**BARGAIN:** \$4-a-Year Golf

By Jack Fulton

Rockford's muny course system keeps players happy while earning profit for parks

R OCKFORD, Illinois, with 90,000 population, lies 85 miles west and a little north of Chicago. Long known as a principal furniture, machine tool and knitting center, Rockford is also becoming known as one of our leading "golf minded" cities. It has facilities to meet any purse and an interest in golf unusual for a town of its size.

Eight golf courses are available. There are three 18-hole private courses—the aristocratic and reserved Rockford Country Club (established 1899); the up-and-coming, well-entrenched and extremely active Forest Hills CC (established 1922 during the height of the golf boom) and Mauh-Nah-Tee-See CC, which started in 1928 and is coming along very well in spite of the tough sledding it was hardly ready to face during the Depression years.

Rockford has little daily-fee play, due mainly to the excellence and adequacy of the city's municipal golf facilities. Although there is a 18-hole fee layout, the Macktown GCse, a few miles away, Rockford golfers do not patronize Macktown very extensively, preferring their own three municipal layouts—Sinissippi (9 holes, built in 1914), Ingersoll (18 holes, built in 1920, and Sandy Hollow (18 holes, built in 1930).

### Bargain Golf Brings Volume

Credit for Rockford's golf-mindedness must go to these muny layouts, which compare in sportiness, maintenance quality and interest with many private links, and to a park board, of which Earl F. Elliot is superintendent, which has established as its golf policy the giving of as much golf as possible for the least money. That this policy works is evidenced by the fact that in 1939 (and in a town of 90,000 population, mind you) there were 121,400 rounds of golf played over the park courses. Play is up at least 20 per cent this year and with average weather from now on, there is good reason to believe 150,000 rounds will be chalked up as 1940's play-volume.

Golf is available over Rockford's park courses under two plans. A resident may buy a season permit for \$4.00 entitling him to unlimited golf over any or all of the courses without further payment of any sort. Juniors under 15 may buy a permit for \$1.00, but course privileges are granted them only in the mornings, Monday through Saturday. Junior permits are not good Sundays or holidays. The two permits, for adults and juniors, are differently colored for quick identification and must be signed by the ticket holder. If a permit is lost, the holder must pay the park board \$1.00 for another, but if it merely suffers an "accident," like being left in a shirt pocket and going through the wash, a new card is issued without charge. Up to July 23, Rockford golfers had purchased 3,044 senior and 460 junior permits.

Application blanks for season permits read as follows:

Date	*****	Reg. No
	Male	Adult
	Female	Junior
Rockfo		I am a resident of the tand that the follow
Name		
Present Resider		
Res. Phone	******	
		ided at above address?
		* *
Employ Bus.	ed by	

Play is granted non-permit holders on payment of 50c for 18 holes and 25c for nine holes. Supt. Elliot says that just about half the income from the muny courses comes from these fees. In 1939 the total round-fees collected amounted to \$10,421 as against \$10,665 received from sale of permits.

## Allow Advance Registration

One other source of income for the park courses is from fees of 40c a foursome collected for advance registrations on Saturdays, Sundays and holidays. Starters at the courses are supplied with registration sheets with space to write in the names of 12 foursomes; since Rockford starts

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players off at 5-minute intervals, each registration sheet covers one hour's time. Advance registration is permitted for every other foursome, between which are the times open for players who come to the course without starting times. From advance registrations, Rockford added \$699.60 to its muny golf income last year.

## **Coupons Give Control**

Rockford has worked out a system of control, both over registration fees and permit abuses, that is pretty nearly foolproof. Heart of the system is the scorecard which contains a numbered detachable coupon to be signed by the player, retained by the starter and turned in at the end of the day. Each day, the starter must check in, to the park board offices, a coupon for every card issued by him. Cards for permit holders are white, and for round-fee patrons are colored, a different color for each course. The starter must turn in receipts equal to 50c (or 25c in the case of 9-hole rounds) for every colored score card he issues. All cards cross check against the player registration sheets, on which scorecard serial numbers and players' names must appear.

Use of white cards for permit play and colors for fee play gives control over the starters and eliminates the temptation for them to hold back fees and allow pay players ostensibly to be playing on a per-



Registration sheets are 6" wide and long enough to accommodate the names of 48 players, divided into 12 foursomes by heavier rules. Thus each sheet handles play for one hour, since foursomes start at five minute intervals.



Sample of scorecard, with detachable coupon. Starters are held responsible for all cards assigned to them and must account for missing ones as well as for those they issue to players. Actual scorecard carries serial number after words "Reg. No." on both card and coupon.

mit. The golfers are the ones who keep things above board—they all know that a white card means permit play and that if they have paid a round-fee, they should be given a colored card. So they refuse to accept anything but a colored card if they have paid to play.

The coupons also give control over permit abuses. First of all, each coupon carries the player's signature, which the park board compares the next day with the player's signature obtained when he applied for his permit. Should any irregularity appear, the holder is forced to give up his permit and cannot regain it without applying to the park board offices with an adequate explanation. For flagrant violations, permits are revoked; for less serious offenses, the park board may withhold a permit for 30 days.

Statistics on municipal play-volume for the past ten years, as supplied by park board records, indicate that Rockford, like all other municipalities, felt the effects of the depression years. But it is interesting to note that play volume is climbing

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toward the banner record of 1931, when 153,400 rounds were played. This year should see that figure equalled or passed. Annual figures on municipal rounds of golf over Rockford's 3 courses:

1930 1931 1932 1933 1933			1936 1937 1938	91,700 95,000 107,900 119,200 121,400	rounds rounds rounds rounds rounds
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The three courses are maintained in excellent condition and the terrain over which the courses are built make for sporty, interesting golf. Sandy Hollow's greens, in particular, are said to be the finest in the Rockford district.

Maintenance costs for 1939, according to Supt. Elliot's records, ran:

Ingersoll Shady Hollow Sinnissippi	
Total	10 000

Since income for this period was \$21,-785, Rockford's muny courses returned a profit for '39 of \$2,103. Elliot cautions, however, that only course maintenance is charged against course income and that new equipment purchases and replacements of present equipment are paid for out of the general park funds. The \$2,103 is of course turned into the general fund and doubtless covered or came close to covering the year's equipment purchases, so that Rockford's municipal golf can plainly be rated as self-sustaining.

# How Southern Greensmen Meet Their Special Course Problems

## By John Budd, Pro-Supt.

Tallahassee (Fla.) CC

A S a general rule in the South, the Bermuda grass on the greens is playable from about June 1 to November 1. From November 1 to June 1, Italian rye grass usually makes up the putting surface. Naturally in some of our Southern localities these dates would vary.

Let us consider Bermuda grass first, because it is our most important problem. Bermuda, being a running grass, has a tendency to become rank and thick, giving a grainy green. That is to say, the blades all bend in one direction. This makes it necessary to topdress and mow your greens with extreme care so that a true surface will be maintained. By rotating the angle of cut on the green with the putting green mower, you can reduce the grain of your greens. If the grain becomes too rank in your Bermuda grass, try the method used by Fred Haskin at the Columbus (Ga.) CC. He takes a heavy stable broom, or stiff brush, and brushes the nap of the green so the mower will trim it off smooth. He says this can also be done with a scratch rake, but more care is needed.

Howard Beckett, Capital City CC, Atlanta, Ga., is very exacting in his topdressing methods. He keeps on hand a supply of soil, mixed, screened, and ready to use, so it may be placed on his greens at a moment's notice. In this he uses a good percentage of sand. In topdressing a green his men smooth the soil out very carefully before it is dragged into the grass, finishing with an absolutely true surface. I have found that plenty of sand, yes, even 60% sand, in the topsoil is very useful. I like to have sand that will almost cut your hands if you scrub it between your fingers, and that will keep the surface loose and free from packing.

#### Good Topdressing Pays

George Picard, pro-greenkeeper at the Charleston (S.C.) CC, has always maintained that golf greens are no finer than the topdressing which is being used. He says, "Spend plenty of money for good topdressing and be careful in putting it on, and you will have good greens."

Fred Haskin, by the way, has been one of the few men in the South to use peanut shell, well rotted, as a topdressing material. This substance gives him a spongey surface with plenty of humus-like material around the roots of his grass. However, peanut shells have to be rotted for more than a year if they are to satisfactorily serve as humus material for topdressing. At Columbus club, Haskin is now using shell material that is more than two years old. He is looking for a chemical to carry out the rotting process in shorter time.

## Sawdust as Humus Source

Southern greenkeepers may find use for the many old sawdust piles in the South as topdressing material. My study of this sawdust indicates that it may be the thing for humus material in our greens. There seems to be no harmful factor in it and it certainly keeps a porous green. Most of these sawdust piles are many years old and any organic change has had time to take place.

In selecting topdressing material, I am careful to find soil that will not pack and, further, that has a light consistency. We have found most of this material in wooded areas, and right around the surface of the ground. Many times we only skim off 6 inches of the surface.

Of greatest value to most greens that I have studied would be a more regular use of sharp sand in the compost heap. We buy ours from a sand company here in Tallahassee, and try to secure the coarsest and sharpest builder's sand.

Few places are able to get stable manure and must turn to other forms of organic matter. We have used sludge from the Imhoff septic tanks of the sewage system, but beware of using this matter unless you can keep it from packing into bricklike consistency. We are now making up regular compost piles of this material, mixed with leaves, sand and woods dirt. Such piles are placed at convenient spots over the course, and are used after one year of seasoning. Every 10 weeks the mixture is turned over with shovels and if possible torn up with rakes. Grass and weeds must be kept out of these piles, as they soon become rampant.

Many clubs down here have tried the plan of having one man do all the mowing each day and then be off for the day. In some cases this will work well, providing your greens are not too large and you can fully train the right man to engineer the mower. When I used this system, I had a negro who could mow all 18 of our greens in 6 hours with a power greens mower.

#### **Power Equipment Popular**

Complete motorized equipment is coming to the front in the South. For years, use of motor equipment in smaller clubs was infrequent because of cheap labor, but during the past 3 years more and more clubs are finding that they get a better job and quicker service from the motor outfits and they also find that the workmen give more to the job.

The man charged with keeping the Southern golf course must appreciate that the course is for play and must be kept in



Photo above shows Red Stevenson, pro at the Clinton CC, Lock Haven, Pa., demonstrating the technique of driving to Bill Strohmeier, of the Piper Aircraft Corporation. Red and Bill have become so interested in the other's avocation that a deal has been worked out whereby Strohmeier instructs Stevenson in flying and Red turns around after each flight lesson and teaches Bill the intricacies of golf. The Clinton club's golfers are rapidly becoming accustomed to having their first fairway playing interrupted by the little cream and red Cub Coupe landing by the clubhouse after Red has taken a flying lesson. While Strohmeier is finding it easy to land on the Clinton course, the British, awaiting invasion by the Nazis, are altering their golf courses so planes can't make a landing on them. And back in America there's plenty of loud wailing that there aren't enough air fields for emergency use, so it may be that the American golf course situation, in a pinch, might supply that deficiency.

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the best possible shape with the money at hand. This means that work must be done on a comparative basis so that the most important portions of the course get the best attention. Careful use of money is a great problem in about 80% of Southern golf courses. Expectations for playing conditions are not as high and exacting in the South as in the Northern areas. Golf costs less and there is less to spend on upkeep. With constant care of greens and tees, and the best care possible under existing circumstances for fairways and roughs the Southern greenkeeper can do very well at pleasing his membership.

At Ponte Vedra Beach, Jacksonville, Fla., Greenkeeper Landrum trains his crew carefully in the art of polishing the green. By polishing I mean smoothing out any and all rough spots, clearing out every blade of foreign grass, keeping a uniform stand of fine grass on the green, and cultivating a luxurious growth of grass for approaches and banks.

The kind of fertilizer you use should be determined by your local soil conditions. For new seedings I use plenty of phosphate, so that the seed will germinate quickly and strongly. Some study may be necessary in order to determine the best treatment for your own greens.

#### Water Deep and Long

In watering greens I have found it best to use plenty of time and water on the banks and approaches of the greens. When you do water the greens, give them a heavy drenching so it will go deep and do some real good. We have had good luck with the smaller type of sprinkler, as our water pressure is not very high and the pressure type of sprinkler therefore will not do our work.

Water tees, as a general rule, half as often as you water greens and you will be on the safe side and save money on your water bill.

Thanks are due Roy Land for another hint on keeping true greens. Regular patching of greens with topsoil will gradually smooth out all blemishes on the putting surfaces. Let your men go over the green dropping small handfuls of dirt on the bare spots or dents. Then have another man come along behind them and smooth out each spot of dirt with a wood rake made from one by two strips. A quick circular motion of the rake will smooth the dirt into the grass and correct the bad spot. After three months of this you will have no bad places from picking Golf and other sports recently have spurted after slumps in England, Scotland and Germany. Official endorsement of sports as easers for war strain has been tacitly given. Now, Irish golf courses are following English and Scotch lead in guarding against

use as landing fields by Nazi planes.

foreign grass or from insect spots or blemishes.

Most golfers in the South have realized for years that the maintenance of putting greens is our chief problem. However, other parts of the course should not be neglected. Tom Lundy of Greenville, Miss., tries to keep his entire golf course so clean and well kept that it is practically impossible to lose a ball on the course. He says that this is a golf builder, encourages more people to play the game, and to play more often.

## Mow Fairways Weekly

I have found that by using the fairway mower on the course as much as possible, time and money are saved and the players seem better satisfied—the reason being that most courses in the South are not mowed as regularly as those in the North. At Tallahassee we usually mow the fairway once a week in the rush season.

Where money counts in maintenance it will be a help towards better playing conditions if you will mow the area surrounding the greens and out on the fairways in front of the greens for about 30 yards. This gives good conditions for keen play around your greens and will satisfy your players without regular and costly mowing of the entire course. Mow these areas on Friday for week end play.

Landrum, at Ponte Vedra Beach, has done unusually good work with his tees. He uses centipede grass, carpet grass, and Bermuda grass, and gets good results with all. He evidently topdresses his tees and fertilizes them so as to keep a thick, robust growth of grass all the year round. It is really a pleasure to sink your feet into these surfaces while hitting a shot.

Tony Penna, while at Pensacola, was responsible for some of the finest tees I have ever played from. His results were obtained through steady fertilizing, regular watering, and close mowing.

Fred Haskin, at Columbus, uses flat top tees with no rise at the front. Some experts in the South seem to disagree with this method, but Haskin has done a remarkable job with his tees by using this plan.

If it can be done, much hand labor can be saved by building or rearranging your teeing grounds so that the fairway units can mow them at the time the approaches and fronts of green areas are mowed.

A large teeing space is important as it saves money and trouble in the long run. Larger and flatter surfaces seem to be coming into vogue to replace the small, highly built clay platform of a decade ago.

At Albany, Ga., Roy Land uses a minimum amount of arsenate of lead twice a year for control of worms, etc. Arsenate also has to be used for control of cricket moles. We have been using regular applications of 6 lbs. diluted in water for each 1,000 sq. ft. This can be applied with sprayer or from a barrel mounted on a truck. On our greens, we pour a heavy solution of water and soap flakes into the cricket mole holes. We found that it was not necessary to use snuff and arsenate of lead with the soap flakes and water.

#### Winter Green Technique

On many of the fine courses in the southern states, those having charge of the greens have discovered ways and means of planting and bringing in their winter grass without the necessity of using temporary greens. A schedule is maintained so that the rye or other grass is planted and brought in while play goes on.

Here is the schedule as used on my course in Tallahassee:

Between the 10th and 20th of October we fertilize, apply poison, seed, and topdress all at one time. In applying fertilizer we use a minimum amount at this time. We use arsenate of lead only if necessary to control certain insects or worms. We seed carefully, using a seeder, and spreading approximately 75 lbs. of rye seed to a 4,000 sq. ft. green. Our topdressing is then spread on in the usual proportions. We are careful not to bury the Bermuda grass too deep at the time of planting, because we depend on a permanent mat of Bermuda to give us a cushion during the winter months.

The next vital problem is mowing during the first 3 weeks after the planting of the rye grass seed.

1. For the first 3 days after planting leave your mowers at a low cut.

2. From the third day through the tenth day cut your greens only when they have to be cut. Set your mower to cut twice as high as your regular adjustment. During this stage be sure to cut the greens when they are absolutely dry. If they are cut when wet, much of the young and tender grass will be pulled from the ground.

3. After the tenth day you will have to watch your greens carefully because different conditions will undoubtedly arise. We usually set a schedule of mowing regularly every other day through the twentieth day, at which time the greens should be carefully examined and if they need resowing at any point this work must be done at once. From the twentieth day to the thirtieth day bring your mowers down gradually to your regular cut. We

(Continued on Page 31)



A.B.-Protecting grassy hollow with irregular banks as shown.

C.C.-Sand pits fitting into bank at right side of green.

D.-Shallow drainage swale, terminating in deep cut in contour of green.

E .- Landing area for approach shot.

THE third and concluding diagram in a series of 'hints on better green construction', by William Watson, noted golf course architect, is presented above. Green diagrammed in June GOLDOM was designed to be a level one, built on level ground. Green pictured in last month's issue illustrated a raised (built-up) green, constructed on level ground. Diagram above illustrates a green built on side hill sloping from the left side, suitable for a par-4 hole of medium length. The green is cut down at the left side and approach, and built up at right, to secure a playable surface.

## Notre Dame Has a GOLF COURSE, Too

WHEN the University of Notre Dame is mentioned the public thinks of football. The riches of football tradition and reputation have been, in a way, an embarrassment to the Indiana institution for the reason that football has overshadowed the story of the institution as an educational establishment having a faculty of high attainments. However, as long as kids are kids you may be sure that none of them having any close or remote attachment to Notre Dame will be red-faced about the triumphs of Notre Dame's football.

Of recent years the scope of Notre Dame's athletic publicity has been extended by achievements in track, basketball and golf. This publicity has been effective in promoting a balanced sports program for the students, permitting the Notre Dame kids to lose a football game to the kids of other schools without the happening being regarded as a major disaster, and in reminding the general public that Notre Dame is fundamentally an educational, rather than sports, institution.

## Golf Pushed by Layden

The balancing of sports interest has been a job successfully done by an athletic department headed by Elmer Layden, one of the famed Four Horsemen, and now a businessman golfer of better-than-average performance.

The school's athletic publicity balance of recent years has been aided by the presence of Walter Hagen, jr., as captain of the golf team, and Tom Sheehan,

## By Herb Graffis

medalist of the 1939 National Amateur championship, and one of the young golfers whose game and conduct glorifies golf.

Suddenly the public began to realize that Notre Dame has a golf course of its own. The course is an 18-hole layout on 128 acres presented to the school by the late Wm. J. Burke, one of the earlier manufacturers of golf equipment. Architecturally the course is not one of the nation's great plants, by a long way, but Chet Keeley, pro-supt. of the establishment, has it in fine condition on a modest budget and an army of students find an abundance of interest and testing golf in the course's 6,455 yards. The course was built in 1929-30.

## Course in Fine Shape

Five of the fairways are watered. More will be when the money becomes available. In turf condition, and in such trimmings as home-made concrete tee benches, shelters, tee markers, tree and shrub planting, and other details that convert a pasture into a very pleasant course, Keeley has done a fine job. Rev. George L. Holderith, CSC, history professor who coaches the golf team, is in direct supervision of the golf activities. He has nursed golf at Notre Dame so the annual competition for representation on the William J. Burke silver trophy has become one of the major intramural athletic events at the school. On this trophy are the names of several Notre Dame alumni who have been active in extending the game since they graduated. Rev. Holderith, an excellent



How is this for an equipment and tool barn? Originally an old shed, Notre Dame spent \$3,000 to modernize it for maximum greenkeeping efficiency.

player himself, is very much of the opinion that golf's great value as a character developer and barometer makes it a major sport for students who will be in the game long after their school days have ended.

This writer has seen the Holderith policy demonstrate its value to the kids and to sports and society by the admirable manner in which the kids who learned their golf manners at Notre Dame conduct themselves as gentlemen sportsmen.

A contoured practice putting green,

ing the course. For special work, such as major weeding and trap raking and weeding jobs, Keeley hires students.

Among the numerous evidences of good course management noticeable at Notre Dame's Burke course are the greens clippings and hose-and-sprinkler boxes Keeley designed, constructed and installed. Clippings from greens are dumped into a metal receptacle which is contained in the combination unit. Contents of these boxes are collected and used on the green sods nursery. These clippings are weed-free,



These two views of the maintenance barn's interior give an idea of the structure's spaciousness.

16,000 sq. ft. in area, was built in front of the fieldhouse and adjacent to the first tee last year. The green is well lighted and attracts many youngsters for putting entertainment and practice in the evenings. A large practice tee and fairway is kept in first class condition.

Every year there is considerable new construction on the course as Keeley has a program for gradually modernizing and improving green design and construction without making a drain on the school's yearly athletic budget.

The course development program is aided by three nurseries; one for bent green sod, one for fairway sod, and one for trees and shrubs.

Approximately 35,000 rounds in the spring and autumn are played by the school's 3,100 students. The playing fee is 10 cents for 18 holes. The locker fee is 75 cents a year.

Ten men are used by Keeley in maintain-

Donald H. Rapelye, manager of the Wampanoag CC, West Hartford, Conn., uses a bright idea in covering his luncheon menus.

An exact reproduction of the Wampanoag scorecard is on the menu. It gives the golfers something to talk about when they're waiting for their food. Both the 60c and 85c luncheon menus are contained by the heavy cardboard cover. high in fertilizer content, and by being held in the containers, retain moisture.

A couple more of the ideas that Keeley uses to good advantage involve sections of chain link fencing. He drags 6 ft. sq. sections of fencing after seeding and gets excellent distribution of seed. Before dandelions seed fencing is dragged behind mowers.

The equipment and tool barn is one that most course superintendents will envy. It originally was an old shed which was rebuilt by Keeley's own force, at a cost of about \$3,000. Great use was made of materials made available by the university's constant building program. In the shed are marble shower stalls, outgrown by the university's athletic building requirements.

The barn is heated in the winter. It has overhead doors. Among the equipment are 2 tractors, a 7-gang fairway unit, 3 power green mowers, 2 hand mowers, and a mower sharpener. Boxes for parts and places for tools are handily and neatly arranged and maintained in battleship fashion.

By employing facilities of the course maintenance department the school's campus landscaping and maintenance work is conducted with thrift and a maximum of effectiveness.

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## **Kirkwood Shows His Sales Talent**

## By Bob Johnston

JOE KIRKWOOD, Huntingdon Valley CC (Abington, Pa.) professional, is noted more for his trick shot exhibitions than for any particular talent in the merchandising field, but the veteran shotmaker is rapidly building an enviable reputation in that department among Philadelphia district pros. For Joe, who has been at the swank Huntingdon Valley club less than a year and a half, is doing a selling job there that is the envy of all his colleagues. So far this year, he's more than doubled the amount of business done during the same period in 1939; he's trebled the sales made by his predecessor.

Running a pro-shop is a comparatively new job for the globe-trotting Huntingdon Valley veteran. His only other experience in that field came 25 years ago, at a small Australian club. Since then, Joe and Walter Hagen have been touring the world, giving exhibitions at 2,800 courses from Connecticut to Calcutta.

Joe, however, has made many experienced shopkeepers sit up in open-mouthed astonishment since taking over at Huntingdon Valley. Making full use of the diverse knowledge picked up during two decades of traveling, Kirkwood caters to a discriminating clientele with a wide variety of clothing and equipment.

He imports sweaters and mufflers from England, and belts, slippers and small purses and wallets from Havana. Occupying a prominent place on his counter are neckties made in Nassau, and golf shoes of his own design. Shoes are one of his best sellers, for he stocks both golf and dress shoes for men and women. He sold over 200 pair last year.

## Stock Is Complete

Kirkwood aims to carry a complete line of everything his customers could purchase in the sporting goods department of most downtown department stores. "They don't need to go downtown for anything," says Joe. "Why, last December was my second biggest month in volume of sales, because many club members made their Christmas purchases in the shop."

When Kirkwood first came to Huntingdon Valley, he had the entire pro-shop renovated. Now it's become too cramped for him and they're adding another 20 feet of space. Lining two sides of the display section of the shop are a wide variety of clubs, clothing and other items, all strikingly displayed.

Show cases sit on the side, parallel with the entrance, and they are another example of Joe's ingenuity. The bottom of one section is covered with wooden tees, effectively setting off a display of golf shoes. Other sections of the case are covered with artificial grass as a background for balls and clubs.

"The grass makes them appear more natural," Joe explains. "I think that's where a lot of pros are missing out—they don't bother with effective display."

Another of Kirkwood's innovations is Huntingdon Valley's Tee Club. Kirkwood hit upon the idea of supplying members the newest type tee for one dollar per year, allowing them to help themselves from a globular jar atop the showcase. It eliminates the bothersome bookkeeping for 10-cent items, and no one abuses the privilege.

Huntingdon Valley's 350 members are lured into the pro-shop under the caddiepayment system set up by Kirkwood, and thus can't help seeing his displays. Each player must first buy a caddie ticket at the shop before making a round, then the



Because the Indiana (Pa.) CC is so close to town and so many of the club's members change into their clothes at home instead of using the locker rooms. Floyd Derr, greenkeeper, hit upon the idea of building shoe racks alongside the members' clubs stored in Pro Bus Drexilius' shop. Any confusion in finding shoes is eliminated thereby, because the member always finds both his clubs and shoes together. The idea is proving very popular with the members.



A natural and important part of your servi is to correctly fit clubs you sell to the play who buys them. You are accustomed to do this because it is as much a part of a go professional's job as it is for a shoe mercha to be able to fit shoes correctly.

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