

Carroll T. MacMaster, Jr., son of Woodholme CC, Pikesville, Md., pro, appointed pro at Mecklenburg CC, Chase City, Va. . . . Young MacMaster has been running his fathers' golf range for past 3 years. . . Illinois Women's Golf Assn. allotting gallery fees of its 1948 championship and campaigning to sell Western Golf Assn. \$5 individual memberships for benefit of Evans Caddie Scholarship fund.

Chicago District Golf Assn. 1947 year book recently issued, contains not only records of the CDGA but the most complete presentation of a handicap system you could desire. . . Tom McMahon, chmn., CDGA handicap committee, also was active on USGA committee which revised handicap system. . . McMahon's CDGA rating of Chicago district courses on a fractional par basis rates Medinah No. 3, where 1949 National Open will be played, from back tees, toughest in the district. . . Fractional par is 76.08. . . On McMahon's fractional par basis Canterbury rates 75.83; Oakmont, 75.65 and Pine Valley, 73.25.

Audubon CC, Louisville, Ky., 1948 Year Book has on front cover a picture of its pro Bobby Craigs and is "affectionately dedicated to Bobby by the membership. Bobby Locke named "Best Dressed International Golfer" by Custom Tailors and



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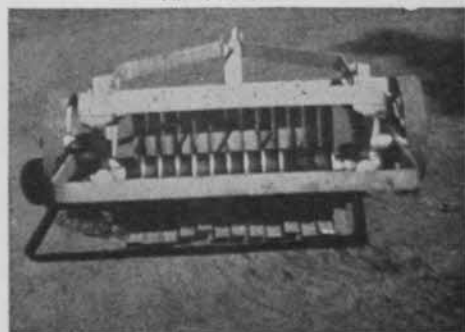
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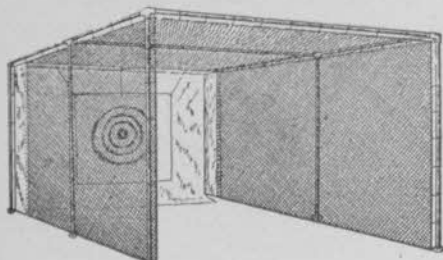
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Here are changes in the pro line-up relayed to us by "Lashe" Meyers of Pittsburgh: . . . Neil McHugh to Grove City (Pa.) CC replacing Bert Gallagher. . . Fred A. Welch from Binghamton, N.Y. to Pleasant Valley CC, Connellsville, Pa., replacing Ken Rutherford who went to assist his dad at State College Pa. . . Milton Dunsmore, ex-asst. at New Castle (Pa.) CC to Sharon (Pa.) CC as pro replacing George Swankie who retired. . . Jimmy Born from Foxburg (Pa.) CC to Suncrest GC, Butler, Pa.

Also from "Lashe": Lou Fabian, ex-asst. at Chartiers CC, Pittsburgh, to Phillipsburg (Pa.) CC as pro replacing Leo Anderson. . . Leo goes as pro to American Legion course, Mount Union, Pa. . . . Sammy Drake, formerly asst., Churchill Valley CC, Pittsburgh, Pa., to Elks CC, Richmond, Ind. . . . Dick Klein, formerly asst., Churchill Valley, now pro at Ebensburg (Pa.) CC.

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"On the Job" Research Begins in Illinois

Midwest Assn. of Golf Course Supts. and Agronomy Dept., University of Illinois, are cooperating in an "on the job" turf research program with Chicago area courses as sites of the preliminary work which will be extended in the state, according to present plans.

Ray Gerber, chmn., Turf committee, Midwest assn., and supt., Glen Oak CC, Glen Ellyn, Ill., outlines the initial meeting which was held at the university.

Says Gerber, in the Midwest's bulletin:

"Dr. Bursleson, Head Agronomist, opened the meeting and inquired about specific turf problems on the golf course in the Chicago area that would require special research study. A preliminary outline of turf research and weed control experimental projects was presented by the greenkeeping group for discussion and consideration.

"Suggestions were made concerning the possibility of accomplishing some of the practical research work on designated golf courses in the Chicago area which would provide better facilities to carry on with special projects under actual playing con-

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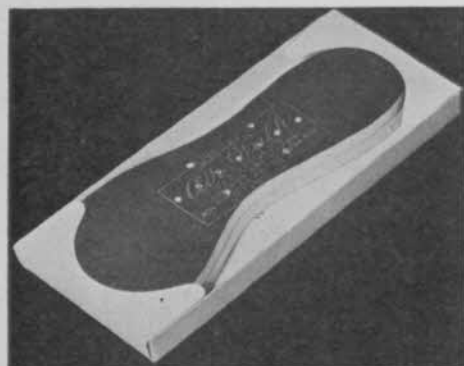
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ditions and seasonal maintenance operations.

"In response to the golf course superintendents' proposal, university officials agreed wholeheartedly to cooperate with the Midwest Association of Golf Course Superintendents in conducting a series of "on the job" experimental projects covering the study of poa annua-control of chickweed and soil compaction tests on greens, tees and fairways.

"A request was made by the Agronomy department for more specific information concerning the approximate number of persons participating in the game of golf, (State of Illinois) the number of golf courses, both private and fee; total acreage devoted to turf maintenance and investment of property. Dr. Burleson stated that this pertinent information would be of real importance when making a request for research funds to carry on with further experimental developments.

"The meeting closed with a mutual understanding among those present that there is a definite need for practical as well as technical research, and that tentative plans be drafted immediately to initiate a research program on designated golf courses in the Chicago area, with the

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cooperation of the Agronomy Department, University of Illinois.

"A visit to the LaGrange CC was made by Dr. Fullemen and Dr. Slife for the purpose of inspecting local turf conditions, and to make recommendations as to the manner of conducting the experiments. Following the tour, a meeting was held in the office of the Greenkeeping Superintendent. It was suggested to focus attention at present on the control of chick-weed and as time permitted, additional plots would be installed for the study of other specific turf problems.

"For association members who are interested in cooperating, the following layout procedure is printed:

"1. Submit layout drawing of area or fairway that is to be used for experimental purposes.

"2. Take a series of 2" soil plugs from the area, and mark each sample plainly, also indicating on the layout drawing where the samples of soil was taken.

"3. Make certain that all samples are wrapped separately and also numbered to correspond with the exact position on the drawing.

"4. Give name of Greenkeeping Superintendent and club where experiments are being conducted."

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Minimum House Account Plan Endorsed by 3 Year Use

By **HERB GRAFFIS**

Maybe when you think of George S. May and his Tam O'Shanter CC on the northwest corner of Chicago, you think of the tournament pros hitting the jackpot and a three-ring circus of pro and amateur men and women stars in the Tam big annual tournament or George's "Sunrise in the Grand Canyon" shirts. "Golf is a hell of a lot of fun to that guy and since he's willing to pay for it, why not?" you may think and let it go at that.

But you don't know the canny Georgie back-stage. He applies to his country club the ideas of business management his organization sells to its industrial clients. There are a lot of details in those ideas but they all boil down to "if you can't make money at it, don't do it."

Although most private country clubs are organized "not for profit" none of them yet has found it isn't wise to have a good piece of cash on the right side of the ledger. Some of them already have been disillusioned thinking they were making enough in the fat years to finance overdue improvement and rehabilitation work. When costs mounted higher than the funds ear-marked for the work the officials and members were sharply reminded that a country club is a business run for the enjoyment of its members.

George S. May learned that the hard way. He took Tam O'Shanter over after the club had experienced depressions, fires and the usual routine of other adversities. He's put more than a million dollars into the plant and that wasn't done just so good fellows could come in and have George pour more money in to enjoy their company. He built Tam O'Shanter as a private membership golf plant that would be a sound investment.

May found, as innumerable club officials have discovered before him, that a

course and a clubhouse may draw business but if people won't spend when they are at the club the initiation fee and dues won't take care of operating expenses.

He wrestled with the house problem for years and in 1945 put into effect the plan that has achieved what almost every club wants—members using the club more.

The plan simply was to have a "Minimum Spending House Account" which called for regular members being charged a minimum of \$20 a month for house account. Social, limited and women members were to spend a minimum of \$10 a month. Limited members at Tam are those who do not have golf privileges Saturday, Sunday or holidays.

Now the minimum is \$30 a month for all classes.

That's because the plan worked.

It did ease out some members, but not many. Analysis of house accounts before the plan was adopted showed that 224 of the 297 regular members had house accounts in excess of the minimum, 22 of the 73 remaining had house accounts of more than \$200 a year, and only 51 had house accounts of less than \$200 a year.

With food costs, wages and other operating expenses constantly increasing, the country club has the problem of making a delicate balance based on steady, high volume of restaurant and bar business. The country club member eats away from home fairly often and usually entertains far more than the non-club member. Getting him in the habit of doing a considerable part of his dining-out and entertaining at the club brings the volume the club needs. A private club can make money with a menu and drink charge

(Continued on page 73)

Being a Pro Means Being A Businessman

By EMIL BECK

Professional-Superintendent, Black River Country Club, Port Huron, Mich.

Any way you look at it, professional golf is a business. A fellow who gets into pro golf as a home club pro has to study and work to qualify himself so he can discover chances for improvement in every phase of his club's operation or he can't say that he is a success as a golf businessman.

By that I certainly don't mean that the pro should go around making it his business to find room for improvement in the course and house operations if there is a competent greenkeeper and an able manager on the job. But he can, tactfully and helpfully aid these other department heads by passing on to his team-mates such information as he picks up from members and observes in getting around to other clubs.

When the pro is in charge of the entire plant or of the outside operations of course maintenance and landscaping, as well as running the golf activities at the club, he must have business judgment and knowledge of a specialized nature as well as good general business training. All he has to do is to look at the figures of the club's investment and annual revenue and he will be reminded that the golf business is no place for an untrained amateur.

In my own case, 15 or 16 years ago I read in *GOLFDOM* advising the younger pro to make a serious study of course maintenance if he wanted to be qualified for a job that would pay enough to justify the full efforts of an ambitious youngster. I took that advice and now am pro and supt. of a club having 600 members. I am confident that the condition of our course and the efficiency of operation will compare very favorably with that of any similar club in the country. I know, too, that our pro shop operations and teachings have won the strong endorsement of satisfied members.

Combination Job is Exacting

There will continue to be controversy about the pro-greenkeeping set-up. While granting the merits of having one man exclusively for the greenkeeping job I would be willing to debate anybody on the capacity of a properly trained pro-greenkeeper to handle the combination job. How-

ever the combination job is not one that can be correctly handled unless the man has had enough course maintenance training to be able to know what the course needs and to train and supervise men for doing the work. The pro who tries to handle a combination job without knowing as much about greenkeeping as he does about teaching, playing and pro shop work, is exposing himself to risk of losing his job. Members are quick to note and complain about any defect in course condition that could be prevented or corrected promptly by a competent man.

In each detail of the strictly pro operations there is need of the same sort of study and supervision a successful man would have to give a manufacturing or retailing business. The pro can't let his brain loaf a minute at or away from his club.

As an example of how all time can mean money to the pro who keeps thinking of his business for the club I can cite our propaganda campaign at the club.

Due to an operation I found myself in the position of not being able to get around as much as usual so decided to make as much of my incapacity as possible by starting and keeping going an intensive and vigorous mailing and publicity campaign.

Regularly my staff would meet for the purpose of discussing and condensing the interesting happenings around the club. This material would be put into readable form and sent to all members regularly. Naturally we'd get a plug in for the pro shop and lessons. We've used this idea for years but hadn't worked it as intensively as this year. Got the idea out of *GOLFDOM* many years ago.

Although this is a private club we have a working arrangement with the director of athletics of the public school system whereby we give free golf instruction to any high school student who expresses a desire to enter these classes. We also make available to them the golf course facilities, free of charge, on certain days, to practice what they have learned. This arrangement serves a twofold purpose. It plays an important part in the development of future golfers and gives us a potential caddy sup-

(Continued on page 75)

Getting Greens Turf That You Can Control

By FRANKLIN HAMMOND

It is generally accepted that we must build into the green all the qualities it should have to maintain itself and to supplement this with as few as possible extra maintenance operations. If we place in the soil materials which when acted upon by the (as we hope) correct weather conditions to produce the results desired what will be the effect if the opposite conditions prevail? If this adverse weather lasts for a long period and is suddenly replaced with the hoped for conditions what then?

For example — there has been built into the green large amounts of compost and other materials so that we think the green has a foundation satisfactory to sustain growth for a long period. The weather happens to be cool and dry all spring. Naturally we have tried to induce growth with supplemental methods with only partial success. These conditions could prevail up to warm weather. Suddenly the weather changes to a hot very wet condition lasting for a long spell. We have an oversupply of moisture, high temperature and the hot part of the growing season at hand. It requires little imagination to realize what will happen to the vegetative material in the green plus the action of the supplemental feedings we have applied earlier in the season to induce growth, and which have not had the correct weather conditions to use up the material. Fast soil growth is started and there is no way to check it. The turf will be susceptible to every grass pest in the neighborhood. We have brought on the very condition to be avoided. Most of the protective measures we may try will have a tendency to increase this growing spurt while checking the pest.

Keep Greens in Balance

If we can build a green which is always in balance between growing and standing still we will always have control of its growth which means its condition. Greens can be constructed so that this control always remains with the greenkeeper not with what has been built into the green. This qualification can be built into the green without sacrificing any of the desirable specifications.

We might compare this condition with a steamship at rest on the water. As long as it is without motion ahead or astern it is

out of control of the crew. Give it a little motion ahead under its own power. As long as it moves under the direction of those in charge it is under control. If forward motion is too rapid it can be checked by reducing the power. Should the engine room crew stoke the boilers to the limit and quit then the deck crew will lose control and have to wait for the driving force to burn itself out. If a large enough obstruction (pest) gets in the way at this high speed, it's too bad for the ship.

The requirements of a golf green are:—

Pleasing appearance.

A surface suitable to hold the shot to be played to the green. (Fast or slow.)

Smooth even texture both in turf and soil.

Playable at all times. (Wet or dry.)

Freedom from pests.

Healthy.

The general belief is that a fast green is dry and hard and a slow green is soft and wet. I cannot agree that this is so. The texture of the surface of the grass can be so modified that these qualities can be given the green without affecting the soil.

A hard dry soil surface with the standard type green construction would mean that the whole green is dry to a considerable depth. If this is so then the whole function of the soil turf is upset. Compost will not break down to help feed the grass, fertilizers will lose considerable of their value, soil water for the plant roots will be at a minimum. Packing of the soil will be increased and other troubles brought on.

Water will be the chief material used in controlling a green in this condition. With much water-holding soil below the surface of a contoured green the watering operation will be complicated. No matter how well the soil may have been mixed and spread when the green was built there will be some unevenness in the water holding capacity of that soil. High places will be particularly hard to wet and hold moisture of the same quantity as the low parts. For this reason the surface will be uneven in softness. The grass in the hollows will be growing faster than on the high spots thus increasing the softness in texture at these

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