

putting on about 6 oz. per 1000 sq. ft. of the sodium arsenite. This first application was started on Sept. 18, 1940, doing half of the golf course, and the next day all the fairways were finished. The weather was clear, but application of the material did not start until the dew had dried.

The next day all the weeds showed severe burns, but the grass was unharmed. On the second day the grass began to wilt. Two days later the grass showed signs of burns which ran in lines, these being much more distinct where the right side of the spreader had been. Upon checking this point, it was found that the right side of the spreader gave out slightly more material than the other side and even with our new spreader board the machine would not put the material on evenly as the discharge holes were too far apart. It was also obvious that the rate was too high even if the spreader had been perfect, as the burnt lines soon ran into a solid burn.

The next thing to determine was the correct rate and get a better distributor. Three 1,000 sq. ft. plots were made and the mixture applied with a Master hand spreader; the first at the rate of 200 lbs., the second at 300 lbs., and the third at 400 lbs. It was found the 200 lbs. had no effect on either grass or weeds; the 300 lbs. burnt the grass very slightly but burnt the weeds severely and the 400 lbs. burnt everything, so from this it was decided to use the 300 lb. rate, which would mean about 4½ oz. of sodium arsenite per 1,000 sq. ft.

The McCormick-Deering distributor was selected as one that would do the job accurately. With this machine it was possible to spread the mixture with great precision.

A lot of time was lost before our second application. While experimenting with the rates to apply and procuring a distributor, most of the weeds had grown nearly to their ordinary size as it takes from two to three applications for a complete kill.

On Oct. 14 the second treatment was applied on Nos. 2, 3, and 4 fairways and on Oct. 16 the rest of the course except No. 1 fairway was finished. After the application on the 14th, we had an unexpected shower amounting to .02 of an inch within 24 hours after we had applied the material. The same thing happened after the application on the 16th except the rainfall amounted to .11 and it oc-

September, 1941

Ahead

IN

'42

IN QUALITY
POLICY
& PRICE

Louisville Power-Bilt representatives are on their way to show you the new Power-Bilt line for 1942. You'll agree, we are sure, that this season's Power-Bilts are the most outstanding for beauty, finish and balance you have ever seen. Go ahead with Power-Bilts in '42!



HILLERICH & BRADSBY CO., INC., LOUISVILLE, KY.

curred about 12 hours after we had finished. Both times it was naturally assumed that the arsenite had gone to waste, but surprisingly, it began to work. The first dose showed a slight burn on the grass and the second none at all but the weeds were severely burnt on both occasions.

On No. 1 fairway the material was applied on Oct. 19 at the 300 lb. rate as usual and no rain showed up for over a week. Clear and warm weather followed with the exception of a couple of cool days. The turf on this fairway received a severe burning and did not begin to recover until we had a heavy four day rain beginning on Nov. 12. The weeds had the same degree of burning as on the other fairways.

The turf was in good condition going into the winter, except for No. 1 fairway which showed some of the effects of the burning. With the two applications there was possibly 60% of the weeds permanently killed. Of course a third application should have been made, but as it was so late in the season, and the growing season lasts into November, it was thought better to wait till the spring. By so doing, the new plants that come up from seed could also be killed. The weeds did not get much of a start before winter so were weak in the spring.

Third Application This Spring

This spring we started our third application of sodium arsenite on April 29. The Milorganite mixture was again applied at the rate of 300 lbs per acre. On the two days previous to this application there was a total rainfall of one inch. Half of the course was covered on the 29th and the remainder completed the following day.

The clover began to show signs of burning two days later and the buckhorn showed very slight burning. The burning was very slow as the temperature was low until the fifth day, which apparently had a lot to do with it.

The clover was severely burnt with this treatment as it had not wholly recovered from the fall injury. Yarrow and buckhorn were partly burnt, but only a small percentage was completely killed.

The grass was burned only very slightly except where the tractor and spreader wheels had been over it. This injury recovered slowly but seems to be unavoidable as even where the rubber tired trac-

tor wheels had been, some burns appeared.

The cost of the material delivered at our shed plus the cost of application, exclusive of the tractor and spreader, was \$7.52 per acre, per application. This is slightly higher than it would be elsewhere as our club is situated on an island which adds to the transportation cost.

As a matter of caution, care should be used in the handling of sodium arsenite as the dust from it causes severe irritation to the nose and throat. A respirator should be worn and kept clean.

We obtained about an 80% kill on the buckhorn and clover which has improved our fairways tremendously. The Milorganite has given the grass a good start toward filling in the bare spots left by the weeds.

Dandelions Not Loosened

The dandelions were not loosened to any great extent as I believe they would require four applications nearer together than we were able to do. We are not greatly troubled with them so are using a Root weed gun which will kill them with one shot of our mixture.

The most important things to consider in applying sodium arsenite by the dry method are:

1. Determine experimentally the correct rate to apply material on your particular course. The rate of material will undoubtedly vary on different courses. Probably slightly lower rates should be used on a sandy soil than on a clay soil.
2. Use an accurate spreader. The use of an accurate spreader cannot be emphasized too much as was shown by our first treatment. Our old spreader had always been satisfactory for our other work of applying fertilizer and lime, but would not do the work correctly with sodium arsenite. Whether a hand or tractor spreader is used, it should be the best obtainable.

3. Make due allowance for the amount of moisture in the soil. A very important factor in this work is the moisture content of the soil. If the soil is very dry the sodium arsenite will take too much moisture from the grass plants and if there is an abundance of moisture it will not take enough from the weeds to kill them. From our work I found that we had better success with the fall applications than those made in the spring. During the fall the temperature is higher and there is less rainfall. The best time to start is the day following a heavy shower and when clear

warm weather is expected for at least the next three or four days.

A second dose should follow in about 10 days or when the leaves of the weeds are at least nearly half their normal size. Also, it would be best to have this application follow a light rainfall.

A third application should follow this in the same manner and a fourth might be found necessary in some cases. I believe that four of the lightest applications that can be put on effectively would be better than two or three put on heavily. The less injury caused to the grass during these treatments, the quicker will be its recovery to take over the space left by the dead weeds.

Don't Forget Arlington Meeting on Sept. 22-23

ONE of the year's most important turf meetings will be held Monday and Tuesday, September 22-23, at the Arlington Turf Garden, Washington, D. C. The meeting, to which any golf course would be justified in paying the expenses of its greenkeeper as a regular course maintenance expense, is sponsored jointly by the USGA Green Section and the GSA.

Most of the educational activities will take place at the Arlington Garden where a review of the experiments on the turf garden now in progress will be inspected and studied. Experimental plots on the grounds of the Bureau of Plant Industry as well as those in the National Capitol Parks will also be studied.

Hamilton Hotel in Washington will again be general headquarters. The annual banquet will be held Monday evening at the Hamilton. There is no charge for any of the informative activities and all persons are welcome to attend the sessions.

Bill Aids Retailers—House Bill 329 approved by the Illinois state legislature curtails "buy it wholesale" operations as done by corporation purchasing departments making discount purchases of merchandise for resale to employees. Golf goods, especially balls, were handled in considerable volume in this channel to the disadvantage of pros and other established retailers.

The Illinois Federation of Retail Associations conducted an energetic campaign for the bill, which went into effect July 10.

CHAMPIONSHIP GOLF REQUIRES CHAMPIONSHIP TURF

Since the beginning of championship tournament golf each year our name is identified with the supplying of Grass Seed, Fertilizer and Supplies to Golf Courses staging these major tournaments. 1941 is no exception, and many courses holding national major tournaments have used our Grass Seeds of Known Quality, as well as other supplies offered by us.

HEADQUARTERS for BENTS and OTHER TURF PRODUCING GRASS SEEDS OF "Known Quality"

Tested for Purity and Germination

NEW FALL PRICES SEPTEMBER 1st
COMPLETE CATALOG
GOLF SUPPLIES ON REQUEST

Stump & Walter Co.

132-138 CHURCH STREET, NEW YORK, N. Y.

ELIMINATE THE DANGER OF SCALDING IN SHOWER BATHS



STOP unexpected
changes in the
water temperature

No more slipping on a soapy wet floor while trying to dodge a "shot" of icy cold or scalding water

When you use a shower bath regulated by a Powers safety shower mixer the temperature remains right where you want it. You can really enjoy the thrill of a comfortable shower in absolute safety . . . Powers mixers cost more—They're worth more. Write for circular 2145. The Powers Regulator Co., 2746 Greenview Ave., Chicago—231 E. 46th St., New York—Offices in 47 Cities—See your phone directory.



POWERS SAFETY SHOWER MIXERS

Late Season Play Push Pays Dividends

A REMINDER that lots of golf playing equipment can be sold after Labor Day is given to pros in a letter from John Sproul, sales mgr. of the golf ball dept., U. S. Rubber Co. The after-Labor Day matter is not the only one in which pros—and others in the golf business—out-smart themselves by knowing all the reasons why business should be lousy.

A punch is put in the letter by drawing a parallel with a hot dog merchant. The letter reads:

An Old Hot Dog Story

There was a man who lived by the side of the road and he sold hot dogs. He was hard of hearing, so he had no radio. He had trouble with his eyes, so he read no daily newspapers.

But he sold good hot dogs. He put signs up on the highway telling how good they were. He stood on the side of the road and cried: "Buy a Hot Dog, Mister?" And people bought.

He increased his meat and bun orders. He bought a bigger stove to take care of his trade. He finally got his son home from college to help him.

But then something happened. His son said: "Father, haven't you been listening to the radio? Haven't you been reading the newspapers? There's a big depression on. The European situation is terrible. The domestic situation is worse. Everything's going to pot."

Whereupon the father thought: "Well, my son's been to college. He has lived in the city with big business men. He reads the paper and he listens to the radio, and he ought to know."

So the father cut down on his meat and bun orders, took down his advertising signs, and no longer bothered to stand out on the highway to sell his hot dogs. And his hot dog sales fell off almost overnight.

"You're right, son," the father said to the boy. "We certainly are in the middle of a great depression."

* * *

The point is that in some sections of the country we have taken it too much for granted that Labor Day marks the end of the golf season. After Labor Day just as much effort should be made to sell more golf balls and golf equipment to your customers, for the true fact is—the best golfing weather of the year comes after Labor Day.

Days are still sunny and cooler; daylight saving goes on; Saturdays and Sundays each have fourteen hours of daylight—every hour good for golf. Labor Day is the beginning of the fall golf season. This is the time to get some business.

Defense Bonds and Stamps Information

—Defense Savings Staff of the U. S. Treasury Dept. has just issued five Defense Bond Quizzes designated for emphasis during each week during September. Pushed during week from Sept. 1-7 are Defense Savings Bonds, followed the next week by Defense Savings Stamps, then Retailers-for-Defense Week (during which the retail industry will concentrate its efforts to enlist customer interest in buying Defense Savings Stamps; the two

**GRASS
SEED**

**For BETTER
GREENS
and
FAIRWAYS**

Write NOW FOR NEW CROP Prices
Complete catalog of Golf Course EQUIP-
MENT and SUPPLIES mailed on request.

MICHELL'S SEED HOUSE
Philadelphia, Pa.

Resort Courses and Golf Clubs in Winter Play Area:

Can you, during the period from Nov. 1 to April 1, put to good use the services of a successful, well-known pro, now employed, who—

- is nationally known as an instructor
- is 32 years of age—married
- has had 15 years golf experience
- has A-1 credit rating
- does not drink or smoke—has neat appearance
- is a member of the PGA

Some golf club is going to profit well by securing this man. Write: Ad 160, c/o Golfdom, Chicago.

remaining weeks will be devoted to explaining Stamp and Bond sales.

The Staff adds that to buy Defense Bonds and Stamps, go to the nearest post office, bank, or savings and loan association, or write to the Treasurer of the U. S., Washington, D. C. Stamps are also on sale at retail stores.

GOLF MUNITIONS WANTED

Many thousands of active young golfers and potential golfers are in army training camps.

In the majority of cases these lads have been compelled to give up the game. Where golf courses are near army posts it's seldom possible for the courses to allow playing privileges to private soldiers. Officers and non-coms—the latter only in a few instances—are accommodated.

Golf practice ranges at the camps would fill a wide-open place in the army recreational program.

The ranges would provide entertainment not only for the boys who are golfers, but would introduce the life-long sport to men who haven't had an opportunity to get into golf.

Ground ideal for practice ranges is available at the camps.

What is needed is clubs, balls and lighting equipment.

With clubs and balls available, army recreation authorities will see to it that lighting is supplied.

Now the greatest part of army athletic funds are earmarked for baseball, boxing and football. The accent on sport as a spectacle instead of as a strong invitation to participate is carrying over into the army from American private life.

GOLFDOM has had requests from pros now in the army, asking for used clubs and balls to equip makeshift golf practice ranges.

Here's where every private golf club, every public golf course, each P. G. A. section, and all amateur golf groups need to get busy.

Contact ranking officers of army posts in your vicinity regarding installing of golf practice ranges, start a campaign to collect used clubs and balls with each pro-shop being a receiving station, and you'll see golf as one of the popular solutions of the important problem of soldiers' recreation.

EFFECTIVE!
ECONOMICAL!



SPECIAL SEMESAN

contains two organic mercuries—which assures effective action against brown patch as well as extreme economy! SPECIAL SEMESAN is economical both as to cost per pound and in labor and water required for application. No watering-in required after application. Now, when weather changes are frequent, you need this proved fungicide more than ever! Any supply house.

Your supply house also stocks Regular Semesan and Nu-Green. For free Turf Disease Pamphlet, write Bayer-Semesan Co., Wilmington, Del.

SPECIAL SEMESAN



Our True Washington Strain Creeping Bent in solid turf form makes model greens; supplied in rolls ready to lay down like a carpet. Withstands drought. Fully guaranteed. Used by hundreds of Parks and Golf Courses. Also sold in stolon form. Nursery grown Blue Grass Sod also available for use on tees and fairways. Write or phone for prices and samples.

ILLINOIS GRASS CO. Telephone Homewood (Ill.) 746
191st & Crawford Ave., (West of) Homewood, Illinois

Robert Bruce Harris GOLF & Landscape Architect

664 N. Michigan Ave., Chicago, Ill.
Phone: Whitehall 6530

CADDIE BADGES—We have a number of designs in metal. Circular on request. The C. H. Hanson Company, 303 W. Erie St., Chicago, Ill.

USGA Seeks New Member Clubs

THE USGA is going after more member clubs. Members of the Committee on Sectional Affairs are supervising the membership campaign in their various sections. They are given a list of clubs eligible to membership and are asked to enlist the cooperation of other USGA committee members in recruiting new USGA members.

Most of the prospective member club presidents will receive from Jess W. Sweetser, USGA treas. and chmn. of its membership committee, this letter:

"The United States Golf Association is made up of more than 800 clubs in all parts of the country. Most of them have supported the Association for many years. The basic reasons for this support have been the desires of the clubs for:

"First: A national governing body to standardize rules for play, the golf ball and implements, amateur status, and the countless other matters that arise in individual clubs and national championships alike;

"Second: Up-to-date, economical methods of golf course upkeep. (There are many recorded examples of individual clubs improving their courses and saving hundreds of dollars through use of our Green Section's service.)

"Our Executive Committee members have always contributed their services and paid their own expenses (probably like your Club's governing board) in the belief they were serving an ideal—sportsmanship. That, in the last analysis, is what the Association tries to stand for.

"We would like to have the active co-

operation of *all* regularly organized clubs, and that is why we are writing you.

"Your Club is a member of a local golf association but not of the national governing body, the United States Golf Association. If you will thoughtfully consider the broader aspects of membership in the USGA, together with the many concrete advantages to your Club, I feel sure you will join us in helping to keep the game on its present high plane and to improve it wherever possible.

"To help you come to a favorable decision, we enclose a booklet telling something of our activities. We have also asked our Committee on Sectional Affairs member in your district to follow up this communication to you.

"I shall personally appreciate your cooperation and trust that we may soon include your Club in our roster."

Four Thousand See Annual K. C. Pro-Am Matches

MORE than 4,000 followed the fourth annual pro-amateur 10-man team matches Aug. 10 at Swope Park, Kansas City (Mo.) municipal course. This fourth annual presentation of one of the nation's most successful newspaper golf promotions brought the pro team 6 victories, 3 ties, and 1 defeat.

The event is promoted by the Kansas City Journal. The Journal's sports editor, Parke Carroll, steams up the event so it's



Putting Water to a BAD Use

Frankish golfers and caddies who find open lawn hydrants think it fun to leave them running. Foll them! Replace them with Murdock LOCK-LID Lawn Hydrants which cannot be opened. Your Club will more than save on wasted water the cost of "Lock-Lids."

MURDOCK

The Most Reliable Name on Water Service Devices

Putting Water to GOOD Use

BESIDES the air and sun members need drinks of fresh, cool water as they play the course. Is your course adequately supplied with Murdock Outdoor Anti-Freezing Bubble Fountains?

The Murdock Mfg. & Supply Co., Cincinnati, Ohio



HENDERSON'S Golf Grasses

Time to Seed—
Time to Buy.
It is doubly wise
to seed this Fall.

Let us quote prices
on your needs

PETER HENDERSON & CO., 35 Cortland St., New York City

Three Styles of One-Color
Score Cards

of Excellent Quality are

Priced \$20 to \$25 for 5,000

Produced by a New Process they
are complete and of correct size.

Samples of these and higher priced
2-color cards to clubs on request.

JOHN H. VESTAL CO., Printers
703 South La Salle Street --- Chicago

LEWIS golf ball
WASHERS
at every tee!



This new Lewis paddle-type
Washer is going over in a
big way. Your course should
have one at every tee! Ask
about One Dollar TRADE-IN
OFFER on old washers.

G. B. LEWIS CO. Dept. G9
WATERTOWN, WIS.

the Kansas City version of the Ryder Cup team vs. The Walker Cup team. Front page plugs and news stories on the event and lively and attractive art on the Journal's sport pages make the event keenly discussed by golfers in the K. C. section.

In the first year's play the pros won only 4 of the 10 matches. The next year each team won 5 matches. Last year the pro team won 6 matches and tied one. Matches are 18 holes.

The Midwest PGA picks the pro team. The amateur team is selected by a group of K. C. amateur officials. Harry Railsback was pro non-playing captain. "Speed" Swift was the amateurs' non-playing captain.

Admission to the matches is free. Swope Park's No. 1 course is a hilly one and hard going in hot weather for spectators, but the matches have drawn as many as 4500, with about 1000 being turned away because of lack of parking space.

**Bag Rack That Saves
Room Helps Pros**

By **E. W. HARBERT**

Pro, Marywood CC, Battle Creek, Mich.

CLUB racks are a problem in many small shops. Preservation of bags and clubs, and maintenance of a neat appearing shop, together with speed in locating a member's clubs, are essential in pro shop operation.

Lack of money, and now, in some cases, difficulty of getting steel prevent installation of bag racks badly needed at some shops.

I have worked out a bag storage arrangement that cares for the bags satisfactorily, in small space and for little money. I take a 2 x 4 and bore holes in it, inserting round dowels or pins made out of broom handles which are worked down to fit the bored holes. The dowels are put far enough apart to accommodate

Charley Duncan (right), veteran pro at the Jasper National Park course in the Canadian Rockies, shows Ivan Dmitri, celebrated color photographer, one of Jasper's unique tee markers. Each tee on the Jasper course has a contour marker similar to the one Charley is pointing to, which not only gives the correct yardage but plots traps, bunkers and other hazards.

Photo: Canadian National
Railways.



the bags. The pro will have to determine these distances himself from the bags that are in his shop.

By storing the bags upright instead of horizontally I save considerable space. This arrangement goes about 16 in. out from the wall instead of the 56 in. required by horizontal storage.

A shelf about 7 in. above the bottom row of bags provides space for storage of women's bags or the men's smaller bags.

The top shelf is built at an angle of about 25 degrees so the clubs lean toward the back.

On the floor, in front of the bottom row, I have nailed a 2 x 4 that keeps the bags from sliding forward.

Does Not Mar Bags

Members are well pleased because this sort of storage doesn't mar the bags or the pockets as occurred once in a while when shoving bags in the horizontal storage.

This arrangement has enabled me to enlarge my display space and makes my shop look much larger.

Quite a few pros who have seen this installation have said the job is the answer to one of their own big problems with a little shop.

Nelson Again Wins Peddlers' Pro Title

BYRON NELSON, with a 69, defended his pro title at the third annual tournament of the Golf Peddlers' Assn. played Aug. 4 at the Western G&CC (Detroit district). E. W. Harbert won the senior pros' event with a 74. Ray Maguire, Al Watrous' assistant, won the assistant's event with a 72. Ed Rankin's 77 won the peddlers' event and Joe Sommers of Detroit won the press event with a 73.

There were 185 players in the field. Most of the entrants were from Ohio and Michigan, although several boys drove from more distant points to enjoy a session that's becoming famed as one of the most pleasant of the year's tourneys.

About \$1500 in cash prizes and merchandise is up for competition at the Peddlers' annual event. The boys take the competition as a combination of old

settlers' reunion, a tired businessman's outing, and a fast time pro tournament. The pro class brings out some stellar performances. Nelson edged Al Watrous and Herman Fiebig out by a single stroke in this year's pro division.

The 1942 Peddlers' tournament will be played at Inverness, Toledo.

Pro Instruction Sessions Make Texas Amateurs Hot

WILLIE MAGUIRE, Houston (Tex.) CC pro, credits Texas PGA pro instruction sessions with an important part in Texas amateur golf progress. Texas, in case you don't know it, claims a higher percentage of hot-scoring amateur players than any other state in the union.

Willie, the dean of Texas pros, is a great one for talking over teaching, shop operation and grounds work with other pros in all parts of the country. He says that in this exchange of ideas he's constantly picking up new and progressive methods that come as valuable and pleasant surprises to one who's been at the game as long as he has.

He comments that in the past few years the agreement among better known pros in instruction principles has been astonishing. "They explain their ideas differently; some explain more simply than others, but the fundamentals are uniform," says Willie.

Maguire adds: "Our Texas association was one of the first to discuss these matters and I know that it has been the means of improving our teaching methods. A tremendous amount of good has come from these sessions and their extension has been one of pros' great services to golfers.

Winter Tour Teaches Plenty

"A great teaching college for young professionals is the winter tour. If I were a young pro I'd save my money and make this tour at least one winter. Close association with these master players and benefit from their willingness to help has been responsible for bringing to the headlines such players as Hogan, Nelson, Smith, Metz, Demaret, Snead, Ghezzi and McSpaden, to name only a few of the stars among the younger men."

WHAT DO YOU NEED?

If products you want are not advertised in GOLFDOM, draw lines through products listed here on which you want literature and prices. Mail page to GOLFDOM. We'll ask leading manufacturers to send you data at once. Be sure to fill in lower half of page, so GOLFDOM will reach the men at your course for whom it is edited.

GOLF COURSE

Arsenate of lead
Bag racks for tees
Ball washers
Bent grass stolons
Bird houses
Brown-patch preventives
Compost distributors
Cultivators: fairway green
Drinking fountains
Fencing
Fertilizers
Fertilizer distributors
Flags (greens)
Flood lights
Hole cutters
Hose, water
Insecticides
Mole and gopher poisons
Mowers
 putting green tee
 fairway rough
Mower grinders
Pipe, water
Playground equipment
Practice tees (automatic)
Pump (gals. per minute?.....)
Putting cups

Rollers green
 fairway spiked
Sand green equipment
Scythes (motor driven)
Seed fairway green
Seed treatments
Seeders
Shelters
Soil screeners
Soil shredders
Soil testers
Sprayers power
 barrel
Spike discs
Sprinklers: fairway green
Swimming pool data
Swimming pool paint
Tee mats
Tennis court material
Tractors, light
Tractor wheel spuds
Turf renovator
Waste containers
Water systems, fairway
Weed killers

PRO SHOP

Bags canvas leather
Bag carts, for players
Bag racks
Balls .35 .50 .75

Ball markers
Bandages, adhesive
Caddie badges
Caddie uniforms
Calks, for shoes
Caps and hats
Clubs: Woods Irons
 Putters Women's
 Left handed
Dressing grip
 leather
Golf dart boards
Golf gloves
Grip dressing
Handicap racks, cards
Pencils, golf
Rain jackets
Score cards
Sockettes
Sun glasses

CLUB HOUSE

Adding machines
Athletes foot remedies
Bar supplies
Bars fixed portable
Bath slippers
 paper wood
Beer bottle draught
Cash registers
Disinfectants
Fire protection equipment
Floor coverings
Kitchen equipment
Broilers
Charcoal briquets
Coffee makers
Dish washers
Ice cube machines
Ovens
Ranges
Refrigerators
Slicing machines
Toasters
Vegetable peelers
Washing compounds
Liquors gin whiskey
 wine mixers
Linens
Lockers
Playing cards
Runners for aisles
Sea foods
Showers
Shower mixers
Tables, folding; banquet
card
Toilet seat covers (paper)
Towels: bath face
Uniforms

Club..... No. of Is course private,
holes?..... daily fee or municipal?.....
By..... Club Position.....
Address

Please fill in below. Help us send GOLFDOM free to the right officials

PRESIDENT (or owner)

Address

GREEN-CHAIRMAN

Address

CLUB MANAGER

Address

HOUSE CHAIRMAN

Address

GOLF PROFESSIONAL

Address

GREENKEEPER

Address

R. H. Tractor Wheel SPUDS

quickest to put on or take off. Increase tractor efficiency and cultivate turf . . . that's why more than half the U.S. and Canadian clubs use them. Durable and low priced. All sizes for all purposes. Sample spud and circular on request; advise make of tractor and purpose for which intended.

Immediate shipment. If your Ford or equipment dealer cannot supply, write direct to

R. S. HORNER
Geneva, Ohio

MFR. OF SPUDS, FORD-
SON WHEELS, ETC.



(Continued from
Page 8)

Management

It's plain to me that the alleged economies in course maintenance budgets during the past decade have begun to catch up with the courses. I don't recall hearing that such-and-such a club has the best bar in its district, but I have heard boasting about superior condition of a golf course. It is that sort of warranted pride that can be made to get more members and more play. We can't kid ourselves about bar profits being the mainstay of clubhouse net income, but the course has to be attractive or you don't get bar volume regardless of your ability in promoting parties.

"Committee management has been a flop at most country clubs. The idea of running a club by committees is as unsound as running a business with a committee of club managers giving the business a few hours of their time each month.

"I can only explain the committee plan of club management as something that held over while the clubs were growing from small neighborhood enterprises into businesses often having investments in excess of \$250,000. Possibly the reason for this is that very few individuals have much invested in country clubs. On the other hand, the individual with a comparatively small investment in the club will demand more from his club than from some corporation in which he has several thousand dollars invested. He insists that his pet ideas be applied in club management, even though his ideas may not be workable. With his corporation investment he demands only that competent

NO SOD, STOLONS ONLY!

Every stolon healthy and virile and less than one year old. True to strain. Old Orchard - Washington.

OLD ORCHARD TURF NURSERIES

Box 350

Madison, Wisconsin

For Sale: Indoor golf nets. New and used. Address Ralph Weidenkopf, Lakewood Country Club, West Dover, Ohio.

management be hired and allowed to do the job.

"Although general management has demonstrated that it has great possibilities in bringing country clubs through the storm, it takes far more than a title to make a general manager. A man can't jump out of the kitchen or grill room, out of the pro-shop, or off the golf course into handling a club general manager's work properly unless he's had considerable broad business training and is temperamentally qualified for executive work. He should have some business background and be able to talk the language and act the part of a business man responsible for a large enterprise.

"He must have the knack of being able to end the habit of making the manager the target of ill-tempered petty abuse, and be made immune to the knifing of a few members who are disgruntled because the club isn't run to please them above all other members. In the handling of these problems he must have the support of his officials or the club will fall into actual management by the loudest kickers.

"If he's properly qualified he ought to be given standing by being paid what the job is worth. Say the club has a plant worth \$300,000 and has 300 members. That gives each member a \$1,000 piece of the plant whether such entry is made on the books or not. Now a 3% charge for efficient general management of that \$1,000 isn't unreasonable or unbusiness-like. That makes the general manager's salary \$9,000 annually in such a club. If he's not worth that in such a case the right man hasn't been hired. Or it may be that the right man isn't being allowed to give his full value to the club.

"The problem of applying the general management policy and of getting a fully qualified general manager is the toughest one the private golf clubs have today. When they get that solved much of their worry about their future will be banished."