## What the MAKERS Have to Sav

FOR THE WATER HOLES

Chicago, Ill .- Pro shops at courses where there are water holes are having a growing business for the Water-iron, a newcomer among the tools of the game, which is made by the Water Iron Co., 228 N. La Salle St. The Water-iron consists of a collapsible set of tubes that extend to 9 feet when fully pulled out but which nest one inside the other until they are no longer than the other clubs in the bag when the Water-iron is being carried out of service. A small net which is carried in the bag pocket, fits on the end of the extended tubing when the Water-iron is reached out into water holes, muddy areas, newly seeded spots or out-of-bounds. The Wateriron is light in weight.

The device looked like a wild idea at first but is taking on quickly at private, daily fee and public courses where its service is needed. One has only to consider the number of balls recovered from water holes by buyers of used balls to get a notion of the business pro shops could do on this device. It has the virtue of speeding up play by eliminating the delays of "fish-

ing" for balls.

ANT KILLER SALES GROW Pontiac, Mich.—The Daniels Ant Exterminator Co. is finding considerable success with its Daniels Ant Exterminator. Concerning its use the company says, "Ants are attracted to it when the material is worked into small balls 1/4-inch in diameter and placed near the ant-hill. A warm sunny day should be chosen when making an application. By heat the paste

TO YOUR OWN CLUB BE TRUE AND IT WILL FOLLOW—that before ordering Charge Checks, Score Cards, Guest Registers, Caddie Cards and other forms you will first see our line of standardized golf printed matter.

JOHN H. VESTAL COMPANY 703 South La Salle Street - - Chicago

Metropolitan and Washington Strains Bent Stolons

One season's growth—free of weeds—depend-able material for supplying you with the finest of greens.

Write for prices and other details.

Phone 51R

HUBBARD NURSERIES North Kingsville, Ohio Their enviable reputation as perfect putting surfaces.

Their invariable selection by experienced greenkeepers.

Their successful record over a period of many years on many of the country's outstanding courses.

Are Three Good Reasons Why

# flossmoor creeping bent

will satisfy your committee, your players and the man who has to satisfy everyone-your greenkeeper

Grown only by-

#### flossmoor nurseries, inc. Under personal supervision of Harry J. Collis

30 North Michigan Avenue, Chicago, Ill. Tel. CENtral 6756



Tractor Wheel Spuds

The R. H. wheel spuds save time installing and removing, they are made in many sizes for any type tractor or purpose. Low price and quality has been welcomed by Golf Clubs, in use on 1000 clubs.

Sample spud and circular on request; advise

coular on request; advise make of tractor and purpose used for. (If your Ford or equip-ment dealer cannot supply,

cannot supply, write diret).

R. S. HORNER Geneva, O.

Manufacturer of Wheel Spuds, Golf Tractor, Golf Wheels for Ford-son and Trucks,

The SATISFACTION of ACCOMPLISHMENT

1s Claimed By The

### LAKE GENEVA CREEPING BENT NURSERIES

who take pride and pleasure in pointing out the many greens planted with their

#### TRUE WASHINGTON or METROPOLITAN STRAINS of CREEPING BENT STOLONS

SOME of the many greens planted with their stolons may be seen on the courses of the following clubs:

Neenah-Menasha - - Neenah, Wis.
Meadowbrook - - Raeine, Wis.
Beloit Municipal - - Beloit, Wis.
Clinton Country Club - Clinton, Iowa
Commonwealth Edison - Delayan, Wis.
Commodore Barry - Twin Lakes, Wis.
Nippersink Lodge - Genoa City, Wis.
Channel Lake - - - Antioch, Ill.
Woodsmith Farms - Jefferson City, Mo.
Brynwood - No. Milwaukee, Wis.
Sheboygan C. C. - Sheboygan, Wis.
Lafontaine - - - Huntington, Ind.

The prices are also right.

Inspection of Nurseries Invited A request for further information or quotations will receive prompt attention.

#### LAKE GENEVA CREEPING BENT NURSERIES

Lake Geneva, Wis., or Mather Tower, Chicago, III.

# **MILORGANITE**

### THE IDEAL TURF FERTILIZER

For further information address

SEWERAGE COMMISSION

508 Market Street

Milwaukee, Wis.

## Brown Patch -

For the Prevention and Control

### SEMESAN or NU-GREEN

Two Successful Remedies

We carry a complete stock of both — in all sizes, always ready for immediate delivery.

Stumpp & Walter G

30-32 Barclay Street, New York

is changed into a liquid film, a form whereby the ants may better feed upon it. Do not attempt to dilute paste and apply in a liquid form as this method is ineffective. For best results apply after mowing, watering or rolling greens. It will not interfere with play on the green. Activity ceases about 24 to 36 hours after feeding. The poison works slow so that those feeding may have an opportunity to carry the poison back to those remaining in the nest. Eggs remaining in the nest usually fail to develop due to lack of care before hatching. Daniels Ant Exterminator is non-injurious to soil or turf."

TEE CARRIER IN CLUB

Racine, Wis.—Tod Sloan, professional at the Racine Country club, is the inventor of an ingenious carrier for patented tees. This is a receptacle put into the top of the shaft. The device does not alter the bal-



"Tod" Sloan's ingenious shaft-end tee

ance or weight of the club, according to Sloan, as it is compensated for by the amount of material bored out of the hickory.

The contrivance has a clever top that ejects one of the tees when it is wanted and snaps closed again after the tee is delivered. Further details of the device will be supplied on request by Sloan.

SECURITY FEATURING KNICKERS Chicago, Ill.—Security Golf Wear, 412

Chicago, III.—Security Golf Wear, 412 South Franklin St., the division of H. L. Friedlen Co., that specializes in golf apparel, is supplying the pros now with the style of knickers that is in accord with the market requirement as revealed by the extensive survey Security made of the pro trade a couple of months ago.

The colors that were said by pros to be most popular are greys, fawn and white. These colors in flannel knickers are proving to be big hits in the pro shops.



log 20.

#### PLAYGROUND APPARATUS



been recognized as its without of quality standard of quality. Built to withstand the abuse of after-hours roughnecks. Emafter-nours roughneeks. Embodies every element of
safety human ingenuity can
devise. Playable as though
the kids themselves had
planned it. Send for cataLists 161 different models and sizes of

THE EVERWEAR MANUFACTURING CO. Dept. 28, Springfield, Ohio

The Security people have put a price on the merchandise that enables the pro to offer some great values to their members. The rain jackets and leather jackets in the line also are going over big with the pro trade as excellent quality goods at very attractive prices.

#### DOUBLE-ROTARY'S NEW SPRINKLER

Kansas City, Mo.-The Double-Rotary Sprinkler Co. has recently placed on the market a companion model to the Double Rotary Sprinkler for golf courses, the Double Rotary Junior which is for home owners and club gardens.

This new Double Rotary has the features of the heavy duty model plus a stationary feature and a lower price. Th's means it is a rotary sprinkler, a stationary sprinkler and a stationary spray all in one. It produces a mist-like spray for seeded flower beds; rain-like drops for blooming flowers and tender lawns; or a drenching shower for shrubs and gardens.

This Junior model operates on the Double Rotary principle: pressure through the hose nozzle causes the aluminum wheel to rotate at high speed. This action through a simple system of self-oiling reducing gears, causes the entire sprinkler head to rotate on its standard. The water is cut into rain-like drops or a mist-spray

### Shreds Green or Wet Manure

The KEMP Soil Shredder is the only machine that will shred green or wet manure. It will also shred or grind and sift compost, soil or sod in one operation. Besides using it for preparing soil or compost for the greens, you can also use it for turning over compost.

Write for testimonials and our 30 DAY FREE TRIAL OFFER. KEMP MFG. CO., Dept. C, 2001 Peach St., Erie, Pa.

#### SHREDDERS SOIL

by the distributor wheel. An adjustable nozzle easily regulated by the fingers regulates the outcoming water for shower or spray.

"Three years of constant experimenting and laboratory research are behind the development of this new model sprinkler, says Lou E. Holland, president of the



Double Rotary Sprinkler's new "little brother."

Double Rotary Co. The Double Rotary Junior operates wherever water pressure is available and sprinkles over a circular area, when rotating, up to 80 feet in diameter (more than 5,000 square feet) or down to 15 feet in diameter, according to water pressure.

The Junior model is sold on a ten-day trial basis under money-back guarantee.

### HYPER-HUMUS

is the only cultivated, disked and finely ground humus on the market.

86 to 89% Pure Organic Matter

Write for quantity prices and instructive literature.

HYPER-HUMUS COMPANY 51 Park Place Newton, N. J.

Makes Greener Greens



—and yardage indicators. Brilliant white porcelain lettering on lustrous porcelain black enamed; weather and rustproof. Used on America's leading courses. Lettered to conform with any distances and para-Write manufacturers of LUSTERLITE Enamels.

CHICAGO VITREOUS ENAMEL PRODUCT CO., Cleers, Illino's

### JUNE, 1929.

### **Editorial Contents**

Value of Vigilance and Skill in Equipment Care—By Fred Sherwood 19	Where Paint-brush Put New Life in Shop's Sales
Soil Tests That Determine Degree of Acidity—By H. R. Cox	Department Head Harmony Vital to Advance
Cash Register Approach Shots—By Herb Graffis	Out of Leach's Mail-bag 55
"I Was a Green-Chairman and Got Along"—By Spencer M. Duty 26	New Brunswick Fertilizer Experi- ments—By Howard B. Sprague 61
Club Manufacturers' Association Plans Standard Shafts30	Some Varying Slants on Billing Policies and Methods
Small Town Clubs Profited by Paying Pros More	Making Permanent Drainage Installa- tions—By Dale Perrill
G . C . II	Music's Charms Soothe Savage Deficit 78
Chain Store Ideas as Aid to Pro Mer- chandising—By B. H. Blake 46	What Manufacturers Have to Say 79

#### HAS "TOE-ITCH" REMEDY

Indianapolis, Ind .- Reyno Co., 31 35th street, is getting after golf club trade with its preparation for curing athlete's foot, the disease that is said to come from from wet shower-room and locker-room floors. The preparation is based on a formula brought back from Panama some years ago by an American engineer. prevalence of this foot trouble since golf became so popular brought many calls on the engineer for the preparation. He related that the preparation had a 100 per cent record of curing the ailment, and finally decided to finance the manufacture of the material instead of giving away bottles of it to his friends and their friends.

The plan of distribution is to be through pro-shops or locker-room attendants, and also through the clubs as it is suggested that each club keep a couple of bottles of the "toe-itch" preparation Reyno on its bathroom shelves. The liquid retails for \$.50 a bottle, and sells to the clubs or club employes at \$.30 a bottle in quantities of two dozen bottles.

#### SPALDING'S 1929 GOLF GUIDE

Publication of the 1929 edition of Spalding's annual golf guide, the standard reference work concerning the game's records again marks the official opening of the season throughout the country. Grantland Rice, its editor, has made an amazing comprehensive and valuable collection of results of the 1928 tournaments, this material being conveniently presented by districts. In addition to the extensive records which are available in book form nowhere else, the book has much information on the prominent personnel of golf, a lot of good pointers on playing, an array of

# PIONEER GOLF & LANDSCAPE CO.

designers Golf Courses builders

122 So. Michigan Ave., CHICAGO

handicapping data, a glossary of the game's technical terms and the rules of golf inserted so they can be detached without mutilating the guide. There are other interesting and informative features of the book. The book costs 35 cents and is obtainable at any Spalding store. Barring one detail it is flawless. In its list of aces made during 1928 it omits that made by Golfdom's editor, the only shot worth mentioning that he ever made.

NEW DUBAY FUNGICIDE FOLDER
New York City.—Bayer-Semesan Co., 105
Hudson St., hs issued a new circular of
Semesan and Nu-Green for the control of
brown-patch, pythium and snow mold, and
for the disinfection of seed with Semesan.
The new folder has concise directions for
use of these standard remedies. It will be
sent free on request by the Bayer-Semesan
Co., or any of the many course supply
dealers handling the Dubay preparations.

### Hickory Shaft Conference at Columbus, O., June 4

A GENERAL conference on hickory golf shafts has been called by the U. S. government Bureau of Standards for June 14 at Columbus, O. All interested are invited to attend. Specifications and methods of testing will be presented for approval at this meeting. This data now is available in printed form at Department of Commerce offices.

Committees of the Hickory Golf Shaft Manufacturers' association and National Golf Club Manufacturers' association. working with the Bureau of Standards. have devised a practical mechanical method of testing hickory shafts that is said to provide assurance of uniformity in the supply of hickory shafts according to specifications. Leading manufacturers of hickory golf shafts have been working energetically for some time to get this matter of a scientific check on standardized quality to give them and their customers protection. They claim the problem now has been solved with complete satisfaction.

Expert Greenkeeper and Instructor—With 25 years' successful and extensive experience seeks position with good all-year round club anywhere in U. S. First-class references. Address R. P., % Golfdom, Chicago.

Dependable Professional—Now employed wants good 9 or 18 hole course. Excellent instructor and thoroughly reliable. Seven years' experience. Address E-2, % Golfdom, Chicago.

#### LEONARD MACOMBER INCORPORATED

Golf Course Architects Bugineers, Contractors

664 North Michigan Avenue CHICAGO

#### Durable Efficient Dependable Economical



A Guaranteed Double Outlet, Positive Drive, Revolving Sprinkler

Widest possible coverage consistent with a full, complete and uniform water distribution. Water inlet threaded to fit on % inch pips.

Coverage 120 Feet or More Price \$8.00 Delivered

Warner Sprinkler Company 4279 So. Hoover St., Los Angeles, Cal.

### PAY THE CADDIES BY TIME?

Many leading rlubs throughout the country do.

Acts as an inducement to boys to become caddles.

Makes caddles as willing to work for

Makes caddles as willing to work for poor players as good ones. Has been proven the most satisfactory to both players and caddles.

### THE CALCULAGRAPH

Send for folder and price PRINTS THE TIME of "START," "RETURN" AND ACTUAL AMOUNT EARNED IN DOLLARS AND CENTS It is used by many leading clube. Is the ideal time recorder for timing caddies.

CALCULAGRAPH COMPANY

General Office - - - 50 Church St., New York
Western Office - 868 W. Washington St., Chicago

# Racks HANDICAP Cards

John Willy Handicap Racks and Cards are standard with practically all the leading American golf clubs. Write for booklet.

JOHN WILLY, 443 South Dearborn Street, CHICAGO . ILLINOIS

Salesmen—Calling on pros can make expense money representing a national firm. Excellent sideline, as all pros are interested. State lines now carried and territory covered. Replies treated confidentially. Address George Pearsall, 77 Park Place, New York City.