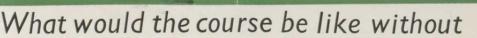
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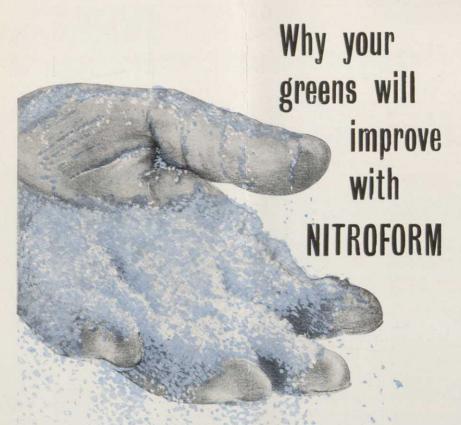
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## EENKEEPER

HON. EDITOR: F. W. HAWTREE.



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#### No. 217 New Series **APRIL** 1963

Bless us and these gifts which we are about to receive. May the fairway of life rise to meet you; may the wind be ever at your back; may His grip sustain you and a heavenly green await you. May you be ten thousand years in heaven before the devil knows what your score really was.

> Monsignor S. J. McGovern, at the annual dinner in New York of the Metropolitan Golf Writers' Association.

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EDITORIAL AND ADVERTISEMENT OFFICES: Addington Court Golf Club, Featherbed Lane, Addington, Croydon, Surrey. Telephone: SANderstead 2690. SUBSCRIPTION RATE: 14/- for 12 issues post paid. Published during the first week of each month. LATEST COPY DATE: 8th of month prior to insertion. All rights reserved. Reproduction of original articles and photographs in whole or in part is prohibited. This Magazine shall not, without the written consent of the Publishers first given, be re-sold, lent, hired out, or otherwise disposed of. Contributions and photographs of interest are invited.

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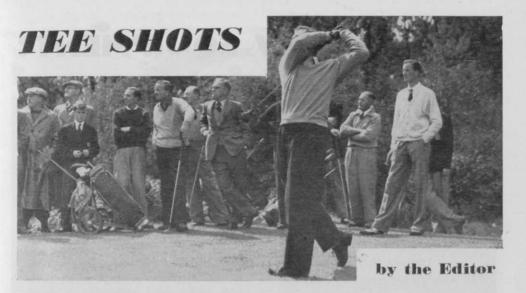


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FELIX ARNOLD has now completed 35 years as Head Greenkeeper at Rye, but thinks that the age of 70 is still too young to retire. His winter work this year included digging six feet of snow out of the bunkers.

It is only three years since the Rye staff laid 27,000 turves in the last alterations designed by Sir Guy Campbell. Mr. Arnold was responsible for translating the architect's models into reality. We understand, however, that he will not be making the four new golf courses which a London development firm is planning at Sandwich Bay with £8,000 to £12,000 houses for London commuters.

\* \* \*

We made acquaintance with the Charnwood Forest golf course last month. Three miles from Loughborough, these nine holes circle round a beacon with views which would extend to the Urals if you could see that far. Not a bunker on the whole course, by the way. The rocks give ideal practice for Alpinists who come there before tackling sterner stuff.

Royal Birkdale came out of the winter in remarkably good order for the match against Cambridge University last month. Douglas Pate has built several new back tees to ease crowd control problems. He promises not to put greenkeepers on them next August. The 1964 tournament, by the way, is booked to go to the South-West. It is now ten years since our tournament at Weston-super-Mare.

Messrs, Parkers of Worcester Park have gone into another side of course equipment supply with a new range of hole tins, flag sticks, flags, arrows, tee boxes and ball washers. We have been trying out a sample set in the rugged conditions of public course use and can report all well so far. The ball washer is a good-looking green stove-enamelled cylinder with drain plug, space for mud to settle outside the brush area and the brushes themselves easily renewable. The other items mostly follow traditional lines but we hear that new materials are being actively investigated which will prolong serviceable life and reduce maintenance.



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## **BUYING NEW EQUIPMENT?**

This article will help you to decide the right additions to your machines this Spring

## THE IMPORTANCE OF DESIGN

By J. R. Escritt, M.Sc.

Assistant Director, The Sports Turf Research Institute

THE design of management equipment for sports and ornamental turf and for porous playing surfaces poses a problem for engineers, calling for precision results with a minimum of working components subject to wear and adjustment and to damage by use, weather, etc. These overall requirements can be met successfully and commercially only by simple principles, by robust construction without undue weight, and by adequate controls necessitating correctly proportioned components throughout.

Equipment, which includes both hand tools and machines and power operated implements, is now available in immense variety and price range and the problem of the prospective user is to make a correct selection from this range. The object of these notes is to suggest certain key factors which should receive attention at the time of selection.

The first need is to be entirely clear on what is required of any item of equipment. Thus, is it principally for fine turf, general sports field turf or merely a rough turf area? Will it be required to deal with any other condition such as an artificial playing area? Often, even in the smaller sports club, school or other recreational establish-

ment, the several types of surface all occur and call for regular mechanical management in some form or other. When buying new tackle it is worth preparing a written specification of requirements and comparing this with facilities offered by the products considered, especially if considerable expenditure is contemplated.

If the capital available dictates a compromise it is first necessary to decide which is the most important or desired function and to ensure that the selection will deal adequately with this. It is almost invariably unsatisfactory to expect one basic tool, implement or machine to be capable of meeting several requirements. The wisest way of providing for all-round requirements is most probably to plan adequate expenditure over a longer period and to purchase the most suitable items in order of priority of need or revenue reward.

Following the financial decisions and definition of conditions and their needs the problem of selection becomes technical and calls for experience. The purchaser may find it wise to choose an independent adviser with personal practical knowledge to assist in making the selection, but points to watch include:

Simplicity of principle. If this is inherent the article will itself at once appear simple. The method by which it achieves its declared function will be easily apparent even to those who do not necessarily have specialised technical knowledge or experience. The inclusion of diversionary devices not contributing to or even interfering with the main function will have been reduced to the minimum both by the designer and by the production engineer. The number of moving parts, especially those which are exposed, will have been ruthlessly



## "Better than anything on the market at the present time" . . .

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First-hand testimony to the results achieved with HI-GROW and SEAGROW. The secretary writes:

"We consider that Hi-Grow and Seagrow fertilisers are better than anything on the market at the present time. We would have no hesitation at all in recommending Hi-Grow for use on the fairways throughout the growing season. Seagrow has been used on newly made and old established greens and this has produced marvellous results. Our greens have received praise from everyone because of the marvellous results, and the beautiful colour which has been maintained throughout the winter. We have no hesitation in recommending your fertilisers to all golf clubs".

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minimised. There will be relatively few lubricating points and these will have been made easily accessible. A sound, simple principle which has been carried to its logical conclusion will result in a complete product which will perform adequately without the need for supplementary parts or extra components. If the equipment is constructed on the outfit principle the various implements will be quickly and simply interchangeable with little or no use of tools as, for example, in the case of a tractor with three-point hydraulic linkage.

Robust construction. This will again be apparent but will not make the article appear clumsy or bulky. Weight will be built in only where it is necessary, i.e., to produce durability and to assist the function or the control. If it does not assist in these ways there is a fault in the principle or in the detail of design and the article will be unnecessarily costly, or if cheap will be unable to achieve the required results.

The progress of motor mower design whereby machines have become successively lighter in recent years and have yet become both more efficient in cutting and easier in control is an example of this development of design principle. There was at one time a risk of this feature being carried beyond the optimum. An excessive reduction in weight in any unit of equipment will show itself in a lack of rigidity in construction resulting not in easier but in more difficult handling. This feature became apparent in some types of cultivator now mainly obsolete.

For long life and good service robustness should show in the proportioning of bearings, especially where these accommodate components which are in constant movement when the machine is in use. Such bearings should be easily and quickly replaceable if maintenance service costs are to be kept in check. It might be said that the bearings are a guide to the soundness of character of the designs.

Cost in relation to working life. It is important to consider at the time of selection what is required to be the working life of the equipment. Only where a definitely short period is certain should mere cheapness be a main consideration. In all other time considerations the relative value of the equipment and that of the operator's wages should be thriftily related. Time spent using equipment in its proper function is productive whereas time necessitated in adjustments, service, or other attention improductive. Satisfactory machinery maintenance is one thing-constant adjustment and repair is another. All this is true even though the equipment may be only in seasonal use.

Ease of control. Given a sound and simple functional design the next most vital aspect affecting efficiency of use is physical ease of control. In recent years this necessity has come to receive much closer attention. It is still not unusual, however, to find that what looks in the showroom to be an attractive tool or machine is rapidly found by the unfortunate operator, who is often not the purchaser, to be mankiller. More often than not this critically unsatisfactory feature is due to the neglect of the designer or maker to allow prototypes to pass through sufficiently protracted trials before handing them over to the production engineer. An enthusiasm for novelty on the part of the purchaser or of the designer should not be allowed to override the absolute necessity of ensuring that the more essential needs of functional design have been met.

Three important components related to ease of physical control are handles, ground wheels, and remote controls.

It is worth remembering that both the former are fundamentally levers and must be adequately proportioned or mechanically assisted to allow the normal exertions of an operator to raise, lower, or propel the implement. Handle controls are sometimes, though not always, easy to check even in the showroom but the wheels and tyres should be carefully considered in relation to relatively soft

(Concluded on page 16)



Call in the Fisons turf specialist

... his advice is free

If you're an official responsible for sports turf care, you'll find the Fisons turf specialist a good man to know. He'll carry out an inspection and, if necessary, a pH test (like the turf specialist in the picture). Then he'll plan a special programme of maintenance and treatment for your turf. This advice is invaluable—he gives it to you free! Write and ask for a turf specialist to visit you.

#### A CUT ABOVE AVERAGE

Gordon Young reports from Park Royal

#### **RANSOMES "DEMO"**

BLUE skies, the sun shining and a light breeze delicately perfumed by the smell of brewing Guinness; just the right kind of day to watch a demonstration of grass-cutting machinery. One of the many given throughout the country by the Demonstration Unit of Messrs. Ransomes Sims & Jefferies Ltd., and held, in this instance, by the courtesy of Messrs. Arthur Guinness Son & Co. at their Park Royal sports ground during the first week of March.

Of course there was very little length to the grass but who could expect it at this time of the year, after THAT winter? The two able demonstrators must have felt like Yul Brynner's barber looking for something to cut! However, it was a pleasure in itself to see some green turf in good condition and free from snow mould, snow scald, Typhula blight or whatever one's own particular name is for that recent and most unwelcome immigrant to this country.

There was sufficient length of grass to surround the rotary cylinders of the close-cut mowers with a green haze and to give that Spring is here-have you heard the cuckoo?-freshly mown grass smell. One had to imagine the 24-inch wide lanes being shorn in the long grass by the new "MATADOR" fitted with the alternative five-knife cylinder, but one was left in no doubt that shorn they would be, by what the makers claim is "the most versatile medium motor mower on the market". Similarly, one could picture the 27-inch "ROTA-CUTTER" tackling and conquering with one cut tangled grass up to two feet tall.

Among the twelve machines demonstrated, from the 14-inch "SPRITE", with its choice of 2-stroke, 4-stroke or electric motor models, to the 7-ft. "SPORTCUTTER" Triple Gang Mower were such well-known Golf Course favourites as the:—

18-in. "AUTO-CERTES", a machine specially designed for cutting greens, the salient features being 106 cuts per yard for high class finish and power-driven transporting wheels for moving the machine from green to green.

18-in. "TYPHOON MAJOR", a very useful rotary machine, inexpensive to run and handy as a general utility mower for tidying up areas of grass not normally cut.

20-in. "ANTELOPE", an inexpensive, power-driven, side-wheel mower, designed for cutting tees and the backs of bunkers. Ideally suited for mowing banks.

20-in. "MARQUIS", a light and reliable motor mower giving a high standard of finish and particularly useful for cutting tees.

Of novel interest was Ransomes' first battery electric mower, the "MERCURY ELECTRIC Mark 3". No fumes, no noise, no awkward cables, no mechanical knowledge necessary and no electrical danger when cutting wet grass (if you do such a thing!). Very convenient for cutting verges below the windows of the room where the Green Committee is in session. It allows one to hear while working and without appearing to be listening, the kind and generous remarks that are continually being made about the greenkeeper and his devotion to duty.

I cannot finish without mentioning the hospitality and the lavish light (and dark) refreshments dispensed by Messrs. Ransomes in the luxurious Guinness sports pavilion, at the end of the demonstration. Altogether a most instructive and enjoyable afternoon.

I understand that further tours are being organised, covering the whole of England, Scotland, Northern Ireland and Eire, so if you have not seen this demonstration, you may still have a chance to do so. It is hoped that you, too, have nearby a suitable sports ground with brewery attached.



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Please write for full details or, better still, ask the B.O.I.L. man - a fully trained irrigation engineer - to call and tell you all about it.

\*Such as playing fields, sports grounds, golf courses, parks, lawns, tennis courts, etc.

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#### ASSISTANT'S PAGE

Basic rules with two well known proprietary selective weed-killers

#### "DICOTOX" EXTRA Selective Weedkiller

#### What does it control?

One application of "Dicotox" Extra will easily control a wide range of turf weeds including plantains, catsear, hawkweed, daisies, creeping buttercup and dandelion.

"Dicotox" Extra is a 40 per cent esteroil formulation of 2, 4-D which means that light rain during spraying, or even heavy rain a few hours after application, doesn't affect the final result.

"Dicotox" Extra is completely harmless to established grass and can be used anywhere where there are turf weeds to be eradicated.

#### Best time for application?

When weeds are growing strongly.

For best control of daisies, spray in spring and again in September. To control creeping buttercup and dandelion, spray at the normal rate, up to the time of flowering; application at the double rate may be necessary at later stages.

#### Application rates?

From 2 pints (normal rate) to 4 pints (double rate) of "Dicotox" Extra per acre may be applied by knapsack sprayer or spraying machine. Depending on the equipment used, the volume of spray applied may be between 20 and 100 gallons per acre; volumes below 20 gallons per acre are not recommended.

For small areas, 1 fl. oz. of "Dicotox" Extra in sufficient water to cover 120 sq. yds. (1 to 2 teaspoonsful of "Dicotox" Extra in 2 gallons of water will treat 15 sq. yds.).

#### Packing and Prices?

1 gallon drums—94s. each. 5 gallon drums—84s. gallon.

#### "CLOVOTOX" For clover in turf

#### What does it control?

"Clovotox" controls white clover, yellow suckling clover, yellow trefoil (black medick), mouse-ear chickweed, and pearlwort. Applications under favourable conditions have shown a useful effect against yarrow.

"Clovotox" mixes readily with water to form a stable solution. It is nonpoisonous and harmless to grass.

The application of nitrogenous fertiliser shortly before using "Clovotox" will enhance the effect against clover. Close mowing should not be done during the three to four days before or after treatment with "Clovotox".

#### Best time for application?

When both grass and clover are growing actively, in warm weather with adequate moisture present.

#### Application rates? Established turf

1 gallon of "Clovotox" per acre (4 fl. oz. per 120 sq. yds.).

#### Young turf

4 pints of "Clovotox" per acre (2 fl. oz. per 120 sq. yds.) provided all the grass seedlings have reached the 2 to 3 leaves stage.

Mix the "Clovotox" with the appropriate quantity of clean water; a spray volume of between 10 and 100 gallons per acre, preferably about 30 gallons, is recommended.

For smaller areas, treated by means of a knapsack sprayer, 2 gallons of spray is usually sufficient to treat 100 to 120 sq. yds.

#### Packing and Prices?

1 quart tins—25s. each. 1 gallon tins—8s. each.

★ (N.B.—A fluid ounce is 2 tablespoonsful) ★

#### **NEW FROM IRELAND**

Drip-dry golf . . . that's the next modern miracle of industrial ingenuity. A factory in Ireland is developing artificial greens for golf courses, woven from the same kind of man-made fibre which they use for men's shirts and women's frocks.

The fabric greens have already been tried out on golf courses in America, in States like Arizona where they have extremes of heat and cold. Apparently it stands up to either drought or snow.

"It can be used for either indoor or outdoor greens," say the makers. "The fabric can be laid down and used practically anywhere—in a disused barn or even on the club-house floor.

It can be washed with a detergent. There is no reason why golf courses and bowling greens shouldn't be carpeted to give perfect conditions for sport all the year round."

Experts doubt, however, if there is likely to be much demand for the artificial green here. "We don't need it in this country," says Southall grass-and-course expert Arthur Cogswelle.

"We can grow our own grass greens, but the artificial surface could be useful in the arid countries where they have to use sand greens, or even putt on bare baked earth."

Bill McGowran in the London Evening News, 15/3/63.

#### **NEW FROM CARTERS**

The 1963 edition of Messrs, Carters' Booklet "Treatment of Golf Courses and Sports Grounds" has just been published and will be of interest to all greenkeepers.

The accompanying Spring Price L'st (Grass Seeds, Fertilisers and Implements) has been enlarged to show a larger selection of their wide range of products available for use on turf.

Messrs. Carters will be pleased to post copies to any of our readers not already on their mailing list.



### News



### from the Sections

#### NORTHERN

By J. Parker

Chairman: G. W. MASON (Halifax West End) Hon. Secretary: 8 Goit Stock Terr., Harden, Bingley, Yorks.

Spring Tournament

THE ANNUAL SPRING TOURNAMENT, due to be played on Tuesday, 9th April, has been postponed. The new date will be Tuesday, 7th May. Closing date for entries will now be Saturday, 27th April.

#### February Meeting

Despite the continued severe wintry weather, 30 members turned up for the February meeting held in the Market Tavern, Bradford, on Tuesday, 19th February. The speaker was Mr. H. Winkle, of B.S.A. Ltd., who illustrated his talk with coloured slides. These were most interesting and Mr. Winkle clearly explained the different processes gone through in making up an engine. A vote of

thanks was proposed by Mr. A. Robertshaw, seconded by Mr. S. Bailes, after Mr. Winkle had answered members' questions.

Our thanks are due to our President, Mr. W. Mountain, for providing a delicious buffet

supper and drinks.

#### New Member

We welcome to the Section Mr. W. Dalby, who has taken over the position of Head Greenkeeper to the Ganton Golf Club, in succession to the late Ted Calam.

#### SOUTHERN

By W. Mason

Chairman: J. K. GLASS (Thorpe Hall) Hon. Secretary: 18 Albert Road, Hendon, N.W.4. Tel.: SUNnyhill 0245

WE HAD A VERY GOOD ATTENDANCE on 13th February and a cost interesting colour film showing the installation of alkathene tubing for water to all the greens on the Portrush Golf Course. Many thanks to Messrs. Parkers and their representatives who gave the show, especially Mr. Booth, who gave a running commentary and answered all the questions put to him afterwards.

The Section Annual Spring Tourn ment will be played at Thorndon Park Gof Club, Brentwood, Essex, on Wednesday, 15th May. During my absence in hospital, my Committee decided that all entries for the tournament should be sent to Mr. F. W. Ford, 66 Mercer Road, Holloway, N.19, together with the name of their club and handicap.

Please note the closing date will be Monday, 29th April, and the draw will be made on the 30th. All competitors will be notified.

May I please remind all members that the end of our financial year is 1st May, when subscriptions become due.

(We all hope Bill Mason will soon be back in harness again and send him our very best wishes—Editor.)

#### Quiz

Topical and interesting questions on subjects such as leatherjackets, ring disease,

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WIRE BASKETS

SAWS CIRCULAR CROSS CUTS SHEARS Repairs and Grinding bone meal dressings, soil samples, surface drainage, square frost holes, etc., were discussed at the ever popular quiz on Wednesday, 13th March, at the Tab t Restaurant.

It was very gratifying to see new faces among the old of the 47 members who, despite this never-been-known-before winter, and all the problems that go with it, seemed in very good spirits.

Thanks to our Chairman, Mr. Jock Glass, who, with his natural ability and a big hammer, conducted a very enjoyable evening.

#### Thorndon Park

Entries for Spring Tournament to Hon. Secretary as usual, closing date Monday, 29th April. Preference of starting times to accompany entries.

#### Visit to Suttons

On Wednesday, 26th June, a party of 40 members will be guests of Suttons and Sons, Ltd., Reading, and from past experience this will be a most enjoyable and instructional day out.

A coach will be provided, leaving Charing Cross at approximately 8-0 a.m., or members can travel under their own steam. Either way, apply to Secretary as soon as possible.

The Spring Meeting will be held on Thursday, 16th May, by kind permission of the Committee of the Hartlepool Golf Club.

The Annual Meeting will be held on Saturday, 13th April, at the Marquis of Blandford, Westgate Road, Newcastle, at 7-0 p.m.

#### **NORTH-WEST**

By B. Ellis

Chairman: T. Brennan (Wilmslow G.C.) Hon, Secretary Romiley G.C.

THE SECTION SPRING TOURNAMENT will be held at the Sale Golf Club on Monday, 13th May, by kind permission of the Council.

Eighteen holes will be played in the morning nine holes in the afternoon. Members are requested to make an early start. Entries should be sent to me by the 6th May.

The Annual General Meeting will also be held at the Sale Golf Club in the evening of 13th May and will commence as near as possible to 7-0 p.m.

Subscriptions are now due. Early payment saves reminders and extra postage,

#### NORTH-EAST

Chairman:
J. SIMPSON
(Ponteland G.C.)

By T. Oliver

Hon. Secretary: Heathery Cottage, Heathery Lane, Gosforth, Newcastle-on-Tyne 3.

MEMBERS HAVE BEEN INFORMED of a visit to the Sports Turf Research Institute, on Tuesday, 23rd April. The bus will leave St. Thomas Street, Haymarket, Newcastle, at 8-30 a.m. Lunch and tea at Bingley. As applications had to be in by the end of March, will any member who has not yet applied and intends going, please let me know at once, along with any of their "officials".

We are very proud that Mr. L. A. Jones has been elected President of the English Golf Union. Not only does he take a great interest in the game, he is also very keen on our work and greenkeeping, and it was mostly through his efforts that we arranged a meeting with Jock Glass, Chairman, Mr. Dix, Secretary, and Mr. Hawtree, Editor, which was very successful and resulted in Northumberland and Durham Greenkeepers re-joining the B.G.G.A. Mr. Jones has very generously presented the Section with a prize. This will be known as "The President's Putter", the competition to take what form the Committee decides. On behalf of the North East Section we thank him very much and wish him all the best and a happy year of office.



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APRIL	
3rd	Welsh Section, Spring Meeting, Clyne Golf Club.
4th 18th	Midland Section, Spring Tournament, Sutton Coldfield Golf Club Scottish Golf Greenkeepers' Association (West Section), Annual Spring Competition, Erskine Golf Club.
23rd	North East Section, Visit to Sports Turf Research Institute.
MAY	
7th	Northern Section, Spring Tournament, Woodsome Hall, Huddersfield Golf Club.
9th	Scottish Golf Greenkeepers' Association (East Section) Annua Competition, Dunbar Golf Course.
13th 14th	North West Section, Spring Tournament, Sale Golf Club. Scottish Golf Greenkeepers' Association (North and Midland Section), Annual Golf Tournament for the Georgie McLear Trophy, Old Course, St. Andrews.
15th	Southern Section, Spring Tournament, Thorndon Park Golf Club
16th	North East Section, Spring Meeting, Hartlepool Golf Club.
28th	East Midland Section, Spring Tournament, Derby Golf Club.
JUNE	
11th	Midland Section, President's Match, Handsworth.
12th	Southern Section, Annual General Meeting, Talbot Restaurant.
AUGUST.	
12th, 13th and 14th	Annual General Meeting and Annual Tournament, Royal Birkdale

Golf Club.

SEPTEMBER

Midland Section, Autumn Tournament, Handsworth Golf Club. 26th 

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THE SCOTTISH GOLF GREENKEEPERS'
ASSOCIATION

#### **EAST SECTION**

THE ANNUAL COMPETITION WILL be held on 9th May over Dunbar Golf Course, commencing 9-30 a.m. Entries to be sent to the Secretary not later than 2nd May.

#### NORTH & MIDLAND SECTION

OUR ANNUAL GOLF TOURNAMENT for the Georgie McLean Trophy will be held on Tuesday, 14th May, on the Old Course, St. Andrews, by the kind permission of the Joint Links Committee. I will notify all members of full details later.

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ASSISTANT GREENKEEPER required. Wages above agricultural rate. Free newly built bungalow and light—3 bedrooms, 2 living rooms, etc. Full details to Secretary, Denham Golf Club, Denham, Uxbridge, Middlesex.

HEAD GREENKEEPER required, East Devon Golf Club. Only fully experienced men considered. Wage £15 per week. Excellent house and garden adjacent to course, rent and rates free. Details in writing to the Secretary.

ASSISTANT GREENKEEPER required to work in pleasant conditions at attractive rate of pay. Shirley Park Golf Club, Addiscombe Road, Croydon, Surrey. BUYING NEW EQUIPMENT—continued.

ground conditions, or for use on other types of surfaces. The degree of their intended use for transportation, perhaps over uneven surfaces such as golf fairways, should be provided for.

Adequacy of design for these facilities in regard to heavier items of equipment may call for quite elaborate additions to a unit but their omission may be fatal to the success of the job. An example is the development of tractor hydraulic controls for otherwise unmanageable implements.

The greater the diameter and the broader the rim surface of the ground or driving wheels, the easier it will be to propel or control a travelling chassis. This simple rule is often neglected in the interests of initial economy, but the result is loss of time and even undue wear and damage to transmissions or other mechanisms.

Handles also are often reasonably adequate for ground use but may be found inconvenient or fatiguing when it is required to use them for transportation of the machine.

Remote controls should be located conveniently and in correct relation to one another.

Most well designed equipment is capable of certain necessary adjustments and these fall into two main categories -take-up adjustments for wear, and change over adjustments for facilitating variations in the functional results These should be carefully obtained. studied by the prospective buyer. It is generally unsatisfactory to attempt to design one adjustment mechanism for both the above purposes. It is important to note also that any adjusting mechanism should be so located as to avoid having any adverse effect on the rigidity of construction or on the working components of the equipment. Adjustment mechanism should provide positive means of setting components so that having once been correctly related they will remain so when the item is put to work. Adjustments may also be necessary to suit varying heights of operators. but this feature is now rarely omitted.

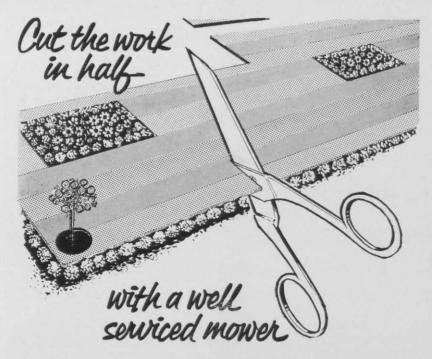
Safety of operator. One further requirement, especially of machines with power driven components, is safety of operator. This is a most difficult aspect of design and is generally met by covering in or guarding moving parts (except where it is better that these should be under continual observation), by safety cut-out controls and by the use of the "dead man's handle" principle. latter is a most effective and efficient way of reducing risks to man and machine and also to fine turf surfaces.

\*

Demonstrations. The practical opinion of an operator is invaluable in the selection of equipment, especially hand tools and machines, but he should be given a budget for expenditure. There is little doubt that control features are normally the most difficult for purchasers to access and in this respect the value of practical demonstrations under working conditions is inestimable. The operator himself, however, should be the final arbiter and should take the opportunity to make the demonstrator pass on to him the know-how of handling. At the same time, in the event of purchase, the printed working instructions should be requested and perused. The demon-strator can be asked to point out important parts of the instructions. These will have been prepared with the intention of keeping down faults and misunderstandings and attention to them will be amply repaid. As much or more of the designer's intentions may appear in well drafted instructions as in the sales pubilicity for a product.

As a general rule simultaneous competitive demonstrations should not be arranged as this may merely prove embarrassing for all concerned and will not necessarily improve the presentation of the products.

It should be understood that good work is not produced so much by a tool, implement or machine as by the operator. Equipment should not be expected to think for itself. The handling of it, however, shou'd always be sufficiently simple and physically unfatiguing as to leave the operator free-dom of thought and attention to the work in hand.

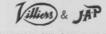


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