



for positive control of  
**Turf Diseases**

## MALLINCKRODT'S BIG THREE

**CALOCURE**<sup>®</sup> the new fungicide with increased killing power against brown patch and snow mold. It helps bent grass maintain healthy green color even during hot weather. May be applied in any season.

**CADMINATE**<sup>®</sup> the most economical fungicide for control of dollar spot, pink patch and copper spot and is *unsurpassed in effectiveness*. Packaged in half-ounce envelopes for convenience; also in 5 and 25-lb. containers with measuring cups.

**CALO-CLOR**<sup>®</sup> widely used against brown patch and snow mold for more than a quarter-century. Dependable for prevention and control. It immediately halts the growth of fungi and allows turf to regain its appearance.

Get set to keep your greens greener  
this summer! Write for complete  
information.

*Mallingkrodt*<sup>®</sup>

MALLINCKRODT CHEMICAL WORKS

Mallinckrodt St., St. Louis 7, Mo. • 72 Gold St., New York 8, N. Y.

CHICAGO • CINCINNATI • CLEVELAND • LOS ANGELES • MONTREAL • PHILADELPHIA • SAN FRANCISCO

Manufacturers of Medicinal, Photographic, Analytical and Industrial Fine Chemicals

and service events. It recently turned over five specially equipped station wagons to the various Red Cross chapters. These wagons, which cost well over \$25,000, are used to convey wounded lads at Long Island hospitals to golf courses, theaters and other places of amusements. It's part of the Long Island rehabilitation

program carried on for a number of years. In addition, the LIGA, promotes a full quota of championships, including mixed foursomes in cooperation with the Women's LIGA. The LIGA has 41 clubs listed on its current roster. Public courses are not eligible for membership. The confidential questionnaire follows:

## Golf Club Operations Questionnaire

Club \_\_\_\_\_

Address \_\_\_\_\_

Date \_\_\_\_\_

### 1 — CLUB FACILITIES

- |                                   |                              |
|-----------------------------------|------------------------------|
| a) Golf Course — No. Holes _____  | No. acres _____              |
| b) Swimming Pool — Size Ft. _____ | No. Tennis Courts _____      |
| c) Guest Rooms — No. _____        | No. Beach Cabanas _____      |
| d) Guest Cottages No. _____       | Water Well — Gal. Min. _____ |
| e) Fairways Irrigated _____       | Water Purchased _____        |

### 2 — FIXED ASSETS — BOOK COST

	(Shown in Round \$)	
	Owned by Club	Annual Rental
a) Land & Grounds	\$ _____	\$ _____
b) Buildings	\$ _____	\$ _____
c) Furniture & Fixtures	\$ _____	\$ _____
d) Other	\$ _____	\$ _____
e) Total	\$ _____	\$ _____

### 3 — CAPITAL STRUCTURE

	Total Amount Held by Club Members	
	Amort. %	Amt.
a) Membership Certificates — No. _____	\$ _____	\$ _____
b) Stock — No. Shares _____	\$ _____	\$ _____
c) Bonds — No. & Type _____	\$ _____	\$ _____
d) Mortgage — Int. _____ %	\$ _____	\$ _____
e) Notes — Int. _____ %	\$ _____	\$ _____
f) Other Intebtedness — Int. _____ %	\$ _____	\$ _____
g) Inventory — Food, Liquor, etc.	\$ _____	\$ _____
h) Working Capital	\$ _____	\$ _____
i) Cash on Hand	\$ _____	\$ _____

### 4 — REVENUE AND EXPENSES — ANNUAL 195 \_\_\_\_\_

FISCAL YEAR		195	TO	195		
				Revenues	Expenses	
a) Dues	\$	_____			i) Course	\$ _____
b) Green Fees	\$	_____			j) House	\$ _____
c) Lockers	\$	_____			k) Administration	\$ _____
d) Cigars, etc. profit	\$	_____			l) Taxes	\$ _____
e) Rest. & Bar Profit	\$	_____			m) Rent	\$ _____
f) Initiation Fees	\$	_____			n) Interest	\$ _____
g) Miscellaneous	\$	_____			o) Miscellaneous	\$ _____
h) Total Revenue	\$	_____			p) Other	\$ _____
					q) Total Expenses	\$ _____
No. outside events, i.e., tournaments, weddings, etc. in year (See (e) above)					Approximate Gross Business Pro Shop	\$ _____
			Restaurant		Bar	Combined
Total Sales	\$	_____			\$	\$ _____
Cost of Sales	%	_____			%	\$ _____
Expenses	\$	_____			\$	\$ _____
Profit or Loss	\$	_____			\$	\$ _____
No. Meals Served Members		_____				
No. Meals Served Employees		_____				

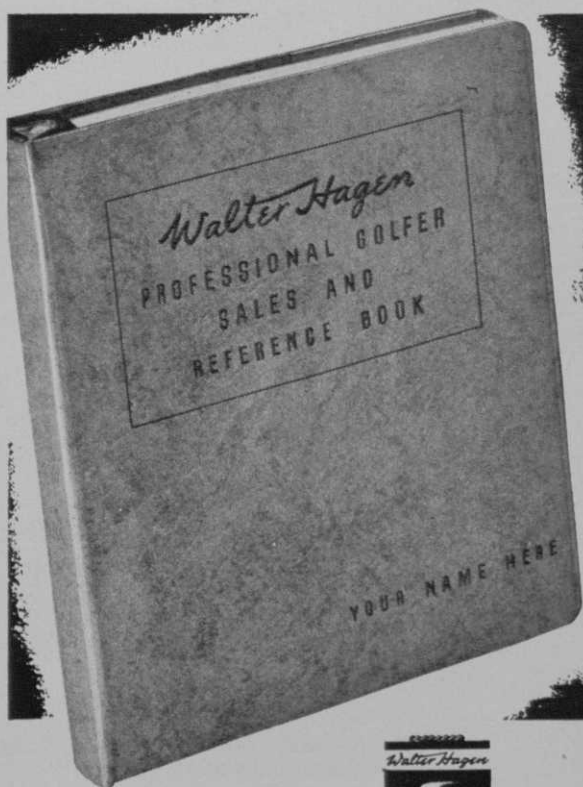
### 5 — GOVERNING BODY

No. Governors \_\_\_\_\_ No. Executive Committee \_\_\_\_\_

(Continued on page 64)



# To My Fellow Professional!



It is our prime purpose to serve the Golf Professional *exclusively*. Not only with our entire out-put of Hagen Golf Equipment, but in every other possible way. It is in that spirit of service that this new Walter Hagen Book is presented. I have compiled it from facts and information assembled during my long years in the golf profession. I believe that, in this convenient form, it will be of real service—especially to young Professionals who are relatively new at the business. A copy of this book is coming to you with my compliments and I hope you find it helpful.

*Walter Hagen*



**WALTER HAGEN**  
Division of Wilson Sporting Goods Co.  
Grand Rapids 2, Mich.

## 6 — DUES AND MEMBERSHIP (EXCLUDING TAXES) 1952

Type of Membership	No. Members		Initiation Fee	Family	Annual Dues	
	Limit	Present			Male	Female
Regular*	_____	_____	\$ _____	\$ _____	\$ _____	\$ _____
Annual	_____	_____	_____	_____	_____	_____
Associate	_____	_____	_____	_____	_____	_____
Life	_____	_____	_____	_____	_____	_____
Week Day	_____	_____	_____	_____	_____	_____
Special	_____	_____	_____	_____	_____	_____
Junior	_____	_____	_____	_____	_____	_____
Military	_____	_____	_____	_____	_____	_____
Clergy	_____	_____	_____	_____	_____	_____
Non-Resident	_____	_____	_____	_____	_____	_____
House	_____	_____	_____	_____	_____	_____
Tennis	_____	_____	_____	_____	_____	_____
Pool	_____	_____	_____	_____	_____	_____
Beach	_____	_____	_____	_____	_____	_____

\*Indicates purchase of Stock \$ \_\_\_\_\_ Required

## 7 — EMPLOYEES ON CLUB PAYROLL

	No. Regular Employees	Salary or Rates	Living Quarters Provided (Yes or No)	Meals Provided (Yes or No)
a) Manager		/yr.		
b) Steward or Headwaiter		/yr.		
c) Professional		/yr.		
d) Asst. Professional		/yr.		
e) Pro-Greenkeeper		/yr.		
f) Greenkeeper		/yr.		
g) Caddie Master		/yr.		
h) Green Foreman		/yr.		
i) Course Laborers		/yr.		
j) Office Force		/yr.		
k) Bartenders		/mo.		
l) Chefs		/mo.		
m) Kitchen help		/da.		
n) Waiter (regular)		/da.		
o) Total Number of employees				

In spite of the confidential nature of the questionnaire, the response was nearly 100 per cent. Additional questionnaires will be prepared to get an overall picture on problems pertaining to course maintenance, upkeep of pools, etc.

At any rate, the LIGA is making an all-out effort to keep the clubs operating in spite of taxes and more taxes all along the line.

Officials of the LIGA clubs, of course, have learned the impossibility of making accurate detailed comparisons of operating costs of the clubs on the basis of the data secured by the questionnaire. The many variables in course and clubhouse facilities and operations, and the variations in club accounting methods thus far have kept the specialists in clubhouse and course operation from getting the data they desire to compare clearly and constructively their respective performances.

The course superintendents and club managers often have found that the over-all expenses of course or clubhouse

operations, when made available to club officials, practically mean very little except to make inexperienced officials believe that the lowest cost figures set the desirable par, regardless of operating conditions, membership demands or finished results.

In the LIGA case the surveys have had the effect of increasing the officials' understanding of the baffling comparative cost problems the superintendents and managers have when they try to compare financial pictures at various clubs.

### WESTERN ELECTRIC DISTRIBUTES 80,000 GOLF LESSONS BOOKS

The Western Electric Company is distributing 80,000 of the National Golf Foundation's Golf Lesson books as a free service to the employees of their nationwide organization. The books are being made available through the company's booklet rack service in 70 plants and offices throughout the U. S.

# Word gets around...

## all about **SWEET SHOT!**

ADVERTISED AND SOLD  
*Exclusively Pro*

**A** GAIN in 1952 powerful national advertising, concentrated in every major golf district, will tell over 90% of all golfers of the Sweet Shot's amazing performance on fairways throughout the country.

The Sweet Shot is a top-quality ball—one that pays off big in distance and accuracy for your better players. It has an ultra-high compression, super-charged power center. This is wound with F-239 vita-life pure rubber thread by Worthington's new, exclusive *dyna-tension* winding process that provides the ultimate in accuracy and power-packed performance.

You'll be hearing more and more requests for the Sweet Shot as word continues to get around. So for big profits on both new and repeat business—business that's *exclusively* yours—stock, display, and recommend the Sweet Shot! The Worthington Ball Company, Elyria, Ohio.



48th year, Specializing  
in Golf Ball Manufacture

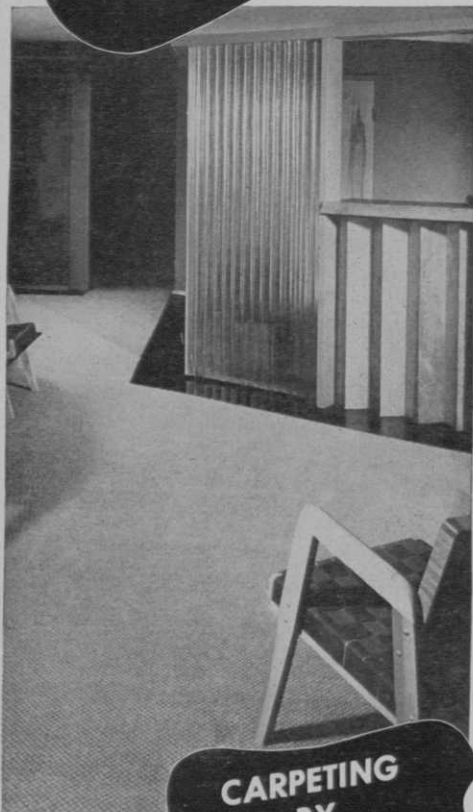


# Worthington

WORLD'S LARGEST EXCLUSIVE GOLF BALL MAKER



Made to order  
FOR  
GOLF CLUBS



CARPETING  
BY  
KLEARFLAX

Tightly woven of long-wearing virgin flax, scuff-proof, beautiful in any room. Reversible, spike-resisting, moth-proof, practically burn-proof, and easy to clean. Adds distinction to any interior. For address of nearest dealer write:

**KLEARFLAX** CARPETS  
AND RUGS, DEPARTMENT G.,  
DULUTH 7, MINNESOTA

## Iowa Turf Course Draws 150 to Ames

Course supts. and turf men numbering about 150 came from more than a half dozen states to Iowa State College, Ames, to attend the 18th annual Greenkeepers and Turf Association short course.

The theme of the first afternoon was grass seed production and turf establishment. Brown and Hutchins described the grass seed industry of Iowa and stated that more than 40 percent of the domestic supply of blue grass seed was produced



L to R. "Al" Johnson formerly supt. Iowa State College golf course; former president Iowa Greenkeepers Assn., now superintendent at Indian Hills, Winnetka, Ill. Robert Fritsch, Ames, Iowa, Secy-Treas., Iowa Greenkeepers and Turf Assn. Charles G. Wilson, USGA Green Section and USDA, Beltsville, Md. W. A. Creary, Creary Chemical Co., New Brunswick, N. J.

in Iowa. A Kodachrome firm gave a description of harvesting processes.

This was followed by an excellent presentation of the grass seed production industry of Oregon by Joe W. Jarvis formerly of that state, but now of Omaha as Supervisor of Agricultural Development with the Union Pacific Railroad. The Oregon grass seed areas are characterized by high yields and high quality. Dr. "Dutch" Sylwester told of the functions of the seed testing laboratory at Iowa State College and what the results of seed testing mean to the purchasers of seed. Dr. I. J. Johnson, head of Farm Crops and Dr. Jess Scholl gave an excellent review of grasses adapted to Iowa and how to establish turf, by selecting the kind of grass for the job, and how to decide what fertilizers can be used at planting time to secure a good turf.

On Tuesday, turf maintenance was the theme. Beryl Taylor described the fertilizer, seeding, and aeration program followed to make the Iowa State College football field one of the best. Taylor also described the management practices followed to secure maximum results on the 18 hole college golf course at Ames. He is a believer in frequent light applications of fertilizers. Fungicides are applied as a

protective measure, protection against disease, not as a means of arresting attacks after an infection starts.

Charles G. Wilson and H. L. Lantz gave an account of the cooperative National Fungicide trials. Again in 1951, the cadmium compounds were outstanding in controlling dollar spot. A newcomer in the fungicide field was Calo Cure, which gave excellent results in controlling both dollar spot and brown patch.

Dr. O. J. Noer, the ambassador of good turf, described what is happening all over the country on golf course fairways and other turf areas, and described how a sensible fertilizer program, aeration and other procedures are urgently needed to restore turf. Good greens require regular fertilization, few dispute that, but many times regular feeding during the growing season is neglected. He stressed the need of applying around 1½ lbs. of nitrogen per 1000 sq. ft. each month of the growing season to maintain satisfactory putting green turf.

Marvin Elsted and John Keating stressed the need of taking the utmost care of turf machinery and told how to do it by paying close attention to adjustments and lubrication. Machinery is expensive and more than that, machinery is in short supply.

The banquet on Tuesday evening was a highly entertaining feature. Good food and fine fellowship prevailed. Iowa State



Dr. "Tiny" Gunderson, Extension Entomologist, Iowa State College, giving some timely advice as to how to control insect pests and rodents. Tom Mascaro and the wire recorder make a record of the proceedings.

College Octet gave an entertaining 20 minute concert. Herb Cormack of the athletic staff was the speaker of the evening. His high sense of humor provided a fine sequel to a busy day.

Wednesday forenoon was filled with timely and informative discussions. Dr. W. H. Bragonier described the seriousness

(Continued on page 90)

April, 1952

WORLD'S FINEST GOLF GRIP

*Golf Pride*

**MOLDED ON**

By leading club makers

**SLIP ON**

by leading pros

**PROFITS FOR PROS**

Pros make money on Golf Pride grips. New clubs, with Golf Prides molded to shafts, are easy to sell. Players using clubs with wrong grips want Golf Pride "Slip-Ons" installed. New interest in better grips, and better game, creates more player action. Push Golf Prides— increase profits.



Write for folder

Cap-grip, one piece. Won't slip, any weather. Molded rubber and cork. Easy on hands. Help steady game.

Hoot Mon! a better grip.



**FAWICK FLEXI-GRIP CO.**

BOX 72, AKRON 20, OHIO



Annual banquet for 148 caddies is climax to four-point program at Sunset CC, Sappington, Mo., that has members showing genuine interest in the welfare of every boy. Caddies in turn are proud to participate in strict training program and rewards received for high degree of proficiency.

## Why Our Club Has Star Caddies

By JAMES D. FOGERTY

Professional, Sunset Country Club, Sappington, Mo.

The caddy problem is just the same as the over-all juvenile problem today. The older men talk about a slump in kid morality, energy and initiative and forget that the kids generally follow the pattern of their elders.

With caddies every club has the specific problems of getting youngsters to come out, training and disciplining them, and getting them to be happy with their work even if they don't get double-loads two rounds a day and wind up with about as much take-home pay as their fathers, in many instances.

Of course the pay incentive is important—just as it is to you and me—but the more I've studied our own club's experience with the lads the more I've come to the conclusion that money's a long, long way from being the whole answer with the sort of lads who make the best caddies. What the caddy program really amounts to is making the kid feel, as near as possible, like he's practically a member of the club.

Our program in this direction showed its success at our sixth annual caddy party held last Dec. 7 in the clubhouse. There were 148 boys there and they were a bunch of whom any club could be proud. Each boy was given a sweater which would retail for about \$15. I bought these sweaters and some shirts for the lads at close-out prices from one of the sports

goods stores. Many of the sweaters retailed at \$18 to \$20.

Besides the sweaters we had 18 attendance prizes, a set of clubs for the outstanding caddy and 12 Western Golf Assn. Honor Caddy badges which were presented by Missouri amateur champion Jim Jackson.

For entertainment we had an orchestra, a magician and the talks of the kids and a few of the officials.

### Weekly Awards to Caddies

We announced that as a special prize for good service next summer there will be weekly awards of four seats to St. Louis Browns night games. The boys will be selected each week by the members as well as by the caddy chairmen. That idea, of course, will get the members more interested in the kids. Like every other pro at a good club I regard my members as the best bunch of fellows that could be collected but I know that they, also like every other club's membership, are inclined to think about caddies as caddies rather than boys.

To show you how our membership is thinking of the boys, one of the members is giving a two year scholarship to any university or college in the United States to the top caddy of the club, providing, of course, the kid's aptitude and determination as a scholar are up to the level of his performance as a caddy.



At this year's tournaments  
watch for  
*Dunlop Maxfli*



Of course not all of the good scores this year will be made with the Dunlop Maxfli, but you can rest assured that a large proportion of the top notch pros and amateurs will be playing this great ball. It combines all the qualities that leading players look for in a ball.

As one of the leading pros put it, "The Dunlop Maxfli gives me the greatest click and feel of any ball I have ever used. It takes everything you can give it off the tee or on the fairway for greater distance and retains its accuracy for round after round of play."

*Dunlop*

DUNLOP TIRE & RUBBER CORPORATION • SPORTS DIVISION • 500 FIFTH AVENUE • NEW YORK CITY 18

All of us—the club members and I—  
are proud of the generally conceded rating  
of Sunset caddies as the best in the St.  
Louis district. There are four reasons  
for this reputation:

#### 4-Point Caddy Policy

- 1—The annual caddy party.
- 2—The courteous treatment by our members. All of us in pro golf have seen some clubs where the caddy problem actually is the member problem. It's not that way at Sunset.
- 3—Caddy selection.
- 4—Caddy training.

Three years ago when I became professional at Sunset I paid out of my own pocket the salary of a caddy trainer who started on the job until June 15 and worked until mid-September.

Each Tuesday, Wednesday, Thursday and Friday he'd get the boys in the morning, take them out on the course and show them where to stand, on what holes to be out in front, how to repair divots, how to repair ball marks in greens and other details of the job.

These equivalents of members' playing lessons were given on the first and second nines of alternate days from about 9:30 to 11:30.

Saturday mornings they were taken to our large practice green and taught how to handle their duties around a green. Let me say that when members see some of this training in progress it has a good effect on them. They see that caddying is far more than bag-lugging and see, in some cases that the kid studies caddying more than some players study golf.

#### Caddies Must Be Schooled

Each new caddy, as well as many of the regulars, are required to attend at least ten of these training sessions. If, after ten lessons a boy can pass the test the trainer gives he is excused from classes, but if poor reports come in the boys are required to get back in class for refresher courses.

During the afternoons the trainer walks around the course watching the boys' performances and asking the members how the caddies are doing and what the members think about the kids. This impresses on the members that we have a superior group of caddies and that every kid is expected to qualify to belong to the outfit.

After I paid the trainer for two years the club decided to pay him as the club found it was the only way to develop good caddies and to have caddies that were standouts—as ours among those of the district's clubs—was a decided asset to the club.

Caddy training can be made a very interesting thing for the kids. They are

quick to see why a good caddy is a great help to every champion, and in a lot of cases far more of a help to the average player than the player himself realizes.

#### "The Old Army Game"

The caddy training at Sunset isn't a soft deal to which we invited every kid old enough to carry a bag around the course. It's got distinction to it. There's a touch of the military element in it. Many of us recall glorying in belonging to Army, Navy or Marine outfits where the discipline was tough but developed top men for dependability in combat. Every soldier, sailor and Marine bitched about the training he was getting, but on the outside let it be plainly known that it took a real guy to stand up and come through it. And as long as it showed him how to do his job well and was fairly and competently administered he saw that the job was one that separated the men from the boys.

The kids take the same view of a well conducted caddy training program. They have got the right idea—which is that they've got to be good or they wouldn't be there.

The result has been not only a first class spirit of mutual interest between Sunset caddies and players but development of caddying proficiency to the point where I am confident that you could take any one of 35 caddies at Sunset out to a course where a National Open or Amateur championship was going to be played, let the boy go around the course a couple of times to get a chance to study local conditions, and he'd be as perfect a caddy as a champion could want.

Our club members have the idea that is basic in putting across a good program, and that is while we may not have many of our members who could compete in a national championship we can brag that our caddies could do their work in such a championship perfectly.

#### Foundation Golf Rules Book Gets Big Distribution

Orders for more than 10,000 copies of "The Easy Way to Learn Golf Rules" have been received by the National Golf Foundation in advance of publication. The revised 1952 edition containing the major changes approved by the USGA and the R & A will be available for distribution April 1. Sixty cartoons and illustrations make the new 80 page edition entertaining as well as informative reading. The book, convenient size, (3" x 4") is an important item for every player and member. Single copies, 10 cents. Larger quantities, \$6.00 per 100 copies. Quantity orders should be directed to the National Golf Foundation, Chicago 5, Ill.