A Post Card Will Bring Complete Information Without Obligation...

Every Greens Committee will welcome the good news the Peerless Mower Sharpener brings—that all cutting units are in perfect condition—that this year your Fairways will be the envy of Clubs for miles around. The PEERLESS sharpens all makes of power mowers and tractor units in half the time taken by ordinary methods. Attach to light socket. Simple to operate as A B C. Get the facts today. Send postal to...

THE FATE-ROOT-HEATH CO.
400 Bell St.
PLYMOUTH, OHIO
MANUFACTURERS OF THE Silver King GOLF COURSE TRACTOR

Cut Fungicide Costs this Year with Fungol

Brown Patch Expense Lowered With This Multi-Chemical Product

Our Research Department brings you this greater control of Large and Small Brown Patch at lowered cost, just when chemical prices are going up.

Don't fail to investigate now what Fungol will do to help you keep Putting Green maintenance costs at rock bottom.

How do we do it?—you ask. Not hard to understand when once you know Fungol has such great covering capacity, and so many powerful ingredients not found in ordinary fungicides.

Fungol provides adequate relief from quick outbreaks of Brown Patch. Safe and reliable under every soil condition.

Fungol also contains special vermicidal chemicals for combating Earthworms, Sod Webworms, Cutworms and Grubs. No need to purchase extra poisons. Write for free testing sample.

McCLAIN BROTHERS COMPANY, CANTON, OHIO
FOR BROWN PATCH

USE

PFIZER MERCURIAL MIXTURE
2/3 Calomel, 1/3 Corrosive Sublimate.
81% Mercury content insures greatest effectiveness.

PREVENTION—CONTROL
For further particulars write
CHAS. PFIZER & CO., Inc.
81 Maiden Lane 444 W. Grand Ave.
New York City Chicago

PFIZER MERCURIAL MIXTURE

CENTRAL PENNA... 
OUR association, the Central Pennsylvania Greenkeepers Assn. has just concluded the first year of its existence, and a successful year it has been, too. At our last meeting, held March 11, we had Dr. H. B. Musser, Penn State College, help conduct our program for the evening; there was considerable discussion on spring planning, arranging fertilizing programs at our clubs, etc.

Having been organized for the past year, we can now see the benefits of getting together regularly with other greenkeepers who have problems much the same as our own. Fred Grau and Dr. Musser of Penn State have been of great help to us, as have the rest of the Penn State associates, in helping us iron out our difficulties.

Riley E. Heckert
Secy. Treas., Central Penna.
Gknkprs. Assn.

MINNESOTA...
TWIN CITY area members of the Minnesota Greenkeepers’ Association plan to, and must, cooperate with the fellows that are taking care of courses in the small, isolated towns throughout the state. They have their problems and would like to have the
Insure yourself of healthy, luxuriant greens this season by banqueting every blade of grass with properly prepared top dressing.

Royer Compost Mixers shred, mix and aerate soil, humus, sod, manure and any top dressing materials, shredding them to pea size particles that quickly yield their nutrient without suffocating the small plants. Sand, marl, sewage sludge, lime, ammonium sulphate or other enriching materials are thoroughly mixed in. Sticks, stones and trash are removed and material is discharged into trucks, wagons or onto piles.

Royer have cut costs and improved greens for many golf courses, daily fee clubs and municipalities—let us tell you who uses them and what results they are getting; and ask for bulletin showing the gas engine, electric motor and belt-to-tractor driven models for every requirement, from $250.00 up.

**Royer Foundry & Machine Company**

171 Pringle Street

Kingston, Pa.
For a deeper grass root system on your greens and approaches use

**TAT VITAMIN B1**

the most amazing "growth substance" discovered in a generation!

Nature creates Vitamin B1 in the TOP of grass which we constantly cut away. That's why TAT B1 is so necessary for deeper roots and luxuriant top growth. Has produced wonders in shady areas. For ease of application, use

**TAT SYPHONETTE**

Merely attach Syphonette to water faucet and garden hose. Equipped with rubber tube to draw out solution in correct scientific proportion. Ideal for any soluble fertilizer, arsenate of lead, etc. Kit contains

TAT B, (enough for 800 gals.)
and SYPHONETTE .........................$2.25

Order a kit and do your own experimenting.

**TAT ANT BAIT**

contains 1.30% Thallium Sulphate, the minimum to produce 100% control. In handy collapsible tubes for easy application. Per dozen 1 oz. tubes ..................$2.25

**TAT MOLE & GOPHER CONTROL**

Raw peanuts impregnated with Thallium Sulphate (the only tasteless and odorless poison) introduced into holes and tunnels bring about quick control. Guaranteed.

1 lb. can $1.10 10 lb. can—$10.00

**CHINCH BUG SPECIFIC**

Liquid insecticide kills by contact. Dilute 1 to 300 and flood turf for instant results. May be applied through Syphonette. Write for full information.

**SOILICIDE LABORATORIES**

Upper Montclair New Jersey

St. Paul-Minneapolis group visit them and offer suggestions.

As one member from a club 300 miles away stated, he would be satisfied and well-paid for belonging to the association if some group visited him every four or five years. It is no more than fair that these boys receive some cooperation from the association. In the past two seasons we have added about fifteen new members from towns of 5,000 to 25,000 population. Several are new greenkeepers, located at clubs that have just been constructed or have just converted sand greens into bent. Some of them feel they need help, and certainly deserve a helping gesture from the group. President Joe Rush plans to see that such a plan is carried out in 1940.

Elected president of our group at the recent annual meeting was Joe Rush, Minneapolis CC. Rush succeeds Len Bloomquist of Superior GC. Art Jensen of the Fargo (N. Dak.) CC, was elected vice-president, with Vic Larson of the Minneapolis GC, and Stan Graves of the Hillcrest CC, St. Paul, re-elected treasurer and secretary respectively. We will start our outdoor meetings in April.

Stan Graves,
Secy., Minn. Greenkeepers' Assn.

**OHIO . . .**

CHARLES MAYER, for the past 16 years, supt. at Heather Downs CC (Toledo) was elected president of the Ohio Assn. of Golf Course Supts. annual election meeting March 18 at Heather Downs. Other officials elected: Malcolm McLaren, Canterbury GC, Cleveland, vice-pres., and Nelson Monical, Westfield CC, LeRoy, sec-treas.

Forty-seven supt.s, braved inclement weather to attend the annual election meeting which was preceded by a tour of the fine Heather Downs plant, 18 holes of which are used as daily fee; and 18 as private. Mayer is responsible for maintenance of the club's physical property in addition to the courses. A group of table tennis tables and a new bar in the men's grille are recent indications of Charlie's versatility.

Ohio supt.s are not sponsoring a short course this year. The conference to be held in Detroit will be handy for the Ohio men and will fill the spot the short course generally occupies in the calendar.

Early spring maintenance in Ohio has been done with a snow shovel.

Nelson Monical,
Sec-Treas., Ohio Assn. GC Supts.
WILL YOUR COURSE BE AS INVITING IN AUGUST AS IN APRIL?

Almost every course looks inviting in Spring, but how will it look in dry mid-summer?

Take advantage of the Skinner Irrigation Advisory Service and make plans now to keep your course fresh and green all summer long. Write for catalog and details of Skinner Service, no obligation.

THE SKINNER IRRIGATION CO.
415 Canal St. Troy, Ohio

BETTER GRASS?
ROOTONE

The Plant Hormone Powder
IS THE ANSWER

On fairways or greens—seed treated with ROOTONE will produce earlier, stronger and deeper rooted turf—thus better drought resistance.

If your dealer cannot supply you, write us direct.
$1.00 jar treats 20 lbs. seed. $5.00 can treats 160 lb. seed.

AMERICAN CHEMICAL PAINT CO.

THIS WON A PRIZE!

A course superintendent named Mac
Was considered the head of the pack
But his bargains in seeds
Turned out to be weeds
And his Boss said:
"Good judgment you lack!"
The winner... Mr. M. Naughton
Easton, Penna.

Let this be a lesson...

SOW Scotts SEED
... it costs no more!!

O. M. SCOTT & SONS CO.
Main Street Marysville, Ohio
Many greenkeepers report complete satisfaction with one ounce of Fungchex or Wood-Ridge Mixture "21" per 1,000 square feet as a preventative against average attacks. Several even mention that in mid-summer they make weekly applications of as little as ½ ounce for every 1,000 square feet. Based on control cost per dollar, you buy the lowest-priced Brown Patch curative on the market when you purchase Fungchex, Wood-Ridge Mixture "21", Calomel or Mercury Bichloride. If your dealer cannot supply you, write at once.
What Are Your Costs?

By C. W. Parker

Uniformity in course accounting systems is requisite to establishing accurate cost comparisons and maintenance norms.

Away, way back in January, 1922, which is only eighteen years in time but in golf maintenance is almost a previous century, the first annual meeting of the Green Section of the United States Golf Association was held in Chicago. The proceedings of this meeting were published as a supplement to Volume II No. 2 of the Bulletin of the Green Section. These proceedings make interesting and valuable reading and are more timely than one might expect.

At that time, January, 1922, there was a country-wide economic condition that was being called a depression, though in the light of the past several years we today would hardly honor it with recognition as a slight recession. However; there was much viewing with alarm and shaking of heads over the future of golf and golf clubs and from it all came a slogan that has never died. This slogan, born in the early “twenties,” languishing somewhat throughout the hearty late “twenties” and reaching maturity and permanency in the early “thirties” is, “Golf Is Costing Too Much.”

In the report of the proceedings of the first annual meeting of the Green Section, considerable space is devoted to the cost of golf. Some of the reported discussion is serious and some is the good natured chaffing between two or more club officials, but whether serious or facetious the point is clearly made that not much can be done toward making an intelligent study of the what and why’s of golf maintenance costs because of a surprising and deplorable lack of intelligent and trustworthy cost records. As one club officer from Toledo puts it: “He has challenged the gentleman from Detroit to a comparison of their respective course costs if the gentleman from Detroit will put his
figures on a comparable basis." That was eighteen years ago and yet the situation has not changed insofar as it has been possible to determine.

This lack of uniformity in cost accounting methods for golf course maintenance has been recognized from time to time and yet nothing much has ever been done or even attempted that might lead to accepted practice that would correct this condition. In the early "thirties," J. M. Heald, at that time greenkeeper at the Greenfield (Mass.) CC, with Massachusetts State College and GOLFDOM co-operating, made a serious beginning for a study by collecting cost records from as many clubs throughout the country as would submit them. From these reports Heald attempted to set up a common denominator that might be fairly used in making comparison of maintenance costs.

**It CAN Be Done**

His common denominator based on the average cost of the routine operations that go to make up the total was expressed in terms of percentage. That is, he determined something like this: greens 35%, fairways 10%, tees 8%, and so on, with the conclusion that in the variations of total cost of golf course maintenance the split-up was as his percentages indicated and a basis for fair comparison was thus established. Heald's work was published in GOLFDOM but it is not recalled that the impact on the golf world was of any great weight. Whether Heald planned to go on from his preliminary study and publish further findings and conclusions is immaterial for he solved this problem, at least for himself, by retiring to the lucrative shade of his Florida orange groves where the least of his troubles has since been whether golf is costing too much or not.

Since that day any attempt at arriving at some common denominator from which a fair comparison of costs may be made and the setting up of a norm for costs has been looked upon with distrust and fear and little if any work along these lines has been attempted. Whenever the horrid suggestion of cost comparisons between two or more golf courses does come up it is immediately squelched. We greenkeepers have done a very thorough job of spreading the gospel that such comparisons are definitely and absolutely impossible. In this we have been half right. It is true just as much today as it was in 1922 that cost records vary in their methods and interpretations in direct relation to the number of reports being studied.

**Study Dropped Too Soon**

We have added further arguments to strengthen our stand by stating that differences in terrain, wage rates, standards of maintenance, etc., etc., cannot be converted into comparable figures, so that all in all the comparison of golf course maintenance costs is a whipped dog. Perhaps we greenkeepers might have better answers to some of our present day troubles, comparable with the more exact answers that we now have for our turf troubles, had we devoted some of our energy to finding out if it is possible to develop cost accounting methods and practices in such a way that intelligent comparisons will be possible instead of concentrating on selling the idea that it cannot be done.

"Golf Is Costing Too Much!" How do we know it is? How do we know it isn't? Is it that golf is costing more than clubs can afford to pay? That is quite different.

Another slogan has been introduced. "The Greenkeeper Is Faced With Prosperity Demands With A Depression Budget." Maybe. How do we know that? We are assuming that because our budgets are materially less than they were a few years ago the above is true. The other side of that assumption might be developed. Improved equipment, increased mechanization of operations, etc., naturally dictate a lower production cost with no falling off in maintenance standards. That is not the purpose of this article.

From authentic records at hand, it is proposed to make a few comparisons, comments and suggestions.

For the purpose of study and comparison here are the costs of three 18-hole golf courses back of which is sufficient information for intelligent interpretation.

<table>
<thead>
<tr>
<th></th>
<th>A.</th>
<th>B.</th>
<th>C.</th>
</tr>
</thead>
<tbody>
<tr>
<td>$17,373</td>
<td>$13,814</td>
<td>$12,047</td>
<td></td>
</tr>
</tbody>
</table>

Three gross figures showing a spread of $5,000. Let us look behind the figures.

Courses B and C appear to be running pretty much in line and under present day practices the officials of these two clubs will decide that a satisfactory job is being done by all concerned. But! Rates of pay (Continued on Page 66)
Stanford U. Runs Course Ably

By Franklin D. Guthrie

The operation and maintenance of a university-run golf course presents its own peculiar problems just the same as difficulties encountered by private courses. The Stanford University GC is no exception. The board of athletic control of the university, whose major task is to make football a paying proposition, has discovered in 10 years of operating and maintaining its golf club that it has taken on another major problem in balancing the income and expenses.

However, it will be necessary to explain here that when William P. Bell of Los Angeles, nationally famous golf architect, was hired to lay out the course in 1929, there never was any other purpose in mind than that of providing a course for Stanford students, alumni, and faculty as well as for general university benefit. It was never designed or intended to become a money-making venture, although the authorities had every reason to believe that it would pay for itself when it was built, not foreseeing the depression. Its first two years of operation it netted over $12,000 profit, but from 1932 to 1939 it had an annual deficit ranging from $10,169 to $3,634.

Although the course was intended primarily to benefit students, alumni, and faculty, outsiders have been encouraged to take out non-proprietary membership. However, from the club’s inception in 1929, the membership has consisted chiefly of golfing alumni in Palo Alto, Calif., and in the San Francisco Bay region. Each year alumni and occasional course players are solicited by the board of athletic control for playing privilege memberships at $90 per year.

As far as possible Stanford GC has attempted to operate on a private basis. With only 175 members last year—a figure which has been increasing steadily since the depression, the board has been unable to make it strictly private and close it to the public. No effort has ever been made to hold public tournaments of any kind except collegiate matches on the course, since it would defeat the Board’s purpose of keeping the course semi-private. Alfred M. Masters, graduate manager and the course’s general manager, has every intention of turning it into a private course when the club’s membership gets back into the 200 figure. At the present the major effort is to regain the membership the course enjoyed in 1931-32.

The club went into operation January 1, 1930, after six months of laying out the course over 240 acres of university property about a mile from the campus.

The second year it derived $26,633 from its membership, but it dropped off to less than a fourth of that in the fiscal years. This past fiscal year the membership climbed to over a half of the all-time high with a total income of $14,389. The total deficit meanwhile dropped in 1939 from $6,702 to $3,634, an indication that again the club may become an athletic financial asset.

Course Is Excellent Test

Highly regarded on the Pacific Coast and especially in the San Francisco Bay region, the Stanford GC is one of the toughest and yet most picturesque courses in California. Among college operated courses, of which there are comparatively few in the nation, Stanford’s ranks with those of Yale, Ohio State, Michigan, Minnesota, and a few others. The course's

Interesting terrain of Stanford course is indicated by this view of the 440-yard twelfth hole from the tee.
Martin Pose and E. Bertolinio, Argentine pros who are being sent to the USA by the Argentine GA, arrived in New York April 1, on the SS Argentina. The Argentinians will play in the US National Open and other tournaments. Details of their stay in the USA will be handled by the PGA.

construction put an initial dent into the board of athletic control's athletic fund of $135,000. After numerous improvements on the course, including the building of an attractive clubhouse and pro-shop, with suitable parking area, it was estimated that nearly $240,000 had been invested by the Board for the university.

Last year 34,246 persons, excluding members, paid green-fees, a daily average of over 90 golfers per day. Of that number, 2,300 were students, while an additional 406 students took out student playing memberships at the special rate of 20 games for $10. Students may also play on weekdays after 4 o'clock for 50 cents. The regular green fee is $1 on weekdays and $2 on weekends and holidays. It has been estimated that out of nearly 4,000 students, between 900 and 1,000 take advantage of the club's facilities. The pro-shop rents equipment for as low as 50 cents. Rentals and sales netted $6,885 profit last year.

Clubhouse Has Bare Facilities

The clubhouse consists of a sizeable lobby with a soda fountain, and men's and women's shower and locker-rooms. It has no social accommodations, nor has a dining room or dance floor ever been considered by the authorities.

One of the annual expenses of the board is the cost of sending a six-man golf team to the National Collegiate Athletic Association's golf tournaments. Stanford sent teams four times in the past five years to the Congressional CC in Washington, D. C., the North Shore CC in Chicago, the Louisville CC, and to the Wakonda CC, Des Moines. The Board spent $1,375 for its team which won the team championship for the second straight year at Wakonda last June. Stanford's No. 1 golfer, Warren Berl, was runner-up for the 1939 individual golf title.

Chief items of expense at the Stanford course are the salaries for the pro-shop and the maintenance crew, amounting to about $27,000 yearly, and the general upkeep of the course, averaging over $30,000 a year. The work crew ranges from 9 to 14 men in winter and summer months. Water and power costs $7,100 a year. The yearly rent of the property by the board of athletic control from the university runs to $1,912. Taxes and insurance hover around $1,000. Last year $890 was spent for fertilizer and fungicides as against $651 for the previous year.

The course has exactly 100 acres under grass, including tees, fairways, and greens. The total yardage is 6,648 yards. The greens average about 7,000 sq. ft.