

JANUARY, 1928

# Golfdom

The  
Business Journal of Golf



NEW YORK STATE  
COLLEGE OF AGRICULTURE  
DEPARTMENT OF FLORICULTURE  
AND  
ORNAMENTAL HORTICULTURE  
CORNELL UNIVERSITY  
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1. Will produce a finer cut than any "push type" mower.
2. Positively will not pack your greens. All major castings made of the same special grade of aluminum as used in aeroplane construction, combining great strength with extreme lightness.
3. Any boy can operate them without fatigue; makes your help happy and contented.
4. Will cut your cost of greens-mowing 50% to 75%, resulting in surprising savings.



**D**EMONSTRATIONS of these new mowers the past year on prominent courses from Coast to Coast and before the United States Greens Association at Washington, D. C., have assured their reception as a distinct triumph on the part of Jacobsen Engineers—a tribute to Jacobsen experience and skill as builders of quality power mowers.

Their ability to do beautiful work on any green has been thoroughly proven, over any undulations that a hand mower will handle, and, of course, with a marked saving in time and labor. They do the work of two and three good men with hand mowers. Every objection to power mowers on the ultra modern green has been removed by these new models.

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# How championships are lost!

"There was a tense silence as he took his stance, glanced along the line of putt, drew back his putter and hit the ball. It started true for a few feet, then swerved off and grazed the side of the hole. ————— had lost the championship."

*From The New York Times*

Play a "U. S." Royal—a ball that will roll true to the cup and not swerve off, because we have built into it perfect balance. The "U. S." Royal has a fixed center of gravity that cannot shift. It is known to good golfers as "The best putting golf ball in the world."

No ball gives greater distance—no golf ball is as well finished and painted as a "U. S." Royal. The price—75 cents.

\* \* \* \* \*

The cover of a "U. S." Royal is as tough as a cover can be made without lessening the resiliency of the ball, and it is fully guaranteed.

## "U. S." ROYAL GOLF BALLS

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Don't forget your *Budget* should include an appropriation for *new* equipment.

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## Order Roseman Mowers

Specify delivery date desired and avoid delays occasioned by the spring rush of golf course business—name the future date when finances will permit paying the account and we will work with you to an agreement.

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# MOWERS

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# Golfdom

THE BUSINESS JOURNAL OF GOLF

JANUARY, 1928

## Selection of Committee Chairmen Is New President's Hardest Job

THE success of a club's season depends largely on the care and wisdom displayed by the president in selecting proper committee chairmen. Herein are explained the systems used by a number of experienced presidents to assure a happy choice of committee leaders.

AFTER the election of "our distinguished fellow citizen Mr. Whoosis" to the presidency of a golf club, he very quickly learns that the honor bestowed upon him is not without an accompaniment of a number of perplexing situations, the first of them being the difficulty of properly organizing his administration for action.

Regardless of the fact that basic principles of business lie at the foundation of every successful golf club operation, the newly elected president soon sees that the club represents a business that differs sharply from usual commercial enterprise in many ways. The problems brought about by operation during only part of the year, the consequent necessity of intensive seasonal use of an expensive plant, and the bewilderment of running a business that has as its customers men who are as heavily interested in the enterprise as the president himself, provide plenty of puzzles. Because the duties of golf club president must be handled in addition to the demands of his business interests, the golf club president runs the risk of being sunk right at the start unless he is fortunate and canny in his selection of aides.

Th's vital detail of the correct selection and organiz'n' of committees is getting a lot of consideration these days. GOLF-

DOM'S records show that approximately 75 per cent of the country's golf clubs have their annual elections between October 15 and December 31, and committee appointments represent the first job the new presidents must tackle.

In getting together information that would be helpful to these incoming presidents GOLFDOM acknowledges, with deep thanks, the data received from a number of golf club presidents whose experience and results afford valuable guidance. In the responses to our request for help, we note especially the growth of the trend toward longer terms for efficient officials. It is our observation that this policy of keeping a willing and able martyr in office as long as possible has effected smooth and economical progress.

There is much of assistance to the new president in the remarks of George H. English. Mr. English has been president for two years of the Milburn Golf and Country club, Kansas City, Mo.

He states:

### "One Man to One Job"

"Under the by-laws of our club, the chairmen of each of the four standing committees must be members of the Board of Governors. These committees are the House committee, the Green committee, the Handicap and Tournament committee and the Finance committee. We have nine

members of the board, three of whom are elected annually. As a result, it is seldom we have a complete turnover of all the committees at once. When the chairman of a committee goes off the board, he usually works informally with his successor so as to apprise the incoming committeeman of the work and plans. Sometimes the old chairman continues as a member of the new committee. In the two years of my administration I have always permitted the chairmen to select their own committees.

"I am a believer in one man to one job as a principle. Where a number of details fall to a single committee, our practice has been to put one man in charge of each department. For instance, the House committee will consist of the chairman who will appoint a social chairman as a member of his committee, another member to have charge of the locker-room, and so on for any particular department of his work. The Handicap and Tournament committee chairman will appoint one member to keep track of the handicaps, etc.

"As to picking various chairmen, naturally the president has to exercise his best judgment from the limited field (from the Board of Governors) in handling this important matter. It sometimes happens that no member of the board is available for some important committee. In that event the nominal chairmanship must be placed on someone and some other member is added to the committee with the expectation that he will do most of the work. This is a very rare condition, however.

### Organize Before Spring

"As to working out budgets: Our election, like that of most golf clubs, formerly took place about the first of the year. Several years ago I agitated and secured the passage of an amendment to the by-laws which caused the annual meeting and the election of officers to take place in October. The new board is organized at the regular monthly meeting immediately following the election, that is, in November, and the budgets for the ensuing year are prepared and adopted at the December meeting. We have found this much more satisfactory than the usual method of not getting organized until the spring work is almost on us.

### Post Monthly Audits

"Our officers and chairmen usually make a report at the annual meeting in October. Frequently this is in writing but not al-

ways. The financial report is always in writing.

"As to facilitating the handling of the clubs financial and buying operations by the incoming administration: Large responsibility is left to the chairmen of the committees. Within their budget they have little interference from the president or the board as to expenditures. However, under our system of financial reports, a certain check is placed upon them. A new system just recently inaugurated in our club is to have an annual audit of our books made by a certified public accountant which is conducted through the year by a monthly audit, certified to by the public accountants. On this monthly audit the expenditures of the month are charged against the general budget and this monthly audit is posted for the inspection of the members. Thus, the chairman of the committee as well as all the members of the club are continually apprised of the monthly expenditures in every department.

"If I were accepting the presidency for the first time, the information that I would like to have when I took office would be in a general way the following: First, an accurate inventory of all the club property; second, the statistics of the past expenditures of the club by departments; third, things required to be done in each department of the club. As to getting the new administration organized quickly for effective action, I would try to select the best available man for each committee, see to it that he was thoroughly apprised of what he was expected to do and what means and instrumentalities he had for accomplishing this task, and let him go to his job in his own way.

"Your mention of the 'trials and triumphs of a golf club president' has an especial appeal to me. The trials are many, the triumphs not so many. Naturally the club president is the recipient in one form or another of all the complaints that the members of the club have.

"In my own case, the trials have been augmented by the fact that during the last year a tremendous amount of work at my club has been done; all the greens having been rebuilt, 85 new traps installed and extensive alterations made at the clubhouse. Naturally in addition to the regular work such changes elicited many complaints and comments from the members. Yet I have this to say about complaints; I have invariably regarded a complaint by a member as an evidence of his interest in

the well being of the club no matter in what terms his complaint is couched or in what tone it is expressed. I have always thought that the complaining member was trying to do exactly what I was trying to do, namely to make the club better. As a result, the complaints of the members have not been a worry or annoyance to me but on the contrary it has been a pleasure to adopt and execute the changes thus suggested in some instances, to explain the situation where the complaint was based upon lack of complete knowledge, and to disagree amicably and without rancor when inevitable differences of policies arose. I look back upon the hard work of the last two years with nothing but pleasure."

Now comes a statement that will interest a growing number of clubs who are committed to the policy of less frequent changes of administration. C. H. Logan, president of the Country Club of Decatur (Ill.), tells his club's experience in the following paragraphs.

### Three Presidents in 25 Years

"We doubt whether our story would fit in for most country clubs. First, for the reason that our turnover in officers and directors is not as great as it would be in the average club. For example, since the club was founded, about 25 years ago, we have only had three presidents. Dr. Wm. Barnes, the founder of the club, was president until five years ago when he was finally permitted to retire. Mr. Lindsay, who succeeded him, had been a director of the club for a number of years, and previous to that time had been chairman of the Green committee. I came on five years ago as a director, chairman of the Green committee, and secretary-treasurer of the club. We have fifteen directors, five of whom are elected annually, but so long as they will serve and will attend meetings with reasonable regularity they are generally retained.

"The club year begins on December 1, but the club is closed from about January 5 until May 1. It has been the policy of the club to allow the retiring chairman of the various committees to hold over until after the club closes in January. It has been the policy of the writer to appoint a chairman while the club was not in operation and while there was time for proper consideration of the merits of the people to be appointed. I have, without exception, appointed directors only as members of committees on the hypothesis that the

board of directors were the ones responsible to the members for the proper running of the club, and that so long as they were responsible they should be solely in charge.

"We have a Budget committee that allots the operating expenses on an estimated budget. For their guidance they have at their disposal a five year balance sheet that gives them comparative estimates of both income and of average expense over that period.

"Our Green committee for a number of years has been a one-man committee. We have found that this works out more satisfactorily with us as there is no division of opinions and credits or discredits can be absolutely placed by results.

### Cut House Loss

"We have gotten away from the problem of the operation of the house by turning it over entirely to a capable steward on a subsidized basis which is considerably less than the loss on the house when the club attempted to operate it.

"We have been fortunate in recent years in having a greenkeeper who is a practical, hard-working farmer. He knows nothing whatever about golf, and has no disposition to learn about it. He does know, however, how to grow grass, keep machinery in repair, handle labor, and keep the property in tip-top shape.

### Advance Financial Reports

"All of our accounting is done by certified public accountants at a fixed yearly rate. Each month they prepare and mail to each director, three days before the monthly meeting, a statement of the conditions of the club's finances, showing the amount expended and the amount remaining for each department. This serves two useful purposes: It keeps the directors in intimate touch with the club's finances; they can go over the reports leisurely, and eliminate many questions at board meetings.

"The makeup of a country club supposedly includes successful executives of the community, and the problems of a country club are no different from that of any other business. If they are handled as one would handle his own business, the results should be profitable. Our club has shown an operating profit every year for five years. We have explained to our members carefully that we are opposed to operating on any other basis except within the in-

*(Continued on page 30.)*

# Asheville Course Improved by Drainage

By MOODY S. ALLEN  
Superintendent of Parks, City of Asheville,  
North Carolina

If your course is so level it drains badly after a rain, or if it has slopes so steep the turf washes away, you will find an answer to your problem in Asheville's method of eliminating these troubles.

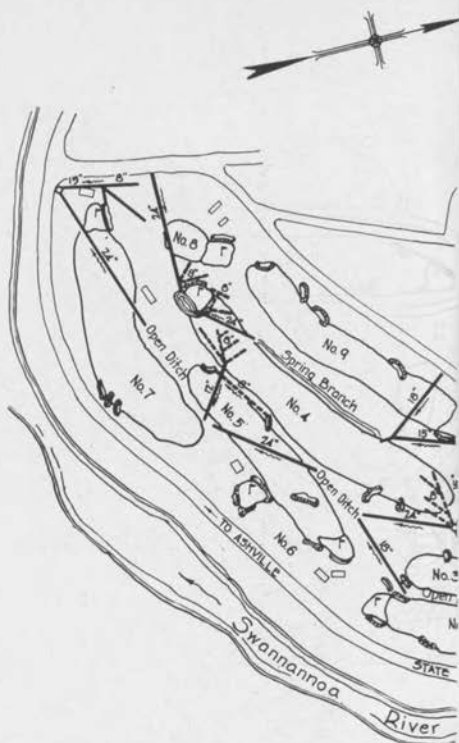
GREENKEEPERS and club officials may find a lesson in the value of proper drainage and see not a few details applicable to their own drainage problems in a plan recently carried out on the Asheville, N. C., municipal golf course.

This course was designed by Donald Ross and is conceded by experts in the game to be one of his best from the standpoint of good golf. Managed by a committee of local citizens, the course is one of the reasons for Asheville's constantly growing popularity as a place to live or to spend vacation days.

The course borders the Swannanoa River, 5 miles east of Asheville. Fairway 1, as the map indicates, starts at the club house, from which the course swings back along the river over ground that is comparatively level. Beginning at fairway 10 the way becomes steep, and in the next stretch, No. 11, the player climbs approximately 85 feet nearer the blue expanse of sky for which the region is famous. The remainder of the course is hilly.

The entire course covers 6,553 yards. Incorporated in it is practically every kind of hazard—including woods, water, swampy land (until recently), out-of-bounds, and sand traps. Yet it is a course on which a good player may keep his score in the seventies without being forced to make 275- and 300-yard drives. (Par is 72.)

Except for the fact that on the lower part of the course anking through shoe-top-deep mud was required after rainy

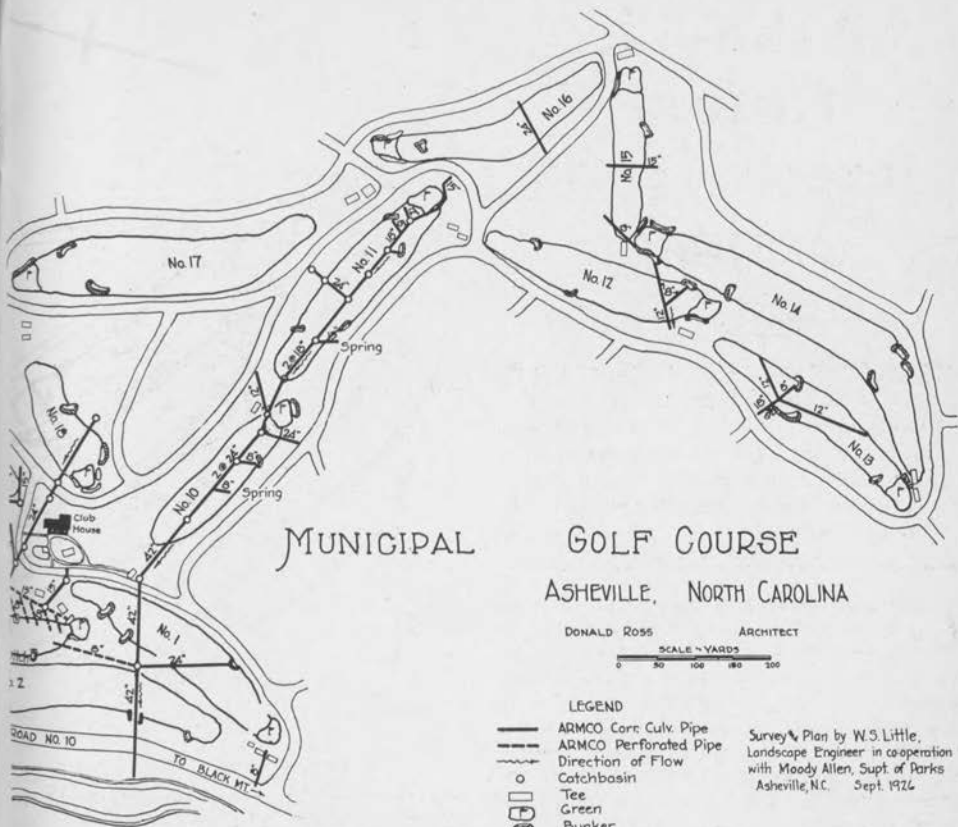


weather, the course was the delight of the rigorous golfer. And except for the fact that the ground washed and gullies formed, making it actually impossible to get either seed or soil to stay in place on the hillsides, and that grass was killed by waterlogging in the flat places, the grounds soon became the pride of the greenkeeper. Both of these "excepts" clearly could be overcome by drainage or control of water.

## Drainage Was Needed

When Mr. Ross designed and supervised the building of the course in 1925 he foresaw that this drainage and control would be one of the most important parts of his work. His first step was to tackle the erosion problem by installing a drainage line up through the long, narrow draw which comprises fairways 10 and 11, and cover it over to fill the ravine. This he did after observing the flow following rains for several months. The line installed consisted of 18-inch Armeo corrugated pipe leading into 24-inch pipe and emptying via a circuitous open ditch passing under the state highway into the river. Several short lat-





erals were provided to tap springs and small gullies.

Inlets of unusual design were placed at frequent intervals. These consisted of ordinary catch basins with sloping inlets of corrugated pipe welded to the outlet pipe. The corrugated inlets faced uphill, coming out behind small earth embankments. Thus designed, they have proved successful in catching water before it could erode the turf, yet are invisible to oncoming players. They are screened to prevent balls from entering.

The year 1925, in which drainage needs were observed by Mr. Ross, proved to be very dry, and it was subsequently found necessary to add a second line doubling the capacity—an experience common to many land drainage projects.

### Subdrainage System Added

This double line, together with minor lines tapping sand traps and draws on other fairways, took care of the nine holes on hilly ground. It was a torrential down-pour on July 4, 1926, that turned attention

to the drainage needs of the first or lower nine holes—for the rain left the region around the club house looking like a lake.

A survey was made, following which an experimental section of 8-inch Armco perforated pipe subdrain was placed in a low place between fairways 1 and 2. This line demonstrated its utility beyond doubt, making good grass grow where formerly there had been a mud-hole. Fairways 3 and 4 were then provided with a rather intricate system consisting of 15-inch perforated pipe laterals, installed in trenches two feet deep or deeper and backfilled with porous materials.

The drainage system around the club house, as finally completed, is too complex for detailed description, constituting as it does a large proportion of the approximately 13,000 lineal feet of corrugated pipe used on the entire course. Each situation called for individual planning as to the spacing and depth of subdrains. In general it was found that 8-inch pipe with standard perforations, installed in trenches and backfilled with porous material, had ample



A view of the 10th fairway, showing four of the special inlets.

capacity to drain away surface water at once and reduce ground water enough to insure firm ground. Only where lines were designed to function in the double capacity of carrier and collector was perforated pipe of larger diameter needed.

Fully as important as rapid collection and adequate capacity was the question of how long subdrains could be counted on to continue functioning 100 per cent. The durable metal and continuous construction, combined with careful installation following improved practice, gave assurances that the protection of this system can be relied upon for many years to come.

### Outlet Jacked Under Highway

To carry water away from the drains installed through fairways 10 and 11, a line of 42-inch corrugated pipe was carried approximately 1,000 feet to the river. State highway No. 10 parallels the stream, and the line had to pass under it. In order to prevent interruption of traffic and to avoid extensive excavating, the pipe was jacked through. The entire operation cost less than \$1,000 and left a gratifying margin with respect to the estimated cost of \$2,500



One of the special inlets during construction. The sloping face is later screened over.

for installing by barricading the road and digging a deep trench. Traffic was not interrupted at any time.

### Conclusions

The good work of the drainage, while usually an elusive or at least far from obvious thing, is quickly discernible on the Asheville municipal course today. With erosion checked, the greenkeeper has been able to grow excellent turf on the slopes. With low spots thoroughly drained, grass is now growing where formerly it was killed by waterlogging. Most important of all, from the grounds maintenance standpoint, is the fact that the low ground is dry and firm enough at all times to permit passage of mowing machines.

As to the players' side, the course is never too soft and spongy to make the footing unpleasant or for the turf to be injured by playing.

As a sidelight on the cost of this drainage work, the cost of local drayage for more than two miles of pipe was less than \$100. This low figure, combined with the speed and simplicity of the installation, strengthens the conclusion that this project was economically as well as effectively planned.—(Reprinted from *Highway Magazine*.)

### Center Bench Best for Locker Aisles

MODERN locker-room practice demands a fairly broad bench down the center of each aisle of lockers rather than narrower ones on either side. Not only can a center bench be almost twice as wide in the same available space as possible if a bench is provided on either side of the aisle, but there is the further advantage that a member faces his locker while dressing. This is easier than having to turn around to remove each article of clothing as needed.

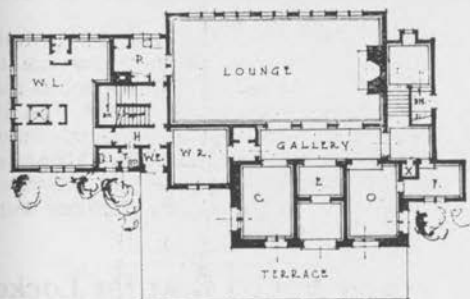
### A Shop Pointer

THE pro of a mid-western club has this sign prominently displayed in his shop:

"If you see anything in the golf line you want to buy and we do not stock it, remember we are always happy to get it for you."

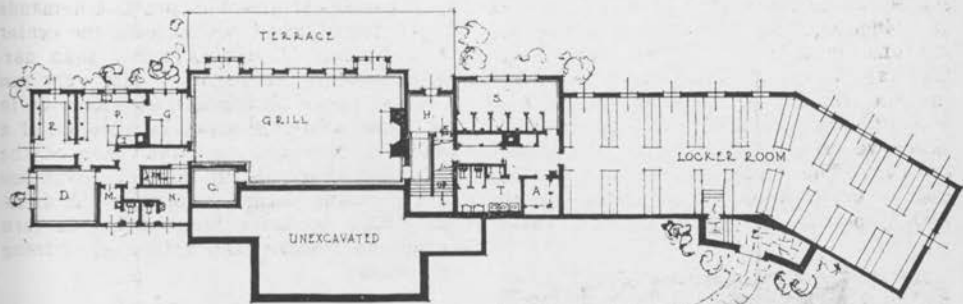
It is obviously difficult to be prepared for all the golf-wants of members; such a sign stuck up where it will be seen will frequently give the pro a sale of unstocked goods, a sale he otherwise would lose.

# New Lake Oswego Clubhouse



FIRST FLOOR PLAN

- A. Attendant's Room.
- B. Bedroom.
- C. Card Room.
- D. Service Hall.
- E. Entrance.
- F. Coat Room.
- G. Grill Recess.
- H. Hall.
- K. Kitchen.
- L. Living Room.
- M. Men.
- N. Women.
- O. Office.
- P. Pantry.
- R. Storage.
- S. Showers.
- T. Toilet.
- W. E. Women's Entrance.
- W. L. Women's Locker Room.
- W. R. Women's Room.
- X. Telephone Booth.



GROUND FLOOR PLAN

LAKE Oswego Golf club at Portland, Ore. rejoices in a splendid new clubhouse designed primarily for golfers, with the "society" angle being secondary. Morris H. Whitehouse and Associates were the architects. They also designed the new Multnomah clubhouse.

The advantage of the side hill is taken with the grill opening out on a dining terrace on the lower side. In time of tourna-

ments the serving capacity is almost unlimited. This side looks down through the firs and dogwoods to Lake Oswego, some rods away.

The kitchen is so arranged as to require a minimum of help. There is a serving pantry on the first floor which is used for serving tea in the lounge or card rooms. A dumb waiter from the kitchen below supplies this pantry.

# Foreign Grubs, a Menace of the Future

By B. R. LEACH

Associate Entomologist, U. S. Department of Agriculture and Consulting Entomologist  
U. S. G. A. Green Section

PART 4

Professor Leach discusses a grub-proofing compound that "can be applied to fine turf with impunity by the silliest jackass a golf course ever had the misfortune to have in its employ." If such is the case, green-keepers and green-chairmen will be interested in reading what he has to say about this material,—arsenate of lead.

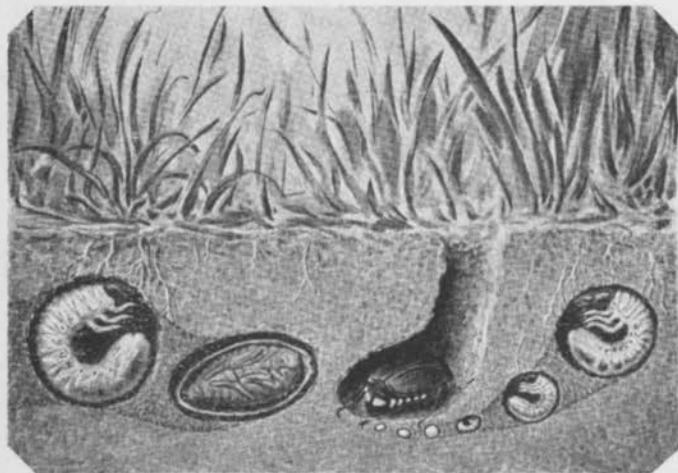
IN last month's article, I discussed in detail the life history of the Japanese beetle and stated that the grub form of this insect had two weak traits in its otherwise invulnerable environmental armor. These two weak traits furnishing the basis for my two methods of killing grubs by chemical means.

In order to emphasize the importance of these two avenues of approach upon which chemical warfare on grubs is based, it will be necessary to discuss briefly certain habits of the grub of the Japanese beetle and incidentally, with slight variations, the habits of other turf-infesting grubs with the exception of the Green June beetle, *Cotinus nitida*. This last named grub, being distinct in habits from

the general run of turf infesting grubs, will be discussed separately later on in this series of articles.

The grub of the Japanese beetle, if carefully unearthed, will be found in the soil curled up in a round cavity or cell slightly larger than its body. The grub, during the active feeding period, is constantly clawing the soil from one wall of the cell and packing it against another wall of the cell with its body. Hence the location of the cell is constantly changing.

The grub does not resort to this chronic display of energy because of a propensity for travel. Rather, it shifts about in the soil because, by doing so, plant roots are exposed in the cell upon which the grub feeds. The May beetle grub and other



Here is shown the life-history of the Japanese beetle. On the left, a grub is shown in its cell feeding on the roots of the turf.

native species have the same system of feeding in a cell traveling parallel with the surface of the soil and at whatever depth they may be working, and cutting off the roots in a swath without entirely consuming each root attached. The Japanese beetle grub, on the contrary, pretty well consumes each root it encounters, so that the progress of the grub through the soil is represented by a series of short up-and-down travels all lying within a certain distance below the surface and made as the grub follows the individual roots from tip to grass-crown or vice versa.

During the grubs' active feeding-period, the depth from the surface of the soil at which they are found depends almost entirely upon one factor, viz., soil moisture. Grubs as a general rule heartily dislike soil which is at all dry and they will rarely feed in it. This is no doubt due to the fact that dry soil does not pack well and is not conducive to the maintenance of the cell. When the surface soil is moist, the grubs are up within half an inch of the surface, but let the upper half-inch, inch or two-inches of soil dry out and down they go until they reach a soil-layer containing a sufficient degree of moisture to satisfy them. If it should subsequently rain or the turf be adequately watered, they quickly return near to the surface. The grubs no doubt prefer to feed close to the surface because the greater proportion of the grass-roots in fine turf are located in this soil-layer.

### Greenmen Must Forestall Grubs

This root-cutting upon fine turf when a heavy grub infestation is present just under the surface, results in the ruin of the green or other turf area. The turf can be saved if taken in time, but the average greenkeeper never knows what has hit him until the grass begins to brown up. Of course, in the more heavily infested portions of the Japanese beetle area, we have taught the greenkeepers to keep an eye on the turf from the 20th of July onward and, by pulling on the grass, to see if it is firmly rooted, (if grubs are working it will have a loose, spongy feeling), and by occasionally making a two-sided cut here and there and turning back the sod for a few inches, the degree of grub-infestation can be determined fairly accurately. Greenkeepers who have not had experience with the grubs usually get burned at least once before they learn to read the signs.

With May beetle grubs and other native

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## The Qualities of Arsenate of Lead as a Grub-Proofing Compound

1. It is a standard article of commerce and can be purchased anywhere.
  2. It is relatively low in price, due to the fact that the arsenic from which arsenate of lead is made is a by-product of the copper smelters and the law requires the removal of all arsenic from the smelter fumes.
  3. It is a dry, fluffy powder and does not deteriorate when stored in a dry place.
  4. When mixed with soil, it does not cause any harmful physical change in the latter such as cementing or surface-hardening.
  5. It apparently reacts on adverse soil bacteria and fungi, thereby causing an indirect fertilizing action.
  6. Most fine turf grasses are stimulated by its presence in the soil, excepting certain shade-loving grasses such as *Poa trivialis* and *Poa annua*.
  7. It is the cheapest known method of securing grub control in fine turf.
  8. Earthworms are extremely susceptible to the presence of small quantities of arsenate of lead in the soil. Earthworm control can be assured for one year at a low cost.
  9. It discourages the growth of the most obnoxious weeds common to fine turf including crab grass, chickweed, fennel, etc.
  10. It is compatible with the chemicals used at the present time for the control of brownpatch.
  11. It is compatible with well-rotted manure or compost and with ammonium sulfate.
  12. Last but not least, it can be applied to fine turf with impunity by the slickest jackass that a golf course ever has the misfortune to have in its employ.
-

species, where several years may intervene between infestations in a given club, the greenkeeper tends to lose the habit of anticipating grub injury, but he will be well advised to always keep half an eye open for all strange beetles in his jaunts around the course and if in doubt, send specimens to his state experiment station. If they are defined as turf-feeders and are present in any appreciable numbers, watch the turf from then on for the presence of grubs, and apply the remedy before the grass is all shot.

### Too Late When Grass Withers

It is surprising how many letters I receive from greenkeepers in the course of a year's time, stating that they are sending some grubs in a tobacco-can, that the grass is dying, and what can be done about it. I certainly do wish sometimes that I could work out a method of making dead turf green again in twelve hours. Lacking such a method, however, the only alternative for the greenkeeper is to learn to anticipate grub injury and to apply treatments before the turf is threatened. At this stage of the proceedings the grubs can be killed and the grass will snap back into normal condition very rapidly. When the turf is definitely on its way West, all that can be done is to kill the grubs and reseed, or replant with stolons, as the case may be.

The tendency of the grubs to feed close to the soil surface when the soil is moist is the key to the control of grubs in fine turf by means of the carbon disulfide emulsion method. For several days prior to treatment with this chemical, the green is thoroughly watered daily so as to keep the

soil-surface moist. As a result, when the emulsion is applied the grubs are within a half-inch of the surface and are easily killed with light applications of the emulsion, involving a comparatively low cost and no injury to the turf. More will be said about this phase of the subject when I subsequently discuss the carbon disulfide emulsion method.

As stated above, the grubs are constantly moving about in the soil in search of food. Dissections and analyses made at the Japanese Beetle Laboratory have shown the makeup of food eaten by the grubs. Dissections were made of grubs collected from grass sod and the contents of the fore part of the alimentary canal removed and analyzed. It was found that the material eaten by the grubs consisted of small soil particles, fresh root-tissue and small pieces of partially decomposed soil organic matter. Of the entire amount of material consumed, 64.3 per cent by volume consisted of the roots of living plants, 15.7 per cent was made up of partially decomposed organic matter and the balance was soil particles.

The fact that grubs, during their active feeding period, are constantly eating roots and soil, coupled with the fact that they do this eating near the soil-surface, is the combination basis for the second method of grub control in fine turf by means of stomach poisons such as arsenate of lead.

During the five-year period (1921-26) when the writer and assistants were working out the present method of grub-proofing turf, a large number of stomach poisons were tested out in order to determine their value in this connection. The list in-



A patch of putting green turf laid back to show a fairly heavy grub infestation. A yardstick shows along the right margin of the picture and will indicate sizes.

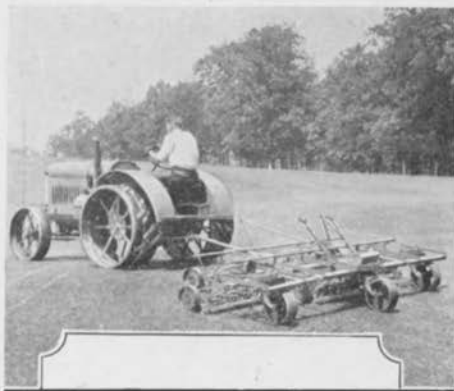
cludes the arsenate of lead, calcium, copper, zinc, iron and certain other metals, the various silicofluorides such as sodium, calcium, potassium and barium, the cyanides of copper, lead, zinc, etc., and various mercury compounds such as calomel.

### Only One Poison Effective

The virtues of this list of chemicals, with the exception of arsenate of lead, as a means of grub-proofing turf can be dismissed with small comment. Calcium arsenate has no place in fine turf on account of its lime content. The remaining arsenates are either so stable in soil as to be non-toxic to grubs, as in the case of iron arsenate, or they are so unstable and soluble that they are toxic to the grass as in the case of copper and zinc arsenates.

The silicofluorides of sodium, potassium, and barium are first-class grub killing chemicals when used in soil and almost all grasses will grow in soil so treated. Unfortunately the silicofluorides have one extremely bad fault which inhibits their extensive use for the grub-proofing of fine turf. When they are mixed with soil and allowed to stand, some sort of a physical-chemical reaction of a cementing nature occurs between the chemical and the soil particles. If this were only of a temporary nature, it would not prevent the use of these chemicals in soil but, unfortunately, the mild soil cement thus formed is lasting. When silicofluorides are used in sandy soil the grass seed or stolon will sprout reasonably well providing the soil is kept constantly moist, but in clay soils they cannot push through the hard crust. As a means of controlling weeds in fine turf the silicofluorides are not nearly as efficient as arsenate of lead. Crab grass and many other undesirable weeds grow well in soil treated with silicofluorides. It is unfortunate that this class of chemicals have this cementing action on soils, in as much as they could be made very cheaply from by-products of the huge fertilizer industry and could be produced and sold at a relatively low price.

When the word *cyanide* is mentioned one instinctively thinks of a deadly poison, but as a matter of fact the insoluble cyanides of lead, copper, zinc, etc., are a total loss as far as grub-proofing operations are concerned. Some of the mercury compounds, notably calomel, are good grub killers when mixed with soil and are not toxic to grass, but the price is prohibitive. Spain has a monopoly on the world's supply of mercury, hence the high price.



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*the choice  
of nearly a  
thousand clubs*

It will pay you to insist on these genuine "Bulldog" mowers for your club.

Greenskeepers like them because of their sturdiness, speed, flexibility and big capacity—and because they are easily kept in good repair.

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Club officials and players like the smooth, well cut fairways resulting from their use.

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237 Lafayette St.,  
New York, N. Y.

413 W. Chicago Ave.,  
Chicago, Ill.

161 Vester St.,  
Ferndale (Detroit), Mich.





## Greens Correctly Engineered to Stay Green

When, in midsummer, your links begin to turn brown, your greens must stay green. They must retain that fresh smoothness, so necessary to proper putting, in August as well as in May. If they do not, your club needs a water system properly engineered to fit your particular course.

KEWANEE engineers will make a survey of your supply, clubhouse water requirements, soil and sub-soil conditions of your links, and recommend the remedy—without any obligation on your part. Put your problems up to them! Kewanee counsel is yours without obligation. It is based on more than a quarter century's experience in building over 200 types and sizes of water systems and successful installations in hundreds of the finest country clubs.

### KEWANEE PRIVATE UTILITIES COMPANY

414 S. Franklin St.

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# KEWANEE

WATER  
LIGHT



SEWAGE  
DISPOSAL

Of all the chemicals tested over a five-year period, only one—arsenate of lead—possesses all the qualities necessary for grub-proofing fine turf. However, looking at it from a philosophical and practical standpoint, one is plenty.

What does it matter if all the other chemicals tested were found wanting in some respect; 99 per cent of all research is negative as far as so-called practical results are concerned. It is that golden 1 per cent of positive research results which makes the world go round. Research is very comparable to placer mining for gold. You have to handle a deuce of a lot of sand and gravel to secure a very little bit of that valuable yellow metal in the bottom of the pan and, if you don't take care, you are apt to lose it in the last bit of sifting. The vast majority of research men are too dumb or blind to get their teeth into that elusive 1 per cent. It is also a deplorable fact that of those who do succeed in getting a mouthful, many are too doggoned lazy to chew. As a matter of fact, research men are born with the disease, they cannot acquire it; otherwise the universities would be turning them out to order by the gross.

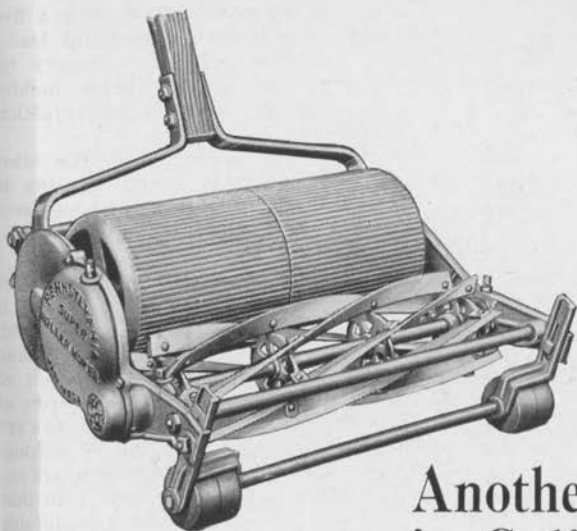
## Save and Bind Your Copies

Keep a file of every issue in a binder, and hand them down to your successor in office. Both you and he will benefit from this, and your entire club will profit by it.

For \$1.00 we can furnish GOLFDOM readers with a very substantial binder for twelve copies—a full year's volume—postage prepaid.

**GOLFDOM**  
236 N. Clark St.  
CHICAGO, ILL.





## Another Step Forward in Golf Green Mowing

The improvements and refinements in the 1928 model of the PENNSYLVANIA Super Roller Greens Mower give definite assurance of the continued supremacy of this special precision instrument for the close-cropping of golf greens.

More than ever, the Super Roller this year is the Greenkeeper's mower; because, to a large extent, its latest refine-

ments were developed by PENNSYLVANIA engineers from practical suggestions made by experienced Greenkeepers.

Mail the coupon below for attractive GOLF CATALOG which explains in detail how the light-running Super Roller insures true putting surfaces and why PENNSYLVANIA Quality, in both Greens and Fairway Mowers, means long life and a minimum of repairs.

**PENNSYLVANIA  
LAWN MOWER WORKS**

1628 North 23rd St. Philadelphia, Pa.

**PENNSYLVANIA  
QUALITY  
LAWN MOWERS**

PENNSYLVANIA LAWN MOWER WORKS  
1628 N. 23rd St., Phila., Pa.

Please mail promptly GOLF CATALOG illustrating the complete line of PENNSYLVANIA Quality Mowers for Golf Courses.

Your Name .....

Club Name .....

Your Address .....

City & State .....

# T a l k i n g   I t   O v e r

## Is Manufacturer or Pro the Sleeping Beauty of Selling?

Some of the manufacturers who indict the golf professionals for gross neglect of selling opportunities give us mingled pain and amusement. Pros who are considered in the kindergarten class of merchandisers are super-salesmen compared with many of the manufacturers who are supposed to be thoroughly modern and alert merchandisers.

If this be treason or lese majeste against our prospective advertisers, from whom all blessings are hoped to flow, it may be our tough luck. Anyway, let's not pussyfoot, but calmly reason together.

In our efforts to promote more profitable merchandising in the pro field, and as the only journal devoted to this purpose, we have received from the pros themselves the liveliest expression of a desire to get information and to co-operate by giving details of their successful methods for publication. A certain earnest and able few of the manufacturers have helped us in the work. It has been to their profit. But there has been too big a number of manufacturers who have blandly ignored the invitations to give thorough circulation to ideas that will increase profits of the pro and manufacturer. Even in getting together the data for the article in this issue on the important subject of the pro tying to the manufacturers' advertising, only the same old reliables came through with team-work.

What's the answer? Do manufacturers expect to cash in on a needed development by following the same old methods that have admittedly been disappointing and futile in making the pro the sort of a merchant he wants to be—and the manufacturer wants to have him? GOLFDOM has displaced the old order of things. It has accelerated progress in pro merchandising as no other factor in the field has done. Ask the pros themselves. What we have done in a year with the help of only a few of the golf goods makers who were speedily and forcibly decisive in lining up with a logical idea, we can far surpass in the next year with additional co-operation.

So, before a golf goods manufacturer condemns any pro for being slow to work according to modern merchandising and advertising principles, let that manufacturer ask himself if he is as thoroughly and as aggressively on the merchandising job today as he should be.

## A Party Platform as Help for New Officers

One of the comical puerilities of politics is the campaign platform, representing a good idea gone wrong. Even casual check-ups on party platforms, we dare say, have had considerable to do with the average voter of today getting away from voting the party ticket straight as he did in yesteryear.

However, as golf club administrations are strong for ideals and adhere to them so far as possible, they can make use of platforms in putting their policies and ambitions definitely before the members. A platform printed

# Between Ourselves

and circulated among the members, or prominently displayed at the clubhouse, will commit the administration to a specific program of achievement in a manner that will have the cordial co-operation of the members. Such a platform also will help the administration in checking up on its own progress.

## Why Wait Late Before Hiring New Help

By this time those clubs that will need new pros, green-keepers and managers during the 1928 season are well aware of their requirements. Unfortunately, many of these clubs will wait until the last minute before they engage their new men, and by then most of the better qualified men will be signed up by rival clubs. Those hired late will be handicapped by lack of time in getting off to a good start at their new clubs.

Plenty of planning should be allowed a man who enters a new job full of ambition and energy. Sign your man during January and give him time to consider carefully just what he's going to do when he enters your club's service. If he's the right kind of a fellow, this early action will pay you well.

## Are Golf Lessons Magic or Sound Instruction?

In the United States and England there is a rising tide of doubt concerning the value of golf instruction as now generally served to the ambitious golfer by the professionals.

To the pro who is a student of his work and its possibilities, this period of doubt will be valuable, for it will focus his attention on the important need of careful study of successful golf-instruction methods. The way things stand now, instruction is in danger of losing its profitable aspect to many of the fellows who can ill afford to lose the money.

## Labor Turn-over a Cost to Be Cut

Labor turn-over in any business is costly. In the golf field this fact seems to be pretty generally disregarded so far as club managers are concerned. During the last three months changes in our mailing list indicate that a surprisingly large number of managers will not be back at their 1927 clubs.

This means new men will have to be broken in, and, even with maximum speed in getting the run of things, they will have to do some needless experimenting with their clubs' money.

Considerable of this changing seems to be of such a character that it might be eliminated. There are some inevitable changes due to conditions, performance or the desire of a manager to get a better position, but it is our observation that the majority of managers resign or their contracts are not renewed because of some comparatively trivial cause.

The presidents and house chairmen who can pick and keep good managers are contributing substantially to the efficient and thoroughly satisfactory operation of their clubs.



## When the Rains of Heaven Fail!

WATER *constant clear copious*

FOR GREENS AND HOUSE

A Cook Installation Means Peace of Mind

**A. D. COOK, Inc.**  
LAWRENCEBURG INDIANA

Bulletin 33—COOK System of Tube Well.  
Bulletin 35A—COOK Type Ph, Overlapping Two-Stroke  
Self-Oiling, Deep-Well Pump.

They Cut their Costs  
by doing the work  
**5** times faster

KOLIE, ILLINOIS

Dec. 2nd, 1927

MacGregor Compost Distr. Co.,  
Wheaton, Illinois.

Gentlemen:

I am a member of the Greens Committee of two local clubs and induced each of them to order one of your compost distributors last spring. As a result, with your distributor we can compost a green in thirty-five minutes and brush it, whereas by hand work, it formerly took three and one-half hours.

And, the distributor applies it so uniformly and the brush for brushing it in does its work so well that it interferes very little with play.

We applied one application during our fall tournament about the first of September; our greenkeeper was very much disturbed when he was instructed to apply compost during a tournament, but the greens needed composting and the tournaments would be in progress for a least two or three weeks, so we insisted upon the work being done. We received no criticism or complaints from the players and before the tournaments were over the greens were so materially improved because of the compost application that we received words of praise instead of the criticism the greenkeeper anticipated.

Yours very truly,

( signed ) A. P. Webster,

Chairman - Greens Committee.  
BLACK HAWK HILLS C. C.

with a **MAC GREGOR**  
**COMPOST DISTRIBUTOR**

ORDER DIRECT—SAVE 20%

**MacGregor Compost Distributor Co.**  
WHEATON, ILL.

SEE OUR EXHIBIT AT THE NATIONAL  
GREENKEEPERS' ASS'N. CONVENTION, FORT  
SHELBY HOTEL, DETROIT, FEB. 23-25

## A Purchase Control System

HERE is the purchase order form used by the Wolfert's Roost Country club of Albany, N. Y. It is issued in triplicate, the original to the vendor, the duplicate to the person signing the order, and the triplicate to the treasurer and auditing department. The office files must show a com-

ORDER		Form 1	House
No. 533	12		Greens
On			Tennis
			Entertainment
			Steward
			General
Please deliver to the following, and charge to			
WOLFERTS ROOST, INC.			
Quantity			
ORIGINAL			
Void CANCELLED			
WOLFERTS ROOST, INC. per			
Do Not Deliver Merchandise Without An Order			

plete series of numbers; when a mistake is made the series must be marked "void" and the triplicate of the set sent the treasurer. This assures complete control.

The form is 8½ inches by 5½ inches. In the upper right-hand corner is a space for the segregation of the account to meet the budget set up by the board of governors. Only a few designated individuals are permitted to sign these purchase orders.

This form is as simple as a purchase order can be made and will save any club money. If your organization has no systematic practice of purchasing, it can make no mistake to install this form.

## "If I Were a Pro . . . ."

HERE is the way a member of the Cedarbrook Country Club (Philadelphia) believes golf should be taught the beginner. As an amateur and therefore simply an observer, his suggestions are pure theory, but they represent a desire to improve the teaching methods of the average pro, who, more often than not, goes about his instructing in a far from intelligent manner. Reprinted from the NEWS, the monthly magazine of the Cedarbrook club.

IF I were a pro, I would teach the game somewhat differently than is done by the average golf instructor. The first lessons would be by "demonstration," in which the uses and purpose of the various clubs would be explained. This would continue until the novice could tell what club should be used for the various shots. During his period, the student would be asked to study the rules of the game, and would be required to pass an examination on the rules of golf.

The second step would be the correct stance and grip for the various clubs. Then would follow the teaching of the correct stroke or swing of the clubs, "shadow swinging" not hitting or driving balls. The stance, grip and swing and the names and uses of the various clubs being in process of assimilation by the student, putting would be taken up as the first step in actually hitting the ball.

Putting I would teach in the following manner. I would arrange a series of

## How are you going to beat your budget?

Every year the battle with the green-keeping budget gets harder for the greenkeeper and the green chairman. Standards of maintenance become higher and the members insist on thrift.

You're continually getting better results in handling labor with economy. How about your purchasing of supplies and equipment for greens maintenance?

J. Oliver Johnson, Inc., is giving valuable help to greenkeepers and green-chairmen by supplying them with a saving service of supplies. J. Oliver Johnson, Inc., handles only the items approved by the most suc-



cessful greens authorities. Our tremendous volume of business brings savings that we pass on to our customers. And our 1928 catalogue shows a decline in prices all down the line.

You share our extensive and successful experience in working with golf clubs in reducing necessary expenses when you concentrate your purchasing with the Johnson organization.

*Use the Johnson catalog as your buying guide. If you haven't a copy, we will be glad to send you one on request.*

## J. OLIVER JOHNSON, INC.

*World's Largest Golf Equipment House*

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No. 2  
The Kemp  
Shredder gives  
you the top  
dressing you  
need and  
plenty of it  
at low cost.

### The Western Hills Country Club Says:

"It shreds the sod or the dirt and separates the fine soil from the coarse, so that it makes a perfect top dressing. Doing the work with the old screen cost on an average of \$4.00 or \$5.00 per cubic yard but this machine has reduced the cost to 30c per cubic yard.

"The most satisfactory point of all is that with this machine you are sure of having as much top dressing as you need."

Ask your Greens-Keeper and Write for Prices.  
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Erie, Pa.

## KEMP POWER SOIL SHREDDER

### The Links

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*An invaluable treatise on  
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This is the first American book on golf architecture and has been pronounced a classic by leading golf architects.

It plainly and profitably presents the factors that determine first class course design, and cites in type, views and diagrams, the outstanding model holes of courses in the United States and abroad.

The Links is an essential to the library of the golf architect, green chairman, greenkeeper and pro.

**\$4 a copy, postpaid.**

## GOLFDOM

236 N. Clark St., CHICAGO

strings on the green, stretched radially from the pin. These strings would vary in length from two to twelve or fifteen feet in length. Then I would instruct the student how to square his stance and putter to these strings, and to drive the ball parallel with it. In course of time, as the student progressed, the strings would be removed and the student instructed in the art until he became fairly proficient.

The object of the strings is to help the student to train his eye to square his putter and stroke to a straight line. The force necessary to put into a stroke to drive the ball a certain distance can hardly be taught as it varies with the condition of the green. Again the strings, of known lengths, will help the student as he can observe the results from known distances.

I would next take up the study of the mid-iron, as that is what its name implies—a general purpose club. Shadow swinging, and observation of demonstrations of the proper use of the mid-iron would be taken up as the first step. Then would follow the actual use of the club. Here again I would use direction markers or strings to assist the student to grasp the idea of lining up his club for the intended line of flight.

While teaching the use of this first club, the instructor should be studying the player carefully in order to determine what are his natural tendencies as to form and stance, in order that the system of teaching may be arranged to conform as nearly as possible to the student's natural form. It may require an open, a square or even a closed stance for this particular student, in order to get the best results naturally. Likewise an upright, medium or flat swing might come more naturally to him. Whatever stance or swing comes to the student most naturally, and which gives him the greatest amount of ease and freedom, is the foundation on which the instructor should build. Provided, of course, that these are not so unorthodox that a sound game could not be built up on them.

The determination on the part of the instructor as to which is the best form to adopt for a particular student is the most important decision for the instructor to make. If he decides correctly, the student will learn rapidly. It will be a comparatively easy task to develop the form that is *naturally* best for the student. If

he decides incorrectly, it will be a slow up-hill fight, and it won't be long before the student will forget the imposed form, and work into a form that comes to him more naturally and with less restraint. In such a case the instructor and the student had both wasted considerable time that could have been spent more profitably otherwise.

The instructor is therefore under a real obligation to the student. He should not take up the student's time, to say nothing of his money, to teach him something that he can't use afterwards, or at least, will not use afterwards. To determine a student's natural form is the first and most important duty of the instructor. As this will vary somewhat for each student, it is at once apparent no single line of development can be called orthodox. The development should be made to fit the man, and not the man to the development; it is comparatively easy to change the line of development, and almost impossible to change the man.

### Beware of Caddie Trust

THERE was a sudden shortage of caddies at a North Carolina club recently. Investigation disclosed that a "trust" of some ten or twelve of the club's older caddies was scaring off younger caddies by threatening to duck them in the club pond if they showed up for work.

The purpose of this move was to create a shortage of caddies and thus force members to employ boys to carry "double," thus increasing their pay from 45c to 75c per nine holes.

This situation crops up at a number of golf clubs each season. Where found, the chairman of the caddie committee can quash it promptly by threatening to chase off the course and deny admittance to the grounds to any older boys found bullying the younger ones. If such a message is broadcast to the entire caddie staff, they will return to work assured of protection against their persecutors.

Chicago, Ill.—The Ideal Power Lawn Mower Company, Lansing, Michigan, announces the opening of a new store at 413 West Chicago avenue, Chicago. Early in 1927, the company announced the establishment of a similar branch in Detroit.



The 18th Green at Oakmont Country Club where U. S. G. A. Open Championship was held. Stumpp & Walter Co.'s Grass Seeds used for many years

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TESTED for PURITY and GERMINATION

South German Bent  
Colonial Bent      Cocoos Bent  
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Fancy Red Top      Kentucky Blue  
Chewing's N. Z., Fescue, etc.  
Poa Bulbosa (a new winter turf grass)  
Creeping Bent Stolons  
(Washington and Metropolitan Strains)

Prices on Application

**Remember:**—All our seeds are of the highest quality, obtained direct from the most reliable sources of supply and are botanically true to name. All seeds are new and are cleaned and re-cleaned until they are brought up to the highest possible state of purity and germination, special care being given to the elimination of weed seeds.

We are always glad to suggest varieties suited to your soil and climate, to assemble a combination of seeds to your specifications, or to supply our own mixtures.

### Golf Course Equipment

We also carry a most complete line of *Golf Course Equipment and Supplies* and shall be pleased to have you visit our new Golf Equipment Display Floor at 40 Vesey St., New York, or write to us in regard to your requirements for the coming season.

*Without obligation we shall be pleased to send a representative who, from long experience, is qualified to advise regarding grasses and furnish such other information as is necessary for the best results.*

**Stumpp & Walter Co.**

Specialists in Golf Grass Seeds and Equipment  
30-32 Barclay St., New York

For Greener  
Greens  
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Fairways

USE



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Write us for information regarding best methods of application and where you can obtain PREMIER BRAND in any quantity from 100 pounds to a car load.

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COMPANY**

431 S. Dearborn Street Chicago, Illinois

## Winter Work on Equipment Calls for Action Now

BY HENRY A. MILLER

*Greenkeeper, Barrington Hills Country Club*

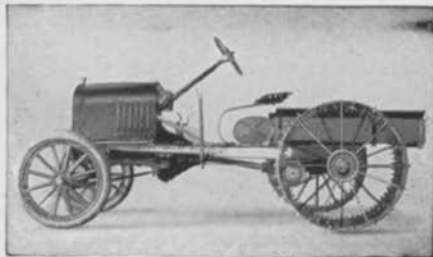
QUITE often there is too little thought given to reconditioning maintenance machinery and equipment during the winter, when there is plenty of time for such work to be done. Many wait until spring, when all the work comes at one time. One can't spend much time in repairing machinery while it should be working. I might say this is not always because of neglect or any other fault of the greenkeeper, nor due to the poor condition of his club's finances, but it is merely because the club does not realize what it means to have its machinery properly conditioned.

In many instances it will be found winter reconditioning of equipment is the least of the green chairman's thoughts and as a result the golfing season starts with a lot of grief for the greenkeeper and his staff. Machinery that has put in one season's work on a golf course should not only be put under cover awaiting another season's work, but should be looked over and put in first-class shape again.

There is no doubt that machinery such as tractors and mowers in use all summer will need plenty of attention. To do this job right, it is best to dismantle the equipment, and clean and wash out the old grease and grit with gasoline in a vat or tub. When this work is done, the need of new parts can be better determined. Then too, equipment will perform its work better when re-assembled and re-lubricated. This refers to tractors and mowing machinery in particular.

Quite often it will be found that the reels in lawn mowers, especially in tractor-drawn units, are blunt at the edge of each blade with one season's cutting, and as a result the mowers do not cut the grass, but rather *chew* it off. This, of course, means the blade must be ground to an edge, with an angle that will cut and not chew. This should be done with a lawnmower grinder or lathe only, for if it is done by hand on an emery wheel it will be nothing but guess-work, and will never produce a true edge.

Next the bottom blade or bed-knife should be examined. If the blade is found to be worn thin, and full of grooves and dents it should be replaced.



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GOLF COURSE TRACTOR  
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COURSE TRACTOR  
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Fully Guaranteed**

In universal use, weight 1625 pounds, easily pulls mower cutting 142 in. swath, etc.

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**E. G. STAUDE  
MAK-A-TRACTOR CO.**

2696 University Ave. ST. PAUL, MINN.



Speaking of reels, I have found that it is not advisable to have reels ground back more than two times; that is for more than two seasons because of the rivets on the spider that holds the blades in the reels. These will hit the bed-knife holder if ground too far down and the result is not satisfactory. In this case, to have a satisfactory mowing unit, the reel should be replaced with a new one.

Another important thing is the reel bearings or stuffing boxes. If the reel has any up-and-down play, it will be impossible to get an adjustment to cut grass, and the bearings should be replaced.

The same conditioning should be given to the tractor or what ever power is used. A competent mechanic should overhaul the motor to make sure it functions properly.

Such is the method I use to have machinery ready to operate in the spring, when the time comes for the call of "fore," and the chairman asks are we ready to go.

To Golf Club Presidents, Green-Chairmen, Managers, Pros and Greenkeepers:

Please do not forget that GOLF-DOM is essentially YOUR paper—edited expressly for YOU and mailed, free, direct to YOU, each issue.

Read it, criticise it, develop it.

As you realize how much this journal will benefit you and your club, as well as golf in general, we are sure that you will be glad to send us your best tips on articles and writers, editorials and news, pictures and other features, so that we may do the work just that much better and quicker.

Always feel free to write GOLF-DOM. Scribbled on a plain sheet of paper, your letter will count just as much as though it were on embossed stationery; in fact, many of the best ideas come to light that very way—impromptu, informally, inspirationally. And good ideas in the business end of golf are what we want.

HERB GRAFFIS,  
Editor,

**Golfdom**  
The  
Business Journal of Golf

236 North Clark Street,  
Chicago.



## Flexible POWER

The Continental CULTOR especially designed for golf course work, best meets the need of clubs requiring a power unit that will satisfactorily operate mowers, rollers, lawn sweepers, all maintenance equipment.

### Low Cost

CULTOR is not only low in first cost, but it is very economical in operation. It is compact and convenient and no skilled labor is required to operate it. Its value has been thoroughly proven in doing better work at lowest cost wherever used.

### Dependable

Power in plenty is furnished by the Ford Model T motor. The CULTOR never fails to do what is required of it. The maintenance of your course will be easier and less expensive and the members better satisfied if the CULTOR supplies the power.

Full Particulars Upon Request

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Dept. 246 Springfield, Ohio  
OAKLAND BRANCH  
69 Webster Street, Oakland, Calif.



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SPEARMAN LEWIS      A. R. SHAFFER  
Managing Director      Associate Director

## Some Angles on Club Laundry Work

BEFORE a golf club installs its own laundry there is considerable research to be done, and not the least important of it concerns the matter of laundry labor.

C. F. Barkow, manager of the Laundering Equipment department for the American Ironing Machine Co., who has handled a number of club laundry installations tells of one solution of the labor problem. He says:

"A Y. M. C. A. has a small dormitory and of course the usual quantity of bath towels for its showers and swimming pool. The laundry equipment was installed somewhat adjacent to their locker rooms and the night locker man after his principal duties were over, started the washing machine and washed two or three loads of bath towels and such work as they had, extracted it and then the next morning one of the matrons took care of such ironing as was necessary. In this way their laundry work was done without any additional expense and they are well pleased with the results.

"Unfortunately we were unable to secure figures as to their exact laundry bills but they could not have been very high if the work was done in three or four hours and then only part time of one person applied.

"Another Y. M. C. A., having laundry bills of \$3,300.00 a year has operated its own laundry for two years and during that time they have watched closely every expense in connection with the laundry, with the result that figuring everything and a 1 per cent per month depreciation charge, their savings net it \$1,500.00 per month, this was of course the average over a year; some months may show more and some less.

"We have had installations where the laundry bills were \$175.00 a month and the work done on the premises at a cost of about \$100.00. Some times the laundry bills would run as low as \$125.00 but found that they could save by operating their laundry one or two days per week and paying for their help only as they used it.

"One of the big things in connection with operating the laundry in a club is the saving in linen life which has been definitely proved to be 60 per cent better when the work is done in the club's own laundry."



Courtesy FORBES MAGAZINE

## Do Better Next Season

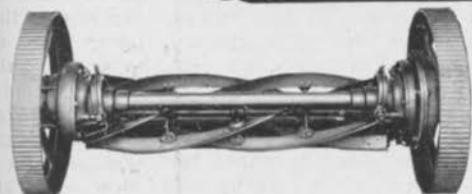
If you have not been fully satisfied with the seed used on the golf course we hope you will do better in 1928 and Sow SCOTT'S SEED.

**O. M. SCOTT & SONS COMPANY**

*Marysville, Ohio*

GOLF COURSE AND LAWN SEED

# TORO EQUIPMENT



**Heat Treated,  
Oil Tempered  
Blades Used on**

## TORO Fairway Mowers

- hold their cutting edge longer
- will bend without breaking
- will not chip
- will outwear two ordinary blades
- make excellent rough cutters
- double the value of a mower

The gears, drive dogs and drive ratchet are also scientifically heat treated and oil tempered in electric pyrometer furnaces. Many clubs are now using Toro Mowers for the combination job of fairway and rough cutting due to their sturdy construction and ability to stand continuous hard punishment. If you want to get away from the annoyance and expense of frequent small parts breakage, specify Toro Super Fairway Mowers. *Write today for new illustrated catalog.*

**TORO Manufacturing Co.,** 3042-63 Snelling Ave., Minneapolis, Minn.

*Service Stations in all the larger distribution centers.*

**USED ON 1900 CLUBS**

# Selling-Helps Make Pro-Shop Sales

EACH year the manufacturers of clubs, balls and golf accessories sold through the professionals' shops spend a vast sum in advertising and in "dealer-helps" for display at the pro shop. The idea behind this outpouring of legal tender is to make business better for the pro, and it is planned along lines that guarantee results in which the pro and manufacturer hope to share.

But unless the pro takes an active part in this co-operation, the greater part of this sum falls far short of the returns it deserves. The pro fails to get the profit the manufacturer is trying to deliver to him in increased sales, simply because he doesn't take advantage of the manufacturers' invitations. Other retail merchants have learned that a substantial part of their success is directly traceable to the use they make of manufacturers' advertising and selling-helps. It pays the retailer to establish his store as a place where the buyer can get the goods for which advertising has aroused a strong desire. By this tie-up with the advertising, the merchant reduces his necessary selling effort and increases his market by getting the business that the advertising has created and made ready for closing.

Go into the shops of the most successful pros and you will invariably find they display prominently the manufacturers' advertising matter. You will see well-presented reminders that the shop has for sale the golf goods the golfer felt an urge to buy when he saw the manufacturers' advertising in his magazine and newspaper.

## Flan Great Helping Year

The professionals are making more use of manufacturers' advertising each year. Accordingly, as they see steadily increased profit from this tie-up, the manufacturers on their part are planning to make their pro shop merchandising service a particular feature of their 1928 advertising and selling campaigns. The pro will do well to make a study of this manufacturers' service and keep it in lively use during the selling season. Inasmuch as practically all of these merchandising helps are supplied free, there is no excuse for neglect of this decided selling aid.

Naturally, the manufacturers are reluctant to "tip their mitts" on the exact character of their dealer-helps for the coming season; they are afraid the other fellows will kidnap their brain-babies. However, enough advance material is available, to assure the continuance of all the established items of dealer-helps and to permit of a resume, in this article, of the high-spots for the pro's guidance.

Walter Hagen and Glenn Morris have been doping out some bright ideas for putting the Hagen line of clubs and balls across in pro shop sales and have decided to run all their newspaper advertising copy on sport pages. With Sir Walter's activities supplying plenty of reading matter in adjoining columns, it is figured that the advertising will cash in on close association. The schedule will start the first week in April. Newspaper copy, floor-and window-displays and mailing-pieces, together with magazine advertising, are planned as links to join the prospective customer with the pro shop. Representatives of the L. A. Young Co., makers of the Hagen line, are calling on the pro trade now with complete details of the 1928 program.

Eddie Conlon, manager of golf-ball sales for the U. S. Rubber Company, has a number of new stunts up his sleeve, based on an extensive study of pro merchandising made during 1927, when he personally visited several hundred representative pro shops all over the country. Last year U. S. Royal sent every pro in the country reprints of its ball advertising in the *Saturday Evening Post*, pointing out how many million people saw this advertising and advising the pro to display the reprint in his shop and thus cash in on the impelling force of the advertising. It was our observation that good use was made of this pro-help although we noted some shops where the advertisement was stuck in out-of-the-way spots and was allowed to get untidy. Pros were furnished with U. S. Royal booklets for free distribution to members. There was a very interesting booklet called "Do You Know How A Golf Ball Is Made," written by the famous Robert Davis, and another one by

# 2<sup>nd</sup> ANNUAL GREENKEEPERS' CONVENTION

HOTEL FORT SHELBY  
Detroit, Mich.

**FEB. 23-25**

held under the auspices of the National Association of Greenkeepers of America.

This will be the greatest gathering of golf experts ever held in America. A series of papers by authorities on golf course maintenance will be read and discussed.



*I urge every golf club in this country to send its greenkeeper to the Detroit Convention. We have a three-day intensive educational program and discussion on golf course problems that I personally guarantee will save every club real money on maintenance costs during the year.*

*John Morley*  
President

## A GOLF SHOW

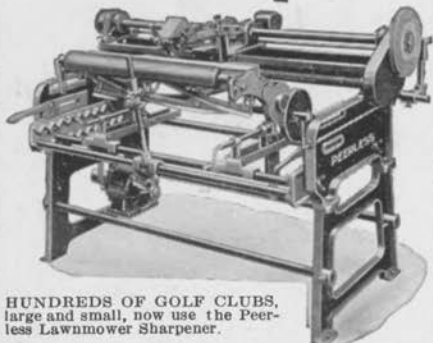
will be held in connection with the convention. Here will be shown the latest in seeds, fertilizers, mowers, sprinklers, hose, compost spreaders, etc.

*For full particulars address*

**The NATIONAL ASSOCIATION of GREENKEEPERS  
OF AMERICA**

Caxton Bldg. ↖ Cleveland, O.

# The Peerless Lawnmower Sharpener



HUNDREDS OF GOLF CLUBS, large and small, now use the Peerless Lawnmower Sharpener.

The Peerless Lawnmower Sharpener is the only machine that sharpens all makes of Power, Horse and Hand Mowers *scientifically—quickly—perfectly*—does the work as nothing else can. Operated by a H. P. Motor—attach it to your lamp socket. Special Grinding Wheel for sickles, scythes, etc. Skate sharpening attachment included. Will save its cost the first season. Write for catalog and list of users.

**THE FATE-ROOT-HEATH CO.**

888 Bell St., Plymouth, Ohio

We will exhibit at the International Golf Show, Hotel Sherman, Chicago, March 12-17, 1928

## "LARK" SPRINKLER Gearless



\$15.00  
Each

**Sprinkles Evenly up to 150 Feet**

You want *large coverage*; you want *even distribution*; and you want a sprinkler that is *always ready for business* when you are ready for sprinkling.

**The Answer is  
"THE LARK--THIS SEASON"**

The main stream travels slowly and covers a broad outer circle, the small Rotor completing the even distribution to the center. Neither wind nor sloping hillside will stop it. *The Elimination of Gears and Complicated Wearing Parts* means long life without constant repair. A trial sprinkler postpaid, returnable in 15 days at our expense if not satisfactory.

**L. R. NELSON MFG. CO.**  
PEORIA, ILL.

the same author, "The Way of A Caddie With A Man." This latter booklet was the most frequently reprinted golf creed of the year, appearing in a large number of golf club house-organs. We noted several cases where the pros distributing these booklets had their own shops' advertisements attached to them; this made an effective connection with the expensive advertising.

The four U. S. posters headed "What Your Professional Can Do for You," were widely used. A number of times during the past season we noticed some of these posters displayed in locker rooms and on club bulletin boards as evidence the club had a pro who was onto his job as a merchandiser.

The Fulname Company got out a good stunt that helped pros battle department store competition on cut-price balls. This was in the shape of a card entitling the holder to free marking service. The card was signed by the pro and issued to the pro's members. It simply guaranteed free service on all balls purchased at the pro-shop and the return of lost marked balls in accordance with the club's policy. On the reverse side was some "patronize your home professional" copy.

Burke Golf Company provided the pros with a number of circulars and mailing cards to be distributed at the shop or mailed to the club's members, separately or as bill enclosures. Very profitable use was made of these by the pros who took advantage of the service. One of the niftiest of these mailing pieces was one advertising the Lady Burke clubs. It is a distinctive and classy bit of selling material and calls for a whole lot more use than it received from pros. There is no doubt that the market for women's clubs is underdeveloped by most pros and so literature of this character should be employed persistently and intelligently.

Wanamaker had the calendar idea worked out nicely for utility and forceful advertising display. The company's line of golf-goods was displayed and a very handy, complete and accurate tournament schedule was listed. Wanamaker's plans for 1928 dealer helps will not be released for several weeks, but will be in the hands of the pros in plenty of time for consideration when the shop's selling campaign is being planned. Considerable advertising was done in magazines and newspapers on the Silver King and other Wanamaker balls, and proofs of these advertisements in pro shop display helped considerably in

moving stocks for pros who were aware that it pays to advertise.

Dunlops' appointment calendar and its news-picture service for pro shop display continued to help the pro to handle his business and to attract attention from prospective buyers. We saw one of the Dunlap calendars put to good use by a pro who noted on the calendars the winners in the several brackets of the club tournaments. During the time when he was not teaching this pro called up these contestants in the matches and suggested purchases of clubs and balls. The periodical change in the news-pictures and the careful selection of this material made it a popular display feature.

During 1927 Spalding conducted a heavy magazine advertising campaign, and set the stage for profitable tie-ups on the part of the professionals. The way that the Spalding campaign was planned, says Tom Frayne of the Chicago pro department of Spalding's, provides for a successful selling alliance between the pro with his local standing as a golf authority, and the national reputation of Spalding's, by focusing the two selling forces at the pro's shop.

Spalding also had an attractive series of lithographed display cards on clubs, balls and bags, and several booklets for pro shop distribution. The booklet, "Points About Golf Balls Most Golfers Do Not Know," is very interesting and was well received. What Spalding's plans will be for pro selling help in 1928 remains to be seen, but it is reasonably certain that they will be stronger than ever before due to the professionals' awakening to what can be done by the alert merchandiser who makes a wise hook-up with manufacturers' advertising.

### How Do You Landscape?

IN our December issue, we presented a scene taken on the Oakshore Links (Waukegan, Ill.) illustrating how local materials, such as fallen timber, can be used to advantage in landscaping bridge-railings. We will welcome snapshots illustrating other uses of local material.

**MR. PRO:** What you want is—the Most Profit and the Best Golf Tee. Send for samples of the new NINE-HOLE Golf Tee.

**SIMPLEX MFG. CO.**

Box No. 1854, Sta. E., Cleveland, Ohio

# Walter Hagen says

"I WANT to personally extend an invitation to the boys to visit our new Chicago Office whenever they are in Chicago. It's in as convenient a location as we could find for our Professional friends—1111 Lytton Building right at State Street and Jackson Boulevard. Our old friend Paul Sage is in charge and will be glad to have you drop in any time you can.

"We've just signed up for exhibit space at the International Golf Show to be held at the Hotel Sherman, Chicago, March 12th to 17th. Everywhere I go the boys tell me they are planning to take it in so it's bound to be a big success. I'll be on the job in our exhibit all during the entire week and hope to see you there."



Walter Hagen  
**GOLF EQUIPMENT**  
 Made by The **LAYOUNG COMPANY**  
 DETROIT · MICHIGAN

# GOLF COURSES

DESIGNED and BUILT COMPLETE

PRELIMINARY SERVICE FOR LAYOUTS, ITEMIZED ESTIMATES, ALL DETAILS  
AND INFORMATION FURNISHED GRATIS  
WRITE FOR OUR ECONOMICAL METHOD OF PROCEDURE

## UNITED STATES GOLF ARCHITECTS, INC.

"DESIGNERS, ENGINEERS, CONTRACTORS"

STANLEY F. PELCHAR  
GOLF ARCHITECT

310 SO. MICHIGAN AVE.  
CHICAGO

JAS. J. PRENDERGAST  
CONSULTING ENGINEER

### Committee Organization

(Continued from page 5.)

come placed at our disposal and that if other expenditures are desired they should be provided or arranged for in advance."

B. J. Price, president of the Fort Dodge (Iowa) Country club, in telling how they launch the new administrations at his club, impresses as the first duty of the new president a careful selection of committee chairmen and members. Mr. Price says:

#### Right Men Half of Job

"Immediately after my first election, I took the club roster and for about 30 days gave to that list of names my consideration with the idea of selecting competent committee chairmen and members. This duty, well done, is half of the work that a president is called upon to do. If poorly done, or done merely for matters of policy, it means not only additional work, but dissatisfaction among the entire membership for the year.

"Committee chairmen were selected with the idea of their peculiar fitness for job, and their peculiar interests in the work of the club.

"The chairman of the Green committee is a civil engineer, an enthusiastic golfer, and one who has played on many of the leading courses in the country.

"The chairman of the Caddie committee is one who is especially interested in young boys. His organization of the caddies, his treatment of them, and the results obtained, are nothing short of marvelous.

"The chairman of the Entertainment committee was a man of previous experience, who is possessed of many novel ideas, tireless energy, and executive ability. His entertainment exemplified the old saying that 'Variety is the spice of life.'

#### Turning O. K. at Opening

"The chairman of the other committees were selected with the same care. They



Complete information  
sent on request. Early  
orders receive prompt  
service.

All orders F. O. B.,  
Granger, Ind.

#### The Outstanding Grass FOOD

Lyman Carrier's **LECCO** No more brown patch, weeds or clover.  
Entirely supplants ammonium sulphate  
and expensive compost pile.

#### ORIGINAL and Only Genuine

Lyman Carrier's **WASHINGTON** strain of creeping bent  
for vegetative planting.  
Inside secret of satisfactory turf. Stands hard usage.

#### Last Word in FINE TURF

Lyman Carrier's **COCOOS** creeping bent seed. In heavy demand  
for 1928. Limited supply for EAST  
this summer. Order early.

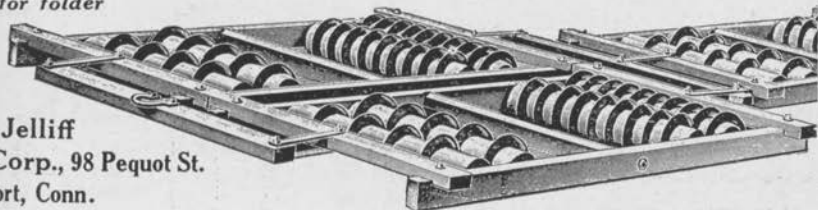
### LYMAN CARRIER

Elevator, Warehouse and General Offices, GRANGER, INDIANA



## Easy to Make a Smooth, Thick Turf with the MEEKER DISCING MACHINE

Write for folder



J. O. Jelliff  
Mfg. Corp., 98 Pequot St.  
Southport, Conn.

...e notified of their appointment January 1st; were requested to call meetings of their committees at once and outline their work for the ensuing year. As a result, at the time of the opening of the club, everything was in running order and a very successful season was enjoyed.

At the time of the selection of committees last year, an effort was made to see that all of the members of the committee were peculiarly fitted for their committees, so that if a chairman was unable to serve, or refused to serve this year, there would be someone equally proficient that could be named from the previous committee.

"This year all of the former chairmen have been requested to serve again, and with few exceptions, have accepted. Where new appointments have been made, they have been made from the previous committee, so that the club is assured of a successful administration of that committee's affairs.

### Budget Operation

"Our budget is prepared as soon as we can form anything like a correct estimate of the amount of money available for the year. There is first deducted for the gen-

eral fund taxes, insurance, interest, and such other fixed charges as naturally belong to that fund. The balance is then divided between the several committees. A statement of his budget is handed to the chairman of each committee with a check book at the beginning of the year, with the instruction that he must make that sum meet the requirements of his committee for the year. The checks are drawn in duplicate. One is delivered to the payee and the other to the secretary of the club. When the fund named in the check book at the beginning of the season is exhausted, that committee is through for the season. The result is that we have little difficulty with the chairmen exhausting the budget. The sole responsibility is placed upon the respective committees and they dare not exceed their budgets.

"The functions of the president are thus greatly lessened after the committees begin to operate. He is a member de facto of all of the committees and acts as a general adviser of the respective committees.

"Heretofore, our club has followed the custom of changing presidents every year; each one naming entirely new committees. We believe that more or less permanency

## CHARLES E. MADDOX CONSTRUCTION COMPANY

*Let us construct your golf course according to your architect's specifications, for a flat contract price.*

Century Building

CHICAGO

Phone Harrison 4852

Now Available

*Barter's*  
TESTED SEEDS

Worm Eradicator

(in Sealed 100 lb. Bags)

Sole Importers

**COLLINS SEED SERVICE CO.**

60 Congress St., Boston, Mass.

**TO YOUR OWN CLUB BE TRUE —**

and it will follow that before ordering Charge Checks, Score Cards, Guest Registers, Caddie Cards and other forms used by country clubs you will first see our line of standardized printed matter.

**John H. Vestal Co., Printers**

703 South La Salle Street - - Chicago

**American Park Builders**

GOLF COURSES PLANNED

and

BUILT COMPLETE

201 E. Ontario St.

Chicago, Ill.

**Used Golf Balls Bought**

Check sent 48 hours after their receipt. *Any Quantity.*

**GOLF BALL SUPPLY**

1311 Chestnut

St. Louis, Mo.

**HICKORY**

We have engaged in the manufacture of hickory products for the past twenty-six years, and can furnish pro finished hickory golf shafts of the very finest quality.

**I. R. Longworth Co., Somerset, Ky.**

**Reade's Electric Eradicator**

Prevents Worm Costs on Golf Greens

**READE MFG. CO., 165 Hoboken Ave., Jersey City, N. J.**

Cash for Used Golf Balls—Highest prices paid. Any quantity, any condition. For full information write, **GOLF BALLS**, Box 10, care **GOLF-DOM**, 136 N. Clark St., Chicago.

in the personnel of the officers will mean more efficiency.

### Permanent Plan Body

"We also have adopted the Permanent Plan committee. This committee consists of three members, nominated by the president and appointed by the board of directors, holding office for five years. No current committee of the club is warranted in making any expenditure upon the clubhouse or grounds until it is first approved by the Permanent Plan committee.

"This system has been worked out as a result of our experience, and if I were accepting the presidency of the club for the first time, I would adhere to it as closely as possible.

"Great importance is attached to the early organization of the committees and to the administration of large doses of pep, so that all preliminaries may be taken care of before the season opens."

A. D. White, president of the Ridge Country club, Chicago, tells of his club's practice of making the last director's meeting of each term a session at which the outgoing and incoming administrations can get together and compare notes.

Mr. White tells of the Ridge operations by remarking:

### Trains Presidents

"It has been the practice at Ridge Country club, during the fifteen years I have been identified with it in an official capacity, to always elect as president, one who has served on the board several years, as an officer or director. This gives the incoming executive the advantage of being very familiar with recent club operations, so that he is not confronted by new problems.

"It has recently been the policy to have chairmen of committees serve for several years, because we have felt that there is no particular advantage in making a change if a man is doing a satisfactory job; in fact, there is every reason for taking advantage of his experience. The various committee chairmen are appointed by the president and approved by the board.

"It has been my practice, while serving as president, to invite any officers elected to the final annual meeting of the board, in order that old policies and new plans may be discussed and the new directors become thoroughly familiar with club situations.

"We usually ask officers and chairmen of committees, whether they are retiring or not, to make a written report for the rec-

ords and these are published in a number of our club paper, "The Fair Green," which is issued early in the spring.

"We operate on a calendar year basis and our financial statement is usually ready by the first of February."

### President, Not Errand-boy

The Black Hawk Hills Country Club, of Rock Island, Illinois, has a particularly efficient organization plan. Its president, Floyd E. Thompson, describes the way competent chairmen are assured for each of the club's seven committees:

"I helped to organize Black Hawk Hills Country Club and drafted its by-laws with the idea of making the president of the club its executive head and not its errand boy and kicking post. The business of the club is handled by a board of governors consisting of the president, immediate past president, vice-president, secretary, treasurer and fourteen directors. This board meets regularly once a month and members of the board who do not attend the meetings are replaced by men who will. Everyone has his job to do and he is required to do it.

"There are eight standing committees of seven members each, which are charged with the details of club management,—grounds, house, greens, golf, saddle, sports, entertainment, and membership. On the more important committees, such as house, greens, and golf, are two board members. The by-laws prescribe the duties of each committee and the extent of its jurisdiction. The chairman of each committee being a member of the board of governors, the board is kept in constant touch with every department of the club business. Such chairmen are required to report at each board meeting what has been done during the month and to recommend to the board what ought to be done during the next month. Of course, the board of governors is charged with the responsibility of managing the club affairs but the details are left to the several committees. Each committee is held responsible for club affairs under its jurisdiction and given credit for what-ever is accomplished in that department.

### Finance Committee Personnel

"The financial business of the club is under the jurisdiction of a finance committee, consisting of the treasurer, who is chairman, the retiring president, the vice-president, and eight other club members. This

STANDARD EQUIPMENT for GOLF COURSES  
THE WORLD OVER

## The GOLF KING SPRINKLERS

Made by  
**BUCKNER MANUFACTURING CO.**

Fresno, Calif.

Distributed by

J. Oliver Johnson, Inc., Chicago; H. V. Carter Co., San Francisco; William Watson, Los Angeles; Crenshaw McMichael Seed Co., Tampa; May Hardware Co., Portland; Ivan W. Lee, Seattle; Ernest Chamberlain, Detroit; Worrell Engineering Co., Moorestown, N. J.

 <p>30 in FAIRWAY \$75. 70 \$78.</p>	<p>FAIRWAY &amp; POWER MOWERS HITCHES</p>	 <p>TRIPLEX \$365. 70 \$254.</p>
<p>Greatly reduced prices on direct sales. Write for descriptive literature.</p>		
<p><b>NATIONAL MOWER CO.</b> 2418 University Ave., Minneapolis, Minn.</p>		
<p>The Finest Type Fairway Mower built with double sets of tempered steel cut gears</p>		
 <p>\$400 to \$555 in oil tight cases.</p>	<p>5 Mowers &amp; Hitches Parts and service in all sections.</p>	 <p>\$695 to \$935</p>

## GEORGE DAVIES

GOLF COURSE ARCHITECTURE  
and CONSTRUCTION

Advice Given On Your Troubles

Headquarters: BIG SPRING G. C.

Home Address: 220 STILZ AV.  
Louisville, Kentucky

## SHAFTS SHAFTS SHAFTS

DIRECT FROM FACTORY TO PRO;  
TWO SHAFTS FOR PRICE OF ONE

During this sale am offering best No. 2 Pro-finished air-seasoned Hickory shafts for 15c each; irons and drivers, postage prepaid. CASH with order or C.O.D.

JOHN W. WEIS, 650 New York St., Memphis, Tenn.



J. D. LYON

## FULNAME

Universally  
recognized as  
the one effective  
method of marking golf balls

**THE FULNAME CO.**  
CINCINNATI, O.

## Leonard Macomber, Inc.

GOLF ARCHITECTS AND BUILDERS  
664 NORTH MICHIGAN AVE  
TELEPHONE SUPERIOR 9160  
CHICAGO

### At Present Constructing the Following Courses:

Mission Hills C. C. Northbrook, Ill.	Libertyville, C. C. Libertyville, Ill.
Euclid Hills C. C. Orland, Ill.	Maple Crest C. C. Kenosha, Wis.
Breakers Beach C. C. Northbrook, Ill.	Poland C. C. Youngstown, Ohio
Waukegan Willow C. C. Techy, Ill.	West Hills C. C. Canton, Ohio

## Cast iron pipe lasts forever



And only McWANE makes it small enough to give you a complete watering system in rust-proof pipe 1 1/2 in up Joints included.

**McWANE CAST IRON PIPE COMPANY**  
Birmingham, Ala

## REPROCESS OLD GOLF BALLS

RIGHT IN YOUR OWN TOWN

We sell you our guaranteed molds and method and instruct you how to make New Golf Balls out of the old balls.

Write for full details of our plan whereby you can enter this very profitable business with a small amount of capital.

**MULHERIN RUBBER COMPANY**  
1311 Chestnut Street  
St. Louis, Mo.

First class professional with 25 years' experience in all branches of golf; clubmaker, teacher, player and green-keeper. Highly recommended by Chick Evans, both as regards character and ability. Address replies to B. J., care Golfdom.

## GOLF SHAFTS DIRECT FROM FACTORY TO PRO

See my offer elsewhere in this magazine, Pro-finished Air-seasoned Hickory Golf Shafts, beautiful, thin, straight, Irons and Drivers, for 15c each. I want an order from every PRO who reads this "ad."

JOHN W. WEIS, 650 New York St., Memphis, Tenn.

committee anticipates the income of the club for the year and recommends to the board of governors the apportionment of the same to the several club activities. The board establishes a budget and each committee is required to confine its expenditures to the amount appropriated to its use unless otherwise instructed by the board. The books are kept up to date and budget balances are reported to the board at every monthly meeting. An auditing committee audits the books of the secretary and the treasurer twice a year.

### Earlier Annual Meetings

"Most of the committee chairmen are experienced members of the board. From two to four members of each new committee are hold-overs. By retaining on the committee those who have taken special interest in its work we have the benefit of their experience and a continuation of their policy. By bringing on three or four new members each year we bring in new ideas and new energy and keep the whole membership interested. This method distributes the burden of managing club affairs and likewise gives each one the satisfaction of having a part in such management. Usually, when a member who has been chairman of a committee leaves the board of governors he is continued as a member of that committee. The committees are appointed immediately after the annual election of officers, which now occurs in January. We propose to change the annual meeting to November so that the new board will have more time in which to work out the details of the budget before spring work opens.

"Each retiring officer and committee chairman is required to present at the annual meeting of the membership a written report showing what has been accomplished in his particular department during the year and making recommendations for the incoming administration. Some of these reports are rather comprehensive and are useful to the new officers and committee chairmen in planning the year's work. All new committees are required to meet promptly and submit a budget request. These requests are considered by the finance committee which makes recommendations to the board of governors. The board of governors establishes and publishes the budget prior to March 1 of each year and each committee chairman is instructed to budget his allowance and govern his expenditures accordingly."

# Golfdom Buyers' Guide

Check this page and mail it to **GOLFDOM, 236 N. Clark St., CHICAGO**

Notify **GOLFDOM** of your club's requirements for course, clubhouse and pro shop, and you will get prompt and complete details from leading manufacturers. Check, on list below, items that interest you. Add your name and address at bottom and mail to **GOLFDOM, 236 N. Clark St., Chicago, Ill.**

Announcement boards  
 Architects—Course,  
     Landscape  
 Auto trucks—bus  
 Bags (golf)  
 Balls  
 Ball markers  
 Ball washers  
 Bent stolons  
 Beverages  
 Bird houses  
 Brown patch preventives  
 Buffing motors  
 Caddle badges  
 Caddle (time clocks)  
 China  
 Cigars, Cigarettes  
 Clubs  
 Club racks  
 Compost distributors  
 Compost mixers  
 Confectionery  
 Coolers, water  
 Dish washers  
 Display cases  
 Drags  
 Drainage engineers  
 Dryers  
 Dump carts  
 Electric systems  
 Fencing  
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Number 1

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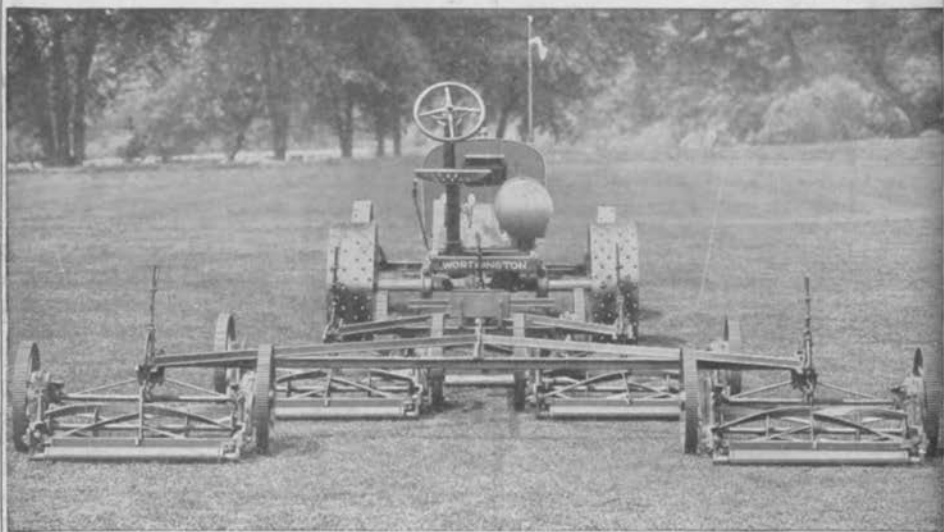
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