Quieter than a private conversation.

Shhhh.

This is the quiet gasoline powered golf car. Running, it's fifty percent quieter than any other gas car. Quieter than a voice in normal conversation. Standing still, it does just that—stands absolutely still. The exclusive Harley-Davidson instant ignition starts and stops the engine as you press and release the accelerator. No noisy idling. No revving. You'll hear all the putts drop. And you'll even hear the muttering about the one that didn't on your way to the next tee. Get the full story, gas or electric, from the quiet Harley-Davidson dealer in your area. Harley-Davidson Motor Co., Milwaukee, Wis.

Harley-Davidson
...and bank on the world's perfect solid state range ball.

At last, a solid state ball that is indestructible.
This uncuttable ball has tremendous feel and click, and will give your customers much greater distance and eventually give you greater profits.

**RANGE BALLS**

$3 dozen

Sound great? Cut out this coupon today for increased profits.

**ATLANTIC GOLF EQUIPMENT CO.**

4210 SOUTH DIXIE HIGHWAY
WEST PALM BEACH, FLORIDA

**Emerson** continued from page 10

3) The authority to establish prices and hours of service with the approval of the president;
4) The right to delegate authority to department heads when consistent with club policy;
5) The authority to promote employees, set pay scales and to otherwise maintain good employee relations;
6) The coordination of activities and functions;
7) The limits which are placed on his authority;
8) Provisions for adding duties.

**Areas of supervision:** This is the single area that will show the wide variance among clubs. In the interests of good management, however, the manager should be given the widest control possible within the limits of his abilities and the policies set by the club.

**Manager's place in club's organization:** The job description should carefully spell out the reporting relationships, both upward and downward. Upward to the committees, the board and the officers; downward to department heads and staff. This should be done both verbally and in an organizational chart.

**Measures of performance:** Depending on the amount of responsibility and authority granted the manager, his performance can be measured in several ways. The best of these is through member satisfaction expressed by:
1) Dollar usage per member;
2) Visits per member;
3) Compliments;
4) Complaints;
5) New members gained;
6) Members lost by resignation (other than transfers);
7) Achievement of budget goals;
8) Operating percentages compared with previous years;
9) Employee morale;
10) Quality of information provided to board and committees and the promptness with which it is made available.
To keep your golfers comfortable, mother them a little. Leave JOHNSON'S Baby Powder* in the locker room or near the showers. Anyplace they can find it.

JOHNSON'S Baby Powder dries up perspiration and leaves a cool feeling. It keeps clothes from chafing and feeling sticky. Matter of fact, it makes golfers feel comfortable all over. So comfortable their scores might even drop. Then you'd feel good, too.

Be a mother to your members.

*If your regular supplier doesn't handle JOHNSON'S Baby Powder, write:
Johnson & Johnson, New Brunswick, New Jersey 08903
NOW Warren brings you
Warren’s A-20® Bluegrass

The ideal grass for tees, approaches and collars. Takes short cut. Grows upright, gives better support to ball. Resistant to leaf spot, mildew, rust and stripe smut. Develops less thatch. Greens up earlier, stays green later.

Golf courses from coast to coast for years have planted Warren’s Creeping Bent stolons for the finest greens in America. Clean, pure strain Warren’s stolons provide perfect, even texture and color. Greens planted with seed do not hold their uniformity of color and texture as well as greens planted with stolons.

And Warren research has now made available the new grass, A-20, with the same high quality, for tees and aprons of greens. A-20 has been tested and rated excellent or superior by leading universities.

Write for specific information about A-20 Bluegrass and Warren’s stolons.

Answers to turf questions
by Fred V. Grau

Turfgrass interests united

The idea of a unified voice for turf has been discussed for many years. Until there was recognition for this newest agricultural entity, there was no point nor any chance of developing a voice. In the first place, no one would listen. In the second place, the dedicated workers in turfgrass were too few and too far apart (geographically and mentally) to develop unanimity.

Perhaps no one ever will be able to pinpoint the precise time in turfgrass history when the idea of a turfgrass council was born. Pennsylvania’s Turf Advisory Committee, long headed by the late Joe Valentine, began about 1930 and, soon after 1950, gradually integrated into The Pennsylvania Turfgrass Council. Its first meeting was held in April 1955. Year by year its position has strengthened and it has served as a model for other coun-

continued on page 16
AT SEDGEFIELD COUNTRY CLUB
Greensboro, North Carolina
Supt. HOMER WITHROW says:

“I’ve found that ‘Tersan’ OM prevents and controls all my major disease problems, when used in a regular preventive spray schedule. ‘Tersan’ OM is safe to use, even under adverse conditions, and causes no inconvenience to golfers. After 4 years of use, I know I can depend on ‘Tersan’ OM for good results.”

Tom Case (right), Professional at the Sedgefield Country Club, congratulates Superintendent Homer Withrow (left) on the fine shape of his course, which is the site of the Greater Greensboro Open.

“Excellent disease control with ‘Tersan’ OM helps keep my course in good condition, even for big tournament play,” continues Superintendent Withrow.

Golf course superintendents like Homer Withrow throughout the country know from experience that they can rely on Du Pont Tersan® OM turf fungicide for an effective preventive disease program. “Tersan” OM, a thiram-organic mercury combination, offers time-proven prevention and control of Large Brown Patch, Dollar Spot, Copper Spot and other major turf diseases. It has a large safety factor to turf even under adverse conditions.

For full information on “Tersan” OM and other dependable Du Pont Turf Products, just call your golf course supplier... your service agency.

With any chemical, follow labeling instructions and warnings carefully.
SOLID GOLF BALLS
A NEW CONCEPT IN GOLF BALL ENGINEERING
FULL REGULATION SIZE
DIRECT "FACTORY" WHOLESALE PRICES
F.O.B. PLANO, ILLINOIS

LPG 80  LONG PLAY GREEN (High Compression)  $3.90/doz. (12 doz. min.)
LPG 70  LONG PLAY BLACK (Medium Compression)  $3.60/doz. (12 doz. min.)
LPR 60  LONG PLAY RED (Low Compression)  $3.40/doz. (12 doz. min.)
RRY  Y  ECONOMY RANGE BALL YELLOW  $1.90/doz. (25 doz. min.)
RBY  Y  ECONOMY RANGE BALL WHITE  $1.95/doz. (25 doz. min.)
RBY2P  SUPER RANGE BALL WHITE  $2.95/doz. (25 doz. min.)
RBY2WP  SUPER RANGE BALL WHITE  $3.50/doz. (20 doz. min.)
MB1  MINIATURE GOLF BALL (Assorted Colors)  $2.30/doz. (20 doz. min.)
MB2  PLASTIC BALL MARKERS  $2.40/M (25M min.)
6T-1  UNBREAKABLE PLASTIC TEES  $2.10/box (1,000)  $2.50/M (25M min.)
CL1W2P  YOUR PRIVATE LABEL  $3.75/doz. (25 doz. min.)

(Please mail remittance with order to avoid delay of shipping)

ACCO, INC. 312-552-8004
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Grau
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cils in other states, many of
which have followed very closely
the pattern set by Pennsylvania.

As individual states and re-
regional groups of states develop
support for the turfgrass industry
through a council (or an equiva-
ent organization), we will begin
to have a basis for a truly unified
national voice for turf. It remains
for the leaders in each area and in
each council to bring together
their ideas, their hopes and their
aspirations for the benefit of all.

It will mean increased support for
the agricultural universities in
research, teaching and extension,
and it will bring every taxpayer
into closer association with legis-
lative bodies who control the tax
funds which, in part, deserve to
be channeled into turf, one of the
first concerns of a taxing pub-
lic who may be said to epitomize
urban agriculture.

Q.—We plan to lay a great deal
of sod this year. We have had
conflicting recommendations about
preparing the sod bed. How
would you do it?

(Maryland)

A.—The first consideration is
limestone. Apply enough finely
ground dolomitic limestone to
bring the pH value to 6.5-6.7.
Incorporate the limestone several
inches deep. Calcium moves very
slowly in the soil. Phosphorus
also moves slowly so get it worked
in before the sod is laid. Super-
phosphate (20 per cent) at 1,000
pounds to the acre (25 pounds
to 1,000 square feet) is fairly
standard. It may be incorporated
with the limestone. The only
other immediate consideration is
nitrogen. Slow-release material
(38-0-0 ureaform or equivalent)
is favored for its lasting
effect. Apply not less than 10 to 12
pounds to 1,000 square feet raked
Up, up and away!

The new Cushman Big Bed Turf-Truckster has more carrying capacity than ever before. With a longer, wider 53” x 57” bed, the Big Bed can handle two mowers with ease, or 1000 pounds of anything else you care to put in it. And the optional slide-away ramp makes loading and unloading a snap!

Whatever the load, the Big Bed is designed to hump it or dump it. To hump it, this vehicle has a rugged 18-hp. engine and a six-speed dual-range transmission. So there’s power enough to pull gang mowers. And a top speed of 22 mph.

To dump it, the Big Bed has a special ratchet mechanism that allows one man to dump the entire 1000 pound load. And there’s even a special tailgate that opens from the top or the bottom (for metering out sand, gravel, or top dressing).

But the Big Bed isn’t simply a humpty-dumpty machine. Equip it with optional side spot lights, and it’s ready to go out on the darkest nights. Or add our special spray unit, and it’s a compact self-contained rig for spraying trees, fairways, or greens.

Send the coupon today for a free Big Bed Turf-Truckster brochure. Or, better yet, call your Cushman Distributor. He’ll give you a free demonstration on your own course.

CUSHMAN MOTORS
1090 N. 21 Street
Lincoln, Nebraska.
A Division of Outboard Marine Corp.
I’d like your complete Turf-Truckster file, please.
Name ___________________________
Address _________________________________________________________________
City ___________________________ State ______ Zip___________________________

For more information circle number 276 on card
This improved variety of Kentucky bluegrass feels like velvet—but with resiliency. The ball sits on it invitingly. It forms dense turf that repairs itself rapidly. It can be cut safely to any height. Needs no pampering. Not surprisingly, it is being planted on more and more courses, coast to coast. For technical information, write Scotts, Golf Course Div, Marysville, Ohio 43040.
Is there a Jekyll-and-Hyde at large on your golf course?
Don't let Poa annua turn on you.

Poa annua can become your worst enemy overnight. Begin the Balan Plan for Poa annua phase-out. You'll get rid of Poa gradually, without harming desirable turf.

Spring: fast-growing, thick, and green.

Poa annua (annual bluegrass) has been nothing but trouble for most golf course superintendents. Try to hold Poa annua all season and it browns out when you need it most. Try to eliminate it and you learn what frustration is all about. All that's changed now. Pre-emergence Balan Granular now has USDA registration for use in controlling Poa annua on established turf. Balan delivers the degree of safety and dependability a prudent man looks for. And economy, too. Balan's the predictable herbicide formulated to give the response you want.

With Balan you can steadily reduce your stand of Poa annua. Applied prior to germina-