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Kuhn shows by his pro work that he has followed the advice.

Eddie thinks the pro-school tie-ups are urgently needed and believes that pros and assistants could spend a week or more taking such courses with great profit to themselves and their clubs. His suggestion of subjects includes: Public relations, golf instruction, bookkeeping, advertising and display, caddie welfare, training and management, merchandising, tournament golf, clubmaking and repairs, coordination with other departments of the club.

The veteran John R. Inglis, Fairview CC, Elmsford, N.Y., speaks with authority on a pro golfer training program, as John has developed through the caddie and assistant procedure, many highly successful pros. John, like most of the top older pros, is blunt in conceding that no matter how much one thinks he knows about pro golf, there's always more to be learned. He says: "There are many little things and some big ones that would help to make all of us better businessmen but as a short course of a week or 10 days isn't very long perhaps we should try to learn only the most important ones. Eventually such courses will be of a month or so duration.

"The first thing to be taught is developing and applying the right sort of personality to the pro job. Teaching 'personality' is no easy job, but in view of the

pro's close personal relations with members in teaching and selling and elsewhere on the job at the club, the personality element is of highest importance.

"How to teach effectively, I'd place second on the program.

"Business organization and operation of the pro department would be the third major phase of the program I believe would be of great advantage to professionals and their clubs."

#### Lyons Stresses Pictures

Marty Lyons, honorary pres., Philadelphia section, PGA, is strongly of the opinion that there's much room for effective use of pictures in pro golf business education.

Marty says:

"The first and most important matter to discuss is the weakness in our instruction; second, inexperience in merchandising; third, public speaking; fourth, personal relations; fifth, caddie control.

"I feel the shortest and most successful way to put across the instruction angle to the future pro or the present assistant is through pictures, both moving and still. The most important part of this program is the selection of a qualified group of instructors who are equipped to impart the knowledge of the swing and fundamentals of the game intelligently.

"Merchandising can be handled by ex-



#### HELPS BUILD DECATUR'S FAME

Decatur, Ill., is famed for having public recreation facilities far beyond those usually provided in a city of 60,000 population. Its Scovill Park and Nelson Park municipal courses are high among the city's sports facilities. Ralph Cripe, pro at the Scovill Park course in his pro shop, shown above, runs the operation smartly with stock, display and merchandising methods that brings private club class to many players and gets fine sales volume with public service.

Nelson Park course isn't as tough as Scovill Park. Adam Brohez, Nelson Park pro, does a standout job with youngsters and beginners and gives them same pleasant, expert character of service that's provided Cripe's people at Scovill Park.

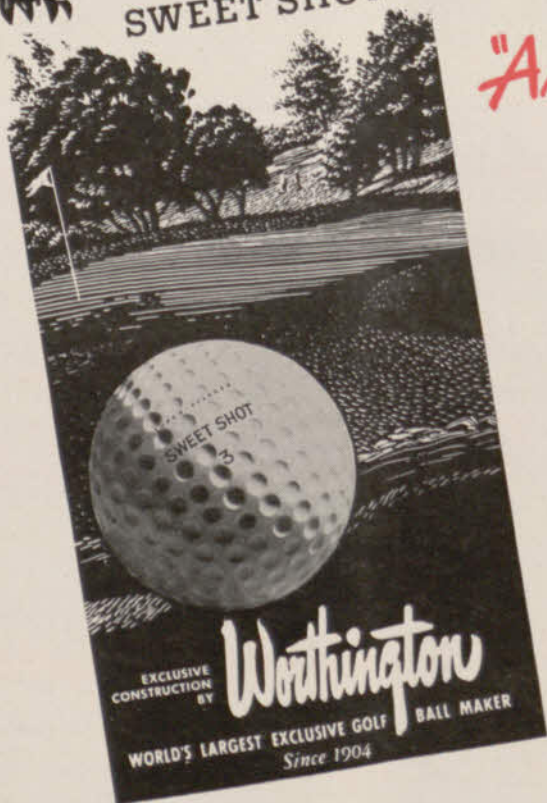
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# POST

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perts along this line, who are numerous. Some of the important points to be considered are: location of shop, manner of display, proper purchasing, and needs of members.

"We all could use a course in public speaking. There are plenty of good pros in this country who lack the knack of imparting their knowledge through the inability to express their thoughts correctly in regards to the golf swing and other important subjects pertaining to golf.

"Personal relations could be included in the above category and should contain suggestions on manner of dress, selling one's self to the members, press, radio and television programs (very important in the promoting of the game); good relations should be maintained with the schools, colleges and industrial organizations through individual instruction and through the manager and other employees of the club.

"Caddie control is very important to future members and pros. Better caddies might be obtained by inducing high school boys with other than monetary means. For example, association planning scholarships for boys at local colleges; also the privilege of playing golf at least once a week on their own course; giving helpful hints in regards to the game; the opportunity for proper connections for his future in the business world, etc."

### Psychology in the Picture

Jimmy D'Angelo, who's done standout jobs in caring for members as a club pro and in other business, says that elemental instruction in psychology would be very helpful. D'Angelo sets forth his ideas on the main points of a pro business short course:

"Having been in the profession since 1928 and observing its growth very closely, particularly since 1936 when I became interested in PGA activities, I feel that the two most important matters to teach the up-and-coming pro are instruction and the business end of the shop. Without a doubt the weakest part of our entire profession is instruction. In talking with many pros throughout the country this seems to be the chief stumbling block.

"We must arrive at a simple and uniform manner of teaching the swing and then teach the pro how to impart this knowledge. Psychology enters into the picture a great deal. An instructor who is able to study his pupil has half of the battle won, therefore I feel that the important phases of instruction are: (a) thorough knowledge of the correct swing, (b) the know-how of imparting this knowledge, (c) being able to study the pupil.

"Where are we going to get the knowledge of the correct swing? Get our foremost instructors together for the purpose of arriving at a simple, clear and easy



### NEW COURSE AND CLUBHOUSE FOR MYRTLE BEACH

Proposed clubhouse for new golf club at Myrtle Beach, S.C. The Atlantic beach comes up to the dunes in the foreground and the golf course, designed by Robert Trent Jones, will have a variety of holes among dunes and in the pines in the background. Use of clubhouse roof for food and drink service gives members and guests a great view of ocean, forest and holes of the course. Barrett Andrew heads the Myrtle Beach club.

F. A. Kuehn, photo

method of swinging a golf club and then select a good instructor to teach the pro.

"We have a number of good instructors throughout the country. These fellows have to be ferreted out and told that for their sake and everyone else connected with the game they have to come through with their services.

"The second most important matter is conducting the shop on a business-like basis without making it too obvious to the member that the pro is out to get every dollar he has.

"The important steps here are (a) knowing how to buy, (b) importance of paying bills promptly, (c) proper display, (d) knowing members' needs, (e) thorough bookkeeping system, (f) cleanliness and neatness of golf shop, (g) proper supervision and care of members golf clubs.

"From my observation if a pro can keep his members' games at the peak so they do not have to go elsewhere for lessons, conduct a well stocked golf shop and keep the clubs in good order he will never have to worry about the new board of governors or new officers giving him the pink slip; in fact he is more likely to receive a raise each year."

#### Smith's Teaching Pattern

George Smith, pro at the Country Club of Buffalo, N.Y., has two assistants right now he's giving a course of basic training that he believes includes main planks in a platform of school instruction in pro golf.

George says teaching is most important of all as it not only emphasizes the point that one must study and learn in order to

be a competent instructor but it gives the pro the best possible opportunity to study the needs and temperament of the member.

But before the teaching part of the assistant's instruction can be reached Smith says the curriculum should go into the rules of golf, handicapping, running club tournaments, repair work and care of members' clubs, shop management, merchandising, salesmanship and bookkeeping.

George Lake, pres., Southern California section, PGA, suggests that the model school might be set up in association with a college at the time of the annual PGA meeting, inasmuch as the PGA constitution has to be altered to allow the executive committee to set the time and place of the annual meeting.

Lake's idea is that salesmanship, public speaking, display and advertising and public relations should be featured in a course for pros, with bookkeeping being mainly a matter of presenting simple but adequate systems that could be applied as they fit conditions prevailing at the shops. Lake believes that teaching would call for a study of methods used effectively in other sports and in scholastic work, as well as organized research on teaching problems peculiar to golf.

#### College Women's Tournament

The 4th National Collegiate Golf Tournament for Women will be held on the Ohio State Univ. GC, Columbus, O., June 14 to 19. Any woman student who is regularly enrolled as an undergraduate in a college or university is eligible.



Let this remind you to check-up on fire risk and fire protection at your club. The insurance won't bail you out in these days of high building costs and building delays and shortages. Here's the ruins of the famed Mayfield CC (Cleveland dist.) where a \$250,000 fire blazed April 17.



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THE PACE IN SPORTS

# Architecture That Considers the Greenkeeper's Work

By JAMES E. THOMAS

The other day I had the pleasure of walking over a new 18-hole golf course on the Atlantic seaboard. Most of its construction had been done with two bulldozers. All of the grades were gentle and rolling and fitted into the landscape as if they had always been a part of it. There were very few places that could not be maintained with power equipment, and in these days of high costs and scarce labor, this is quite an item.

This course had been built for a group who intended to secure most of their members from the middle brackets of business. They were successful men who played the game for relaxation and social companionship. They had no aspirations toward championship laurels, so the architect whom they engaged was asked to design a simple layout of character and diversity, one that would be easy to keep up, also a fair and interesting test for the average player, yet not too severe.

All instructions were carried out and followed to the letter. The architect, in turn, asked that there be a minimum of committee interference; that his past work, reputation and achievement were such that he should be entitled to carry out his own creative ideas unmolested. This he considered to be of the utmost importance. It would leave him free to accomplish the best results with the material he had to work with.

The property selected for the site was a slightly rolling bit of meadow land, partly wooded and well drained by a small stream. The plot consisted of over 200 acres, which made it possible to keep most of the holes well out in the open with very little paralleling of fairways. One of the interesting features was the way in which nature had supplied the hazards. In many an instance the slice or hook landing in the tall uncut, would find its recovery stymied by some obstacle such as a tree.

## Nature in Golf Architecture

One could not help but be impressed by the visibility along the line of play, this held good through the fairway from tee to green, there being an absence of blind shots. There was very little major shifting of earth on the job except where it was necessary to secure orientation and

the proper profile, or to help the golfer spot his target; even then these key points were raised up only a little from the level, and when this was required they gradually melted out into the surrounding country. Important positions were placed on high ground prominently along the horizon. The use of swales and dips for this purpose was avoided.

Another feature was the size of the tees. They averaged around 4,000 sq. ft., equal to the area of a small putting green. This provided many different angles of play and numerous tee marker changes which would help to protect the sod from wear and tear. Also it allowed for a shift of playing conditions during all kinds of weather.

The fairways had been nicely contoured to fit in with the topography. Straightness had been avoided. This irregular outlining did away with the necessity of traps in many cases and presented a pleasing appearance to the eye. The fairgreens were narrow and tight wherever a topped or poor played first or second shot would fall; a well hit ball would reach ample width of fairway.

Special attention was given to the collars around the greens. They received the same care as if they were putting surfaces and were to be planted to the same strain of grass. There mowing called for a height of cut halfway between that of the fairway and green. This attention to the outside surfaces adjacent to the putting carpet will eliminate a condition one sees so often on many a golf course, that is: a well executed play that falls short of the green and lands on a hard approach and finishes up in the rough beyond the flag.

The greens had been well constructed. Much care had been given to the proper soil texture. It was of a porous nature, not plastic and sticky, a type one sees so often. The designer had evidently been through the mill and knew that poor drainage along with the lack of aeration was ruinous to the upkeep of good turf. The earth was of such a character that it could absorb large quantities of water, retain the needed capillary moisture and yet freely release the unwanted gravitational water.

*(Continued on page 90)*



# How to Establish New Stolon Bent Greens Quickly

By R. R. BOND

More interest has been shown in the past two years in establishing new bent greens than for many years. In analyzing this interest we have reached the conclusion that many new men have and are entering the greenkeeping profession.

We have come through a period of ten years of depression and four years of war, during which time very few golf courses were constructed and only a few old golf courses rejuvenated. At the same time there has been a terrific turnover in greenkeepers, some have passed away, many have retired, quite a few have changed their occupations, many went to war, some did not return, and in the meanwhile the new men coming into the field to fill these vacancies found established greens where there was no necessity to learn or practice the art of planting and establishing new greens. So, we have a period where many greenkeepers have been in this business, two, five, ten, and even fifteen years, who have never had to plant a new green until recently. The past two or three years have brought about many changes. Hundreds of new golf courses are being constructed, hundreds of old courses that were closed for the duration and laid dormant are re-opening. Hundreds of old greens are being rejuvenated. Thousands of greens are on their last legs and must be rejuvenated soon. It is understandable why there is so much interest shown in planting new greens.

The subject under discussion is the planting of stolons and developing a putting surface. Our objective toward which we are striving is to establish perfect bent greens as fast as we can help and force nature grow the grass, and I believe a program can be planned, one which has been tried and tested for many years, in which playable greens can be established in eight weeks or less, and near perfect greens in nine or ten weeks. To obtain this goal we must have rapid and continuous growth of grass.

A week before planting, spread dry ammonium sulfate over the green at the rate of eight pounds per thousand square feet, either by hand or spreader. If it does not rain during the week gently rake the green in and wet down the night before planting. If the green is fairly well packed the men can work on it by wearing rubber or rubber soled Keds or heavy socks over their shoes, but if the green is not well packed or solid

and is apt to show heel prints it is best to work on wide boards. Run a line of boards the full length of a green from the apron to the back and in about the middle of the green. Then lay two rows of boards about a foot apart starting the first row two feet from the very edge of the green. These two rows of boards are laid horizontal to the boards running down the middle to form a huge letter T. In this manner work from the back of the green with all materials in front near the apron.

## Materials Needed

The materials needed depend upon the help available. One man, of course, can plant a green—it just takes longer. Five men are a good unit. Eight men make a better planting unit and eight men can plant nine average greens in less than two days. For these eight men an adequate supply of stolons is needed, one wheelbarrow, four bushel baskets, four tin pails, two rakes, one fairly heavy roller, a hose with an extra fine nozzle, about ten wide boards ten or twelve feet long, and a cubic yard of ready mixed, sieved topdressing, composed of 50% coarse sharp sand, 20% fine cultivated peat and 30% good dirt. Mix with the topdressing 200 lbs. of Milorganite and a few shovels full of potash, or if available, some old well rotted manure, at least four or five years old, if you are fortunate enough to obtain it. The manure can take the place of the peat.

The additional fertilizer disintegrates slowly and is a continuous feed for the young roots as they are going down. You will note the first topdressing is very friable. The object is to have it so porous that a newly sprouted node can come through the soil wherever it sprouts instead of crawling along under a crust until it finds a crack in the soil for an opening.

## Planting the Stolons

Now, for the actual planting. First rake the part of the area between the first row of boards and the end of the green to about  $\frac{1}{4}$  inch deep. Spread the chopped stolons through your fingers at the required rate. Roll the stolons down and topdress to no more than one-eighth inch and roll again. The object is to have the stolons packed between two layers of dirt much as a gardener would pack down the soil after planting seeds. About one-third to one-fourth of the stolons will show above ground. This is as it should be because the

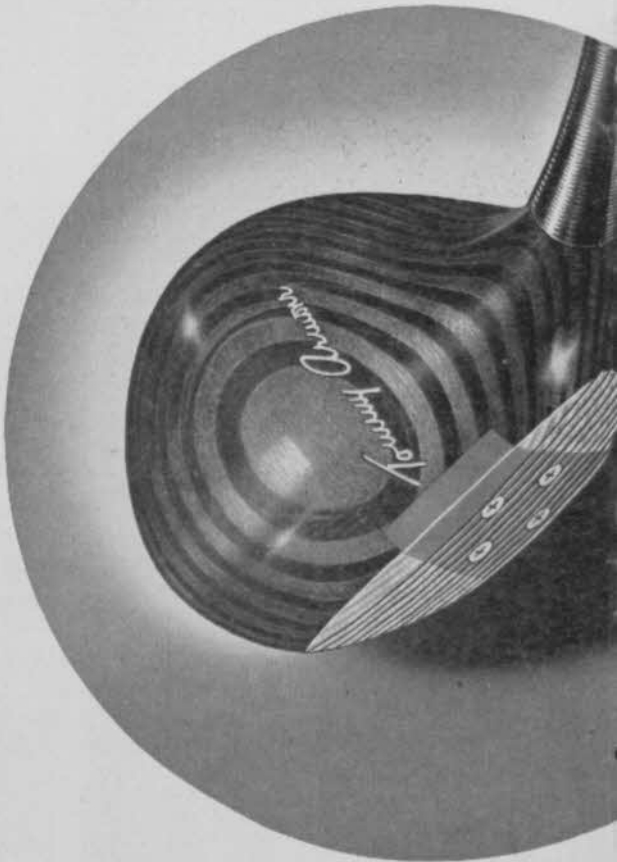


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