



Recently completed clubhouse at Ekwanok preserves old time charm of original building, and at the same time, includes all proved modern features.

## Ekwanok in New Clubhouse

A YEAR ago the clubhouse at the famous Old Ekwanok CC at Manchester, Vt. burned. Along with the blazes went happy and historic memories, for the old place in the Green Mountains had been the club of many notables in national business and political life, the scene of the 1914 National Amateur championship, and a golf shrine for good fellows.

How to preserve the atmosphere of halloved memories in the rebuilding job was a delicate clubhouse architectural problem. However, the finished job is a delight to the veteran members and gives the visitor who's making an initial appearance at Ekwanok a feeling that here history in golf and good fellowship is made. Ekwanok's president is Shirley W. Morgan, professor of architecture at Princeton university, so the club had a great advantage in handling its new clubhouse job. Architect Magill Smith and Manager Frank Pearson teamed with Prof. Morgan in designing a clubhouse that's an outstanding combination of charm and utility.

Despite the hard winter in Vermont the new clubhouse was opened in full operation July 1 with Bartlett Arkell's famous "Burgoo party" celebrating the 25th anni-

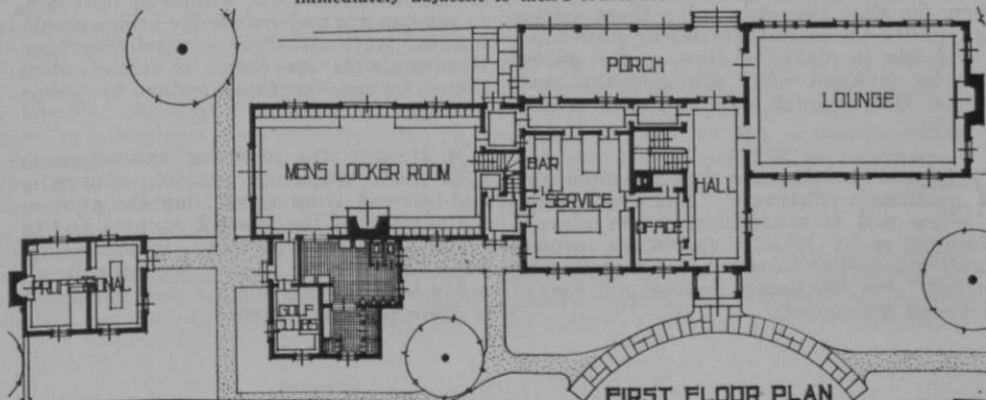
versary of Francis Ouimet's National Amateur championship triumph on the course.

The building of stucco follows the characteristic Vermont outlines. The big living-room, with its old timbers exposed in the ceiling, and its old pine floors, is panelled with murals taken from old lithographs of various cities and towns of Vermont as they appeared about 1850.

Over the living-room is the women's locker-room, attractively decorated in blue and chintz. The men's locker-room occupies the north wing and is a full two stories high, the lockers extending around the walls, leaving the balance of the room open for the chairs and tables in front of the large fireplace. An interesting feature is that the Lyon metal lockers are set about 14 inches above floor level. This permits a bench directly in front of the locker, under which is a separate shoe-locker.

The pro-shop is apart from the main clubhouse, partly because of an important saving in fire-insurance rates. Between the shop and the locker-room is an enclosure for caddies. Jack Patroni presides over the well-equipped pro-shop layout.

The service idea was planned carefully at Ekwanok, with pro-shop, bar service, and club storage facilities immediately adjacent to men's locker-room.



# CHECK THESE 32

**1** Your chairman will appreciate a report from you on what equipment and supplies the course *must* have next season and another list of present equipment and supplies that are out of date, inefficient, and in line for replacement. Don't hold back on a single item you'd like to have; later you can sit down with the chairman and blue-pencil the non-essentials, budget considered.

**2** Early this fall, tour your entire course with your chairman and make a survey of the course's fertilizer and seeding requirements. You probably know by heart what is needed and where, but your chairman doesn't; so take him to the needy areas and show him.

**3** Fall and winter are good times to lower the gradient of mounds alongside fairway traps so that they can be mowed by fairway units rather than by hand mowers. Labor savings in seasons to come will more than pay the cost of reconstruction.

**4** As a source of self education, write your state agricultural experiment station, and to the Department of Agriculture in Washington. Ask both for a list of publications available on turf culture, insect pests, bird protection and any other subjects in which you are interested. These lists are free, and the publications are generally free or not more than 10c each in a few cases.

**5** Winter-kill and snow mold are preventable, and late fall and early winter, before the snows come, is the time to save yourself a lot of turf repair work next spring.

**6** Just as soon as possible, check over every piece of machinery you have for worn parts. Make a list of these parts and submit to your chairman for OK; then see that the orders for these parts are mailed the manufacturers or your supply dealer in plenty of time, so the parts will be on hand when you give the machines their winter overhaul and re-assembly.

**7** Is your maintenance shed arranged for maximum efficiency? Has everything a place and is everything in its place? Nothing easily liftable should be leaned against a wall or stored on the floor in the corner. Put up hooks, shelves and racks for such equipment.

**8** Porch and lawn furniture need a thorough going-over during the winter. Wooden pieces need tightening and painting; metal furniture will probably need some straightening and then paint.

# WINTER

**9** Ball washers need an annual overhaul. Replace worn brushes and paddles, give the containers a new coat of paint, and don't forget the posts on which the washers are mounted. Check prices; it is sometimes smarter to buy new washers than to repair old ones.

**10** Go over the clubhouse, inside and out, with the club manager and determine what repairs, improvements and maintenance work you and your crew can do this winter. Painting, plumbing repairs and minor construction jobs are well within the ability of the club's staff to do itself.

**11** Yardage markers, out-of-bounds signs, tee plates and other signs about the course should be brought in for overhaul, replacement, repainting and re-lettering. Take up with your chairman whether more signs and markers are needed. If you use the permanent, metal type, get his O.K. to order them.

**12** If your chairman isn't sympathetic to the idea, talk to the chairman of the women's golf committee and ask her to raise a small fund with which to buy crushed grain and suet for the winter birds. A bale or two of straw opened up and thrown haphazard over a patch of low bushes will form an ideal refuge and windbreak to protect the birds against winter storms.

The birds will repay you by devouring countless thousands of hibernating insects and insect eggs.

**13** It is often easiest to repair bridges in the winter while the water is frozen, so you can get underneath the bridge planking and work standing on a solid surface. New supports are easier to install when there is no surface water to grope through.

**14** If you are planning extensions to your watering system, especially mid-fairway snap valves, lay the pipe on the surface of the ground, coupled and in position, during the winter. In the spring, when the ground thaws, the pipe is all ready to be buried and the ends connected to your present system.

**15** On cold days when the ground is frozen and there is little or no snow on the course, concentrate on hauling, such as sand to traps, crushed stone for road fill and logs for firewood in the clubhouse. Wheeled vehicles can run over turf with minimum damage at such times.

**16** The banks of your waterways need an annual inspection. You'll find many spots where reinforcement is advisable, and cold, clear weather is the time to do such work.

## GREENS

**17** At the start of the winter season, prepare a list of all the jobs that lie ahead for you and go over it with your chairman. Get his authorization for such expenses as will be incurred before he gets tied up with the holiday rush in his own business.

**18** You'll probably find plenty of fence repairs waiting for attention after a season's play. Do a thorough job; make-shift repairs often mean more work on the fence in mid-season, when you need your men for regular greens duties. Late fall is a good time for new fence placement.

**19** Assuming you keep your copies of GOLFDOM, and other turf publications, winter is the time to start your reference file, or to bring it up to date if you have started one in the past.

Buy a loose-leaf binder and insert a sheet for every letter of the alphabet. Whenever an article appears you may want to refer to in the future, write the title of the article, the name of the magazine, the issue and page in its alphabetical order in your binder. Thus, an article on "Brown-patch" might appear thus on the "B" page in your binder: Brown-patch, GOLFDOM, August, 1939, page 34."

**20** You probably will not be able to keep your whole greens-crew through the winter. But you still want to hold the men for next year. A thoughtful move is to ask your chairman to send a letter to the entire membership asking them to advise you when odd-jobs come up around the members' homes. In this way you can help your men earn a living through the lay-off months.

**21** Time can profitably be spent reconditioning and sharpening the many small tools in the maintenance barn. This applies not only to carpenter's tools, but

also to shovels, rakes, scythes, hole-cutters, and the like.

**22** If your mowers seem to need only minor repairs, tackle the job yourself; but if a considerable overhaul is in order, ask your golf course supply dealer to quote on the job. He is better equipped to put the mowers in perfect shape, and his charges are not out of line. If the dealer is to do the job, get your mowers to him early; don't wait until spring, when he'll be jammed up with repair work.

**23** Sprinklers need a complete inspection; some may need replacement. Scale should be cleaned out, worn parts replaced, and after reassembling, do a paint job.

## DUTIES

**24** Shortly after the first of the year, the various universities and agricultural schools will be opening their greenkeeping short courses. If at all possible, plan to attend a course. The last minute information you will acquire will make you a much more valuable club employee. For this reason, your chairman is shortsighted if he neglects to include your expenses while at the short course in his greens budget.

**25** Bring in the tee-benches from the course, singly or all at once. Each bench needs first of all a good scouring, then careful inspection of all planks, braces, bolts and other parts for needed repairs. Replace worn parts, then paint the bench with good paint. Remember the bench has to stand all next season in every sort of weather; good paint is an economy.

**26** If you plan any landscaping work involving the shifting of shrubs and small trees, winter is the time to do this. The earth-ball method is foolproof if the ground is frozen; a lot more work if attempted at any other time of year.

**27** Among the course equipment which should be gone over, don't overlook the bird houses. Take them down, replace rotted wood and repaint early this winter. Then put the houses out to weather, as birds will not nest in freshly painted houses.

**28** Late fall and early winter is a good time to visit the woodland areas bordering the fairways of your course with the object of clearing out the underbrush



New South Wales greenkeepers are shown taking examination for certificates of competency, with A. J. Mollineaux and R. J. Withycombe, of the N.S.W. Greenkeepers' Assn., in charge. Aspirants for greens jobs at U. S. clubs may soon be taking similar fitness tests. (Photo Courtesy Golf In Australia.)

## G. S. A. Studies Greenkeepers' Fitness

**E**ACH member of the Greenkeeping Superintendents Ass'n was asked early in August to submit to Secy.-Treas. A. L. Brandon a list of 15 questions which might be used by officials of golf clubs in determining the knowledge and qualifications of applicants for greenkeeping positions. Prizes are to be awarded to the three best lists.

The GSA feels that too many glib-tongued outsiders, inexperienced and thoroughly unfitted to be in charge of course maintenance, have fast-talked themselves into greenkeeping jobs with clubs. After one of these gents has had time to spoil the layout he was hired to maintain, the club fires him, perhaps learns its lesson and next time hires an experienced GSA

man, or perhaps repeats its mistake.

But if, in the first place, the club had available a set of questions or its choice of several sets that would accurately measure an applicant's fitness for the superintendent's post, most of the gamble of hiring a greenkeeper would be removed. And the GSA can use a series of questions to determine if a man is qualified to be admitted to membership in the association.

According to Brandon, the question contest drew a desk-load of entries, and the judges—John Morley, Fred Burkhardt and John MacGregor, all ex-presidents of the ass'n.—are finding it a bigger job than they had contemplated selecting the prize winning lists. At press time, winners' names had not been announced.

so that next season's golfers will have less difficulty finding off-line shots. But wherever practical, leave the underbrush as a bird refuge.

**29** Winter is the time to put the shop bench in complete working order. Take an inventory of your small shop tools. Have you enough wrenches, screwdrivers, drills, hammers, files and saws? How's your supply of nails, screws, bolts, washers, cotters and emery cloth? How about shellac, glue, turpentine, oil, kerosene, grease and alcohol?

**30** In any discussion you have with your chairman concerning the need for new machinery, keep constantly in your mind and in his the fact that worn-out or

outmoded equipment takes its toll in added upkeep costs.

**31** It is far easier to convince the green-committee that the putting greens need improvement than to sell it on the fact that your fairways need attention. If a general fairway feeding program is simply not in the cards, get an OK to make a test feeding on a limited fairway area. A year from now, the results will do the rest of the selling.

**32** What is it costing you to pump water? Your pumps may be woefully inefficient compared with late improved models. You can obtain operating cost-figures from pump manufacturers to compare with your own equipment's drag and soon determine how much of a new pump's purchase price can be saved the first year.

# DIVOTS OF THE MONTH



What was left of the clubhouse at Bear Hill GC, Stoneham, Mass., where Leslie Cottrell is pro-mgr., after a fire on Sept. 8.

**S**ANDUSKY (Ohio) is about to hold open house on its new municipal golf course. Clubhouse practically completed and course in shape for gala opening next spring. . . . Kalispell (Montana) dedicated its new \$100,000 munny golf course early in September. . . . Highland Country Club, Auburn, N. Y., held an all-day tournament to which the public was invited in mid-September to honor the club pro, Duncan Morton. . . . Golfers from Swea City, Armstrong, Ringsted, Fenton and Bancroft (all in Iowa) have banded together to purchase a 40-acre tract on which George Morton, West Okoboji, Ia., pro, will lay out a golf course. Club name: Riverside G&CC.

*Arthur Lockwood, pro for several years prior to 1931 at French Lick Springs, Ind., during which time he supervised construction of French Lick's famed Hill course, died Aug. 12 in London, Eng. . . . Youngstown, Ohio, faces loss of its munny golf course through provisions in a 20-year old will which donated the tract of land to the city if it would within ten years extend Fifth avenue through it. To do so will ruin the tract for golf. Youngstown officials are trying to find a compromise. . . . Two recent clubhouse fires: Bear Hill GC, Stoneham, Mass.; and Newburgh CC, Newburgh, N. Y., loss \$27,500.*

Ed Livingston, pro at Elmwood Park GC, Sioux Falls, S. D., got hot on Aug. 25 and shot 32-33—65 for the course record and the best round Ed had ever chalked up. Four birdies, an eagle and 13 pars did the trick on the 6,267-yd., par-71 course. . . . New president of the Women's Western Golf Assn. is Mrs. C. B. Willard of Exmoor CC, Highland Park, Ill.

*Harry Cooper has signed as pro at Northmoor CC, Chicago, replacing Ky Laf-foon, who will go on the tournament circuit this winter. . . . Walter Hagen predicted that 283 would win the 1939 National Open after touring Phila. CC's Spring Mill Course in early May. The Haig was off one stroke; the Nelson-Wood-Shute tie*

*was at 284. . . . Another hot round: Loma Frakes' 65 over Jefferson City (Mo.) CC course on Aug. 21, with birdies on first 7 holes.*

Oakwood CC (Rock Island, Ill.) buying 58 acres on which course is located, for \$17,000. . . . Covington (Ky.) seeking \$20,969 from WPA to reconstruct Devou Park Munny GCse. . . . Brooklawn CC (Bridgeport, Conn.) contemplating installation of a complete fairway watering system, if members will stand hike in caddie fee from 75c to \$1 per round, the extra two-bits going into sinking fund to cover cost of installation.

*Pontiac (Ill.) GC buying 60 acres on which course is located for \$10,000. . . . Chamber of Commerce of Reading (Pa.) has awarded a plaque to Byron Nelson in recognition of attention he won for that city. . . . Tam O' Shanter GC (Chicago), redesigning its course to make it as fine a championship layout as possible, has hired Joe (Mower) Roseman to perfect and supervise the changes.*

Second annual Greenkeeping Superintendents' Assn. championship, played at Beverly CC (Chicago) on Oct. 2 drew a field of 64, winner being Don Boyd (Portage CC, Akron) with a snappy 76-79. Ernie Jacobs (South Hills, Pittsburgh) was second, a couple of strokes behind. . . . The group plan by which members of the Sportsmen's Club of Southern California were permitted to play seven good courses at cut rates, has been abandoned. . . . Southern California GA's "Controlled Universal Handicap System" has been approved with but a few criticisms by clubs that have tried the system. The system, which is almost identical with the one used by the Chicago DGA, works out so the player's average game, rather than freak low scores, sets his handicap.

## Year's Equipment Business Good, Supply Dealers Say

REPORTS from golf course equipment and supply dealers indicate equipment business in 1939 continued its upward trend, notwithstanding continuance of sharp operating economies still being rigidly adhered to in several districts. Good golf weather in most sections, after a wet, late spring, kept course maintenance problems close to normal, the reports indicate. But most of the course equipment boys again come up with the squawk, and legitimately, that what continues to cut down on sales of supplies and equipment from the fellows who make selling of golf maintenance needs their exclusive business, is the first glance, save-a-penny, short-time outlook some clubs continue to use in purchasing equipment and supplies to meet course needs.

### "Service" Factor Overlooked

The rap is that course dealers, whose sole business it is to keep the courses in their districts supplied with whatever they want, whenever they want it and as cheaply and economically as possible, find themselves being beaten out of considerable sales just because someone at a club knows a person whose brother-in-law works at a hardware store that has recently taken a few mowers on as a sideline; or perhaps the local drug store has acquired a few pounds of seed and a little fertilizer, and for quick close-out, offers them at "cut rate" prices. Exaggerated cases, yes, but the point they make is clear. Clubs, whose buying is entrusted to persons who, to save a few cents, and perhaps to help make as good a showing as they think possible when it comes to paring that budget, buy items from the aforementioned sources, with little or no thought as to what might happen next year when some of the equipment they have purchased may need *servicing*, are making it needlessly tough on the legitimate dealers, who, to meet competition, are forced to lower prices below what should be the limit to make the item come close to paying for itself, and then, to get back that loss, must either "up" the price on other products, or drop the piece of equipment entirely.

Of course, the dealer eventually gets most of this business back from the clubs who have had their fingers burned as a result of buying from strictly hit-and-run golf

outlets, but in the meantime, it is costing him considerable sales. The service angle is one the hit-and-run golf outfit simply can't lick. If something happens to go wrong with a product it has sold to a golf club, the club is really up against it when it comes to getting it fixed in a hurry—and right. Not so with the legitimate course dealers—they're on the job all day every day in the year to quickly remedy any trouble with any equipment they have sold to a club.

Too, the golf course dealer understands thoroughly any club's maintenance need in his district, and is always in a position to advise, competently, on how to go about correcting sources of trouble, and what equipment or supplies would be most logical and economical for a particular club's circumstances. That's a part of the game the side-line golf distributor can't lick, unless he makes golf 100% his business.

Dealers' reports indicate improvement in the trade-in problems, a headache that became quite acute in the equipment field about three years ago. Improvement has come by limiting trade-ins to reasonably late models of course equipment, which are in salable condition or which can be put in salable condition within the limits permitted by the allowance made and what the purchaser will be willing to pay. Old procedure was to take in most anything, and then spend more to fix it up than could be realized from the sale of the equipment. Consequently, the dealer was stuck with what he got in the trade in; manufacturers don't take back a piece of used golf equipment taken in trade for new machinery. Dealers report little trouble disposing of equipment made in the period from about 1930 to date. The chief problem is on equipment of the vintage of the early twenties, in some cases going back to 1921.

**L**EWIS MYERS, pro at Triggs GC, Providence, R. I., has devised a starting sheet that can be used at private or public courses in getting an accurate picture of playing conditions at the course.

The sheet also makes it easy to locate players in event important messages for them are received.

Columns on the sheet are:

Player — Member or Guest — Starting Time—Finish 1st 9—Finish 2d 9—Caddie No.—Special Service Given, or Remarks—Message Received — Tournament Entry (Yes or No)—Score.

# Skating Rink Care

By George Ehmman

Chicago Park District

SKATING fields are classified by the landscape maintenance men according to the nature of the care that they require—into lagoon or natural water areas, and artificial fields. The lagoon areas are, of course, taken care of by natural freezes, dependent entirely upon the weather. The artificial fields are made when the temperature reaches 28 degrees or lower. The area selected has been previously graded or leveled (usually a recreation field or level piece of lawn space, located near some shelter) and when there is enough frost in the ground to seal the pores so that water will not trickle down through the soil, intensive work is begun to build up the ice sheet.

Laborers do this work at night so that they will have the advantage of the coldest hours in the twenty-four for the difficult work of covering the ground with this preliminary ice sheet. The method used is the same as that used in spraying a lawn in the summer. The men have long hoses, equipped with rose sprays with which they spray the ground thoroughly so that the ice sheet becomes level. One night of freezing will usually do the necessary sealing, after which the spraying is continued back and forth, starting at one end of the area and continuing to the other, at which time the first portion has very likely frozen, so that another period of spraying is in order.

## Work Fast in Freezing Weather

In this way, by spraying back and forth, possibly one-half inch of ice can be secured on the second or third night after freezing weather sets in. By the time this much ice has been built up, all the uneven portions of the field have been completely covered, so that no grass or little patches of soil project up through the ice; then it is ready for use, and the skaters are permitted on. In mild weather, when the temperature hovers around 32 degrees, the ice gets soft and yields to the scraping of the skates, so that more or less slush accumulates on the surface. In such cases, the first operation is to remove this slush and then start in another period of spraying, efforts being made to build the ice sheet as quickly as possible while the freezing weather lasts.

The slush is removed from the ice by scrapers. On lagoons or natural water

areas, it is possible to use over-sized scrapers drawn by a one and a half ton truck. The equipment has been developed over thirty years or so of working on ice fields by park and recreation people and by the natural ice harvesters, especially of Wisconsin. In the event of snow, the snow should be cleared from the ice as soon as possible.

As to lagoon or natural water areas, the nature of the weather determines when such ice will be ready for use. A near zero spell of a few nights will probably freeze the ice to sufficient thickness, namely, in the neighborhood of six inches, after which it is safe for the use of skaters.

## Test Ice for Safety

In order to determine when the ice has reached the proper thickness, every day during the winter season a worker bores holes at many different locations on the ice and measures its thickness. Owing to certain natural conditions it often happens that one area of a lagoon will have the six-inch layer which is required for safety, while other spots will be barely frozen over and unable to bear the weight of one man.

In lagoon or natural water ice, when repairing cracks caused by expansion and contraction of the ice, it has been found difficult to get cold water to make a sufficient bond to cause a permanent repair in that crack, whereas warm water melts sufficient ice from the sides of the crack to bind the two portions when the water cools and then freezes. It is similar to a process of welding. However, if there are great temperature changes thereafter, the ice will crack again, usually along the same lines as the previous cracks, so that on the lagoons, one of the features that has to be included in the caretaking is that of repairing these expansion and contraction cracks. Special equipment is used to plane off the little bumps and scratches caused by skates so that the surface is evened off as nearly as possible to a table top surface. This work is done at least twice a week.

These planes are usually drawn by teams shod with special shoes that are equipped with frost nails or ice calks. The reason that teams are generally used is that sufficient traction cannot be secured by light motor trucks to pull these planes.



The boys flanked here by Glenn Clark, athletic director, St. Joseph (Mich.) High School, on the left, and by Doug Woodrow, Berrien Hills pro, on the right, are the Michigan State Class B champions of 1939

## St. Joe Schools Strong for Golf

THE junior golf instruction program that Doug Woodrow, pro at Berrien Hills CC, St. Joseph, Mich., introduced at the St. Joseph High School and at his club during the last few years has proved most successful, to put it mildly, for everyone concerned. The high school pupils like it and go for the golf instruction program strong; the school officials are genuinely enthusiastic over the idea; Berrien Hills' officers and the entire membership appreciate what Doug is doing for their youngsters, and Woodrow himself feels the instruction classes have been of great help to him in his business as a golf professional.

Woodrow was the pro who at the 1937 PGA convention in Chicago, as a delegate from the Michigan section, seconded Tom Walsh's golf promotion and junior instruction program. He had already had some successful experience with the idea; now, after two additional years' work in junior and school instruction, Woodrow is more than ever convinced that if the pro puts forth his best efforts along this line, it is certain to pay big dividends in many ways.

### Golf Is Year-'Round Sport

Those in charge of the athletic program at St. Joseph High School have found in golf a perfect all-'round sport. And they have found in Doug Woodrow just the kind of a fellow to put this all-school golfing program over with a bang, according to Glenn Clark, director of athletics, who tells in his own words about his school's popular golf classes:

"We consider golf especially valuable as a high school sport because it offers physical exercise with a minimum of physical strain; it develops coordination on the part of the participant; it offers an opportunity for athletic competition, and most important, it is a game that can be played after the student leaves school. Golf makes a very definite contribution to the recreational, social, and sports life of the student.

### Program Starts Indoors in March

"Our program at St. Joseph High begins in mid-March, when we start our indoor practice in the gymnasium. Our equipment consists of manila mats and cotton practice balls, and this serves to limber the boys up and develop the muscles used in playing. Attention is also given to the fundamentals, such as the grip, swing and stance. As soon as the weather permits we go outside to the Berrien Hills course, the accommodations of which have been extended to the school without charge. Practice is held every evening except on Saturday and Sunday. Doug Woodrow gives the squad group instruction so that every member of the squad may be working on definitive points for the improvement of his game. Doug also gives the boys individual instruction as the need for it arises.

"Although we have a golf coach who is a member of the school faculty, the actual training and instruction is done by Woodrow. It seems to me that close cooperation between the golf professional of the local club and the high school is essential for the



fullest development of golf as an inter-scholastic sport. Doug is to be commended for his fine spirit in cooperating with our school. He is not only willing to spend his time and effort in giving instruction, but he also is very farsighted in his attitude towards high school golf. Every school could have a successful golf program if they could have the kind of help that we have had from Doug.

### Have Victorious Season

"St. Joseph High School has sponsored golf for the past six years and during that time we have had very successful seasons. In the past three years our team has placed 3rd, 2nd, and 1st in the state class B tournament (class B includes schools having from 300 to 700 students). Our state athletic association conducts a series of regional tournaments, the winners of which qualify for the state. This year St. Joseph won its regional and the state championship in class B by a wide margin over the second place winner. We also won all ten of our scheduled matches during the season's play. We carried a squad of 18 boys throughout the season, ending the year with a match play tournament within the squad.

"Our emphasis is not all placed on winning. We are as interested in the boy who is on the squad and cannot play well enough to make the varsity. We have never cut a boy from the squad because he could not play golf well enough. We want those boys who have the interest and desire to learn to play golf to have every possible opportunity to develop their games—which they will use long after graduation.

### Girls Get Golf, Too

"The girls are not left out. While we do not have interscholastic golf for girls, we do have a class in the physical education department which receives instruction from Woodrow and the physical education teacher. We are entirely sold on golf as a splendid high school sport and shall continue to promote it in our school so that it will reach a status equal to that of football, basketball, and other major sports.

Berrien Hills' members are entirely "sold" on Doug Woodrow's junior classes at the club. Dean R. Hogue, president, in glowing words tells what is his club's attitude toward the work Woodrow is doing with the members' children. Says Hogue:

"I can truthfully state that nothing has

been done at our club that has created more good will among the membership than Doug Woodrow's instruction classes for the children. It has not only created interest in golf among the youngsters, but it has also kept a number of members in the club who do not play golf and who were considering dropping their memberships. The very fact that numerous parents and their children began asking about these lessons early this season is evidence enough that this activity is well worthwhile.

"Woodrow limits the class to the children whose ages are from 10 to 16. So many have turned out that it has been necessary to have more than one class. While these classes mean considerable extra work for Doug, I believe that he has found it helpful to his department, for, as a result of these classes, he has made numerous new contacts that have resulted in the giving of many more lessons, and the sale of additional merchandise. Having observed this activity for a season and a half, I earnestly believe that any pro who does not add this feature to his club program is making a serious mistake.

"From our club's point of view, these lessons are an excellent feature that not only build a better feeling among the members, but they actually train future members for our club and seem to make the entire community more golf-minded. We give Woodrow our constant cooperation and always include any news that pertains to the junior group in our club bulletins. These are issued weekly and, we feel, are very essential to the club's success."

### Wisconsin Greensmen Hold Annual Tourney

WISCONSIN Greenkeepers Association's annual tournament was held at the Brynwood CC, Milwaukee, September 11. Forty-two took part in the day's activities which included, besides the 18-hole medal event, an inspection of turf plots where Lester Verhaalen, Brynwood superintendent, has been treating for weed control.

Ray Rolfs, North Hills CC, Milwaukee, president of the Wisconsin greenkeepers, won the tournament cup with low gross of 80. Low gross for the first nine was won by Bobby DeGuire with a 39. Wilson, of North Shore CC, Milwaukee, won second low gross, also with 39. Dick Ryerson, with 29, had the fewest putts.

1 Consider an unlimited lesson arrangement which gives members as many 5-to-15-minute lessons as they need during a season, on signing for arrangement at

## 50 WAYS

start of season. Charges usually are split, half payable at start of season and remainder at mid-season. Pro usually reserves 1½ hours per day for longer private lessons on usual basis.

Member generally limited to two advance booking of 5-to-15-minute lessons a week but is entitled to additional "tip" or corrective brief periods on lesson tee if pro is not otherwise engaged in instruction.

Arrangement brings more patronage to club, makes keener players, produces more pro income, gives pro close acquaintance with members, assures club a competent instructor.

2 A parent committee for organizing juvenile classes for free or nominal cost instruction by the pro, similar to parent-teacher organization at schools, gives parent members livelier interest in the pro's work with the kids, publicizes pro more, and relieves pro of juvenile class organizing problem.

3 Pros who are willing to work to make a substantial winter income have found that officials of companies having fairly large groups of employees are interested in having golf instruction provided their workers after working hours. Companies, if the right plan is presented by the right man, will provide space and nets.

4 Analyzing the club's monthly financial statement and getting a clear business picture of the club's entire operations is one of the first things a pro has to do if he wants to be a keystone of the club operations structure.

5 If your club makes your collections, see that detailed statements of overdue accounts are supplied to officials and directors the first and fifteenth of each month. If the practice is established and strictly adhered to, no offense can be taken, even if an official is behind with the pro.

The longer collections are delayed, the harder they are to make.

6 When weather threatens showers push the waterproof golfwear to prominence in shop displays. Rain jackets and trousers or skirts, waterproof hats, spiked rub-

ber shoes and grip wax have made golf in the rain enjoyable.

If the pro plays in a shower himself now and then (it's an old British custom), members follow the example.

7 If your pro shop looks sloppy, you may be sure that's the way you look to your members.

8 More pro jobs have been lost by the pro playing with a small clique of members than by any other cause. Make it a point to book at least three different members each week of the season for a friendly round. Use your own common sense; tell the members diplomatically that you prefer not to make bets with them; play for the fun of it.

Some members get buck fever and no en-

## TO BOOST

joyment even when playing for a dime a hole. Others like to gamble but hate to lose a dime.

9 Saturdays, Sundays and holidays prior to 4 P. M. are dangerous times for the pro to be out on the course playing with members. Most of his members expect the pro to be in evidence around the first tee at that time, or in the pro shop.

10 Have an inventory of the contents of every bag in your shop storage. It's necessary for insurance claims, saves member complaints occasionally, and gives you a record that you can check against your sales sheets to see what members need deft selling attention.

11 Make your monthly sales records so you can have a sales par. Keep record of weather, number of rounds played, and special events on this record, so you can tell, if sales slump, whether it is something about your own operations, or those of your assistants, or conditions beyond your control.

12 Do you spend necessary time, effort and brains training your assistant and supervising him, or do you expect the kid to pick up the right methods himself?

Time spent in discussing shop business with assistants pays a substantial profit at many shops. The kids are just as anxious to make more money as the pros.

13 Pre-season or early season clubhouse sessions featuring the pro in a lecture and discussion on the rules of golf, and in somewhat informal class lessons,