A golf course designer from California reports:

"Many installation economies with J-M plastic pipe."

Bob Baldock, Fresno, California

"In designing the new Shore Course at the Monterey Peninsula Country Club, Pebble Beach, California, I specified 44,760 feet of Johns-Manville ABS plastic irrigation pipe for the laterals. I knew from previous experience that it is economical to install, operate and maintain.

"Our construction superintendent was very pleased with the laying of the pipe. A single workman was able to carry a hundred feet—sometimes more—of the 2-inch size without trouble. All that was needed to lay the system was a rag to wipe the pipe ends and sockets clean, a pot of plastic cement, a brush to apply it and a hack saw for cutting. The pipe ends were cemented, as were the couplings and fittings. Each connection set up in a matter of seconds and any excess cement was removed with a clean rag. It was impossible to twist or dislodge the connections thereafter. With J-M plastic pipe, there is nothing to rust or rot, and it is highly resistant to corrosion. I should mention that the main supply lines at the new Shore Course are J-M asbestos-cement Transite®... the pipe I've specified for more than 100 golf course irrigation systems."

For full details on J-M ABS plastic and other irrigation pipes, write to Johns-Manville, Box 362, G-9, New York 16, N. Y. Cable address: Johnmanvil.

September, 1961
Specialization Isn't Enough

Clubs Need Men
Who Can Coordinate
All Operations

By HERB GRAFFIS

Golf business has hundreds of very good professionals. It also has hundreds of highly competent course supt's. There are additional hundreds of experts in food and beverages handling and preparation, and in clubhouse operation who are managers of golf clubs.

Yet golf hasn't got enough businessmen. GOLFDOM has been repeatedly told of this shortage in discussions and correspondence with club officials.

Officials whose clubs offer jobs that will pay well above average, say that the men they want to hire are those who know how to fit their specialized knowledge as house managers, superintendents or professionals into the overall business of the club.

For a while the general manager policy seemed to be the answer. However its application has had spotty success. Now the plan is being re-examined at several clubs. It seems to have become a bookkeeping and reporting service centered in one man and is not looked upon as an advance in the operation of a club. Criticism of the plan is based on inability to coordinate operations of all departments of a club. Such failure in most cases is due to lack of general golf knowledge.

Officials of first class clubs expect club managers, supt's. and professionals to know enough about the business of departments other than their own, and enough about business condition of a club, to be qualified for better than ordinary salaries.

Familiar with All Phases

The pro can't get one of the more desirable jobs now by merely being a pro. He has to be a man who is pretty well acquainted with all phases of the business of golf. He is expected to fit his job into the whole picture of the club's business.

The supt. in order to be well up in the five-figure salary class has to be more than a man who knows how to grow and cut grass.

Some supt's. at a 9-hole course with a small budget and plenty of luck may have turf about as good for play as at some of the big clubs where the maintenance budget is $75,000 and not a dollar of it wasted. The man in the small job may stay there, inadequately paid in both money and praise, while a fellow in charge of a big course is well paid and quite famous, not because his greens look any prettier or putt any truer than those of the small course, but primarily because he is a businessman.

Seek Businessman's Advice

Recently we were asked to recommend experts in course maintenance who could advise a board of governors of a large club about improving its course. The request called for "an individual who can come in and inspect the situation at the club and submit findings and recommendations in a written report."

In this case the superintendent at the club actually is a very good man at turf work but is lacking as a businessman. He operates the course as a project in grass farming instead of as the department of a business having a large investment. He probably knows the maintenance and equipment needs and the modernizing the course should undergo as well as any outside "expert" but he isn't businessman enough to prepare a businesslike report on the situation.

Several weeks ago we were consulted by club officials who were considering revising their arrangement with the pro in a way that would sharply reduce his income. The club was losing money and members were getting fed up with assessments that paid for expenditures rather than far sighted improvements. Directors were close to pressing the panic button in their eagerness to add income to the club's coffers.

We urged cooling off and a lot of looking before leaping into the pro business. Club officials then sat down and closely examined a business they admitted they didn't know anything about—the pro department. The upshot was that the club president finally called us to tell that all was well between the board and the pro and that the pro's contract was being renewed.

Somebody Had His Eyes Opened

The president said that he and the golf committee chairman had looked into the pro's record and talked over the dept. operations with him. "He was doing a better job of running his business than we
A large country club in Columbus, Ohio enjoys a sprinkler system of KRALASTIC®, the original ABS pipe. The cost? Only 65% the cost of other materials. Labor charges ran up a saving of 90%.

Performance? KRALASTIC pipe is free from rust and corrosion, has lower friction loss, is immune to mineral deposits.

Major extruders have now standardized on KRALASTIC on all their golf course projects as well as the municipal water mains and other services they install in housing developments.

Stay up to par—and even better. Specify KRALASTIC pipe to your supplier. Write, wire or phone us if unable to locate immediate source of supply.
Located between an inland waterway and the ocean and with a highway running down the center is the Palm Beach (Fla.) Par 3 GC. Designed by Dick Wilson, the course extends to 2,688 yards, covers 27 acres and can be played in approximately 2½ hours. Twelve of the holes are on the ocean side of the highway where the clubhouse and a practice range and green are located. The clubhouse contains a pro shop, club storage area, lounge and restaurant. George McCampbell is pro, manager and supt. The owners of Palm Beach say that the course probably has more oceanside holes than any other in the U. S. Extra large greens are planted in Tifgreen and overall excellent condition of the course has excited much comment since it was opened. Four lakes and 55 traps dot the Palm Beach landscape.

The professional in question is a good businessman except for one point. He had neglected to inform and educate his members (particularly the club officials) about his general policies and practices in conducting an important department of the club’s operations. The directors were thinking of “pro only” as an operation being run solely for the profit of the pro instead of as an essential element of the entire club business. Obviously, it was mainly luck that kept the professional in a job that he was handling well except for neglecting his information and goodwill program.

Time after time club officials have told us that after considering from 50 to 100 candidates for a pro job the man who has been selected is more than a pro—he is a golf businessman.

Golf business is peculiar in the wide differences of character that exist among private clubs and even in the types of semi-private and public courses. But all of them have one point in common: the men in command understand what money says. When the club department head speaks in terms of money, as all businessmen do in presenting their reports or recommendations, his message identifies him as a business executive communicating with another executive.

The club manager who has been with a hotel chain knows something about businesslike attitudes and methods. He knows it isn’t the fact that a fine dinner at the club might cost 110 per cent of what it is billed that gets the manager in trouble. Failure to present that data and the story behind it promptly and clearly to club officials is a mistake that is not overlooked by businessmen who are officers of the club even though they may expect money to be lost in house operations.

Often you see men who own expensive and highly profitable daily fee courses who started in golf as caddies, course laborers, lockerroom men or waiters. These fellows didn’t develop into top men solely by their work as professionals, course superintendents or club managers. They were fundamentally good businessmen who made it a point to thoroughly learn the golf business. They are the pros, the former supts. and the ex-managers whose bankers know them as rich and solid businessmen.
The New ROSEMAN Hi-Speed-Reel MARK IV
HOLLOW-ROLLER DRIVE GANG MOWER

SMOOTHER TURF • IMPROVED APPEARANCE • REDUCE COSTS • EARLY MORNING MOWING

The ultimate in gang mowing equipment — and perfection in mowing is now yours in the new Roseman Hi-Speed-Reel Mark IV Hollow Roller Drive gang mower.

The Hi-Speed-Reel of the Roseman Mark IV not only eliminates ribbed or washboard appearance but also cuts grass clippings into shorter lengths. With the new Roseman design these pulverized clippings are dispersed uniformly and evenly without windrowing and regardless of climatic conditions. Bunchings, droppings of clumps of grass and messy fairways are eliminated.

Early morning dew, watered fairways, heavy rainfalls and wet areas, no longer are a problem. Whatever the grass condition "early morning mowing" is now possible with the new Roseman Mark IV Hollow Roller Drive Mower. Beautifully cut, neat appearing fairways are the result.

Non-breakable construction, reliability, low upkeep expense, faster mowing speeds, elimination of hand trimming, lower operating costs, improved playing surfaces and greater member satisfaction—all are bonus features of Roseman Hollow Roller Drive Mowers.

Before you take delivery on your next mower be sure and see the Roseman Hi-Speed-Reel Mark IV Hollow Roller Drive gang mower in actual use on your own course.

Buy and use the gang mower that improves turf, cuts costs and outperforms all others, at all hours of the day, in every way.

MAKE YOUR NEXT GANG ROSEMAN

MOWER CORPORATION
EVANSTON, ILLINOIS, U.S.A.

NATION-WIDE SALES and SERVICE

Write or phone TODAY for descriptive literature, prices and availability.

September, 1961
One of the most important, yet controversial, problems with which the supt. must deal is the choice of proper nitrogen source with which to fertilize his grass. The air is saturated with claims and counter claims made by proponents of one material or another. This “advice,” instead of helping one to arrive at an intelligent decision often is confusing.

Any discussion of nitrogen sources must necessarily characterize the forms which can be obtained. In general, nitrogen sources can be divided into two broad categories, inorganic and organic. Inorganic forms are those like nitrate of soda, sulfate and ammonia or ammonium nitrate and are distinguished from the organics in that they do not contain carbon. Organic forms contain carbon in addition to other elements and may be divided into two general groups, natural and synthetics. Natural organics include such products as activated sewerage sludge, plant meals and tankage. Synthetics are man-made and include products such as urea, urea-formaldehyde and calcium cyanamid.

Caution with Inorganics
A number of factors must be weighed in deciding which source should be used in a given situation. Caution must be exercised in use of large amounts of the inorganics for turf since, due to their salt content, they can cause foliage burning unless liberally watered-in immediately following application. Consideration must also be given their effect on soil reaction. Those containing ammonia leave an acid residue in the soil. Their continued use on acid soils demands periodic lime applications to neutralize this residue. About 2 lbs of lime are needed to neutralize the acid resulting from each lb. of ammonia nitrogen from all sources except sulfate of ammonia, in which case about 6 lbs. of lime are required. For most soils, the use of nitrate sources like nitrate of soda, calcium nitrate and ammonium nitrate-limestone obviates the use of lime to correct soil acidity since they have a neutral or basic effect on the soil.

Most of the organic sources, natural or synthetic, do not give the rapid response
(Tables on page 38; Text on page 42)
This is a Pitchfork...

You recognize it the instant you see it. You wouldn't try to shovel gravel with it. You wouldn't confuse it with a spade or shovel. In its shape and form it's instantly unique:

This is an Aero-Thatch it is truly Unique!

Only Aero-Thatch does so many Turf Care Jobs so well . . .
Only Aero-Thatch Aerates through Cultivation,
Relieves Compaction and Removes Thatch . . . the C-H-I-A* way!

Some folks have been confusing the all purpose turf machine, AERO-THATCH with vertical mowing equipment that does only a portion of the job. AERO-THATCH is completely unique in its total operation, in its basic turf-control concept. AERO-THATCH operates 4 times more efficiently than any vertical mowing machine: it aerates, cultivates, relieves thatch and compaction all at one time. You wouldn't confuse a pitchfork with a spade . . . don't confuse AERO-THATCH with vertical mowing machines. Try AERO-THATCH . . . and you'll see why. Call your dealer or write Dept. G461 for information

*AContinuous, Horizontal, Invert, Aerification!

AERO-THATCH, INC.
RAHWAY, NEW JERSEY
Table 1. Five year influence of four nitrogen sources applied monthly, quarterly, and semi-annually on the greenness of Tifton 328 Bermuda under greens management.

<table>
<thead>
<tr>
<th>Source of Nitrogen</th>
<th>Annual Nitrogen Rate of 18 lb/-1000 sq. ft. Appd.:</th>
<th>Avg. greenness* ratings from 5 plots during:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1956</td>
<td>1957</td>
</tr>
<tr>
<td>Urea-formaldehyde</td>
<td>Monthly</td>
<td>3.8</td>
</tr>
<tr>
<td>38% N</td>
<td>Quarterly</td>
<td>3.9</td>
</tr>
<tr>
<td></td>
<td>Semi-annually</td>
<td>2.6</td>
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<tr>
<td></td>
<td>Average</td>
<td>3.4</td>
</tr>
<tr>
<td>Activated sewage sludge</td>
<td>Monthly</td>
<td>3.4</td>
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<tr>
<td>6% N</td>
<td>Quarterly</td>
<td>3.1</td>
</tr>
<tr>
<td></td>
<td>Semi-annually</td>
<td>2.4</td>
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<tr>
<td></td>
<td>Average</td>
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<tr>
<td>Ammonium Nitrate</td>
<td>Monthly</td>
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<tr>
<td>33.5% N</td>
<td>Quarterly</td>
<td>3.0</td>
</tr>
<tr>
<td></td>
<td>Semi-annually</td>
<td>2.1</td>
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<tr>
<td></td>
<td>Average</td>
<td>3.2</td>
</tr>
<tr>
<td>Urea 45% N</td>
<td>Quarterly</td>
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<tr>
<td>Check</td>
<td>None</td>
<td>3.3</td>
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</tbody>
</table>

*The lower the numerical rating, the greener the grass.

Table 2. The 5-year influence of four nitrogen sources applied monthly, quarterly, and semi-annually on the sod density of Tifton 328 Bermuda under greens management.

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<th>Source of Nitrogen</th>
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<td>Activated sewage sludge</td>
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<td></td>
<td>Average</td>
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<tr>
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<td>33.5% N</td>
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<td>Average</td>
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<tr>
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<tr>
<td>Check</td>
<td>None</td>
<td>4.1</td>
</tr>
</tbody>
</table>

*The lower the numerical rating, the greater the sod density.
Why isn't this green up to par?

Because of burn-out! Don't let it happen to your greens. Protect them with Wyandotte TURFACE® soil conditioner. TURFACE will keep your greens green because TURFACE eliminates burn-out problems. TURFACE rapidly passes off surface moisture, holding it at root level so greens stand up through prolonged dry spells. Deep roots on TURFACE-treated greens can't die of thirst—they retain the full benefits of sprinkling or showers. See for yourself. Order TURFACE from your supplier.

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September, 1961
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