How Pro Brother and I Operate A Paying Club

By TED WAKELY

Chippewa Country Club, Curtice, O.

Although golf will be in a seller's market for some time for the good of golf more playing space should be available. Yet some of our courses remain as deserted as cemeteries in the midst of this shortage. At Chippewa we try to get maximum use of our facilities without endangering enjoyment of the game by the golfers. We do this by having a membership, by accepting green fee play, and by accepting tournaments. This can be done profitably by hundreds of other courses.

Chippewa is the only 18-hole course on the east side of Toledo, a thriving city of 300,000. Play began here in 1926, as a private club. Everybody ran it—bankruptcy in 1938. Since then, as semi-public, it has operated in the black with an average of 150 members, increasing green fee play and an increasing number of golf tournaments. Chippewa is sound financially, the course equipment is modern for economy's sake, and the course is being continually improved.

Brother George, secretary of the Northern Ohio PGA, has been pro here for 12 years. George and I bought Chippewa two and a half years ago and we're not sorry. We manage it together. He is in the pro shop, I'm in the clubhouse. It's a business we never considered when we got our A.B.'s in Commerce. It's better.

What It Costs

The Membership: There's no initiation fee. For their \$40 a year the men get unlimited golf and free showers. For their \$20 bill the women get unlimited golf (except Saturday and Sunday mornings), free showers, a lounge, free group instruction on Ladies' Day mornings, and money for golf prizes for sponsoring club dances. All lockers are \$6, or \$3 if shared. All the dues receipts from men and women pay half the cost of keeping up the grass. Dues receipts give us about 25% of the income derived from the use of that grass. We try to get dues paid by June 10th—it's a struggle. Those who seldom play pay at once, many of those who play 100 rounds a year pay in dribbles. But the latter buy more food, beer and golf supplies.

Green fees: For years the green fees have been \$1 on week days for 18 holes, \$1.50 for all day. On week-ends the fee is \$1.50 for 18. We have not advertised for green fee play. Many play here for the first time as tournament players and are surprised and delighted that they can play here as green fee players.

The green fee player's pink receipts automatically apply on a membership, but if he elects to pay thusly the price of the membership is doubled, that is, \$80 for men. If the green fee player plays \$10 worth in the spring and decides to join the club, we give him \$5 credit for his \$10 in pink receipts. Ten joined that way spring of this year.

Our green fee players buy much of their golfing supplies from George because he knows them, knows their game, lets them try out equipment in play, doesn't oversell them, strings along with them and helps them get more fun and friendships out of golf. Scores of impromptu free lessons are given on the first and tenth tees; many more in play.

We have very little league play and could handle more of it. We do not actively solicit green fee play or league play because we have the membership to consider. They are backlogs we can fall back on if needed.

Tournaments: Our tournaments vary from ten to 300 players. The average tournament is nine foursomes, followed by a chicken or swiss steak dinner. Usually there will be twice as many banqueting as playing golf. We do not solicit tournaments. They come here year after year because they can play an uncrowded, well-manicured, gently-rolling, interesting golf course; because they get good food and friendly treatment; because they have a good time. Chippewa is not made for large, spectator tournaments. Winding Crane Creek and a smaller creek cross 14 fairways—bridges are not made for surging crowds. There are few sightseeing elevations.

We handle tournaments on Tuesdays, Wednesdays, Thursdays and Fridays, and in September and October on Saturdays too. We average three tournaments a week for the golf season. Ten percent of our tournaments are golf only, or maybe with a sandwich plate thrown in. We

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National Distributors for: BALANCED GOLF BAGS • BURTON GOLF BAGS • ADJUSTA GOLF CARTS PRO-ZONE Clubs are precision-made in the world's Largest, Most Modern Plant devoted exclusively to Golf Club Manufacture. handled several of these small tournaments on Saturdays in August by teeing them off later in the morning.

Members Get Preference

We try to give the members preferred rights on the golf course. Last year, as far as we know, only five members had to wait a few minutes because of a tournament. We tell the tournament chair-men that if a member comes along with a foursome that foursome is to be inserted on the first tee at once. These chairmen are very cooperative. There is a fine feeling of cooperation between members, green fee players and tournament players. Each knows that his own position is helped by the presence of the other two groups. The member knows that his dues are low because the green fee players pay a good part of the upkeep. And vice versa. The green fee player likes the prestige the membership gives to the course, he prefers an un-crowded semi-public layout to a muny free-for-all. The green fee players mix with the members and learn to take pride in the course, pick up pointers on sports-manship and to consider the benefits of membership.

We make each department pay its way. Thanks to efficient dining room management by Mrs. George Wakely and delicious food by Chef Romie Pietrowskieven the dining room makes money. There's nothing to beat good food at reasonable prices. Claude Cooper is the friendliest and best-liked lockerroom man in the district. It all adds up.

There are problems. For instance, during the past few years there has been a tendency for wives to join and husbands pay green fees-and both still regard the club as theirs. Like many other clubs we are thinking of having the first member of the family pay the \$40, the other members of the family \$20 each.

The road to the course is narrow, steepditched and one-way bridged. They'll have to fix it soon. The telephone service has .

to fix it soon. The telephone service has been abominable—now we are about to have a Toledo exchange. Everything is getting better and better. **The Dutch Elm blight?** We've been waiting for it and planting trees each fall. . . Scotch pine, oaks, hard maple, gingko, honey locust, hackberry.

Solving Maintenance Problems

Greenkeeping problems? Plenty. Up to 18 months ago greenkeeper Joe Miklosko was a factory machinist with a yen for healthy, outdoor work. This year, many say, his greens are among the best in the district. And what a hot, humid, dry and windy summer we had! Joe, George and I attend greenkeeping conferences. The Mid-West at Purdue we like best. For information we pounce on fertilizer salesmen, Worthington distributor Bill Barton, Golfdom articles and advertisers, other

Approach to the 18th green of the Chippewa CC, Curtice, O., where Ted Wakely and Brother George, club professional and sec'y., Northern Ohio PGA, are getting near maximum play by operating course on semi-private basis. Accepting green fee play and outside tournaments to augment private membership play has accounted for sound financial operation since purchase in 1938.



district greenkeepers. It's not so much what you know as it is being able to find the right information, quick.

For instance, the No. 1 green was always the worst—scald pocket in the center, grass sparse. We called in Bill Barton, Mac MacIlheny from Country Club and former greenkeeper Wilbur Pfeiffer. We burned out the Washington bent with ammonium sulphate, disced thoroughly, retiled, hauled in 30 dump loads of soil and ten of topdressing, regraded and enlarged the green. We got information and Congressional and Arlington stolons from O. M. Scott. The green is a honey now. It was a lot of fun watching technology and nature working together on this. This business can be fun—especially when you are positive you don't know it all.

Our other bad green was No. 18. A par 3 and near the clubhouse with many playing extra balls. It always had scald, dry spots, and other unsightly patches. We questioned those who might know the answer, read up on it. We removed a large wild cherry which shaded too much and from windward. We dug a trench on the sides, cut out tree roots heading for food and drink from the green; inserted heavy tar paper. The green was spiked several times with the Overgreen, several times by tine forking. We enlarged the green, added sandy topdressing and 200 plugs. Two men worked four days on this green; notice the picture, it is now one of our best.

The bridge job: The spring flood washed away our large tractor bridge. We collared member Delos Nissen who is the Ottawa County engineer, drove out to the creosoting plant and talked with their engineer, then talked with a state highway engineer. As a result we have a much better bridge that Joe and his men had fun erecting.

Fall Work Program

This fall we're rebuilding three tees, planting 50 trees and cutting down a few offending ones. We have work to do on creek banks. We'll apply a bit of 2, 4-D and a lot more fertilizer. There's painting to be done, trees to trim, fairways to patch, dirt to haul. We'll try to get it done before the snows set in. There's nine months outside work on a golf course in northern Ohio, then you dive into the toolshed for more.

Planning pays. You consider your type of golf play and how to speed it up along with course upkeep. You try to plan for a minimum of hand labor. You consider winds, leaves, floods, ice storms, freezes. You think of damage suits and the increasing number of older people, of reciprocity, of giving players more for their money, of replacing equipment—there are a lot of things. We've found you can save 10 to 30% by shopping.

There's need for a complete treatise on golf course building and upkeep. I hear one is being readied. There's need of getting more young men interested in greenkeeping and one good book will help.

Golf As Service Industry

Golf professionals, club managers and greenkeepers ask about the perils and profits of owning and operating a golf course. There are both. Golf is a service industry and more and more of our employment has to be found in the service industries. That and technology. Our factories are increasingly automatic, our farms more and more mechanized. With the inevitable 30-hour week approaching, longer vacations, better roads, more automobiles, daylight savings, pension plans, growth of suburbs, less good fishing and hunting, less church-going, bet-ter golf instruction, better golf equipment, better grasses - the future looks rosy indeed.

Golf is growing and it's safest to get into a growing industry. When you own and run a golf course you don't have to listen to greens committees or boards. You act now. You can cut down if things get tough, but if things get tough, prices will go down and the unemployed will have more time to play.

Owning and operating a golf course can give a lot of satisfaction. Sure—at times when you are vexed with countless problems piled on 16-hour days you wonder if it is worth it. Then again you see you are helping people have a good time and you think there is no business like golf. You think of "the greatest good for the greatest number" . . . you consider Kant's philosophy of . . "perfection for yourself, happiness for the other fellow."

Often you are surprisingly aware of increased profits from "giving more." You realize that in your golf course you are building a beauty spot—one with utility. Statistics show that about 90 percent of our people are doing things other than what they would like to be doing. For those in golf I think the percentage would be ten.

WOMEN'S WESTERN DATES

Women's Western GA will hold its 21st annual invitation Open championship at Cherry Hills CC, Denver, Colo., June 19-24, 1950. The WWGA 50th annual amateur championship will be played at Exmoor CC, Highland Park, Ill., Aug. 14-19. Place and date of WWGA Junior championship will be announced in November.

Greenkeepers Draft Program for National Meet In Feb.

The fine work of Ray Gerber, members of his Educational Committee, and officials of the National Greenkeeping Superintendents Assn. makes it possible to make this early announcement of the tentative program for the 21st Annual Turf Conference and Show to be held at the Statler Hotel in Boston, Mass., February 6-10, 1950.

Greenkeepers and course officials have ample time to review the educational program being scheduled, to discuss the merits of the information to be presented at the conference and to make plans now to attend.

The tentative program without time schedule which is subject to minor changes and revisions is as follows:

My Fairway Turf Improvement Program—Marshall Farnham, Phila. CC; Ed Casey, Baltusrol GC, Springfield, N. J.; and Charles Wilfong, Green Valley, Phila.

The Tropical Earthworm: Progress Report of Control Investigations—Dr. John C. Schread.

The Pennsylvania Extension Program in Kodachrome—Prof. Al Cooper.

The Role of Potash in Turf Production -Prof. C. D. Jefferies, Penn State College.

A Progress Report on Cooperative Fungicide Tests—John Rowell, Rhode Is. Exp. Station.

The Effect of Various Amounts of Water on Turf: Progress Report—Staff Member, Penn State College.

Turf Development and Maintenance on Athletic Fields-M. E. Farnham.

What Makes the Golf Course Outstanding-

Architecture-(Speaker to be announced later)

- Maintenance—Eb. Steiniger or Flynn of Metropolis, Twombly of Pelham, and Leonard Strong of Saucon Valley.
- New Construction and Renovation-Illustrated talk (Speaker to be announced) Player-Francis Ouimet.

Turf On Courses for Winter Play-Henson Maples, Pinehurst, N. C.

The Turf Project at Coastal Plains Exp. Station, Tifton, Ga.—Dr. Glenn W. Burton.

The Status of Grub Control-Dr. T. E. Adams, N. Y. Agri. Exp. Station.

The Green Maintenance Program at Waterbury—Charles Baskin.

Turf Investigations at New Jersey Exp. Station—G. H. Ahlgren and Ralph Engel. Practical Training for Turf Maintenance—Prof. L. S. Dickinson, Univ. of Mass.

Turf Diseases in Color: DuPont Film.

Turf on Highways and Roadsides—Staff Member, N. Y. State Highway Dept.

New Chemical Herbicides for Weeds and Grasses—Keith Barrows, Dow Chemical Co.

Chemicals for Crabgrass Control: One Year's Work—H. B. Musser, Penn State College.

Turf in Recreational Areas-

Taconic Park; Nassau County, Long Is.; Long Island Park Commission—Speakers to be announced.

Turf Maintenance at West Point-

Grounds—Ted Glowa; Athletic Playfields—Col. Reeder; Golf Course— Tex Lavendar.

The Behaviour of Named Strains of Bent Grass Under Actual Play—William Glover, Fairfax CC, Fairfax, Va.

Roles of Club Manager, Greenkeeper, and Professional in Golf Course Maintenance—Carl Treat, Montclair (N.J.) GC.

tenance—Carl Treat, Montclair (N.J.) GC. Disease Control—Drs. Thurston and Rowell.

Herbicides-L. S. Evans, Weed Control Div., U. S. Dept. of Agri.

(Subject to be announced later)-Dr. Fred V. Grau, Dir. USGA Green Section.

Course equipment manufacturers and dealers will have exhibits in 75 booths in the ballroom and ballroom assembly rooms during the four day conference.

National officers of the NGSA are working with several local committees appointed by Phil Cassidy, pres., Greenkeepers Club of New England to handle details and arrangements. Appointments made by Cassidy are as follows:

Ladies Entertainment—A. J. Sperandio, 36 Beaver Court, Framingham, Mass.

Welcoming—William F. Mitchell, 5 Warren St., Danvers, Mass.

Educational—Homer C. Darling, Juniper Hill GC, Northboro, Mass.

Transportation — Theodore Swanson, Reading Inn, Reading, Mass.

Local Exhibits—Frank H. Wilson, Jr., Charles River CC, Newton Centre, Mass.

Entertainment — Howard D. Farrant, Worcester St., Natick, Mass.

Requests for further information concerning the 21st annual Turf Conference and Show should be directed to Agar M. Brown, Sec'y, NGSA, St. Charles, Ill.



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Dutra Asks "Good Neighbor" Aid for Mexican Golf Plan

By BILL GRAFFIS

The Republic of Mexico at the direction of Pres. Miguel Aleman has announced appointment of Olin Dutra, 1934 U.S. National Open and 1932 PGA champion, as Coordinator of Golf for the country. Dutra also has been appointed pro for the new multi-million dollar 36-hole



Olin Dutra, Coordinator of Golf for Mexico.

Club de Golf de Mexico now building in Mexico City. At work now getting the new club under construction are Larry Hughes and Percy Clifford, who will be gen. mgr. of the establishment which is proposed to take a place among the world's finest golf clubs.

Pres. of the Club de Golf de Mexico is Carlos Novoa, chmn. of the board of the Bank of Mexico. Also active in the formation of the club is Don Antonio Correo, pres., Mexico Golf Assn. Sec. of the club is Jacobo Perez Verdia. Offices of the club are at Edif. Guardiola 503, Mexico, D.F.

It is proposed to open the club with a \$15,000 invitation open tournament next spring. This event is to be one of a schedule including attractive purse and amateur events at Mexico City, Guadalajara, Acapulco, Cuernevaca, Ensenada, Tia Juana and Agua Caliente.

Dutra's assignment, the first of its kind in golf history, is to develop widespread golf enthusiasm and playing ability among Mexican young people.

Nation-wide Golf Teaching

Dutra is taking with him to Mexico the most ambitious mass golf education program yet attempted. Starting with a small cadre of Mexican golfers, Dutra plans to develop over a period of years a competent force of instructors to take golf to all Mexico. Although his program for training his instruction force will probably take five years or more, Dutra intends to spend three days each week during his first few years in Mexico traveling to courses in Guadalajara, Acapulco, Cuernavaca and Agua Caliente on mass instruction meetings.

Biggest drawback to Dutra's plans at present is the almost complete lack of equipment for the class students. While the government will authorize a small fund, and members of the Mexican Golf Assn. will be asked to kick in to the kitty, the amount that will be obtained will be far less than required for clubs, balls and other equipment.

In an effort to make up the difference between what he will have and what he will need, Dutra will ask aid of American golf equipment manufacturers, the USGA, WGA and PGA.

Olin says, "The purpose of my job in Mexico is to bring golf within the reach of everybody. The best course, as I see it, is to start working with the youngsters. Unfortunately, the finances of youthful Mexicans are nowhere near sufficient to cover even the smallest part required for golf equipment.

"The only way the program can be carried out is to make an appeal in the interest of sportsmanship and the Good Neighbor promotion of golf to the American members of the golfing fraternity."

To Boost With Caddies

In further interest of golf promotion Dutra plans to follow the policy formulated by the WGA to boost golf through the caddies.

"As soon as we possibly can," says Dutra, "we want to organize a Mexican Caddies Assn., the officers of which will be elected and controlled by the members of the organization.

"In the U.S. the great majority of pros, in both the tournament and instruction side of the picture, have come from the ranks of the caddies.

"However, the dissimilarity between the American caddies and the Mexican boys lies in the fact that Americans have a long standing interest in the game while, in most cases, Mexican youths follow the game merely as a means of livelihood. With the dearth of equipment plus the personal financial limitations of the caddies, the opportunities for them becoming golfing greats is very remote.

"To guide the Mexican caddies into the professional golfing field is going to take more than money. I feel that the primary purpose of our training program should be to instill in the boys a pride in their jobs and also point out to them the opportunities that exist for them within their country in the field of golf.

"In this part of our program we again want to follow the work of the Western and provide the caddies with the guidance they need. This we hope to accomplish through films, lectures and exhibitions. As an incentive in our program we will establish a scholarship fund and award scholarships to Mexican or U.S. universities.

"Another phase of the caddy program will be aid for the sick and needy, provided out of a fund established by the caddies with assistance from the Mexican Golf Assn."

Junior Tourneys Planned

The program Dutra will follow in the development of the junior golfers of Mexico parallels the American system. Tournaments for juniors will be held within the various districts of Mexico with a national junior championship tentatively slated for April of each year. In the junior tourney, as will be the case in all tournaments with the exception of the Mexican Open and the Mexican Invitation, play will be held in a different district every year in an effort to stimulate interest in golf.

In addition to the junior tournaments it is Dutra's plan to take as many of the youths as he can and use them as instructors throughout the country.

To Teach Teachers

As far as any special course of instruction is concerned, Dutra's plans call for the easiest and fastest methods of teaching, the course to eventually include the basic teaching methods of leading American pros.

As Dutra sees his new job it is going to be "a task of pioneering, patience and promotion.

"Golfers are not developed overnight. Nobody is going to expect a great Mexican golfer for a number of years. Golf for the masses in Mexico is going to take plenty of primary work. The biggest task of pioneering will be to bring golf equipment to those taking government sponsored mass instruction. As soon as that is accomplished the next pioneering chore, that of providing sufficient public courses for the new golfing aficianados, will have to be met and solved.

"As in any pioneering project, the program that we have outlined will undoubtedly encounter plenty of obstacles. The successful completion of the Mexican golf project depends, I believe, on plenty of promotion. Here, again, we are going to have to rely on the Good Neighborliness of the golfing clan of the United States.

"While we'll be doing everything we possibly can to promote golf within the Republic of Mexico, for complete public interest in the game and to show the degree to which golf and the golfing profession can develop, we are going to need the heartiest and complete cooperation from Mexico's Good Neighbors to the north."

USGA COMPETITIONS FOR 1950 June 8-10—National Open—Merion GC (East) Ardmore, Pa.

- July 1-8—National Amateur Public Links—Seneca GC, Louisville, Ky.
- July 19-22-National Junior Amateur-Denver CC, Denver, Colo.
- Aug. 21-26—National Amateur— Minneapolis GC, Minneapolis, Minn.
- Aug. 28 Sept. 1-National Girls' Junior-(Not determined).
- Sept. 11-16 National Women's Amateur — Atlanta AC (E. Lake) Atlanta, Ga.
- Sept. 1-2—Curtis Cup Match—CC of Buffalo, Williamsville, N.Y.

Annual Mixed Two-Ball Tourney At Dubsdread, Feb. 21-26

The ninth annual Mixed Two-Ball Open Tournament will be held at the Dubsdread CC, Orlando, Fla., Feb. 21-26. The idea of a best ball match between men and women has caught the fancy of Florida's winter-time golfing public which turns out in record numbers to watch such stars as Marjorie Lindsay and Henry Picard, Louise Suggs and Gus Novotony, Babe Zaharias and Walter Romans, and Patty Berg and Johnny Revolta, to name a few of the 80 teams who were on hand for the 1949 event. A greater number is expected this year with the announcement of round by round cash prizes to professionals qualifying for the 32 teams that compose the championship flight.

Physical Soil Factors Cause Big Turf Loss in 1949

By O. J. NOER

The cooler weather in September came as a welcome relief to greenkeepers and club officials throughout the bent grass area. Recovery of afflicted turf was more rapid than seemed possible during the bad weather. Excepting Texas and Oklahoma, where weather was more favorable, the season of 1949 will go down as one of the worst for grass since 1920, second only to 1928. That year the acid theory dieu along with the grass and ended the so-called "acid era" in turf maintenance.

This season may mark another era. It is bound to emphasize the physical soil factors, particularly air and water and their relationship to the amount and depth of roots.

The spring was early and dry in most places. Hot humid weather started in mid-June and lasted through August. The above-normal temperature exceeded 1,000 degrees in the Mid West, and was as bad or worse elsewhere. Based on temperature only, the weather throughout the North was better for Bermuda grass than for indigenous kinds. The summer was too dry in some places and too wet in others. With an adequate amount of water available at all times, the maintenance of bent grass greens is easier than when drenching without rain showers make surfaces sopping wet during hot humid weather.

The layman thinks drought the biggest enemy of grass. He confuses fairways and greens. Those with drought experience know how to use water under those conditions and recognize the symptoms of dry spots.

N.E. Drought Serious

New England experienced its worst drought in 109 years. Nobody now living will be here for the next really bad one. Local authorities in some places prevented clubs from using water at all, others were restricted to two or three hours per day, usually at specified times between midnight and dawn. Restrictions were not necessarily because of water shortage, but more frequently because the capacity of the water mains was inadequate to provide for the heavy demand from expanded industries and homes. One greenkeeper, when ordered to stop watering threatened to bring suit for the loss of greens unless the same restrictions were applied to every other business in the community. The logic of the contention that golf is a business and be treated as such changed the attitude of city officials. A compromise was reached and the club got enough water to keep the grass alive.

The experience of clubs in New England with respect to water supply in critical periods presents a problem for the future. Those dependent upon the uncertainties of an inadequate municipal system, with its inevitable restrictions on everybody during drought periods, should search for a dependable supply of their own. Likewise, one must consider fairway watering systems in association with an assured supply of water.

Disease Control Problems

Brownpatch was exceedingly bad from June on, and was even worse in August than at any time earlier in the season. One Sunday morning a single spot on a seaside bent green in New York was six feet across. Tersan and corrosive sublimate were the best fungicides. They stopped the disease, provided the grass was not soft and tender from too much water or too much nitrogen. Many prefer Tersan because of the safety factor, but increased dosage was needed to give control in many instances. Some greenkeepers added a small amount of corrosive sublimate, usually from one-half to one ounce to a green of 5,000 square feet, and felt it worthwhile. The cadmium com-plexes and the phenyl mercury fungicides did not stop brownpatch.

Pythium was rampant in many districts and took a heavy toll because no fungicide has an appreciable effect upon it. Light dusting with hydrated lime did as much good as anything.

Lime had a marked effect upon copperspot at the turf plots in Kingston, R.I. The effect was startling and may explain why this disease in less common in midwestern courses than in the East. The limed plots were singularly free of copperspot, as compared with the unlimed ones. Even an annual application of 25 pounds per thousand square feet was enough.