

COUNTRY CLUB OPERATIONS IN 1941

FOOD DEPARTMENT ANALYSIS OF 19 CLUBS

(The Percentages Are to Total Sales to Members)

Club	Cost of Food Consumed	Cost of Employees Meals	Cost of Food Sold	Gross Profit	Salaries and Wages	Other Departmental Expenses	Departmental Profit or Loss †
1	55.84%	6.76%	49.08%	50.92%	34.72%	14.40%	1.80%
2	67.38	19.85	47.53	52.47	42.71	21.78	12.02 †
3	75.32	23.12	52.20	47.80	44.44	16.63	13.27 †
4	54.37	.....	54.37	45.63	24.39	22.32	1.08 †
5	47.13	.....	47.13	52.87	43.09	47.31	37.53 †
6	75.48	18.36	57.12	42.88	43.60	11.98	12.70 †
7	77.68	9.11	68.59	31.41	43.39	11.99	23.97 †
8	56.49	22.88	33.61	66.39	36.58	11.03	18.78
9	79.62	40.95	38.67	61.33	63.33	29.94	31.94 †
10	67.88	26.35	41.53	58.47	36.11	23.61	1.25 †
11	55.35	.....	55.35	44.65	29.99	10.86	3.80
12	71.77	16.94	54.83	45.17	29.06	11.41	4.70
13	52.68	.....	52.68	47.32	31.91	19.10	3.69 †
14	51.32	8.68	42.64	57.36	27.60	17.47	12.29
15	54.88	19.96	34.92	65.08	39.87	14.24	10.97
16	77.89	24.61	53.28	46.72	33.64	19.13	6.05 †
17	49.27	.....	49.27	50.73	39.59	22.07	10.93 †
18	75.11	17.59	57.52	42.48	37.30	29.20	24.02 †
19	48.56	14.28	34.28	65.72	27.88	15.58	22.26
Medians	56.49	19.85	49.27	50.73	36.58	17.47	3.69 †

(Compiled by Horwath & Horwath)

COUNTRY CLUB OPERATIONS IN 1941

BEVERAGE DEPARTMENT ANALYSIS OF 15 CLUBS

(The Percentages Are to Total Sales to Members)

Club	Cost of Beverages Sold	Gross Profit	Salaries and Wages	Other Departmental Expenses	Departmental Profit
1	37.36%	62.64%	11.57%	4.07%	47.00%
2	46.65	53.35	28.55	8.34	16.46
3	50.01	49.99	9.86	7.00	33.13
4	42.02	57.98	15.06	5.21	37.71
5	36.08	63.92	12.20	19.27	32.45
6	53.94	46.06	10.02	2.18	33.86
7	55.94	44.06	11.20	5.36	27.50
8	49.70	50.30	15.15	1.10	34.05
9	50.95	49.05	11.44	5.65	31.96
10	45.25	54.75	12.25	9.45	33.05
11	37.50	62.50	18.24	24.79	19.47
12	44.77	55.23	12.95	15.43	26.85
13	38.08	61.92	13.45	12.25	36.22
14	42.58	57.42	8.66	6.37	42.39
15	60.75	39.25	6.55	4.61	28.09
Medians	45.25	54.75	12.20	6.37	33.05

(Compiled by Horwath & Horwath)

COUNTRY CLUB OPERATIONS IN 1941

ANALYSIS OF 27 CLUBS

(The Ratios Are to Total Dues, Fees, and Departmental Profits or Losses)

	Number of Regular Resident Members	Rate of Regular Annual Dues	Grounds and Greens Expenses	Caddie and Golf Expenses	Club House Expenses	Entertainment Expenses	Swimming Pool Expenses	Sports Pastimes Expenses	Tennis Expenses	Employees Quarters Expenses	Heat, Light and Power Expenses	Repairs and Maintenance Expenses	Administrative and General Expenses	Insurance, Fire and Windstorm	Real Estate Taxes
1	210	\$133	30.07%	4.55%	29.87%	5.65%	—	—	—	4.84%	9.27%	9.27%	24.97%	4.01%	6.18%
2	659	120	24.23	—	27.24	1.91	—	—	—	—	5.05	11.92	10.76	3.27	—
3	875	185	14.44	4.36	19.98	1.88	—	—	—	—	6.81	9.74	14.92	2.56	10.47
4	275	155	31.77	6.33	14.57	3.78	3.27%	—	—	1.96	7.02	1.56	6.49	2.66	8.91
5	—	—	22.43	6.97	10.67	2.40	1.60	—	—	—	5.05	.57	20.39	3.40	19.61
6	414	180	25.85	2.95	6.40	2.48	—	1.35	1.14	1.14	9.50	12.52	15.43	3.54	3.55
7	345	275	25.21	2.71	22.67	2.37	—	2.97	2.58	2.58	7.17	1.92	16.48	3.73	4.13
8	—	—	20.60	—	34.29	3.47	3.44	—	1.70	—	8.37	3.36	6.64	1.48	.45
9	175	300	20.60	3.37	12.35	2.82	4.90	—	6.63	—	5.02	—	13.20	3.70	5.62
10	260	195	27.46	9.53	17.63	6.88	—	—	—	—	10.35	5.10	31.92	3.05	3.65
11	380	285	26.67	3.66	16.81	2.20	2.21	1.88	.86	3.03	12.22	15.01	32.59	2.30	3.11
12	208	350	18.03	4.35	5.02	4.17	2.00	.65	2.81	.91	6.81	4.16	23.98	3.20	16.60
13	300	250	21.97	2.02	10.76	5.14	3.12	10.14	3.57	1.37	8.96	1.65	20.75	3.54	5.78
14	400	150	33.20	5.06	22.68	2.55	2.46	—	1.16	1.75	7.67	1.00	11.66	2.98	11.21
15	375	100	31.34	27.52	32.21	3.00	—	17.83	—	1.82	8.27	4.87	23.32	3.32	6.16
16	267	200	23.93	3.14	8.66	2.58	—	3.88	—	—	7.22	5.77	17.82	4.28	5.50
17	225	175	31.42	15.13	20.78	7.82	10.28	10.40	—	.79	12.98	11.52	23.37	2.15	7.53
18	580	250	20.69	3.48	35.39	4.58	—	3.97	3.24	3.62	10.51	5.54	13.46	1.84	11.76
19	—	—	18.58	—	18.85	5.19	1.39	—	4.04	.62	5.12	5.40	12.43	1.97	15.56
20	292	240	21.06	2.68	11.80	.67	—	5.20	3.90	—	7.06	6.01	9.07	3.44	6.10
21	350	175	29.90	3.92	11.45	2.97	—	2.86	—	—	6.44	3.43	12.43	1.97	15.56
22	—	—	22.06	2.68	12.30	1.67	—	1.09	3.90	.62	6.44	2.47	29.76	2.68	7.82
23	270	180	38.17	3.29	29.76	4.13	—	5.16	1.64	1.59	10.30	4.14	18.84	3.02	19.75
24	314	150	39.65	3.56	16.12	3.18	5.49	1.39	—	—	6.30	7.74	17.47	3.21	6.78
25	280	240	25.10	3.46	15.53	3.26	—	1.69	—	—	3.69	5.84	16.67	.97	4.70
26	470	180	24.27	5.17	22.48	1.76	2.48	—	1.15	—	8.88	10.62	18.09	3.26	6.90
27	255	300	21.68	3.62	13.98	2.17	1.12	—	5.92	.65	—	—	—	—	—
Medians	375	\$185	24.27%	3.64%	16.81%	2.97%	2.48%	3.88%	3.02%	1.59%	7.17%	5.25%	16.67%	3.21%	6.90%
Medians of Clubs (10) with over \$75,000 income	347	\$245	24.27%	3.48%	13.98%	2.48%	2.21%	2.86%	2.81%	1.25%	6.81%	4.78%	16.48%	3.21%	6.90%
Medians of Clubs (17) with less than \$75,000 income	270	\$175	30.70%	4.55%	24.87%	3.63%	4.31%	4.96%	4.23%	1.82%	8.32%	5.44%	18.33%	3.08%	6.85%

(Compiled by Horwath & Horwath)

Ball Protection Is "Patriotic Duty"

IN A TALK made recently before members of the Philadelphia Section PGA, John W. Sproul, sales manager, US Rubber golf ball dept., told how government restrictions on golf ball construction, beginning with the first order on December 11, by telegram, to discontinue the manufacture of golf balls immediately, had caused for what for a time was a state of bewilderment among golf ball makers. He then went on to tell what means had been taken to safeguard existing supplies of golf balls, both new and used, so as to spread their use over the longest period of time and to distribute them in as fair a manner as possible.

Sproul advised every pro to make it his patriotic duty to see that every member was contacted and urged to turn over to the pro, his used balls before they become too badly abused and cut up to be reprocessed. He explained the US Rubber plan for reprocessing US standard brands of balls, and gave the further announcement that US would also reprocess any type and construction of golf ball. Sproul estimated that the reprocessing plan now being put into usage by the regular ball manufacturers would prolong the life of

golf at least one or two years without sacrificing to a noticeable degree for the average golfer any of the features of the ball—such as distance, feel, click, trueness, and particularly, durability.

Sproul urged every golf pro to work closely with the officials of his club to see that his club is operated strictly on a war-time basis. He said that "If each member can be made to feel that his club is a vital part of his life and necessary to his physical well-being—just as the church or school is necessary to the spiritual and mental well-being of a community, and it costs plenty of money to maintain churches and schools—your club will survive this emergency period.

"If the club is operated on a war-time basis, eliminating all unnecessary expenses and cutting others to the bone—even to the point where members suffer inconveniences to which they have not been accustomed in the past—thereby enabling them to buy more bonds and still keep up their golf; and if they are convinced by their golf professional and the officers of their club that by keeping physically fit—and there is no better way than by playing golf—they are performing a pa-

Photo shows Westmoreland CC's newly remodeled pro-shop as arranged by Johnny Gibson, who is beginning his first year at the Chicago district club. The shop, measuring 10 ft. x 60 ft., has club holders inset in wall which permit neat arrangement of sets. Modern lighting fixtures on ceiling, and a modern oil burner for heating are other features of the shop. The walls are painted in a tone effect of cream and burnt umber; the floor is grey, with a woven green cord carpet. A desk in the center of the room is used to record member accounts, make lesson appointments, etc. At one end of the shop is a work bench, with all the tools for repairing clubs.



If It's a Wilson "Rebuilt" ... and Performance-Pr

NEWS! Recent actual-play tests, by professional stars, have *proved* that top-grade Wilson "Accurated" Rebuilt Golf Balls perform literally *as good as new*. In these tests—nothing in the drives, short play or greens play indicated that "rebuilt," instead of brand new, top quality balls, were being used. Make the *play test* yourself, and *see*.

Wilson "Accurated" System

Before any used ball sent to us can be passed for rebuilding, it is critically *inspected*, expertly *tested* and *accurately rated* for general condition, compression, type of center, potential performance and life. Only use balls that can pass the Wilson "Accurated" System of inspection can wear the Wilson "Rebuilt" brand mark.

We prove our pride and confidence in Wilson "Accurated" Rebuilt Golf Balls by stamping them with our exclusive quality brand names—Top-notch, Turf-rider and All-American. The Top-notch and Turf-rider "Rebuilt" have new genuine Cadwell-Geer patent covers. The All-American "Rebuilt" have new Vulcanized covers.

90% Original Performance

When you buy a Wilson Rebuilt Golf Ball, you can expect as much as 90% of the original distance, accuracy and service. And that is true of *any* Wilson rebuilt ball, grade for grade. Furthermore, if the used ball that are sent to us for rebuilding are carefully checked *before being shipped*, as high as 90% of them may be returned to you as "almost as good as new" *rebuilt*.

To Keep 'Em Playable

One Wilson *Accurated* rebuilding job doesn't necessarily mean that a ball's usefulness will be over. Due to our method of handling, the center

IT'S WILSON TODAY IN SPORTS

Wilson Golf Ball . . . It's "Accurated" Proven in Actual Play Tests!

Some of these Wilson Rebuilts may be used several times for rebuilding—*if players are careful* to turn in balls before they become too badly damaged. This means that even if new rubber is not available for years—the health and morale-building values of golf can be made available to America for a long time. But *players must cooperate.*

Be Careful

Remember, the life of golf during these war years depends upon the number of rebuilt golf balls that will continue to be available. Used balls sent to Wilson Sporting Goods Co. will have their usefulness prolonged by careful handling.

Used balls that are not sent to reliable manufacturers—that get into careless hands, are literally thrown out of the game—a good way to kill golf for the duration.

Liberal Terms and Allowances

We invite you to depend upon the Wilson "Accurated" System for your rebuilt golf balls. Write at once for our *very liberal* terms and allowances. Get this information right away. The Wilson plan offers desirable advantages. You'll get maximum allowance for your used balls, and maximum performance and service from your Wilson Accurated "rebuilt."

"Help to keep good golf going for the good of national health and morale, by cooperating with the Wilson 'Accurated' System of rebuilding golf balls."

FREE—Pamphlet on "Accurated" Rebuilt Golf Balls. For distribution to your players. See coupon.

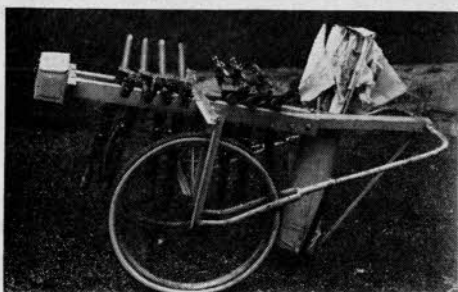
LB Ickly
President

Wilson Sporting Goods Co., 2037 N. Campbell Ave., Chicago

FREE PAMPHLET—on "Accurated" Rebuilt Golf Balls.
For distribution among players.

I can use the quantity indicated below.

P M E N T



Fairway sprinkler cart used at Westchester CC, Rye, N. Y., for high pressure hoseless system. Tool box is from fairway mower. Quiver of flags is for marking snap valves in late afternoon so irrigation tender can quickly locate snap valve outlets when he moves sprinklers at night. *Kent Bradley photo.*

triotic duty to themselves and their country so that they can work better and longer, you will not need to worry about regulations."

Sproul went on record as "very optimistic about the future of golf. We are all going to have to tighten our belts, but so has every other industry and every other individual in the country. If we all do our jobs in the best way we know how and if we all cooperate to promote and preserve the game of golf, we will not only survive but will come out of this war period a much stronger and more vital part of our national life."

Pontoosuc Lake Membership Solicitation Folder Is Model

PONTOOSUC LAKE CC, Pittsfield, Mass., in addition to having low annual membership fees, gave members who paid these fees before April 6, a 6 per cent discount.

In enlisting its 1942 membership Pontoosuc Lake used a folder that contains some excellent points other clubs might well use in their publicity. The invitation is extended to "play golf at Pontoosuc Lake for Victory, Economy, and Pleasure."

Some paragraphs from the circular follow:

"It is reasonably certain, whether the war be long or short, that athletic activity will be with us always. That is the experience of Canada, England, Australia, the European and other countries. In the

United States there will be sports in 1942 and always.

"For millions of Americans, golf is the greatest national pastime and health builder. It is the perfect sport and deserves first place in our leisure hour program. The qualifications requisite for the game—rhythm, timing, muscle co-ordination—are identical with those required for properly managing a pursuit or fighter plane. In fact, athletic activity is a part of the regular training for men in the service, and physical prowess is fundamentally tied up with prosecution of the war.

"To keep physically fit, especially for the duration, is essential for all—for those at home have duties as well as those at the combat front—duties requiring strong bodies, strong minds, and strong hearts. Victory and ensuing peace with accompanying normal conditions, will come more quickly if we do our part NOW to keep things going.

"As everyone must have relief from continuous work, whether light or arduous, and as golf is the most sensible and agreeable method of acquiring such relief, the Lake Golf course looks for the biggest and best season in its history in 1942.

Always in the Black

"Since its incorporation in 1935 on a commercial basis, the club receipts have uniformly exceeded its expenditures. The year 1941 was the second best year in its history. Probably no club in the Berkshires purchased as many NEW golf balls in 1941 as did the lake course and as manufacturers will allot balls this year on the basis of 1941 purchases, the club feels reasonably certain that every club member can be cared for as to new balls, which will be given out at reasonable prices on the same allotment basis as received. The club also has a very large number of used balls which will also be available."

Mailing Card Idea Grows—That series of mailing cards Carl Suedhoff, sec.-mgr. of the Fort Wayne (Ind.) CC has been using so effectively in keeping patronage high at the club, is being extensively used by other clubs now.

Suedhoff will be glad to mail some samples of the cards to interested managers and give them details of the quantity price proposition he's been able to make other clubs that have adopted this mailing series in getting members out to the clubs.

Pros - it takes time to properly re-condition GOLF BALLS

We can't make any more new golf balls for the duration—but, we're re-conditioning used balls in a way that will keep them flying far and true. Remember, though, it takes time.

Foreseeing war's restrictions on the nation's rubber supply, our plans for re-conditioning used golf balls were far advanced by the early part of the year.

You Pros know golf ball construction. So, you also know that it's no simple job to re-condition used golf balls—if the job is done right, and it must be done right or your reputation and ours will suffer.

A tremendous volume of balls were shipped to us from all parts of the country following the announcement of our re-processing plans. Then, Government priorities on certain of our equipment requirements stepped in—equipment needed in war production.

Neither you nor we can complain about that

—but it upset our operating routine and, for a while, rather seriously retarded our deliveries. This is by way of explanation to those of you thus affected.

Replacements in machines have been made and production is being speeded up as rapidly as possible—deliveries are being made in greater volume each day.

It won't be long before deliveries are right up to your needs. But, again, remember, it takes time to do the job properly. So, keep reminding your players to turn in their used balls at the pro shop—and, in turn, get them into us without delay. We're doing a really great job of re-conditioning—and it takes time.

If you haven't received details of the Hagen plan for re-conditioning balls write—today

The L. A. Young Golf Co.

GRAND RAPIDS
MICHIGAN

USGA Reports On Substitutes For Mercury Fungicides

By JOHN MONTEITH, Jr.

A FEW years ago the USGA Green Section, anticipating a shortage in mercury supplies, started tests to determine the value of some of the newer chemicals that offered possibilities as fungicides for turf. The tests were conducted at the Arlington Turf Garden and on nurseries of nearby golf courses, particularly the Chevy Chase club and the Manor CC.

The types of chemicals that were tested included: Diorthotolylguanidine, Manganese dimethyl dithiocarbamate, Mercaptobenzothiazole, Tetramethyl thiuramdisulfide. Dibenzothiazyl dimethylthiol urea, Ferric dimethylthiocarbamate, Monoethanolamine, Diethanolamine, Triethanolamine, Sulfanilamide, and Piperidine pentamethylene dithiocarbamate.

Fortunately the list does not have to be memorized for most of these chemicals don't work as turf fungicides.

More Than 100 Chemicals Tested

Among the more than 100 chemicals tested were several that showed some promise for brown-patch or dollar spot control. Some of them which checked diseases had to be ruled out because they burned the grass too much at concentrations needed for control. In other instances the rates needed were so heavy that the cost of any effective treatment appeared prohibitive. In other cases the control was sporadic and further testing will be needed before such materials can be generally recommended.

Results of some of the preliminary tests which were conducted by the Green Section were reported by George E. Harrington in the March 28, 1941, issue of *Science*, p. 311. There it was pointed out that, "some of the thiuram sulfide compounds have shown considerable promise. Of these, tetramethyl thiuramdisulfide (known commercially as Tuads, Thiurad, and DuBay 1205-U) has been the most effective to date."

The tests were made on different strains of creeping bent but no injury to the turf developed at any of the rates used.

The tetramethyl thiuramdisulfide was

mixed with sufficient dry sand to give it bulk enough for even distribution. It was then applied and the turf was watered lightly. Applications were made regularly throughout the season at weekly intervals. The results with this chemical as reported in the above mentioned issue of *Science* were stated as follows:

"This season's applications of the chemical at the rate of 4 oz. to 1,000 sq. ft. effected complete control of both diseases, whereas the untreated plots were 70% infected. In these series the turf was superior to that on the plots which had received treatments with mercury fungicides. Lighter applications were tried for the control of dollar spot. A 2-oz. rate gave just as effective control as a 4-oz. rate when repeated treatments were employed. Where the rate of application was reduced to 1 oz. to 1,000 sq. ft., from 7 to 15% of the area became infected."

Since the above tests were reported the Green Section has made further trials with this material in the vicinity of Washington and in other sections of the country. The material has continued to show much promise for the control of brown-patch and dollar spot as well as other diseases, the causes of which were not determined but which are generally classed under the category of "scald." The evidence also indicated that this chemical gave prolonged protection comparable to that of mercury treatments.

Tested on Snowmold

Applications of this chemical were made also in the snowmold region during the falls of 1940 and 1941. The tests in the winter of 1940-41 were not convincing due to the fact that the snowmold injury in most of the areas where the tests were conducted was so light that definite conclusions were not justified. Fortunately, from the standpoint of the tests, during the winter of 1941-42 snowmold was more active in the areas where some of the tests were conducted.

The accompanying picture shows the result of one of the tests conducted at the Woodmont CC in Milwaukee, Wis. This

Yes —

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FOR YOU**

Mr. Pro!

We have at the present time a well balanced stock of the new 1942 Power-Bilts to meet the needs of our Professional dealers. Send in your order now while we are in a position to give you the best possible service.

Your club members who buy Louisville Power-Bilts this year—will be making a *golf club investment* for which they'll be grateful for many years to come. Your catalog is ready now for delivery—write us.

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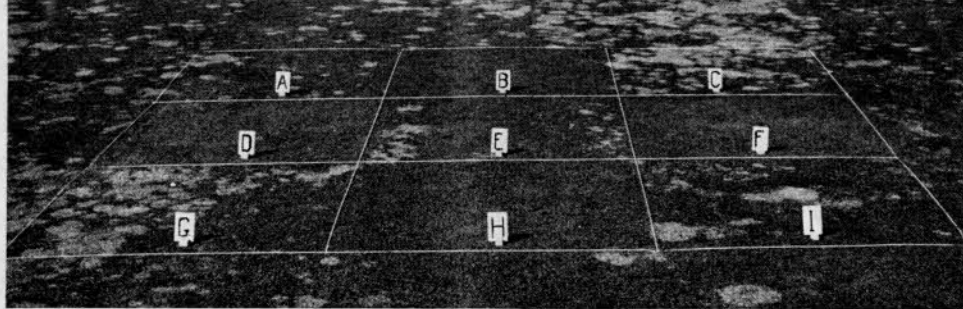


Photo shows complete control of snowmold with tetramethyl thiuramdisulfide at 4 oz. to 1,000 sq. ft. in plots B and H, and with a mixture of 1 part bichloride of mercury and 2 parts of calomel at the 4-oz. rate in plots D and F. The four corner plots show lack of control with another possible organic fungicide at the 3- and 6-oz. rates.

test was supervised by Dr. O. J. Noer, who took the picture this spring.

The center plot (E) received no treatment. The two plots on either side (D and F) each had received a fall treatment of 4 oz. to 1,000 sq. ft. of a mixture of one part corrosive sublimate and two parts calomel. The plots above and below the center (B and H) received a fall treatment of 4 oz. of tetramethyl thiuramdisulfide. The corner plots were treated with different rates of another chemical which was not effective.

We have also received a report from Prof. James Tyson telling of the results he obtained in duplicate tests he laid out on turf in Lansing, Mich. Professor Tyson reports that in the center plot (E) which received no fungicide the snowmold damage was severe, affecting 40% of the turf on one plot and 45% in the check plot in the duplicate series. In the plots treated with a combination of one part corrosive sublimate and two parts calomel no snowmold whatsoever developed. Likewise in plot "B", which received 4 oz. of tetramethyl thiuramdisulfide, he reports that no snowmold developed. In plot "H" in both series however some slight injury developed which he rated as 5% in one series and 10% in the other. His corner plots, as in the test in Milwaukee, all showed some damage from snowmold.

These tests indicate that when compared pound for pound with the corrosive sublimate-calomel mixture this chemical has real value for the control of snowmold.

Some of the other chemicals that have been reported recently as having been found to have merit for the control of turf diseases have not given anywhere near as favorable results in tests in Washington as they apparently have done elsewhere. Since none of these other chemicals have

been thoroughly tested throughout the country it is not wise to stock up with any of them too extensively until their value under your particular conditions has been more fully determined.

PGA Pros Annual Tourney At Seaview Club, May 25-31

TWENTY-FIFTH annual PGA championship will be played over the Seaview CC course at Atlantic City, N. J., May 25-31, with a field of nearly 120 expected to take part. Although the Seaview layout is not classed as one of the tough courses of the country, there are several holes, notably numbers 2, 3, 6, 14, 15, and 17, that are expected to cause the pros quite a little trouble.

Vic Ghezzi, a private in the Army at Fort Monmouth, N. J., has been granted leave to defend his championship, according to Fred Corcoran, tournament bureau manager. Another entry will be Walter Hagen, who, at 49, will come out of retirement to compete again for the title he has won five times.

War conditions have forced a change in the amount of prize money, which was scheduled to be boosted to \$14,200 this year by action at the last annual meeting. However, it was recently voted that the increased prize money should not take effect until after the war. Therefore, the championship will be played for relatively the same prize amount as in the past—\$7,100. Railroad expenses will be paid as per usual custom. This year, however, only 32 are to qualify for match play and all matches will be at 36 holes. Net profits of the event are to be given to Army and Navy relief funds.