

night. We go to bed with our greens in perfect playing condition; we arise in the morning to find them scarred with large brown-patch or dollar spot. Rushing the sprayer, sprinkler or compost cart out may help to check further damage, but it is not control. Of course, if you and your players are satisfied with any condition of the greens short of the necessity of resodding or rebuilding, then maybe you can get by with curative measures.

In 1925 Dr. R. A. Oakley emphasized control when he wrote: "The large field that is open for chlorophenol mercury to fill is that of *prevention*. The nature of brown-patch is such that when once it has attacked turf great harm is done. The subsequent spread from a particular infection or attack is, as a rule, not so serious. Consequently, checking measures in the main may be said to have much the same value as locking the stable after the horse has been stolen."

Watching Weather Not Enough

Much has been said about the importance of observing weather conditions closely, the general idea being to delay applications of disinfectants until weather conditions indicate that a brown-patch attack is imminent. But, what greenkeeper can be expected to forecast attacks accurately by observing temperatures, humidity, air drainage and other factors. Sometimes he will guess right and sometimes wrong. When he guesses correctly, he is a smart greenkeeper. When he guesses wrong, he is—well you know what is said when brown-patch ruins the greens. And so, when the club management insists on curative rather than preventive measures against brown-patch, they are putting the greenkeeper "on the spot."

The control of the brown-patch diseases of grass is based on the same general principles of disease control as in human beings, and in other forms of plant life. Physicians, dentists, health officers all emphasize prevention as the most satisfactory means of reducing the misery caused by illness and disease. The orchardist learned years ago that his only hope of controlling diseases of his trees and fruit lay in the prevention of the fungous infections. Likewise, the grain grower does not wait to control smut until smutted heads appear in his crop.

In view of the experiences of the physician, the orchardist and the grain grower does it not seem probable that we who are combating turf diseases should also

lay greater emphasis on preventive measures?

Many will admit that prevention is the most practicable method of controlling brown-patch, but, they will argue, a preventive program is too expensive. It cannot be denied that the brown-patch problem calls for a considerable outlay of money. On the other hand, we must not forget that the maintenance of large turf gardens, and the reseeding, resodding and rebuilding of greens are also expensive. The expense of rebuilding a single green may far outweigh the slight additional cost of preventive over curative measures. And then, too, greens that are frequently in poor condition because of brown-patch are certainly not likely to improve club membership.

Let us examine briefly some of the many factors which must be taken into consideration in developing a good brown-patch preventive.

First: A good fungicide for use on turf should be effective in preventing infection by the important fungi controlled by chemical treatment. For example, it should control both the large brown-patch, the small brown-patch or dollar spot and snow mold.

Second: It must prevent these fungous infections without any serious injury to the turf. Those who used Bordeaux mixture in the early history of brown-patch control found to their sorrow that copper burning was frequently more injurious to the turf than the disease supposed to be controlled. Probably 95% of the chemicals we have studied during several years of experimentation have been discarded because they were unsafe under at least certain conditions.

One of our preliminary methods used in determining the safety factor for an experimental product is to apply the chemical every 48 hours until 12 or 15 treatments have been made. If the grass does not go off color, show signs of burning or slow up in growth, we conclude the safety factor for that chemical is high.

Third: Any satisfactory fungicide must retain its disease prevention properties for a reasonable length of time after its application to the grasses. The length of this period for any given chemical depends upon many factors—its cost, the type of chemical, whether soluble or insoluble, volatile or non-volatile, adhesive or non-adhesive. It depends also very largely on weather conditions, rain, possibly temperature and other influences.

And so, it is impossible to state definitely the exact number of days or weeks during which period a chemical will remain effective. Common sense would dictate, however, that during prolonged rainy periods in the brown-patch season it may be necessary to apply disinfectants at shorter intervals than when the weather is dry.

These three factors—effectiveness, safety, and persistence of fungicidal effect—may be considered of paramount importance. And yet a chemical may possess all three of these qualifications and still be unsatisfactory for our purpose. For example, the chemical must be stable so that it does not deteriorate on the dealers' shelves or in your tool house, it must be non-injurious to equipment—sprayers, etc., it must be reasonably safe to handle.

A chemical difficult to mix with water and to keep in solution or suspension is objectionable and may cause trouble through irregular distribution on the turf. All these are factors which we must consider in developing new and better products.

Mr. Gooding also referred to the work being done to reduce the cost of brown-patch control and promised notable development in this respect. His address was illustrated by motion pictures.

STANDARDIZED BRIDGES Collapsible Form Provides Neat and Inexpensive Concrete Work

By R. W. TREACY,

Business Manager, Woodmont CC,
West Allis, Wis.

WOODMONT'S course is traversed by a small creek, over which it is necessary to provide crossings at twelve places.

Last year we decided to give up the continuous job of trying to keep wooden bridges in repair and set about replacing them with concrete. Fortunately this creek is of practically the same width throughout, which made it possible to construct a form that could be taken apart after concrete had set on one bridge job, and set up again for the next one.

Two half circular forms of 2-in. plankings were made for the sides, and on the lower, inner side of each one was nailed a rest for the floor pieces, which were also of 2-in. material. After setting foundations 2 ft. deep, the side forms were put in place, floor pieces laid in (not nailed)

and the whole form pulled up tight with four loops of heavy wire.

In case of a straight walled ditch such a form would be all that would be necessary. In our case the creek walls are sloping and at times the little creek is a torrent, which made it necessary to construct wings to act as retaining walls and also to conform to the lines of the creek. This was done by constructing triangular box forms, of 1-in. material, to fit against the main bridge form, to which they were temporarily nailed. These triangular forms were made in such a manner as to



The concrete bridges at Woodmont are attractive, permanent and, best of all, cost but six dollars for material.

leave a 4-in. wall on each side, with 4 ft. open in the middle to provide a dirt walking floor. They were made an inch wider at the bottom than at the top to allow for swelling of the wood and so they could be pried up easily after the concrete had set, for use on the next job.

With the forms in place and with some bracing, for concrete has a habit of pushing things around, we put in a layer of cement and a filler of niggerhead rocks, which we never lack in Wisconsin; then the whole thing was smoothed off and left to set.

In three or four days the triangular boxes were pried up after removing the nails holding them to the main form, the wires holding the form cut, and the whole thing carted away intact, ready to be used again.

With plenty of niggerheads available to be used as filler these bridges cost us about \$6.00 each for sand and cement. They have gone through a severe winter without signs of cracking. We plan to use the same side forms, with longer floor pieces, for mower and tractor crossings.

LAST CALL !!

for Private Club lists of
GOLFING subscribers.

Blue Hills Modernizes Its Committee Set-Up

IF YOU ARE a club official—and most of the readers of this article will fall in that category—it is unnecessary to take trouble proving to you that the monthly board meetings you attend are a bore, not so much because matters discussed and conclusions arrived at are in themselves tiresome, but rather because of the seemingly interminable and useless conversation that passes across the table with every new matter brought up for attention.

There are few clubs with so much business to transact at any given monthly meeting that more than two hours need be spent to dispose of the lot—provided, and here is the rub, the various committees function in the manner they were meant to function when the club's by-laws were written. But they don't. Every member of the Board, irrespective of his particular duties on that body, seems to feel it is his privilege and obligation to stick his nose into the workings of each committee, to ask innumerable questions of no particular importance, and in other ways to prove that he is one smart guy in all administrative and financial problems that arise.

Perhaps it is a human weakness for the membership chairman to display considerable interest in the total insurance carried by the club; and for the green-chairman to ask questions about the number of musicians in the orchestra to be hired for the club's next dinner dance; and for the club treasurer to argue that the championship should be at medal play instead of match play as in the past—but in final analysis is it any of their business, assuming the club's committee organization is sound?

A refreshing variation in the usual club committee set-up has recently been put into effect at the Blue Hills Club of Kansas City, Mo., where E. T. Mahood is president. The method not only holds down the size of some committees, thus preventing too many cooks from spoiling the broth, but it also permits each committee to solve to a great extent its own minor problems without consulting or wasting the time of the Board of Governors.

Mr. Mahood writes: "We have eight committees, four of which control our operations while the other four handle membership activities. The following committees consist of only two members each, at least one of whom is on the Board of

Governors: Greens, House, Finance and Meadow Lake. The latter committee has charge of the operation of a fee-course which we conduct separately from Blue Hills.

"The eight men, with the president or one of the vice-presidents of the club as chairman, constitute our Executive Committee and meet once a month prior to our Board Meeting to go over operating matters. Thus the Executive Committee has supervision through our manager over all the employes of the club and over all current expenditures, and has developed a system of monthly reports so the facts may be readily reviewed and wrong tendencies corrected. Minutes of the Executive Committee meeting are read at the subsequent Board Meeting.

"By confining the Executive Committee to a relatively small number of people, we concentrate authority and we think gain efficiency. While each member of the Executive Committee has a definite assignment on a subsidiary committee, such as the Green-Committee, all members of the Executive Committee feel privileged to discuss plans and expenditures relating to all four committees. Thus, at a meeting of the Executive Committee, all of the financial and business affairs of the club are gone over.

"Our other four committees—Membership, Social, Tournament and Publicity—have to do with member activities, and under the supervision of another vice-president they are primarily advisory rather than executive in character. Being advisory, these committees are composed of a large number of people selected from the membership. A chairman, who is a member of the Board of Governors, serves as the only official link between each of these committees and the Board, and reports at the monthly meeting on how the activities of the club may be shaped to the wishes of the members.

"When the Board approves the plans which involve expenditures, presented by these committees, the execution automatically becomes a function of the manager and the club employes, under the supervision of the Executive Committee.

"Thus, under our present committee organization, meetings of the Board of Governors consist largely of discussions relating to membership activities, along with an overall review of operations presented by the Executive Committee."

CINCY ALL SET FOR MANAGERS

Hotel Netherlands-Plaza Ready to Welcome CMA's Annual Meet

SHARPLY indicative of the upward trend in private club matters are the program and plans for the ninth annual convention of the Club Managers Assn. of America, to be held at Netherlands-Plaza hotel, Cincinnati, O., March 4-7.

The theme of this convention is to be "new ideas to bring back the old standards". Club managers will sweat their skulls and chins on this subject because they are convinced that the day is dawning when membership in a private club again will infer "class" to the general public. Club managers point out that clubs which have been able to keep house operations snappy and bright through proper finances and policies now have waiting lists in many instances. "Class" means cash to clubs; hence, the managers are to go into a huddle to bring back the "old standards" when the term "prominent club fellow" was used by the newspapers to identify someone as quite some citizen.

What the managers have been up against is the late depression. Officials have so pounded poverty tales into the managers that they have been scared to order a package of tooth-picks without asking the president to call a special meeting of the directors.

Suppliers of equipment for the most part duck the country clubs. The clubs are too far out for the salesmen to visit easily. After the manager is seen and sold, it means that the salesman often also has to see and sell the house chairman, the president, the finance committee chairman, the ladies who are on the Bossy Busy Bee committee for making the clubhouse interior like Ye Sweet Butterfly Tea Shoppe, and eight guys from whom the club might buy it wholesale and fight it out forever. The salesman says "To hell with it" and leaves it up to the manager to dig up all the dope on new equipment ideas and do all the selling to his officials and committees.

For that reason the manager's convention is making a big feature of its exhibits. The educational motif will be brought out strong in this shopping center. Latest dope on food, liquor, supplies and

equipment is what the managers seek when they investigate this section of the convention.

The convention is not confined to members of the association. Managers who do not belong to the body are welcome, as are club officials.

High spot on the program so far as the golf club managers are concerned will be the Wednesday afternoon conference on the problems of this field of club management. Especially interesting this year will be the questions that various club officials have put up to the association for consideration in the country club conference. As might be expected the liquor sales problems register strong. Considerable data has been accumulated by club managers on what prices are right for sales to members—prices that will give the club a profit and properly increase member patronage. Problems of house remodeling and rehabilitation to put new appeal into clubhouses that have run down of necessity during the depression, also are placed high. Changes in operating facilities, methods and policies since women have become so greatly interested in golf is another subject managers and their officials have suggested for handling at the country club conference.

Section 77B of the Federal bankruptcy law looks to be slated for some discussion at the meeting as some of the managers have been instructed by their club officials to look into this and see whether it might be the answer to clubs that were built on glorified scales when prices were at the peak. With the fixed charges these clubs have to pay, they are dizzy when they step into the ring for the first round of the season. Some club officials consider 77B is the thing that will restore clubs that are punch-drunk from fixed charges into hopefully sound condition to be desired by members, creditors and general national business interests. Others are wondering, and still others say 77B is the bunk. Managers intend to get a clear idea of what this 77B is all about in the club business when they draw up their chairs and listen and think at Cincinnati.



This chummy room at the Oak Ridge Golf Club, Tuckahoe, New York, features a 16-foot Brunswick mechanically refrigerated service fixture.

NO WONDER IT'S A SUCCESS! IT'S *Brunswick* EQUIPPED

IS the type of service fixture in the club grille important? Ask the manager of any club equipped with new Brunswick fixtures. Invariably you will find that clubs so equipped are enjoying profitable liquor sales.

The reason is obvious. Club members expect to find their clubs as modernly equipped to dispense liquors as hotels and restaurants. Clubs with modern equipment and surroundings which inspire convivial good fellowship have solved their revenue problem for 1935.

Are the service facilities in your club modern? Can you serve all drinks

properly and with dispatch? Does your taproom have a warm atmosphere of congenial hospitality?

If it doesn't, consult Brunswick. It costs you absolutely nothing to get the advice of our highly trained staff of experts . . . and it may be the means of putting your club on a very profitable basis this year.

Brunswick service fixtures can be secured in stock designs or specially created to fit your needs. Write for booklets on service fixtures—also special information covering requirements on billiard and bowling equipment, lawn bowling and squash courts.

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LESSONS . CONTRACTS

By HERB GRAFFIS

**Wintering Pros Forget Past Glories
To Theorize on Future of Their Jobs**

PROBABLY the most interesting development noted in pro ranks while talking with the fellows this winter was the persistence with which they kept bringing up business subjects.

In previous winters the boys have been in the habit of sitting around and fanning time away by reminiscing how they played certain shots way back about the time Columbus landed and giving all hearers hole-by-hole description of events they played early in history. This winter they seem to have been more inclined toward the thought that golf is a business for the pro.

Standing out among all references to business was the fact that almost all the fellows who did quite well in 1934 sales were fellows at whose clubs women's play was active. The moral of that is obvious—do everything you can to get more women interested.

One of the best known, soundest business-men pros in the country—a former National Open champion—came up with some remarks during a winter locker-room session in which there is plenty for club officials and pros to think about.

Ask Standard Pro Contract

Said this able young man in the golf business: "The pro is in defenseless position with respect to his job most of the time and maybe it's primarily his own fault.

"Many pros who have done well by their clubs have been discharged because of political conditions among club members and officials. If the pro has money coming from club members or the club, he can't go strong after what is rightfully due him or he loses his job. He usually works on a year-to-year basis and if he is canned, gets canned in the spring, the wrong time. You can't expect him to go right out in the spring and get another job. If he works hard some members think he makes too much money and they resent it. They figure, I guess, a fellow shouldn't be paid for working.

"As near as I can figure out, there is a possibility of correcting this condition to

some extent by having a standard form of contract in which the pro's duties and other details of the job are specifically set forth. Then, with both the pro and the club officials understanding exactly what is expected of him there can be no arguments about how the job is handled. Either the fellow handles it right according to contract, or he doesn't. If he handles it right, he is entitled to his salary and whatever else he earns. When club officials see what good pros do and all pros are expected to do, I think the officials will agree that pros are worth a whole lot more to clubs than most pros are getting."

The suggestion hit GOLFDOM's editor happily because he receives at least 30 letters every fall and spring from club officials asking what pros are supposed to do. Contract forms with clauses covering pro duties and pro-greenkeeping duties and with enough clause suggestions to cover all ordinary contingencies seem to be needed by both the pros and the clubs. In such of these contracts as do not run 12 months, it would be an easy thing for some "traditional" date in late fall to be set forth as the time for pro contracts, at least with the northern and central clubs, to expire. In this way the desperate plight of pros thrown out of jobs in the spring would be avoided. The clubs would gain as much out of this as the pros; maybe more.

Detailing the many duties of a professional ought to help to bring the pro salary arrangement back stronger, especially when it's weighed along with the details of what expenses of shop operation the pro assumes.

PGA Invited to Follow-up

The possibilities of standard pro and pro-greenkeeper contracts appeal strongly to the pros with whom this subject has been discussed. Formulating such contract forms with all of the clauses that might apply to the usual conditions is a job that calls for immediate and expert attention from the PGA, so we drop this matter in the laps of the PGA officials. The PGA will give their members, and all

BALLOON YOUR SALES ON GOLF BALLS!



MacGregor has made a new discovery. And the result is one of the most revolutionary golf balls ever developed. It has a special liquid center that contains *dry ice*!

If you don't know what this means we'll tell you. Dry ice is so powerful in its action that a tiny pea-sized pellet dropped into a bottle will pop a cork clear up to the ceiling. Or this same little piece of dry ice will actually inflate a toy balloon stretched over the mouth of the bottle.

You see, dry ice turns into carbon dioxide gas. And in the new MacGregor ball this gas "pumps up" the liquid center. It's not only resilient but super-resilient. Consequently, the ball is longer in flight. And the strong outward pressure that creates this super-resilience keeps the "center" where it belongs—in the exact center—always.

When you get your stock of these new dry ice center balls, have your assistant stop at an ice cream plant and pick up a



PAT. PEND.

small package of dry ice. Then use a balloon and a three or four ounce bottle—a round one—to show your members what dry ice does. You'll be amazed by the number of dry ice center balls that go off the first tee. The Crawford, McGregor & Canby Co., Dayton, Ohio. In Canada, Adanae Golf Clubs, Ltd., Toronto.

Macgregor PAGE-MAKER
 DRY ICE CENTER *Golf Balls*
 RETAIL PRICE 75¢

other pros, as well as the clubs something that's needed if they work out such standard contract forms.

This same professional suggested that club officials and pros might well be thinking of a different basis of pro compensation in a lot of places. He was of the opinion there was much to recommend a \$20 a year per member basis for pro department services. The \$20 would be payable half at the beginning of the season to help the pro finance shop stocks for member services, \$5 in the middle of the season and \$5 about September first. The money would entitle the member to club cleaning and storage, minor repairs and four or five golf lessons. The pro advocated that the pro be on the practice tee Saturday from 11:30 until 2:00, and on Sundays and holidays from 8:30 to 10:00 A. M. and from 12:00 to 1:00, so members wanting a quick check-up on faults could get service. No regular lessons would be accepted during these periods.

He figured that the four or five lessons to which the member would be entitled by reason of his payment eventually would result in a decided increase in paid lessons. The lesson business, he argues, is the basis of the pros' hold on the market, on member good-will and member interest in the game. It needs pushing, he said.

Time Limits Lesson Income

While we were talking over this lesson business another professional at a good little club dealt himself in the talk. "My members think I make at least \$3,000 a year on lessons. The best lesson year I had was \$1,200. If they'd do a little figuring they'd see that \$1,350 is a big amount for a fellow who is running a job.

"Take your pencil and a hunk of paper. Here's the dope: From May 1 to Sept. 1—about 20 weeks—is your lesson time. You can't give lessons Saturday afternoons or Sundays or the members who aren't getting them kick because they figure you should be at the tee or in the shop waiting on them. Monday you are down-town shopping. So that gives you 4½ days a week or 90 days a season for lessons. Figure that you get 5 hours of lessons a day, and that is a good average at a club like mine. Three dollars an hour is all I have been charging them. It isn't enough, but remember I am the guy who is supposed to be making \$3,000 a year from lessons and you know I am no young punk as a player or a teacher. So there you have it: 90 times 5 times 3 equals \$1,350 and that's a

TO FAIRWAYS BEYOND

Hobart P. Young, former Western GA president, died Feb. 1 at Winnetka, Ill.

W. A. Alexander, 76, pioneer in midwestern golf, former USGA official and co-founder of several prominent golf clubs, died Feb. 9 at his winter home, Bellaire, Fla.

Dr. Charles Evans, 84, father of "Chick" and famous librarian, died Feb. 8 at Chicago, Ill.

hell of a big business in lessons at my kind of a club, and remember I haven't allowed for rainy days. I can't switch some of the lessons off on a good assistant because a good teaching assistant is hard to get and rates more dough than he can earn at my club.

"But, now that I've had my say about how tough the lesson angle is, let me tell you I'm going to give it a new twist this season. I'm going to give coupons at my shop on a percentage of merchandise purchases. When a member gets enough coupons he can trade them in instead of cash for lessons. It may be a dizzy stunt but I may make more out of increased shop sales, stir up instruction business and get my members playing better if this thing works out O. K. It might work out better for the fellows who haven't much lesson business right now than it will work out for me, but I am going to give it a whirl."

Hunter Issues Instruction Book for Pro-Less Courses

WILLIE HUNTER, well known Los Angeles pro and master instructor, has authored a fine little booklet, "The Easy Way to Winning Golf." The book sells for only 50 cents a copy. It has in it 30 pages of concise and sound stuff in which Willie explains "the methods of the masters." The book is ingeniously arranged to make reading easy and interesting.

Willie handles the following subjects: Common faults corrected; short shots, drive, backswing, long irons, stance and address, putting, grip, downswing, brassie and spoon, medium irons, trap shots, specialty shots, explosion shots, tournament tips and winning golf.


Hunter has turned out a grand little book for helping people who have no pro instruction service available and for stirring up interest in pro instruction and practice.

A copy of the book will be sent on receipt of 50 cents by the Easyway Pub. Co., 415 E. 6th St., Los Angeles, Calif.

THE "Ironmaster"



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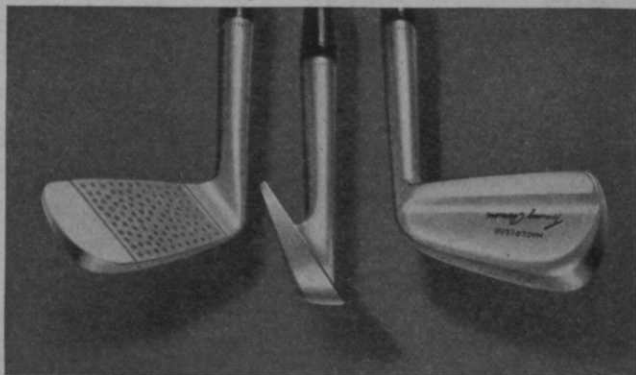
NOW TOMMY ARMOUR  GIVES THE PROFESSIONALS OF AMERICA THE KIND OF IRONS THEY'VE ALWAYS WANTED. IRONS THAT LARGELY SELL THEMSELVES—BY APPEARANCE—BY "FEEL"—AND BY PRICE. AND THEY WILL BE SOLD THROUGH PROS EXCLUSIVELY

"Man! I'd like to have a set of those irons!" That's what everyone says who sees them. And to one and all we make the same reply. Even the executives here in our factory are told that if they want MacGregor-Tommy Armour Clubs *they must buy them through pros.* And that's a rule that will never be broken.

These irons—like MacGregor-Tommy Armour Woods—are built to Tommy's exact specifications under his personal supervision. And like the woods, they come in shafts of three different grades.

The dull chrome heads are sand blasted to provide a gripping surface, and bulge slightly to help prevent hooking and slicing. The heads of the long irons are weighted near the top to give more "run." The heads of the approaching irons are made with weighted soles which have a tendency to make the ball stop quickly.

Style A-1 MacGregor-Tommy Armour Irons have Tommy's personally designed shaft, re-



served for these clubs exclusively, and are priced at \$8.00 each. Style A-2 Irons have the famous True Temper semi-whip shaft and are priced at \$6.50 each. Style A-3 Irons have the straight taper mid-whip steel shaft and are priced at \$4.50 each.

With Tommy Armour's reputation as the master of iron play—with MacGregor's reputation for fine craftsmanship—with a liberal discount and our policy of distributing through pros AND PROS ONLY—*here are the irons that will prove to be the real money-makers for you in 1935.* Write for complete information today.

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The ball gets up quicker. Its modulated winding allows the clubhead to get into the guts of the ball with greater ease. It sets up better in the fairway. Gives a wonderful account of itself in both long and short games.

Helen Hicks, aided by other Wilson experts, has tested and re-tested the new ball in its stages of development. It has won immediate acceptance.

This is powerful ammunition—it is producing remarkable sales. It is up to you to make the most of it. Stock it—push it—and you can't miss.

Helen Hicks golf balls are packed in a new merchandising unit. Two boxes holding 6 balls each are wrapped together in cellophane. This gives us a dozen unit, but by simply removing the cellophane, you have 2 one-half dozen units each completely boxed. Just one more smart bit of merchandising packaging to make your sales to women easier.

HELEN HICKS MODULATED HOL-HI golf balls carrying the famous Wilson flags designating highest possible quality. Dimple marking 75c each—\$9.00 per dozen.



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