

ONE of the most startling developments in modern golf is the recent introduction, rapid acceptance and widespread use of the "golf car" on the nation's fairways.

"Are they good for golf? Are they here to stay?"

These are questions that, even today, are likely to start a verbal Donnybrook in almost any club grillroom! They trigger discussions reminiscent of the theological arguments of medieval times which swirled violently around the question of how many angels could dance on the head of a pin!

Golf cars are new, and in a sport so laden with tradition as is golf, anything new is bound to be highly controversial. As a matter of fact, golf cars have arrived on the scene so fast that the dust of their arrival is still about us, obscuring their true place in the golf picture.

#### Help Older Players

Originally introduced to permit older or physically infirm players to continue playing the game, the golf car performed — and is performing — a great service for golf in this role. Many older players have made significant contributions of time, effort and money toward the support and development of their clubs — it is only fair and just that they continue to enjoy the game to which they have given so much. Recognizing this, many clubs have permitted golf cars on their courses for the exclusive use of older or physically handicapped players.

Other clubs, encountering no special or insurmountable problems with the advent of golf cars on their courses, extended their use to all players desiring the cars. Still other clubs, confused by conflicting reports on golf car use, and frequently without further investigation, have arbitrarily forbidden the use of cars.

The fact is, a number of clubs that vote to keep the cars out one year often make a complete turnaround in policy the following year to permit the cars on their courses. All this points to a very fluid condition due to the lack of authoritative information about golf cars.

The golf car situation today is much like the weather, everybody *talks* about it but no one *does* anything about it!

#### Golfdom Launches Survey

Late last year GOLFDOM decided to use its extensive working contacts with the officials and managements of the nation's golf courses to conduct a survey on golf

# HOW ABOUT GOLF CARS?

How many are there?

Where are they?

Where are they going?

By George Nivel

cars. Main purpose of the survey was to learn the extent to which golf cars are being used, who is using them and just how much interest there is in the subject. A copy of the survey questionnaire used is shown on page 90.

The questionnaire was sent out on December 6, 1957 to 3,818 golf professionals at private country clubs, semi-private and municipal golf courses throughout the country.

The response? Exactly 984 or 25.5% of the questionnaires came back, with returns from every state and from the District of Columbia!

This reaction to the survey is outstanding for several reasons; professional researchers consider a 5% return on a mailed questionnaire good and an adequate basis on which to draw conclusions — 10% is excellent and more than 10% is hardly to be hoped for. In addition, the Golfdom survey was mailed in the dead of winter, yet a major portion of the returns came in from courses located in the northern half of the country. Conclusion: there is real interest in the golf car subject and a real need for comprehensive information.

Although this survey was intended to  
(Continued on page 90)

See Charts on pps. 52-53

## SURVEY CAR FLOO

Reprints of the Golf Car article and charts may be obtained for 10 cents each. Send orders to GOLFDOM, 407 S. Dearborn st., Chicago 5, Ill.

**TABLE 1** Analysis of Private Country Clubs Responding to 1958 Goldom Golf Car Survey

| Years In Use | No. of Courses | Cars in Use |             | Total Cars Reported | Is Present No. Enough? |            | Cars Leased for Rental to Players | Cars Purchased for Rental to Players | Cars Owned by Players |
|--------------|----------------|-------------|-------------|---------------------|------------------------|------------|-----------------------------------|--------------------------------------|-----------------------|
|              |                | Low Average | High        |                     | Yes                    | No         |                                   |                                      |                       |
| 1 (or less)  | 81             | 1           | 7.5         | 571                 | 24                     | 46         | 11                                | 234                                  | 122                   |
| 2            | 122            | 1           | 7.3         | 886                 | 68                     | 42         | 12                                | 209                                  | 262                   |
| 3            | 114            | 1           | 13          | 1497                | 60                     | 40         | 14                                | 342                                  | 565                   |
| 4            | 72             | 1           | 14.4        | 1039                | 38                     | 26         | 8                                 | 282                                  | 474                   |
| 5            | 36             | 1           | 19.6        | 718                 | 22                     | 9          | 5                                 | 214                                  | 304                   |
| <b>Total</b> | <b>425</b>     | <b>1</b>    | <b>12.3</b> | <b>4711</b>         | <b>212</b>             | <b>163</b> | <b>50</b>                         | <b>1281</b>                          | <b>1727</b>           |
|              | (75.4%)        |             |             | (82%)               | (49.8%)                | (38.3%)    | (11.9%)                           | (27%)                                | (37%)                 |

**TABLE 2** Analysis of Semi-Private Golf Courses Responding to 1958 Goldom Golf Car Survey

| Years In Use | No. of Courses | Cars in Use |           | Total Cars Reported | Is Present No. Enough? |           | Cars Leased for Rental to Players | Cars Purchased for Rental to Players | Cars Owned by Players |
|--------------|----------------|-------------|-----------|---------------------|------------------------|-----------|-----------------------------------|--------------------------------------|-----------------------|
|              |                | Low Average | High      |                     | Yes                    | No        |                                   |                                      |                       |
| 1 (or less)  | 26             | 1           | 4.5       | 116                 | 7                      | 16        | 3                                 | 67                                   | 8                     |
| 2            | 30             | 1           | 5.7       | 171                 | 13                     | 14        | 3                                 | 55                                   | 44                    |
| 3            | 23             | 1           | 9.2       | 212                 | 11                     | 11        | 1                                 | 111                                  | 57                    |
| 4            | 15             | 4           | 21.2      | 319                 | 7                      | 8         | 0                                 | 132                                  | 74                    |
| <b>Total</b> | <b>94</b>      | <b>1</b>    | <b>10</b> | <b>818</b>          | <b>38</b>              | <b>49</b> | <b>7</b>                          | <b>346</b>                           | <b>183</b>            |
|              | (16.7%)        |             |           | (14%)               | (41%)                  | (52%)     | (7%)                              | (42.3%)                              | (22.4%)               |

**TABLE 3** Analysis of Municipal Golf Courses Responding to 1958 Goldom Golf Car Survey

| Years In Use | No. of Courses | Cars in Use | Total Cars Reported | Is Present No. Enough? |           | Cars Leased for Rental to Players | Cars Purchased for Rental to Players | Cars Owned by Players |               |           |               |
|--------------|----------------|-------------|---------------------|------------------------|-----------|-----------------------------------|--------------------------------------|-----------------------|---------------|-----------|---------------|
|              |                |             |                     | Yes                    | No        |                                   |                                      |                       |               |           |               |
| 1 (or less)  | 14             | 1           | 53                  | 2                      | 4         | 27                                | 51 %                                 | 15                    | 28.3 %        | 11        | 20.7 %        |
| 2            | 16             | 1           | 113                 | 10                     | 4         | 46                                | 40.7 %                               | 46                    | 40.7 %        | 21        | 18.6 %        |
| 3            | 14             | 1           | 74                  | 9                      | 5         | 30                                | 40.4 %                               | 27                    | 36.6 %        | 17        | 23 %          |
| <b>Total</b> | <b>44</b>      | <b>1</b>    | <b>240</b>          | <b>22</b>              | <b>13</b> | <b>103</b>                        | <b>43 %</b>                          | <b>88</b>             | <b>36.6 %</b> | <b>49</b> | <b>20.4 %</b> |

**TABLE 4** Response to Question No. 6 in 1958 Goldom Golf Car Survey

"Who at your course was responsible for securing the cars?"

Who is Responsible

For Bringing Golf

Cars Into Course

|                                       | Private | %     | Semi-Private | %    | Municipal | %    | Total | %      |
|---------------------------------------|---------|-------|--------------|------|-----------|------|-------|--------|
| Golf Professional                     | 279     | 63 %  | 71           | 71 % | 41        | 87 % | 391   | 66.4 % |
| Players or members                    | 52      | 11 %  | 8            | 8 %  | 4         | 8 %  | 64    | 10 %   |
| Green committee or Board of Directors | 50      | 11 %  | 1            | —    | —         | —    | 51    | 8 %    |
| No answer                             | 29      | 6.5 % | 7            | 7 %  | 1         | —    | 37    | 6.2 %  |
| Owner of course                       | 3       | —     | 5            | 5 %  | —         | —    | 8     | —      |

**TABLE 5** Response to Question No. 7 in 1958 Goldom Golf Car Survey

"What are your major problems with Golf Cars?"

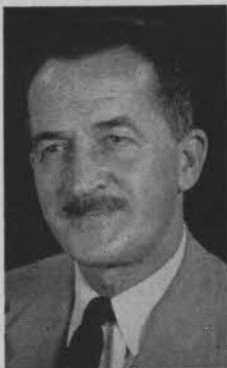
Comments

|                                   | Private | %      | Semi-Private | %      | Municipal | %    | Total | %      |
|-----------------------------------|---------|--------|--------------|--------|-----------|------|-------|--------|
| Player misuse                     | 188     | 42.4 % | 41           | 41.4 % | 25        | 53 % | 299   | 38.8 % |
| Servicing                         | 131     | 30 %   | 26           | 26.2 % | 15        | 32 % | 172   | 29.2 % |
| Garaging                          | 133     | 30 %   | 23           | 23.2 % | 11        | 23 % | 167   | 28.3 % |
| No problems                       | 49      | 11 %   | 7            | 7 %    | 2         | —    | 58    | 9.8 %  |
| No comment                        | 33      | 8 %    | 13           | 13 %   | 6         | 12 % | 52    | 8.8 %  |
| Batteries — trouble or inadequate | 35      | 8 %    | 5            | 5 %    | 2         | —    | 42    | 7 %    |
| Battery charging                  | 21      | 4.7 %  | 2            | —      | 1         | —    | 24    | 4 %    |
| Course terrain                    | 16      | 3.6 %  | —            | —      | —         | —    | 16    | 2.7 %  |

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# Grau's Answers to Turf Questions

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If you've got a question you want Dr. Fred V. Grau to answer, please address it to Grau Q&A, Golfdom, 407 S. Dearborn, Chicago 5, Ill.

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**Q**uo Vadis is a term familiar to every first-year Latin student. It is a term that suddenly has assumed great significance in the turfgrass profession. It will be a big factor in committee deliberations. Several translations are possible. "Whither goest thou?" is the classic interpretation. We might ask the question, "What goal have you established?" or "What level of quality do you want?"

It was evident at the GCSA conference in Washington, D. C. that often there exists a wide discrepancy between the quality of the turf that the supt. tries to provide, on the basis of what he believes club members want, and the funds that are provided for the purpose. The most common source of discontent seemed to be the demand for "economy" on the course to permit the expenditure of large sums in the clubhouse.

This seems to be the right place and the right time for a frank statement. The members of a club have a perfect right to demand any given level of quality in any department of the club if they're willing to pay for it — who shall say nay? If they are perfectly content with mediocre turf why shouldn't they have it?

But — and this is important — the supt. has an equal right to request, in writing, a statement of the level of quality that is desired. It is senseless for the supt. to eat his heart out — trying to provide opti-

imum quality when the budget and members ask only minimum quality. A cut in the budget may simply be another way of telling the supt. that they really do not care too much if the greens go to pot. If the members say, "We want nothing but the best," the supt. then has a free hand to draw up a budget that will provide optimum quality.

In developing a budget the supt. must provide unerringly for those items which are designed to produce the highest quality in turf. He must know costs and must be prepared to defend the selection of items which he knows will aid him most in achieving the goal agreed upon. Some items may be unfamiliar to committee members. Education of these people then becomes the first order of business. Some supts. are disheartened when the material which they have chosen to aid them in achieving desired quality is not allowed and they are told to buy a "cheaper" material which the supt. knows will ultimately be more costly to the club. The committee has a perfect right to enforce such a demand upon the supt. The supt. has an equal right to set forth in writing all facts at his command to prove that his choice would be the wise one.

• • •

**Q.** Kindly advise what is the best application on greens containing Astoria colonial and seaside bent for removal of chickweed which is coming in more heavily all the time.

(New York)

A. I would recommend use of lead arsenate which can be a very effective material against chickweed in mixed bent greens. Lead arsenate is safe and, if used at the rate of 10 lbs. per 1,000 sq. ft. once a year, either spring or fall, should get rid of chickweed gradually and safely.

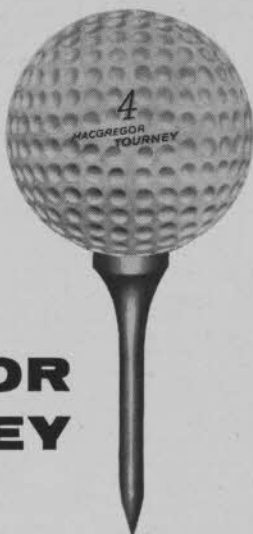
If there are stubborn spots that you'd like to get rid of quickly, dust them with calcium arsenate. This material is a little more active than lead arsenate and will cause chickweed to disappear more rapidly. But it also does a little more damage to the grass if used too heavily.

Control of disease is very important in keeping the turf healthy and resistant to invasion of weeds. Your fertilization program also is extremely important as well as the irrigation. Well fed turf, with minimum irrigation, is a good defense against weed invasion.

**Q.** I am supt. at a club in Washington. We have a problem involving one of our greens in that the poa annua type grass does not survive summer heat and fungus damage.

We are interested in obtaining a type of bent which will be most adaptable to our climate and conditions. Our plan is to kill all existing plant life, spike as much as 20 times and then topdress and replant with a suitable strain of

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Tom Nieporte  
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**bent. We do not wish to change the topography of the green and want to have it playable as soon as possible. (Wash.)**

A. Your problem indicates that something is radically wrong either with your soil or with the sub-drainage, perhaps both. With low humidity and low rainfall during the hot months you should be able to control poa annua principally through water control. So, before you go to a lot of expense and time and trouble, look into the way the green is built. If you do not correct the basic faults you will have it all to do over again.

After you have corrected soil and drainage and perhaps a matted condition of the turf plant Pennecross seed, at one lb. to 1,000 sq. ft. Take a cheek on the soil to learn what you need in the way of minerals. Your Soils dept. at Pullman can help you. You may be able to get a Soils man to examine the green with you and analyze the situation. Read past Q. and A's for discussions on soil mixtures for greens.

**Q. We use Calo-Clor each Fall just before the first snow, but we always have considerable snowmold kill on our course. What is the best way to restore our turf to its best condition for play? Snows are heavy each year. We often have one to two ft. of snow on the greens and up to three feet on the fairways in April. (Minn.)**

A. One of the best ways to restore snowmold damaged turf is to open it by spiking or other type of aerating to get air into the soil and permit the grass to restore its growth. Probably not all of it will come back, but frequently, annual bluegrass fills in the voids and can be quite a blessing at times in this respect. Spiking or aerating can be helpful, too, if additional seeding is necessary to restore turf to those areas that do not heal by themselves.

I would like to consider, for a moment, the rate of Calo-Clor you use. Perhaps you are not using enough. It may be likely, also, that you could afford to use it twice in the fall to obtain better protection. Another possibility is that the grass you have is highly susceptible to snowmold. If you have to plant grass where it has been damaged by snowmold, you might consider using Congressional (C-19) creeping bent grass which is highly resistant to snow mold.

Certainly you want to avoid late fall fertilization with a soluble fertilizer that causes grass to go into winter in a soft, succulent condition, making it more susceptible to the disease.

It would be helpful if you could get pictures of snowmold damage this spring and let me have a copy for my files.

**Q. What is the best sand to use for topdressing? We have been using pea-size gravel but don't seem to get it worked down into the soil. I am wondering if a real coarse sand would be better. (Kan.)**

A. Pea-size gravel is best used in the sub-grade or in preparation of the putting green, but certainly not for topdressing. You would be much better off using a coarse sand which

would work into the turf and into the soil following aerating. When pea-size gravel is used for topdressing there usually are too many complaints from golfers because the ball is deflected by pebbles. One way pebbles can be taken off the green easily and quickly is with a curved snow shovel which is used to windrow the material for easy removal.

**Q. We have sand greens on our 9-hole course. We'd like to experiment with grass. Would it be possible to give us an estimate of the care they need and the expense involved? Also, we'd like to have information on how the soil should be prepared, chemicals needed, watering and fertilization. (Iowa)**

A. It is impossible to give exact answers to your questions without seeing the property and taking into account all features including water supply and many other factors.

I suggest that you get in touch with Professor H. L. Lantz, Dept. of Horticulture, Iowa State College, Ames, and have him help determine the answers to your questions. It is entirely possible you may not be in a position to attempt grass successfully as yet. On the other hand, you may be admirably located for it. Only a first-hand inspection of your course would reveal this.

### **Stewart Heads Midwest**

New pres. of the Midwest GCSA is Ed Stewart, supt. at River Forest CC in Elmhurst, Ill. Vps are Peter Bild and Dave Mastroleo. Adolph Bertucci is secy-treas. and directors are: Walter Fuchs, Norm Kramer, Dom Grotti, Amos Lapp, Wes Updegraff and Ben Krone.

### **New England Picks Francis**

Manuel Francis of Vesper CC, Lowell, Mass. has been elected pres. of the New England GCSA for 1958. Albert Allen, Paul O'Leary and N. J. Sperandio are vps. Secy. is William Ash and treas., Arthur Cody. Theodore Swanson was elected three-year trustee. Education committee chmn. is Ray Brigham; Milton Brown heads the golf committee; and Howard Farrant and John O'Connor are co-chmn. of the auditing committee. Phillip I. Caddidy is business mgr. of the New England group.

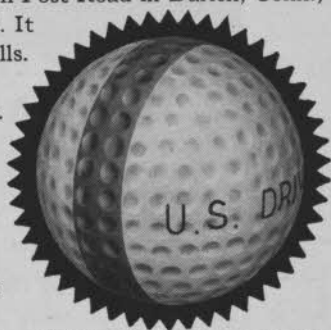
### **Kansans Elect Funk**

Kansas Turfgrass Assn. members recently elected Bob Funk pres. He succeeds E. R. Queen. Other officers are Ed Nelson, vp, and Bob Lester, secy.-treas. Directors are Tom Andrews, Charles Nelson and Joe Holub. Committees are headed by the following: Publicity, Lynn Burris; Program, Tom Andrews; and Membership, Ervin Syfert. Ross McCausland, Jr. is the organization's photographer.



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# More Lessons from PGA Long Beach Education Sessions

## How to Make Your Shop Sell

Ted Dexter, Western Mgr., D. G. Williams, Display Specialists

A good janitor could increase sales in a lot of pro shops by cleaning them.

The small shop should be a jewel; bright, attractive and with displays frequently changed.

Have experts from your local lighting company look over your shop lighting and make suggestions.

Merchandise to be used in cheerful, sunny weather must be shown in bright, tidy displays.

If the pro doesn't treat merchandise with respect through good display why should potential buyers show any keen interest in the goods?

Show merchandise so it looks important. Spend for equipment to display merchandise; get slack racks, trunk forms for shorts and slacks, forms for sweaters and shirts.

Get advice on what forms you need, where to buy them and how to use them from the display directors of local stores. Many of these fellows are golf enthusiasts and are big name "pros" in their own fields.

Pro shops are not cut up into big departments. That is a big advantage to them and the buyer who can get everything he wants for golf without moving from floor to floor.

Always keep merchandise fresh-looking; a few soiled shirts or wrinkled slacks on display can make the whole shop look slovenly.

*January and February GOLFDOM carried complete resumes of speeches at the PGA convention on pro business operations and instruction methods. Here is more material on these subjects.*

Have some merchandise at first tee; especially balls and gloves.

Have merchandise appropriate to weather at first tee on Saturdays, Sundays and holidays — headwear and suntan lotions on hot, sunny days; rain garments and umbrellas when rain threatens; sweaters and jackets in cool weather.

Have a display rack of putters at the practice green on big days.

The pro has a right to expect business but not to presume upon this right. He has to make his merchandise and service attractive and good value for the money.

Keep everything possible displayed and price tagged for easy buying as a great deal of pro shop revenue is the result of impulse buying.

Change pro shop displays often.

It is a mistake to get involved in too many different items of stock.

Don't go strong for cheap stuff. If you do every "junk dealer" is your competitor.

Buy comparatively few shirts, but buy in depth (size, color), to make best use of sharply limited capital for inventory.

Do some advertising by mailing attractive and helpful ads as enclosures with club bills.

Promote Christmas shopping and other gift shopping.

## Teach Groups The ABC's of Golf

Guy Bellitt, Alameda County (Calif.) Golf Course

Group golf instruction is the biggest factor in developing the golf market. Many persons who are playing in golf leagues of large corporations never had seen golf played three or four years ago.

I am teaching 25 classes of ten per class each year and have been on this schedule for seven years at Alameda. Class is limited to ten as that is the number which can be best taught with some individual instruction for each pupil.

Group instruction has accounted for considerable play and pro shop business of women golfers.

First give class a general idea of golf and shotmaking and gain their confidence.

Show the class a set of irons at \$130, set of woods at \$95 and a bag at \$35 and they are ready to quit. But their interest revives when they are told that a beginner can do well the first year with \$65 worth of equipment.

I supply clubs and balls for the group les-

sons. The pupils have their own golf or rubber-soled shoes.

Familiarize the beginner with equipment and in 3 or 4 weeks he (or she) will be asking you to help them pick out clubs to buy.

In the first lesson the class is told there are only three fundamentals to be learned. This gets them interested because they think they can do a job this simple.

The first instruction is on the hand position or the "take hold." I don't like to refer to it as the grip because that suggests tension.

I tell juniors to simply take hold of the club with their fingers and their thumbs on top of the shaft, then slide their hands together.

It is important in teaching women to tell them the "why" of the instruction detail.

Give the class about 15 minutes exercise with the hands until the wrists get loose.

Have the class hold the club out in front then bend wrists and put the club on right, then on left shoulder. That exercise will loosen