



Shop of Larry Nabholz at Lakewood CC, Dallas, Tex. This is one of the liveliest pro merchandising spots in the south. Lakewood has about 500 members, many of whom play the year around. Larry and his assistant, Bunny Plummer, select stocks, arrange displays and sell a real service station for Lakewood members.

licity. I look upon publicity of a favorable sort as a tremendous asset.

PLAY with the duffer sometimes as well as your low handicap member. I do so quite often and I find it pays me. Play up to members who are hard to please. They prove to be your best boosters once you win them over. And they are your worst knockers when they are not on your side. The good-behaving members take care of themselves as far as you are concerned. You take care of the tough ones and you will find it pays dividends. Make friends of all. Don't turn your head when a knocker comes your way. Go get him on your side—or at least do your best to do so.

### The Sun Always Shines

BUSINESS is never bad as far as my conversation goes. Everything is fine and the goose hangs high. Your members like you to do well in your shop and you demand respect when you fail to kick or pass remarks about any members to the effect that they are a bunch of so-and-so's. That is the very worst thing a pro can do; such news travels far faster than any good remark you might have made.

REMEMBER that you cannot get cheap help to attend to your shop and deliver 100% service. It isn't in the cards. Pay your help good wages so they will be honest with you and with your customers, no matter what the temptations may be. If

you don't pay them well, they will get it some way and that way may cost you a great deal more than if you had them on good wages. Have them look up to you and respect you and that can be done by judicious training and respecting them. Train them in salesmanship and try to help them develop their personalities. It will mean money in your pocket and they will appreciate it. Kindness to your assistants is invaluable.

CADDIES can help the pro a lot in selling. They are good salesmen if they have confidence in you and think you are a regular fellow. Hand out a kindly word and give them a break whenever you can and you will be rewarded beyond measure. For two dollars I sold many a set of clubs for my old boss, Lew Scott. Caddies are just as human as you and I and they must be treated well if you are to gain their confidence and makes them your friends and boosters.

GOODWILL and sincere friendship among your members will create more sales than any individual effort you can put forth. As in all big businesses, remember your customer is always right. My members and customers are always right as far as I am concerned except when I run into a chisler. And, I am sorry to say, there are chislers in all golf clubs. But I thank God for the great majority of grand sportsmen and sportswomen that are today my customers at Hollywood. It is indeed a great privilege to serve them at all times.

# '35 HAD ITS TROUBLES

By JOHN MONTEITH, Jr.

**T**O PROPERLY understand the difficulties of last summer, one should take into consideration not only the weather conditions that prevailed at the time but should also go back to weather conditions of preceding years. In districts where greatest damage to turf occurred last summer there had been an abnormally wet spring with abundant rain and high temperatures during the early summer months. This condition had followed two or more years with unusually dry summers. The sudden switch from years of drought to the extreme opposite in itself caused much trouble where greenkeeping methods could not or at least were not adjusted rapidly enough to meet these changed conditions.

Much of the difficulty encountered with turf last summer was undoubtedly either directly or indirectly associated with heavy rainfall. A favorable period of growth throughout the spring developed an unusually thick mat of grass. The heavy rainfall saturated the soil and wherever drainage was poor the soil was kept so completely filled with water that air was practically excluded for many days or even weeks at a time. The root system which normally should have been pushing down to a considerable depth during the spring months was therefore kept relatively near the surface. As long as favorable weather conditions continued the turf presented an excellent appearance and there was no warning of any of the dangers ahead. A sudden change in the weather found the grass poorly prepared to withstand adverse conditions even though superficially it appeared extremely vigorous.

## Watering Schedules Troublesome in 1935

During the preceding years of drought, watering schedules had been developed on many courses that were completely effective to meet these conditions. During the past summer the heavy watering schedules used in the preceding drought years unfortunately were continued on almost the same liberal basis, in spite of the excessive reserve of water in the soil this year.

On other courses where full allowance

was apparently made for the heavy rainfall there was a decided tendency to go to the extreme in the matter of avoiding watering. When the root system of turf is shallow, due to various reasons, it is particularly important to watch watering closely. This is apparent when one realizes that a grass plant with a deep root system has a large reservoir of water to draw from even though the soil is only slightly moist. Grass with a shallow root system on the other hand has only a small reserve to draw from in the top layer of soil.

If this top layer becomes comparatively dry the turf may suffer even though the soil below may be extremely wet. A greenkeeper therefore has to be particularly on the alert at the time of sudden changes in weather conditions if the root system is practically all in the surface layer of soil.

## Watch Drainage To Govern Rainfall

Excessive rainfall is something that may be expected during any season throughout the Middle West and the East. Although there is no way to prevent it from falling there are several ways to remove the excess soon after it reaches the ground. First, attention should be given to surface drainage, for on most soils it is possible to remove large excesses of water much more rapidly from the surface than from the soil. Pockets where water collects are always treacherous from the turf maintenance standpoint. In many cases they cannot easily be drained but in all too many cases of damage due to this defect, the expense for providing an adequate runoff would have been trivial and much less than the final cost of replacing the turf killed as a result of this neglect.

In some instances cases were even observed where new sod had been laid in such damaged pockets without any attempt being made to throw in even a few buckets of soil to raise the level of the



Workmen are doing what they can to repair extensive turf damage caused on this St. Louis green by a combination of adverse weather and other conditions. The damage is typical of hundreds of Mid-West greens during 1935.

soil sufficiently to prevent a repetition of such losses in future years.

After the soil becomes thoroughly saturated during heavy rains the water escapes slowly unless conditions are favorable for its removal. On many golf courses soil conditions are such as to favor the retention of water for long periods. When the subsoil as well as the upper layers of soil are thoroughly soaked it may take days or even weeks for sufficient water to escape to make conditions favorable for root growth. In the case of many soils where the subsoil is not well drained or where there are shelves of rock, most of the water has to escape through the soil and move in a lateral direction, resulting in so-called seepage into the soils at lower levels. Where cases of seepage occur the soil may be kept saturated much longer than would be the case if it were well drained.

#### Protect Your Turf Against Soil Packing

The most common and effective way of removing excess water from soil is by use of properly installed tile drainage. The best tile drainage systems however are not entirely satisfactory especially for putting greens where the soil is of a nature that puddles and packs readily. The ordinary system of tile drainage used on golf courses is essentially the same as that used on farm lands, but on golf courses it is important to have the water removed more rapidly. Lack of cultivation combined with constant trampling and use of heavy machinery tends to pack heavy soils on golf courses and results

in slower escape of water from such soil than from cultivated farm soil.

The dry seasons that prevailed in many parts of the country for at least two years prior to 1935 tended to give those in charge of golf courses a false sense of security in relation to the soil drainage situations on their courses. The season of 1935 certainly called attention to golf courses' drainage flaws. The extent to which these warnings are heeded and immediately remedied will determine to a large extent the damage that will occur on these same courses the next year of excessive spring and summer rainfall.

#### Air Pockets Caused Trouble

Another condition that exists on many courses, particularly around tees and putting greens, is poor circulation of air. Turf growing in dead air pockets is much more likely to suffer from injury during seasons of ample rainfall and high humidity than in years of drought. Therefore, damage due to this cause was more pronounced during the summer of 1935 than in the immediately preceding seasons. There are many instances in which there is no possible way to improve the natural air circulation over turf. On the other hand there are a large number of putting greens and tees where it is possible to greatly improve the natural circulation at relatively little expense. Too many people have the idea that to get air circulation around a putting green it is necessary to chop down almost every tree within sight.

Removal of lower branches and underbrush, so as to create a funnel-shaped

opening in the direction of the prevailing wind, will make it possible to turn air currents downward and across a green to get the maximum benefit from air movements. Such openings are not only of benefit to the grass but frequently serve to provide golfers with a much appreciated breeze.

### Use Care In Opening Channels

This opening of air channels should be done with great care. Reckless slashing of trees and shrubbery may often destroy attractive features in the landscape that will take many years to replace. We often see beautiful trees or lovely banks of shrubs destroyed at the command of an individual who has suddenly gone wild with the idea of air circulation and sunshine for turf. After this destruction is accomplished there is no apparent benefit for the simple reason that too little attention was paid to the direction of the prevailing winds and perhaps to some wholly unattractive tangle of underbrush or unimpressive tree standing off several hundred feet from the area to be improved.

The summer of 1935 turned the spotlight on some faulty fertilizing programs. Probably the most conspicuous of these flaws was that of excessive use of organic fertilizers for putting greens. Organic fertilizers have their place in turf maintenance programs, but just because they do not burn when they are applied is no reason to use them to great excess.

During dry summers and little rainfall, such as 1933 and 1934 in the Middle West, the danger connected with the use of too much organic fertilizer is far less than in seasons of heavy rainfall. During dry seasons some fertilizing programs on golf courses were so adjusted as to include more and more organic fertilizer. As long as favorable weather conditions continued there was no harm. Damage resulting from too much organic fertilizer is most likely to occur during hot sultry periods when the soil is wet. The explanation of this seems to be that during dry seasons decomposition of organic material is gradual and much of this fertilizer is preserved in the soil because of the insufficiency of moisture or other factors favorable for its decay.

Many putting greens in the Middle West entered the season of 1935 with an abundance of organic fertilizer in the top layer

of soil. Often this was added to by further applications of the same fertilizer formula. Everything went nicely as this fertilizer became gradually available during the spring months when the cool wet weather encouraged only a gradual decomposition of this reserve fertilizer. Suddenly the weather changed to a series of hot sultry periods at which time the organic fertilizers in the soil decayed at a very rapid rate, with the result that large quantities of nitrogen were liberated just at the time the grass was least able to withstand such heavy application. The result was quite similar to fertilizer burns with an excess of any quickly available nitrogen.

It was reported that around many putting greens thus fertilized there was observed an odor which announced only too well the active decay of organic matter. The excessive use of organic fertilizers all had a share in the production of these odors and the ultimate yellowing and killing of the grass that followed. Warnings of this type of danger have been given by the Green Section and various writers in different magazines on many occasions.

It is to be hoped the summer of 1935 has added more warnings which will be heeded by those who do not forget too easily, and that future years will witness more rational fertilization based upon a clear understanding of the factors underlying the use of organic and inorganic materials.

### Moisture Favored Fungi

Brown-patch and other turf diseases took their toll. Since fungi invariably grow best when there is ample moisture, conditions were favorable throughout the Middle West for the fungi to cause turf diseases during the past summer. The preceding dry summers had been unfavorable to fungus growth and therefore there was less than the normal amount of disease. Consequently the greenkeepers developed an unwarranted sense of security and felt confident that because diseases had become less prevalent it naturally followed that their methods had become more foolproof. They therefore decided to continue throughout the summer of 1935 with little modification of the programs developed in 1933 and 1934.

Preventive treatments put on at regular but infrequent intervals which were adequate to hold diseases in check during

1933 and 1934 failed during 1935. Those greenkeepers who were familiar with the behavior of the mercury remedies, as observed fully ten years ago and on countless occasions since that time, adjusted their disease treatments in accordance with the needs for them and were able to keep brown-patch and dollar-spot in check. A few of those who stubbornly maintained set schedules regardless of attacks of disease apparently obtained some satisfaction in telling others that "the chemicals just didn't work this year." As a matter of fact the chemicals continued to work just as they had always worked. It was the fixed schedule that did not work.

#### Poa Annua Pulls Fade-Out

All grasses suffered during the summer to some extent but in a general way there was a decided difference in the ability of the various grasses to withstand unfavorable conditions. As is usually the case under such conditions, annual bluegrass (*Poa annua*) suffered most in both greens and fairways. The preceding years had been comparatively favorable to this grass, with the result that it thrived and spread rapidly, took complete possession of large areas and became the dominating grass on many acres of green, tee and fairway turf. Weather conditions in the spring of 1935 distinctly favored this grass but when weather conditions were so quickly reversed in early summer, *Poa annua* simply faded away. The resulting great scars in turf that only a few days before had been so nearly perfect completely baffled club members and naturally led to rumors of fertilizer or chemical burns as well as to many other terrible tales of what the greenkeeper had or had not done to the turf.

Of the putting green grasses the creeping bents stood out as the most resistant to the combined injuries of the summer throughout the Middle West. Those planted with the stolon method using the most widely planted strains, Washington and metropolitan, were the outstanding greens in the regions of greatest turf losses. On greens of mixed grasses, it was interesting to observe the large patches of many different strains of creeping bent remaining green and healthy, entirely surrounded by brown grass or bare ground. Such greens clearly indicated the importance of creeping bent for putting greens in regions where such unfavorable weather conditions are likely to be repeated any year.

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## GREEN-CHAIRMEN!

You and your greenkeeper should attend the NAGA educational conference and equipment show.

Cleveland, Feb. 4-7.

Hotel Carter

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Likewise there were many cases which indicated the value of colonial bent as an ingredient in the seed mixture, especially for seeding approaches and borders of greens.

The winter and early spring months offer many opportunities to greenkeepers to improve their courses and make provisions to avoid some of the difficulties that are common on courses during the summer. The best time to detect flaws in the surface and tile drainage on a course is in late winter or early spring when there is an abundance of water. At that time notes should be made of the areas where drainage obviously needs attention. It may not be possible to correct these flaws at the time and the work may even be postponed until the following fall. Often the most convenient time to do the work comes when there is no excess water to indicate the full extent of the drainage work that is needed.

Golf course budgets should be so prepared as to make provisions for work that can best be done during periods when there is little play on the course. Too many club officials believe course expenditures should cease when the mowing season ends. Installation of the drains and removal of trees or underbrush are examples of many tasks that can be done more economically and with far less disturbance to play during late fall, winter, or early spring, than during the busy playing season. If such work is done during the season of greatest play the club members quite rightly object to the interference so caused. If the work is not done, extensive injury to turf in the middle of the season may be expected any year and the members naturally blame the greenkeeper for the damage. The greenkeeper even with the best of foresight and planning can only solve these problems if the club officials made provisions in the budgets for this type of work during the season when at least 99.99% of golfers think there is nothing to do on a golf course.

# "RAISE PRESTIGE" IS AIM OF MANAGERS

By HERB GRAFFIS

**A**T ITS tenth annual convention, held at the New York Waldorf-Astoria, January 13-16, the Club Managers Assn. of America took a new lease on life. For the past few seasons, interest in the national association had been diminishing despite a slight increase in membership from the depression low figure.

The reason was fairly obvious. Club managers were paying their national association dues and convention expenses out of their own pockets with the thought of getting something that would improve operations and financial conditions at their own clubs. However, so many clubs made sharp pay cuts that were not restored to managers when the depression waned and annual statements showed black again, that many managers had neither money nor lively incentive to bring to their clubs the benefits of national organization work.

Furthermore, the enforcement of hamburger-stand operating policies at numerous clubs reduced the job from the former status of serving discriminating people in a distinctive manner to work that could be handled by a Greek, a gas burner and a skillet.

Now it appears that those clubs where high operating standards in the house were maintained have not only weathered the depression well but have bounced back to enviable membership and financial positions and other clubs are beginning to see the wisdom of expert operating policies.

The renaissance of good living has dawned, putting club managers in the important spot of leadership if clubs are to discharge their function in this social development.

## Talks Go Big;

### More Time Next Year

It was around that point that most of the significant activities of the convention revolved. Experts in various phases of service and operation spoke to the managers at an education session that will be doubled in time at the 1937 convention according to an unanimous vote taken at the conclusion of the educational conference.

A. O. Eberhart, former governor of Minnesota, spoke on the national housing act, advising managers their clubs can

borrow as high as \$50,000 for house construction or rehabilitation under the provisions of the act. Lucius Boomer, president, Waldorf-Astoria, told of the plan and operations of the hotel. Managers inspected the hotel as part of their convention work. Boomer mentioned the effect of taxes on modern hotel location and construction. Women determine the social standing of the hotel, hence the Waldorf's new location on the edge of the society residential district. That reference clicked with club managers who are making strong play to women's business because of the social prestige developed for the club.

## Plain Foods

### Never Cloy Palates

Boomer related that rich foods soon got tiresome to a hotel's permanent guests so simple foods, simply prepared now are the keynote of cuisine for guests who live steadily at the Waldorf. He expressed the opinion that an American cuisine is being developed and that in this developing trend the woman cook deserves great consideration.

New York hotels have a seasonal business almost as bad as that of the country clubs, Boomer said. The luxury metropolitan hotels are almost empty in the summer. He told of the idiosyncracies of the permanent guests being recorded for guidance of chefs and waiters and spoke of numerous other details employed to make each guest feel and receive an individual character of service.

Boomer said that he didn't believe in secrecy concerning figures and confirmed this statement by recital of many items. Construction of the wine cellar with its \$125,000 inventory and details of service kitchen location and operation were given by the Waldorf-Astoria boss. He put in a strong plug for aluminum chairs, telling how they facilitated operating with minimum of labor.

When the managers sat down for their

education session pencils and pads were supplied to each man and women present. Several managers talking over this stunt after the conference agreed on a guess that the notes taken during the conference would figure in a minimum saving of \$75,000 at clubs this year and an inestimable sum in improved operation.

Louis Toth of Horwath and Horwath, club and hotel accounting authorities, emphasized handling of club figures on an uniform basis to permit comparison of operations. Even though figures are merely a summary and do not tell the complete picture, clubs for the most part are denying themselves vast opportunities for more efficient operation by not adopting a standardized accounting system such as the hotels have. The system the managers' association had worked out for country clubs is in use at only a few clubs and in the meanwhile club officials and managers have practically no means of comparing their financial scores, remarked Toth. He pointed out that the present lack of clarity and uniformity is penalizing many managers; officials, lacking data for accurate comparisons, are inclined to compare figures in a manner that often shows to the advantage of the club having the least accurate accounting system.

Toth commented that the basic policy of clubs is not to show a profit but to give members most for their money.

He spoke in detail about the effect the Social Security act would have on club payroll accounting, especially concerning employees' meals, rooms and tips. State figures of 25c a meal and 40c a day or \$2.50 a week for room in New York and \$1 a day for meals and \$3 a week for room in Massachusetts were cited. There was a lively discussion about various details of accounting required by the legislation, among the subjects mentioned being affidavits from employees on tips and caddie exemption. Clubs are not exempt from the social security act as they were from the NRA.

#### Build Bars to Stand Abuse

J. Noonan, Liquid Carbonic Corp., told of the tendency to skimp on bar construction after making the bar pretty. He strongly advocated construction to withstand abuse and in this connection urged stainless steel. He told of the wastes in handling draft beer, which he termed a treacherous beverage so far as sales

#### OFFICERS CLUB MANAGERS' ASS'N

Pres.: Fred Wood, Denver (Colo.) AC  
Secy.: J. Fred Smith, University Club,  
Columbus, O.

Treas.: Russell Miller, Medinah (Ill.) CC

V-Pres., 1 year:

I. R. Fish, Wampanoag CC, West Hartford, Conn.

J. A. McGoogin, Youngstown (O.) Club  
Kenneth McLeod, Olympic Club, San Francisco, Calif.

Elmer Reis, Colonial CC, Memphis, Tenn.  
Paul Tamsen, Fenimore CC, White Plains, N.Y.

Directors, 2 years:

H. J. Foerster, Columbus (O.) AC  
William Norcross, Essex County CC,  
West Orange, N.J.

Directors, 3 years:

Tom Jones, Harvard Club, Boston, Mass.  
Frank H. Murray, Ravisloe CC, Homewood, Ill.

profits are concerned. In the discussion that followed Noonan's remarks it developed that clubs were having troubles with varnish finishes on bars. He recommended an oil finish.

#### Gives Tips on Glassware

H. D. Dewar, Federal Glass Co., said the trend in glassware is away from the colored stuff. Five and ten cent store sales have killed complete color. New glassware is colored either in the stem or bowl. Standardization of design is a current trend. Etched and monogrammed glassware is coming back strong especially at the class clubs. "Sham" glasses to cut down amount of liquor served are reducing breakage. Other breakage-reduction tips from Dewar were to buy glasses that don't nest, reduce stems wherever possible without sacrifice of class, and buy glassware with heavier feet.

Glassware washing equipment with very few exceptions is unsatisfactory according to managers' discussion following Dewar's talk. Dewar admitted the washing equipment made business for him. He said that many large hotels figured a 33% annual replacement on glassware. Bartenders' careless handling of glasses is a big factor in the glassware business, according to the dope handed out by managers.

A businesslike conception of the work of the interior decorator was given conference attendants by a stalwart, hard-looking guy named Raymond Anthony Court. Court, who looks like he could out-punch Joe Louis, was introduced by Fred

Crawford of the Pendennis club, Louisville.

Court read a spiel about the functions of the interior decorator in coordinating the exterior and interior appearance and in blending the proper combinations of floor covering, furniture, drapery, lighting fixtures, etc. When Court started answering questions the managers kept him busy. He endorsed washable wall coverings for extensive use around clubs.

Court went into some simple arithmetic to demonstrate the fallacy of "buy it wholesale". He pointed out that a club doesn't decorate every year and for that reason, among many others, the practice of buying at a discount from friends or members isn't an urgent or advisable risk for the sake of economy.

He counseled clubs to decorate to a plan even though the plan might take several years before it was entirely in effect. He told of having taken as long as five years to complete the decoration of a single room by keeping purchases from running too strong in any one short period. He made a great case for the good judgment and economy involved in hiring an expert interior decorator for a fee ranging from 8% to 12% of the investment required and getting the club decorated authoritatively.

#### **Linen Expert Gives Service Hints**

R. F. Beech, Wm. Liddell Co., in speaking on linens said that damasks rather than linens was the correct term for the materials in use at clubs. Weight has absolutely nothing to do with quality, he told the managers. Three times the normal requirement is the inventory for longest wear. Keep linens stored in a cool place, he advised. For laundering, sort linens so the slightly soiled material doesn't get the severe treatment required by stained damasks. Average grade damask stands from 200 to 300 launderings, Beech said. Linen outwears cotton of the same construction two to one, he declared. In response to several questions Beech answered that he thought alcohol in beverages had no especially destructive effect on linen damasks.

G. L. Wenzel, president of the American Menu Maker Co., advised the managers to make up menus so they meant something in describing the items and gave evidence of the managers' and chef's reputation and care.

Wenzel and his associate, E. Van Guilder,

an artist in the mechanical preparation of menus, gave in considerable detail, plans for menus making distinct and effective appeals.

Harold Ross, publicity director of the Indianapolis Athletic club, winner of first prize in the annual contest on club publicity, spoke of the value of a club having a competent press agent to make complete and timely use of newspapers, club magazines and all other outlets for favorable publicity. He related many instances of definite effect on club membership solicitation. He cited cases showing how club publicity is not only a primary need of the club but of the manager. Drawing on other fields for examples of friend- and business-developing publicity campaigns Ross showed clearly that a competent managed publicity campaign was essential to a well operated popular club. Peter Hausen, manager of the Edgewater CC (Chicago district) was given the trophy for the best country club publicity exhibit, prior to the Ross address. A lively debate, with no decision reached, followed the Ross talk. The main subject of the debate was whether or not club publicity should be enclosed in bill mailings.

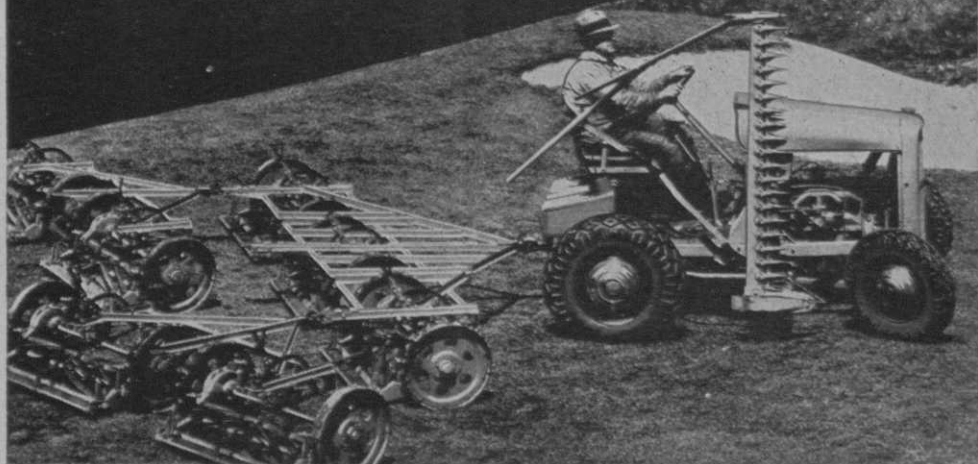
#### **Wine Sales Should Be Pushed**

The concluding talk of the educational conference was the most inspiring, soundest business talk ever heard at any of the ten annual conventions of the club managers. That verdict was passed by the managers who listened to G. Selmer Fougner, wine editor of the New York Sun. Fougner declared that wine definitely is coming back among worthwhile people and that club managers as educators in good living must accept a responsibility in educating "worthwhile people" to the epicurean delights and temperance qualities of wine.

The shoe-stringers and ex-bootleggers who rushed in with lousy wine after repeal set wine drinking back, Fougner said, but a contributing factor in delaying the acceptance of wine was the complicated publicity put out by the wine interests. "Fish without this wine and fowl without that wine, etc." as social sins set forth too complicated and forbidding a formula to attract patrons, but that has been the publicity keynote of the vintners, Fougner pointed out. The complex rules don't stand up, he asserted. He advocated simplification of the club wine list to a French cordial, a burgundy, sweet and dry white



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# GOODYEAR

## ALL-WEATHER IMPLEMENT TIRES

wines, champagne, rhine, moselle, port and sherry. He said 12 good wines were adequate for a club wine list. He strongly boosted American wines, saying that 6 American brands of table wines were better than French table wines. However, he did say that American port and sherry were manifestly impossible. The old practice of serving many wines was for big dinners and gala events and followed the policy of starting with a light wine and getting into the heavier wines. A glass of sherry, according to Fougner, goes with anything, but not with everything.

Fougner, who is editor of a famed newspaper syndicated column on wines, said that the sane foreign practice of serving a table wine for lunch and then corking what remains and serving it for dinner, is entirely in keeping with the educated use of wine. American wines from California, Ohio or Western New York, or foreign wines, all from reputable, established sources, deserve a prominent place in service at clubs that maintain memberships and living standards of the highest type, said this expert.

Club managers hold the fate of wine for the next decade in their hands, declared Fougner, who added, "Let wine die out and temperance and moderation be set back, and the entire liquor industry dies out."

Fred Wood, manager of the Denver (Colo.) AC, was elected president of the association by acclamation when Wm. Norcross, manager of the Essex County (N.J.) CC, withdrew as a candidate. Norcross and the eastern managers cheerfully retired from the contest to vigorously endorse Wood in order that there be no grounds for the suspicion that any sectional interests were anxious to rule the association's affairs.

There were the political preliminaries that usually figure at any convention of club department heads. Greenkeepers and pros share this comic relief with the club managers. It's all light and laughable of course but it seems the fellows can't help themselves. They see ludicrous politics in elections at their own clubs and get the hunch to act just as intense and as foolish as club members in minor-league electioneering. The unlucky guy is always the one who wins in an association or club election but no one except this all-seeing master-mind, your reporter, sees this clearly. Otherwise club and association elections most of the time would go under the heading of entertainment features.

## Omaha Pro Blazes Trail for Pro Winter Income

**L. P. JOHNSON**, able, active pro of the Park dept., Omaha, Nebr., has been demonstrating that golf in public high schools not only is an eagerly received extension of school athletic work but has an important bearing on the pro income of the future.

This winter Johnson is teaching golf to 2,600 boys and girls in five Omaha high schools. More than 60% of the youngsters have never had golf clubs in their hands before.

Johnson spends a day a week at each school and teaches eight classes a day. It has been necessary to limit the classes as there are many more applicants for lessons than he can handle. He has an interesting plan for introducing golf in high schools that he says he can inaugurate on a basis that will be satisfactory to the school boards, the pupils and the pros. His plan involves a salary of \$80 a month for the pro during the introductory period and after the plan has definitely proved itself at the schools, the usual physical instructor's salary, which he mentions as around \$175 a month.

Johnson's report that 60% of the Omaha high school youngsters had never played golf before compares interestingly with the findings of Tom Walsh, golf director of the Chicago Park district, during the first year of an energetic campaign to develop juvenile golf at the Chicago public courses. Walsh found that almost 75% of the kids hadn't played before.

## McGonigill and Bradley Contribute to End Caddie Shortage

**CHARLES PATRICK MCGONIGILL** now is doing the squawking around the household of the James McGonigills of Dallas, Tex., having taken over the No. 1 spot from his old man on the date of his (Charles Patrick's) arrival on this sphere, December 31, 1935. Papa is the Hagen company Texas salesman.

A first born, a boy, checked in with the Kent Bradleys on January 15. In a way it is a break for the happy young mother that the daddy is greenkeeper at the Pasaic County GC as it is easy for any greenkeeper to shove the nozzle of the 4 A.M. bottle into the infant's maw when starting the day's work and take care of the midnight change of linen when quitting the round of toil.