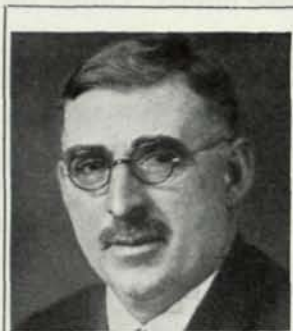


Golf Courses Cannot Be Standardized

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SOIL is to a golf course, as a foundation is to a building. Courses are built on all kinds of soils, just as structures are built on different kinds of foundations—each and every one has its own conditions and problems.

A poor soil requires a good deal more fertilizer to produce a desired product than a rich soil, and yet the rich soil with its less requirement of fertilizer might cost more to keep grass than the poor soil because of its texture. By texture, I mean its ability to take in water, sunlight, and air, three vital requirements for all plant growth.

A heavy soil will cost a great deal more for drainage, and unless it is broken down with sand or other large particles it would be an expensive job to grow good turf in it.

Besides the various qualities of soil, there are many other differences in upkeep that account for the varying maintenance costs of golf courses.

A COMPARISON AFFECTING COSTS

LET us take for example two parcels of land, one on each side of a highway. The soil in each piece of land is rich in plant food, its texture correct for good grass growth. This land is bought for two different golf courses. Two architects are hired, one for each course. The architect for course A, being an artist in land designing, builds up almost every green to give a pleasing effect, and traps every shot to make the course of championship calibre. He has a great many rolling contours. The architect for course B having had his training across the sea, picks out natural sites where it will take very little excavation.

On course A, the fairways are seeded to fescue and the greens and tees to German mixed bent. On course B, the fairways are seeded to Kentucky blue grass, the greens and tees are planted to stolons.

The following spring, both courses are turned

over to their respective chairmen of the Green committee and greenkeeper. The first summer both courses get along beautifully and in the fall the two chairmen meet to compare operating expenses and maintenance costs.

The first difference they notice is the cost of topdressing and fertilizing. Course B had been topdressed more often and a greater amount of fertilizer used on the fairways than course A. But on the other hand, it cost considerably more to mow course A than B.

The chairmen of A and B courses comparing figures, could not understand why two courses with the same kind of soil each with the same number of holes and yardage should have such a variation in operation costs. Therefore, they called their greenkeepers into the meeting and the chairman with the stolon greens and Kentucky blue grass fairways, asked his greenkeeper why he topdressed his greens four times when course A was only topdressed twice, and why it cost so much more to fertilize their fairways than the other course.

The greenkeeper explained that it was necessary for him to topdress his stolon greens more often to keep the grass from forming a mat and getting a grain. In order to make the grass stand up, it was necessary to keep brushing and topdressing. As to the greater amount of fertilizer for the fairways, the greenkeeper explained that Kentucky Blue grass takes a great deal more feed than fescue to keep a strong, healthy turf.

Then the chairman of Course A asked his greenkeeper why their cost of mowing so greatly exceeded that of Course B. His greenkeeper explained that their greens, tees, and approaches were mowed by hand mowers, whereas the neighboring greenkeeper had power greens mowers, approach mowers, and tractors. Then, too, Course A had twice as many traps that required hand mowing with scythes, and this was another feature that helped boost the cost of mowing.

After completing this comparison of operation costs, the chairmen discovered that there was as much difference between the operations of separate

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Market Place and Buyers' Guide---

Greens Fertilizers

Armour Fertilizer Works
Synthetic Nitrogen Products Corp.

Greens Sprinklers

L. R. Nelson Mfg. Co.
Buckner Mfg. Co.
Double Rotary Sprinkler Co.
Dan F. Ryan

Hand Mower Blades

Budd Mfg. Company

Hole Cups

Standard Mfg. Company

Hole Cutters

Ideal Power Lawn Mower Co.
Lawn Equipment Corp.
Standard Mfg. Company

Hole Liners

Chilton Crocker Company

Hole Rims

Ideal Power Lawn Mower Co.
Arthur D. Peterson

Horse Drawn Mowers

Pennsylvania Lawn Mower Works
Worthington Mower Company
International Harvester Co. of America
Ideal Power Lawn Mower Co.
Roseman Tractor Mower Co.

Hose

Peter Henderson & Co.
Arthur D. Peterson

Humus

Hyper-Humus Company
Ohio Humus Products Co.
Peter Henderson & Co.
Atkins & Durbrow, Inc.
Garden Supply Company

Insecticides and Fungicides

American Cyanamid Sales Co.
Sherwin-Williams Company
Bayer-Semesan Company

Iron Pipe

McWane Cast Iron Pipe Co.

Lawn Mowers

Pennsylvania Lawn Mower Works
Toro Manufacturing Company
Worthington Mower Company
Ideal Power Lawn Mower Co.
The F. & N. Lawn Mower Co.
Jacobsen Manufacturing Company

Lime Spreaders

International Harvester Co. of America

Mower Blades

The Budd Mfg. Co.

Mowing Equipment

E. G. Staude Mak-a-Tractor Co.
Toro Mfg. Company
Pennsylvania Lawn Mower Works
Ideal Power Lawn Mower Co.
Worthington Mower Company
Arthur D. Peterson
International Harvester Co. of America
Roseman Tractor Mower Co.
The F. & N. Lawn Mower Co.
Jacobsen Mfg. Company
National Mower Company
Philadelphia Toro Company

Motor Trucks

International Harvester Co. of America.

Mower Sharpeners

Fate-Root-Heath Company
Toro Manufacturing Company
Henry H. Doty
Palmer-Bee Company

Nitrophoska

Synthetic Nitrogen Products Corp.

Peat Moss

Atkins & Durbrow, Inc.
Richard Gertstell

Perforator

Philadelphia Toro Company
J. F. Buel

Poa Annua

J. M. McCullough's Sons Co.

Power Mowers

Cooper Mfg. Company
Toro Manufacturing Company
Worthington Mower Company
International Harvester Co. of America.
Jacobsen Mfg. Company
Ideal Power Lawn Mower Company

Putting Cup Illuminators

Chilton Crocker Company

Putting Green Mowers

Toro Mfg. Company
Pennsylvania Lawn Mower Works
Worthington Mower Company
Cooper Mfg. Company
Ideal Power Lawn Mower Co.
Roseman Tractor Mower Co.
The F. & N. Lawn Mower Co.
Jacobsen Mfg. Company

Power Putting Green Mowers

Jacobsen Mfg. Company
Worthington Mower Company
Ideal Power Lawn Mower Company

Rakes

Pennsylvania Lawn Mower Works

Rhode Island Bent Seed

A. N. Peckham

Rollers (Hand)

John H. Graham & Co., Inc.
Stumpp & Walter Company

Rollers (Fairway)

John H. Graham & Co., Inc.
Toro Mfg. Company
Worthington Mower Company

Rollers

Stumpp & Walter Company
Toro Mfg. Company
Worthington Mower Company

Rough Mowers

Toro Manufacturing Company
Pennsylvania Lawn Mower Works
Worthington Mower Company
Ideal Power Lawn Mower Co.
Roseman Tractor Mower Co.
Jacobsen Mfg. Company
Philadelphia Toro Company
International Harvester Company
Gravely Mower & Cultivator Co.

Seaside Bent

Seaside Bent Company

Seed

Henry A. Dreer
O. M. Scott & Sons Co.
J. Oliver Johnson, Inc.
Stumpp & Walter Co.
A. N. Peckham
Peter Henderson & Co.
J. M. McCullough's Sons Co.
Illinois Grass Co.
Arthur D. Peterson
J. G. Peppard Seed Company
Lawn Equipment Corp.
Philadelphia Seed Co.
Henry A. Dreer
T. W. Wood & Sons
Seaside Bent Company
Lyman Carrier

Signs

Standard Mfg. Company

Sod Cutters

J. Oliver Johnson, Inc.
Pacific Greenkeepers' Appliance Co.

Sprayers

Hardie Mfg. Company
Friend Mfg. Company

Sprinklers

L. R. Nelson Mfg. Company
Buckner Mfg. Company
Economy Irrigation Company
Pelican Works
Campbell Irrigation Company
Double Rotary Sprinkler Co.
Dan F. Ryan

Spuds

Diamond-Calk Horseshoe Company

Stolons

O. M. Scott & Sons Co.
Hubbard Nurseries
Hiram F. Godwin
Lyman Carrier

Sulphate of Ammonia

Synthetic Nitrogen Products Corp.
Koppers Products Company

Tee Markers

Standard Mfg. Company

Tee Mowers

Toro Manufacturing Company
Pennsylvania Lawn Mower Works
Worthington Mower Co.
Ideal Power Lawn Mower Co.
Jacobsen Mfg. Company

Tee Stands

Worthington Mower Co.

Tillage Implements

International Harvester Co. of America

Top Dressing

Hyper-Humus Company
The Ohio Humus Company
Atkins and Durbrow, Inc.
Richard Gertstell

Top Soil Dresser

Beardsley & Piper Company

Tractors

E. G. Staude Mak-A-Tractor Co.
Toro Manufacturing Company
Worthington Mower Co.
International Harvester Co. of America
Ideal Power Lawn Mower Co.
Roseman Tractor Mower Co.
R. S. Horner
Gravely Mower & Cultivator Co.

Tractor Wheels and Spuds

R. S. Horner

Trees

Blue Ridge Evergreen Supply Co.

Turf Fertilizers

Armour Fertilizer Works

Urea

Synthetic Nitrogen Products Corp.

Water Pipe

McWane Cast Iron Pipe Co.

Worm Eradicators

Peter Henderson & Co.
C. R. Dolge Company
Reade Mfg. Company

Golf Courses Cannot Be Standardized

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golf courses as in running railroad trains. One train might haul freight, the other passengers, and you couldn't ask passengers to ride in the cattle car or put cattle in the passenger coach.