7. Seedbeds Mature Faster With Only One Application of Nitroform

Nitroform® fertilizer incorporated deeply into seedbeds, along with phosphorus, potash, and other nutrients as indicated by soil tests, represents one of the most economical practices for establishing playable turf in shortest time.

Seedbed feeding with Nitroform is a research-proved practice. In a single seedbed application a reserve is built that provides a continuous supply of nitrogen to the developing grass for several months in accordance with its needs. Maintenance feeding need not start until turf is in play. Thus, one avoids the high labor costs of making frequent, light applications of quickly available materials. Nitroform also eliminates the danger of burning tender young grass.

Mature bluegrass sod, started from seed, has been produced in four months with 8 pounds of actual nitrogen per thousand square feet when using Nitroform in the seedbed. In the "olden days" it took one to two years to produce usable bluegrass sod.

Just in case anyone shudders at "all that nitrogen" in the seedbed, we wish to remind him that this is a modest rate of application. Research in progress with Nitroform is indicating excellent results in seedbeds, with several times this amount. This is a big step forward from the old rates of one or two pounds of nitrogen per thousand square feet. To a golf course architect or builder, it means that this initial application of Nitroform will result in the most rapid production of playable turf and maximum protection of the course.

Initial cost of adequate seedbed fertilization with one application of Nitroform nitrogen is only a little higher than minimum feeding with conventional materials. The real saving is effected by reducing labor and maintenance costs throughout the year.
THE GRASS IS ALWAYS GREENER ON YOUR SIDE OF THE FENCE...

when you specify
XL TURF SPECIAL
water soluble
28-7-14
FERTILIZER

XL TURF SPECIAL "the perfect formula" starts to work almost instantly, feeding through the blades and roots. Provides better control of growth, texture and color. Apply when needed, as a maximum dosage, or for continuous controlled feeding...it will not burn! XL TURF SPECIAL is compatible with all Doggett Fison insecticides and fungicides, and most others...cuts your labor cost to the bone!

Seeing is believing—Try some now!

FREE SAMPLE
Just return the coupon, we’ll send complete information on XL TURF SPECIAL, and other products for custom application...your local distributor will RUSH a Free Sample of XL TURF SPECIAL.

DOGGETT FISON COMPANY
SPRINGFIELD, N. J. • 201-DR 6-5900

Full Cooperation Suggested

Many Clubs Audited by Federal Tax Agents

According to the July edition of the CMA Advisor, a publication of the Club Managers’ Association, many clubs in the U. S. are being audited this year by internal revenue agents, some for the first time.

An agent normally calls or writes for an appointment, but he isn’t required to. In making an audit, he asks for the club records and a small area in which to work. The Advisor suggests that the club manager cooperate fully with the agent but cautions against going overboard in extending courtesies. An agent is instructed to avoid any semblance of accepting favors. It may be appropriate to offer him a cup of coffee, but rules of his department require that he decline to have lunch at the club’s expense.

Within Legal Limits

The agent’s primary function is to make certain that a club is operated within legal limits that entitle it to federal tax exemption under section 501 (c) (7) of the internal revenue code. This states the exemption applies if the club is run exclusively for pleasure, recreation and other non-profit purposes, and that no portion of the net earnings redounds to the benefit of any private shareholder.

The agent checks various sources of income to make sure that the 20 per cent excise tax is being paid when it applies. He also checks non-member business and may ask to see reservation and guest books. Probably he will look into receipts and disbursements covering such things as the building and Christmas funds.

If the agent finds anything wrong, the Advisor points out, it doubtlessly will be because an additional excise tax is due the government, or because the club shouldn’t have income tax exempt status due to its method of operation. In either event, the agent sends the club a letter describing proposed adjustments. If the club doesn’t agree to these, it can request a hearing with the agent’s group chief. This must be done within ten days.

If a settlement can’t be agreed upon through the group chief, the club then may carry its protest to the regional...
Dealers Wanted for Exclusive Territories — Information Available on Request

FLAGPOLE SIGN FOR BETTER GREENS

BY Educating and Reminding The New and Careless Golfer Repeatedly to Repair Their Golfball Indentations On Every Green

Reduces Maintenance Costs
Improves Putting Conditions
Improves Greens Appearance

SPEEDS UP PLAY
BY
Serving As A Marker
To Help The Golfers Locate The Cup Position From Down The Fairway

Shape: Cylindrical
Size: 5" x 8 3/4"
Color: Red With White Letters Or Yellow With Black Letters

Permanent Coloring
Material: Rigid, Crushproof, Extra Strong Polystyrene

LIFETIME GUARANTEE
Message Printed On Two Sides Attaches To Any Size Flagpole Of One Inch Diameter Or Less

Price: $ 5.00 each
$42.00 set of nine


Freight Prepaid If Order Is Accompanied By Check. All Other Orders Sent C.O.D.

PLEASE REPAIR YOUR BALL MARK

CARLETON GLEN GOLF PRODUCTS
13470 Grafton Road
Carleton, Mich.

Please Send _____ Flag Pole Signs.
The diameter of the flag poles we use is: _____ (Show dia. in fraction of inch)

NAME: ____________________________
CLUB: ____________________________
ADDRESS: _________________________
CITY & STATE: _____________________
AS WIDE AS HE IS TALL!

The Mulch-Vac Sweeper removes and disposes of a 6-8' swath of leaves and grass in one swoop. The Mulch-Vac is as versatile as a basketball player and cleans a swath as wide as he is tall. Use Mulch-Vac for Spring clean-up, Summer grass clippings, and Fall leaf removal and disposal.

Mulch-Vac can play the pivot position on your clean-up team. One man can operate it.

B-25 MULCH-VAC
Also: Snow Plows, Spreaders, and Industrial Power Sweeper
GOOD ROADS MACHINERY CORPORATION
MINERVA, OHIO

RUBBERLOCK SPIKE RESISTANT INTERLOCKING FLOORING

Golf Rubberlock is a new interlocking spike-resistant rubber flooring with resilient built-in body. Tough-Durable. Withstands sharp pressures of golf spikes — recovers original surface without cutting.

APPROXIMATELY 1/4" THICK 24" x 24" SQUARES
BEVELLED EDGING (INTERLOCKING) AVAILABLE
CHOICE OF BEAUTIFUL MARBELIZED COLORS
EASY TO MAINTAIN—EASY TO INSTALL
NO CEMENT OR MASTIC REQUIRED—INTERLOCKING FEATURE HOLDS FLOORING SECURELY
Also available in runners, 22" & 36" wide. Send drawing or blueprint for free estimate.

MITCHELL RUBBER PRODUCTS, INC.
2114 San Fernando Road, Dept. G-Au
Los Angeles 65, California

Welcome the Salesman
(Continued from page 44)

2. Save money?
3. Be a better method for me?
4. Produce better turf?
5. Contribute to safety?
6. Carry authentic approval?
7. Be used by leaders in the turf field?
8. Show a need of which I am unaware?
9. Contribute to my knowledge of turf?
10. Be guaranteed by you and the manufacturer?

Please remember, Mr. Salesman, that there are 101 things I should be doing. So, if you please, let's keep it brief and to the point. I, too, will remember that you have come a long way out of your way to help me.

You Have To Be Sold

We are dependent on you to deliver the goods plus the service of seeing that the product works as you represent it. If you are not "sold" on your product, don't try it on us.

Anything you might have learned while attending turf conferences is most welcome. You see we don't get around like you do. You see a lot of other fellows doing the same job. Someone is doing the job easier and at lower cost than I am. Tell me how it's done. If you see something in our operation that is unique, tell the other fellow. Nobody has a corner on all the ideas.
KEEPS YOU OUT OF THE ROUGH

Like magic, rid your greens and fairways of weeds, fungi and insects with Certified's complete turf program.

AS-90 Weed Killer assures positive control of crab grass, clover, dandelion and ground ivy without permanent grass damage when used in a light solution. It's non-explosive and non-inflammable.

C-100 Non-Selective Weed Killer is Certified's solution to eliminate all vegetation and is particularly practical for parking lots, walks and other areas where plant life is undesirable.

LTF Liquid Turf Fungicide assures healthier greens by preventing copper spot, pink patch, dollar spot and culvularia without discoloring or harming the most delicate grass.

CERTITHION highly concentrated insecticide is highly effective in killing all flying and crawling insects, including those immune to DDT. Compatible with liquid fertilizers and weed killers.
TRY
McLAUGHLIN
Driving Range Balls

With the following features:
• The finest vulcanized cover.
• The best lifetime white urethane paint, chemically bonded to form an integral part of the cover.
• A finish coat of clear urethane to protect the stripe and brand.
• Available also in solid yellow cover.

We can rebuild your clubs so they will give the same performance as a new, good, range ball, when in proper range compressions. Here is an exclusive, unusual service! —
• Cores rewound as much as necessary for uniform size, and good cover foundation.

You can pay more — but you can’t buy better!

HUGH J. McLAUGHLIN & SON, Inc.
Box 317, Crown Point, Indiana

Six Californians Cited at Golf Writers’ Dinner

Nelson Cullenward (1), San Francisco writer, shows E. J. (Dutch) Harrison his niche in California golf Hall of Fame.

Native son Johnny Black, a three-time past winner of the California Amateur championship, and a favorite adopted son, via Arkansas, E. J. (Dutch) Harrison, were recently voted into the California golf Hall of Fame at the Golf Writers’ annual awards dinner at the Los Altos G & CC.

Honors also were bestowed upon San Leandro’s fast-rising team of brothers, Dick and John Lotz. Dick was feted as the state amateur champion; John, a finalist, in the NCAA appropriately was voted California’s top collegiate golfer.

A San Francisco policeman, John Maughan, director of the Northern California amateur league and perennial grounds chairman of the Lucky International Open, was the writers’ choice for “Golf’s Man of the Year.”

Lyle Wehrman Honored

The awards dinner also serves as the occasion to honor the top NCPGA home professional of the year. Choice of the pros to succeed Tom Lo Presti was Lyle Wehrman of the Merced GC.

Master of ceremonies for the colorful affair was veteran newsman, Jock Gamage, longtime California Golf Writers’ secretary and sports editor of the Palo Alto Times.
Remains healthy and fresh in the searing summer sun

Just like a camel, a Turface-treated green retains moisture to withstand hot, dry periods. Turface®, Wyandotte’s inorganic soil amendment, not only provides good drainage, but it also absorbs and holds moisture at root level — makes the most of watering and rain. The results: fresh, healthy greens all through the long hot summer. Order Turface from your supplier soon.

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J. B. FORD DIVISION

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August, 1963
The Original 5-in-1 Combo DOUBLES Golf Fun!
- Pulls Easier
- Smarter Design
- "Rainbow" Color Choice
- Lighter Wheels
- Pockets for up to 14 clubs plus accessories.

4 MODELS $3250 to $3900
TRADE MARK

Year's Best Buy

AT PRO SHOPS
or write
SIT-N-REST GOLF BAG CORP.
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Hole-In-One Trophy
We will attach your winning Golf Ball on the top. Golf Pros! Honor every Hole-In-One with this inexpensive trophy.
XPW-31 Ht. with Ball 43/4", Gen. walnut base. Sunray engraving plate and ball stand ..... $4.95

WORLD’S Tallest Golf Trophy for High Net Honest Golfer
40” tall, available with male or female figures $6.45. • Big Pro Discounts

Write for FREE catalog
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Here is the back of a beverage check used at one of the metropolitan district country clubs. It eases the pain of providing necessary information now that the IRS has ruled that “free” Americans have to report practically every expenditure they make.

PGA Seniors Film Available for Bookings
The 1963 PGA Seniors’ Teacher Trophy championship film is now being distributed. The film is available free of charge in two versions — a 16 mm (14-minute) black and white, suitable for clubs and private organizations, and a 35 mm version (9 1/2-minutes) designed to be shown in theatres as a short subject. Both films are available through Modern Talking Pictures Service, Inc., 3 East 54 Street, New York City.

The film shows all of the highlights of the national tournament for PGA professionals 50 years of age and over. It is co-sponsored annually by the PGA and Wm. Teacher & Sons, Ltd., of Glasgow, Scotland. Herman Barron defeated some 380 fellow Seniors with a record 272 for the 72-hole tournament. Co-starring with Barron are Horton Smith the first Masters winner, and Paul Runyan.

Oak Hill Honors Tufts
Richard S. Tufts, former president of the USGA, was installed as a member of Oak Hill CC’s (Rochester, N.Y.) Hill of Fame in July. An oak tree is planted to commemorate the induction of new members. Tufts is the sixth person who has been honored. He has served continuously on USGA committees since 1936 and in 1956-57 was president of the association. Tufts had a hand in the adoption of the USGA handicap system and helped start the USGA Junior and Senior Amateur championships. He is a native of Medford, Mass., was graduated from Harvard in 1917 and for many years has made his home in Pinehurst, N.C.
consider the effects of machinery breakdowns. Almost daily during the playing season it is necessary to make minor, and occasionally major, repairs to a piece of equipment. This costs manhours as well as machine hours. The same kind of alternate programs for filling in for absentee workers has to be figured out for those days when all the machines aren’t available. In some cases, improvised methods of transportation or a temporary change in such as mowing assignments may solve the dilemma. Any alternate plan, whether it involves men or machines, has to be based on the job priorities system you have established.

Another factor that may influence the setting up of job priorities or the resorting to an alternate plan is the membership. Special requests that come down from above, the occasional whims of persons who aren’t satisfied with the appearance of certain things out on the course or around the clubhouse, or possibly overzealous green chairmen or committee-men, all have a bearing on the way a maintenance program is carried out. It is well known that a priority on something that seems of little import to a supt. may carry a Triple A stamp all over it. It is a wise supt. who learns to recognize the most pressing orders, requests or suggestions that come from the front office. Yet, in fairness to the people for whom he works and as a measure of self protection, he should do everything possible to carry out members’ requests.

**Gets a Free Hand**

Actually, four out of five supts. aren’t burdened with interference or unreasonable orders or requests from the members. In some cases, those that are bring these things on themselves. Generally, if a supt. tries to give a club the best course possible with the money, men and machinery that are at his disposal, he is going to be given pretty much of a free hand in running the maintenance operation.

At Bob O’Link, our whole maintenance effort is set up under a general work priority framework that covers routine operations as well as the alternate or emergency plans that quite often have to be put into effect. In following through on it, we try to make ample allowance for the inconsistencies of the weather, absenteeism, machinery breakdowns and the other factors that certainly have to be taken into account at all times because it never can be assumed that everything is going to run smoothly for even as long as one day.

The No. 1 priority, of course, is as-
Kenneth Smith
Golf Clubs
Hand-made to fit you
World's Largest Custom Club Maker
Box 41-GM, Kansas City 41, Mo., U.S.A.

Pro-Grip
NON-SLIP

First choice of better golfers
everywhere. (Same product only
the jar is new.)

Manufacturer's Specialty Co. Inc.
2736 Sidney St. St. Louis 4, Mo.

Clubhouse and pool of the new Cress Creek CC
in Naperville, Ill., are seen in this shot at a swim-
mimg exhibition held recently at the club. Cress
Creek was officially opened on Memorial Day, but
members are playing only the back nine of the
6,300 yard course at the present time.

signed to the playing areas with atten-
tion being given to the greens, fairways,
tees, traps and roughs in that order. The
second priority is given to the clubhouse
lawn and range tee. Thereafter, we go
down the line in this fashion: General
grooming; Parking area and entrance;
New construction; Building maintenance;
and Landscape maintenance.

Outside of the playing areas and range
tee, we may occasionally juggle the order
of priority in handling the other main-
tenance jobs. But we have found that if
we stick pretty close to the overall priority
pattern, we come within striking distance
of getting all the work done that should
be done.

Hogan Named Field Rep
for Golf Foundation

Dennis J. Hogan, Chicago attorney, has
been appointed to the staff of the National
Golf Foundation as field representative in
the Midwest. He is presently making a
comprehensive survey of golf course con-
struction projects in a 15-state area.

A native of Chicago, Hogan is a grad-
uate of De Paul University Law School
and has been a practicing attorney since
he was admitted to the Illinois Bar in
1955. From 1951 to 1954, he served with
the U.S. Army in Korea.

As a field representative, Hogan will
make the Foundation's vast store of golf
course planning and building information
experience available to individuals and
groups interested in developing new golf
projects. These services are free.