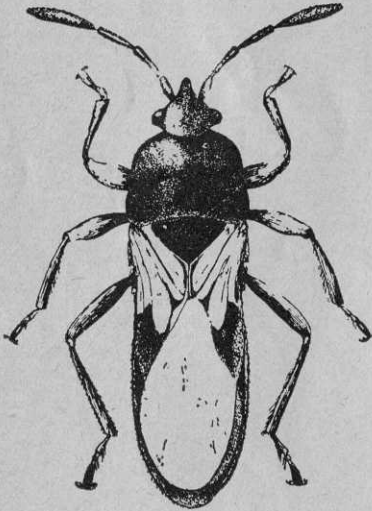
has been grown there. The magnitude of these outbreaks varies decidedly and in most sections the outbreaks occur at intervals of from 5 to 10 years. In some states, especially parts of Illinois, Missouri and Kansas, some damage from these bugs is expected every year.

Fights Bugs with Bucks

Favorable weather for the development of these bugs includes excessive drought and absence of rain during spring months. Under such conditions the bugs multiply rapidly and huge numbers of them spread

over large districts. Such a condition existed in the 90's and much chinch bug damage occurred. Recent favorable climatic conditions resulted in 1934 in what was claimed to be the severest infestation of chinch bugs on record throughout the states of the middle west as far north as Minnesota and Michigan. To help fight this unusual epidemic of chinch bugs Congress appropriated \$1,000,000. This appropriation among other things provided free to the farmers 5½ million gallons of creosote and half a million gallons of gas tar for the making of barriers to prevent the wingless bugs from migrating from grass and grain fields into corn fields. An estimated total of more than 53,000 miles of barrier were maintained against these bugs last year.

Chinch bugs when fully grown are small, winged insects, not more than 1/5-inch in length. The wings have black and white



Long-winged stage of chinch bug
(greatly magnified)

markings. The very young bug is small and red with a transverse band of white. As it grows it sheds its skin five times and with each change the color becomes darker. In the last stage before wings develop the chinch bug is a grayish black with conspicuous white markings on its back. In these early stages of growth the bug is obliged to walk from plant to plant but in the adult stage it is provided with wings and can fly. There are two forms of chinch bugs, one with long wings, and the other with short wings. It is not uncommon during the summer months to find bugs in the various stages of development

in the same piece of turf. They have a strong, repugnant odor which will help to distinguish them from many of the small bugs sometimes found in turf.

Feed Only On Grassy Plants

Chinch bugs over-winter as adults under the shelter of grasses, leaves, the bark of trees or other cover. They usually leave their winter quarters about the time greenkeepers start their spring work on golf courses. When they get to their new feeding grounds the chinch bugs start to lay eggs. One female chinch bug is said to lay from 100 to 300 eggs, which hatch in from 1 to 6 weeks, depending on the temperature. There are two generations each season.

Chinch bugs feed only on plants belonging to the grass family. They are sucking insects—that is, they obtain their food supply in the well known manner of the mosquito. Therefore this bug prefers a grass which has a good supply of sap flowing through it and is forced to migrate from plants that shrivel from drought. The common chinch bug much prefers small grains to wild grasses during such periods when these plants are growing rapidly. When grain and hay are harvested the bugs turn to corn for their nourishment and their concentration on corn fields at such times may be devastating. Recent studies of chinch bugs indicate that the one which is most common on golf courses is not identical with the notorious bug the farmer dreads. However the greenkeepers' variety or species of chinch bug has the same general characteristics and habits as does the farmers' bug. It most likely is affected by climatic conditions in much the same manner and can be expected to be unusually troublesome some years and then of little importance for many years at a time.

On golf courses chinch bugs seem to prefer the bents to the other grasses of northern golf courses. In the south they occur on Bermuda grass and have been observed to be particularly troublesome on St. Augustine grass. They seem to choose certain varieties of grass in preference to others of the same species. At the Arlington turf garden and on some golf courses where varieties have been growing side by side they have shown a decided preference for certain strains of velvet bent and for seaside creeping bent. They are most abundant in areas of bent that are neglected and not given special putting green care. They are most likely to be numerous on the sod nursery of a golf

course, and on the approaches and borders of putting greens.

Identifying Chinch Bug Injury

Chinch bug injury in turf becomes apparent when the grass begins first to turn yellow and later to become shriveled and brown. Since chinch bugs usually occur in colonies the affected areas are likely to be fairly well defined, more or less circular areas, which are therefore likely to be confused with brown-patch or scald. A close examination of the turf especially near the borders of the infested areas will usually disclose the bugs feeding on the grass just above the soil level.

The prevalence of chinch bugs is largely dependent on weather conditions, especially during the hatching of the eggs. These periods are usually from April to the middle of June and again from the middle of July to the middle of September. Heavy driving rains may destroy large numbers of young bugs or may cover the eggs with mud and prevent their hatching. These heavy rains may also prevent the female from laying her full quota of eggs. During warm damp weather such as is favorable for brown-patch development a certain white fungus which is the most destructive natural enemy of the chinch bug is able to develop so rapidly that it can keep the bug under control. Entomologists have observed that where such weather conditions occur during the hatching periods, this fungus has so reduced the number of chinch bugs that they proved of little importance.

Control Methods

Most of the methods used in fighting the chinch bug on farms cannot be applied to golf courses. One method which in a few cases may be helpful on golf courses is burning, during the late winter or early spring, of the deep grass and cover under which the adults have hibernated. This procedure naturally is only partially effective since there are usually other areas nearby from which some adult chinch bugs may fly onto the course. Various sprays have been found to be partially effective. A spray which has been recommended against these bugs consists of one-half ounce of 40 per cent nicotine sulphate and two ounces of soap, all dissolved in a gallon of water. To be effective this material must come in contact with the bugs. This is extremely difficult where the bugs are sheltered by a thick mat of turf; therefore the spray must be applied with a good pressure and with great care to cover

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Copy of a circular sent out to club managers who didn't belong to the Club Managers' Association of America. The piece was one that got read. It brought some sighs of relief and brought dues checks into association headquarters. It's an idea that can be applied in club publicity work if your members will stand for a shock and a laugh.

all of the infested area. Certain sprays and dusts of derris, rotenone, and pyrethrum are also effective if properly applied.

The heavy infestation of chinch bugs throughout large areas of the country has provided a population of bugs that presents a serious threat of damage to turf during the coming summer. On the other hand the past winter and particularly the cold, rainy weather that has prevailed during this spring in much of the infested regions may have so reduced the numbers of chinch bugs that it may be difficult to find them in turf this summer.

At the same time it will be wise to avoid the tendency to label any mysterious browning of turf that may develop during the summer as due to chinch bugs just because they have been in the limelight of late.

FINISHING TOUCHES

By CHARLES W. PARKER

Thoughtful Details That Give Distinction to Course's Play

FINESSE. We've been hearing it for some time now and from men highly placed in golfing circles. Finesse in maintenance practices and care of our equipment. There can be no quarrel with this idea and why the value in the little nice ties of maintenance has not found greater recognition before now is somewhat of a mystery.

On otherwise well groomed golf courses we often find the color of the accessories in direct conflict with the landscape. The official colors of a good many clubs would be more in harmony with the background than the white of ball washers, tee markers and grey towels. Where visibility is a requisite of some particular type of accessory, change to a more harmonious color will not necessarily weaken this desired factor. Better the accessories be suppressed and blended into the background than given the common treatment which renders them disturbing highlights.

Cutting With Art

More finesse has been advocated in the shaping of traps, tees and banks. Unfortunately for most of us these are an inheritance about which we can do very little, although the height at which we cut the grass and the flow of line which we cut between two heights of grass can add or detract from the picture and suppress or accent a structural defect. Particular stress has been laid on fairways. The treatment of abnormalities in terrain through accent cutting, with particular emphasis being laid on changing the fairway outline away from the common harsh straight line from tee to green. It is quite true that nature detests straight lines and equally the bizarre. Will the fairway outlined in a series of scallops appear more beautifully natural to the day-in-and-day-out golfer than the time-honored straight edged one?

We have now brought in another factor of no little importance: The day-in-day-out golfer. How is he going to feel this "aestheticising" of his golf course? Is the "rough crowder" whose pet hook or slice from the tee always lands him just inches in on the fairway going to be satisfied with "for beauty's sake" when he finds his personal landing area now in the

rough? Why is it in the rough? Because after careful study to determine how to break up a harsh straight side line it was decided to cut a beautiful flowing curve and the rough has now run into the fairway a few feet. This is not a far fetched example and turmoil can be stirred up if we do not approach this new maintenance practice carefully. The case histories of a few fairways which came under the writer's care for several years best illustrate this point.

Some Tales of Trouble

The reason for changes which opened the eyes of all concerned was that not just careful spending but rigid economy was on the way for maintenance costs. As a beginning it was decided to check fairway widths to determine whether any savings could be made in the labor cost of fairway cutting. After observations of play and a careful study of the very detailed plans from which the course had been revamped some ten years previous, it was found that all fairways were being cut too wide, either for their entire length or in part. Each hole was studied and talked over in detail; three fairways ultimately developed serious difficulties.

Fairway A. This fairway was a third too wide in its extreme but to narrow it down to a desirable width seemed too abrupt and too arbitrary. Beginning at the tee, which was placed well to left-center, the entire left side of the fairway had a very narrow rough flanked by tall dense trees and out-of-bounds. It may appear that the logical thing to have done was to let the left hand rough run in materially. However the desirable landing place for the tee shot was as close to this side of the fairway as a player's nerve and skill permitted. To have let the left hand rough encroach into the fairway would have been to penalize the skillful golfer. On the right side there was no question that the fairway bulged out far too wide but because of the woods and out-of-bounds on the left the practice of intentionally aiming the tee shot to the right of the center line had become the established practice of the average golfer.

The obvious thing to do was to ruthlessly narrow the fairway in from the

right resulting in a material labor saving and forcing the hole to be played more nearly to its design. To have done this would have been to court the fury of the members as they found what they'd been accustomed to call a satisfactory tee shot lying in the rough. And from here on another factor complicated the problem. About mid-way between the 200 yd. mark and the green several fine trees had been left to jut out from the right side of the fairway in perfectly good design under the conditions and excellent finesse. From the center line or left center these trees presented no hazard, but were increasingly difficult of negotiation the farther the ball was laid to the right of center. Remember, please, this condition had existed for years; the golfers were accustomed to the tree hazard but they were also accustomed to having a good fairway lie to help them get off a shot over or around those trees. Maintenance practices, design and the encouragement of reasonably accurate play all said let the rough grow in to twice its existing width but common sense said "No" and this problem was solved by letting the fairway stay practically the width it had been for years even though costly maintenance and sloppy play were encouraged.

Loud Groans from the Gals

Fairway B. This hole will always be in controversy but our problem was limited to the first 300 yds. of fairway. On flat terrain with very few trees to break up the monotony, the architect had tried to add character by over-generous use of traps between paralleling fairways. The left hand side had not been maintained to the design and presented the typical harsh straight line for most of its length, though the architect's plan called for a bulging in of the rough just short of the 200 yd. mark. The left side line was designed in two curves, from the beginning of the fairway to the tip of the bulge and from this tip onward widening the fairway at 200 yds. and back to tie into other features of the terrain which need not be considered here. It was interesting and amusing to get the story of this hole from the "oldest member" and, though this left hand edge was a very minor thing to his mind, its radical change with each new Chairman was remarkable and at no time had it ever conformed to the original design.

The architect's idea seemed reasonable and supported worthwhile savings in labor hours, so once again the left hand edge

was changed and we went on to the next problem. Alas and alack; from a small but vehement group, the lady golfers, came a protest that could not be denied. We had not considered them at all. A couple of years before we had built the ladies a forward tee and the acclaim with which it had been received was still ringing sweetly in our ears. This forward tee put the architect's bulge within reach of a good tee shot. The ladies were right and we were wrong and the left hand edge was again changed. Once more we lost some labor savings and finesse was given a black eye.

Squawks Change With Seasons

Hole C. Having been stamped the best golf hole on the course by a nationally prominent golfer, C did not receive the criticism that it really deserved because of the exacting terrain around the 200 yd. mark. Actually there was only a relatively small landing area to place a tee shot on to have a flat lie with an opportunity to go for the green. From 125 yds. to 250 yds. the fairway was bumpy with a slope varying from gentle to abrupt running from left to right. Around the 200 yd. mark on the extreme right was a level spot at the bottom of the sharpest part of this slope.

Many shots were played to run or kick into this hollow for while the shot to the green was blind the lie was good and the golfers knew that they could tie into their second shot with the assurance of being just on the green or so close to it they could go for the pin on their approach. In the Spring little was heard about the rough on the right side of this fairway but as the ground dried and roll or kick increased the ball would run through the flat bottom area into the rough. Back would be cut this rough, ten or twelve feet in the extreme and all would be well for awhile.

Comes the Fall, a tight match in a fussy foursome with a round house slice landing in the nicely cut back rough. The 19th hole echoes and re-echoes with remarks on the dumbness of "those fellows who cut the grass" and the next day's orders will be to, "Let that rough grow in this Fall." For several years through the varying seasons that rough line has ebbed and flowed like the tide and probably always will.

These case histories are not to be considered original contributions. Every greenkeeper and green-chairman is running into similar problems all of the time.

There is, however, a definite analogy between them and "finesse".

This finesse is a worthwhile thing, though its value will never be appreciated universally for it is not given to all of us to understand such refinement. For those who observe and can appreciate it, there will be just as many who cannot see because of their "blind spot" but who will nevertheless understand even though unable to express why some particular hole or course is more pleasing to play than others. This is true only because of the finesse in maintenance. Of course there will be some who never can "see the light." To them a golf hole is a tee, a fairway, some traps (never ought to be there anyway) and a green, with high grass all around. They are not golfers but "exercisers" and gamblers.

Do not get completely carried away with an idea. In our search for ways and means of instituting more economical maintenance practices we were justified in making many more or less radical moves, if we considered the maintenance factor only. When all factors were considered common sense applied the brakes and we looked elsewhere for our economies. In another case we overlooked one factor entirely and paid the resulting penalty. In still another case no rule, rhyme or reason applied but an abnormality existed and had to be borne with.

All these factors and more will be found when finesse is studied seriously and sincerely. Make haste slowly and consider; finesse is more apt to be obtained through improvement in minor practices than by magnificent attempts at sweeping changes in the landscape.

BUDGETING HUNCH

Extending Memberships to Spring Reduces Resignations. Wants 9-Hole Ideas

By LOUIS FRANK ROSENBERG
President, Ledgemont CC,
Providence, R. I.

ONE thing I'd like to see in GOLFDOM is more exchange of information between nine-hole club officials. For size the larger club problems may be very important but for intensity the problems of the nine-hole clubs are just as acute. Later I'll relate an idea that probably will help both nine- and 18-hole clubs with their resignation and budgeting problems.

As an ardent reader of GOLFDOM for many years, and admitting and confessing

that many operating plans now in effect at our Club were taken from articles appearing in the "Business Journal of Golf" I feel that the time has arrived for us who are associated with smaller organizations to relate in detail through this publication a few of the policies that have met with success, together with problems still unfathomed. As in industry, a small operator confronted with certain obstacles is unable to overcome them in the same manner as the big fellow.

The writer feels justified in appealing through GOLFDOM for necessary constructive information relative to the operation of Clubs with nine-hole courses, for in the past over a period of ten years approximately 95% of the articles written have reference to large clubs with eighteen or more holes which usually have big memberships, thereby showing a greater earned income toward their budget for use in operating costs.

Should any of GOLFDOM's readers recall my Pay-as-you-Play plan pertaining to the collection of dues over a six months period it may be well worth mentioning that many clubs who adopted the idea are now operating more successfully.

We who are honored with title of office and are supposed to direct the destiny of our clubs through thick and thin oftentimes overlook the fact that many good suggestions relative to club interests come from members who do not sit in the Board Room. For illustration, the following thought was passed on to the writer and it may be worth consideration by some of the large as well as the smaller clubs.

Our fiscal year ends Dec. 31st. The annual meeting is held in January for the election of officers. Reports pro and con for the ensuing year are read and discussed by the handful of members who usually appear. But as far as knowing our financial condition it is mere guess work on the part of the treasurer as resignations always came in during January and February.

Acting upon the suggestion made by our good member, the Board of Governors approved the plan of extending 1934 memberships to March 31, 1935. Members were so notified with the results as follows; no resignations received up to date simply because a man is not interested in paying golf dues during the winter months any more than he would buy ice skates in summer, and when the season gets under way we'll find his name still on the membership roll.



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WHO IS GUILTY?

By D. H. MUDD

Credit Mgr., Western Div.,
A. G. Spalding & Bros.

**When Pro Credit Is Bad Club
Officials Often Are to Blame**

GOLF professionals, particularly those employed by private clubs, are faced with a peculiar situation as regards the collection of their own accounts and seldom has there been reference to their credit status being in part the result of the operations policies and character of membership at the pro's clubs.

A credit manager endeavors to be reasonable at all times in dealing with the golf professional and after listening to the tales of hundreds of pros as well as examining their accounts, I have been forced to the conclusion that their difficulties are divided between their own shortcomings as business men and, in many cases, the lack of recognition that club officials give the professional's problem.

What makes the pro credit problem most unusual is that where the pro does his own collecting from members, he cannot push collection of his accounts. Not being able to collect himself, the pro is inclined to get careless about paying his own accounts and ends up as a credit wreck, with his business future blighted and with discouragement in his heart. The only answer to such situations is co-operation of club officials in a discreet and considerate manner. That's the only way I have seen that will allow pros whose members are heavily in arrears on accounts to get back into the credit standing necessary to proper conduct of their business.

Therefore, I suggest that pros who have money coming to them on slow members' accounts show this article to their president and golf-chairman. They, being business men and sportsmen certainly will take interest and action in getting the pro squared away.

When a pro has to collect his own accounts a few members soon can run up charges that total several hundred dollars. This is the gross profit on a large volume of pro shop business—business that must be done in a limited market and in a limited season. A pro rarely can put such accounts in the hands of attorneys even after the accounts are long delinquent. These slow-pay members can start a campaign against the pro and

eventually run the pro out of his job. Pro jobs are hard to get—especially for the pro who may have a bad credit standing and who is after a job at a good club where the officials know enough about the golf business to consult the Sporting Goods Industries Clearing House at Chicago, where the pro and other retailer credit data is filed by all leading manufacturers.

Consequently a good man may stay on the job, getting farther in the hole and getting discouraged to an extent that seriously retards the good that a competent and fairly-treated professional can do for any club.

Help Must Come From Clubs

In such situations the club officials as honorable and experienced businessmen must admit that the pro's serious plight is mainly the responsibility of the club. In too many cases, the clubs have said to an applicant for a pro job; "Here's the job. It won't pay any salary and you have to do your own collecting, and you are expected to do this, that and so and so."

The outcome is that instead of clubs helping to make pros substantial businessmen and even more effective builders of the game, plenty of clubs have been directly guilty of handicapping the pros in an effort to establish higher standards in their profession.

What sticks out to me in many of these cases is that pro poor credit is one of the most certain signs of general poor executive operation of the club. Any club that lets its members get into its pro obviously hasn't the right kind of members for its own social prestige and financial good, and equally clearly, it hasn't the sort of executive supervision it should have.

My suggestion to club officials where the club has the pro pay his own accounts, is that these officials ask their professional no later than early July for a list of his outstanding accounts. If the list looks in bad shape, then the honest and diplomatic thing to do is for the club to take over the collection of the accounts. This will get payment and it will save the pro from