

Answer

Sir: Would advise that there will be nothing gained by applying more than 5 pounds of lead arsenate per year to fine turf. This dosage will not sour or injure the soil in any way for the growth of grass.

B. R. Leach.

Controlling Earthworms

Sir: My largest problem has been to control the earthworms infesting the greens. I have applied corrosive sublimate to the greens when the grass was dry but it has generally burned the grass. I have also used arsenate of lead with top-dressing about every three weeks, but the worms are continuing to be numerous. Would it be advisable to apply heavy applications of arsenate of lead with top-dressing every few days and immediately watered to combat them? I generally have to water the greens at night and of course the following morning the greens are "peppered" with worm casts which I then have to level off with a pole.

G. H.
(Mich.)

Answer

Sir: With regard to earthworm control on your miniature course would advise that in all probability a great deal of your difficulty in failing to secure control is due to the fact that you are not arsenating sufficient turf on the outside of the greens proper. Earthworms travel considerably in their search for food and even though your greens may be arsenated and capable of killing any worm that enters them, nevertheless the worms will be constantly traveling into the green from the surrounding turf and making a cast or two on the green before they get a dose of the arsenate and succumb. This sort of thing goes on day after day and gives the impression that the arsenate in the green is not killing the worms.

The answer to this situation consists in giving a good dose of arsenate to the grass surrounding the green for a distance of at least 15 feet out from the green proper. Under these conditions the worms traveling toward the green get a dose of arsenate in this outside poisoned area before they ever get to the green proper.

B. R. Leach.

GOLF BUSINESS IS GOOD SAYS MOWER EXECUTIVE

GOLF business should be a good barometer for general business conditions and if this surmise is sound, the sad after-

math of the autumn's market collapse is getting near the vanishing point. Reports from manufacturers of maintenance and player equipment and from pros show this spring's business in healthy excess of the 1929 figures.

In some spots late snows and heavy rains delayed the placing of maintenance equipment and supply orders but the winter and spring for the most part have been first rate for growing grass and the mower manufacturers are reaping a good harvest of business.

Indicative of the operations and spirit of manufacturers who do an extensive business in the golf field is the following statement from W. L. Austin, sales manager of the Ideal Power Lawn Mower Co. Mr. Austin tells GOLFDOM:

"Sales figures showed 1929 as the best year our company ever enjoyed and for the first three months of that year, January, February and March, the business was exceedingly satisfactory due to a certain extent that last year we had some very early warm weather, in fact in some sections even in the north they were actually mowing the latter part of March last year.

"We had our doubts about this year being able to equal last year's sales record, but so far we have not only equalled last year's record but exceeded to a very gratifying extent.

"The actual increase for the first three months of 1930 on the sale of our line of grass cutting equipment, including power mowers, fairway mowers, and putting green mowers, is 28%. The biggest percentage of this increase has been due to the extra good business that we have enjoyed so far this year from sale of fairway mowers and putting green mowers to golf clubs, as well as the Ideal Triplex power mower to large park systems, golf courses, etc. As a matter of fact our golf business has never been so satisfactory as it is this year. Not only have we stepped up sale of fairway mowers but the putting green mower that we first introduced last year is having a splendid sale this spring and we have also had a very fine business on the new Bulldog rough units that we put on the market for the first time in 1930."

NEW UNIVERSAL DEALERS

Cleveland, O.—Universal Sand Equipment Co. announces the appointment of the following golf equipment dealers to handle the Universal Compost Mixer: Rice Lewis & Son, Ltd., Toronto, Canada; Geo. Davis, Inc., Chicago; E. L. Winn, Inc., Elizabeth, N. J.; Arthur B. Porter, Inc., Salem, Mass.; Whitney Golt & Co., Kansas City, Mo.; Dick Ryerson, Milwaukee; T. W. Wood & Son, Richmond, Va.; John C. Russell, Montreal, Canada; John A. Guending, State Tower Bldg., Syracuse, N. Y.; American Seed Co., Detroit.

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PRO MARGIN WELL UNDER OTHER MERCHANTS

FURTHER attention to the pricing schedule on pro shop goods is drawn by N. E. Clouston of the Granby Tee Mfg. Co., makers of Peg tees, who points out that the average specialty shop mark-up is considerably higher than that of the pros who not only are operating a specialty shop of marked limitation in the scope of the stock but have to be content with a sharply defined limit to their market.

"The difference in the mark-up between pro shops and other specialty shops is so great that in our opinion it calls for considerable study by manufacturers who must want to protect the stability of the highly desirable pro shop outlets by giving the pros a good chance to make money. 'Say it with margin' is, in our opinion the way to spur pro shop sales, and let the increased volume show its benefits in a greater net to the manufacturer."

Fitting the Restaurant to the Club's Needs

WHAT is the happy medium in clubhouse meal service facilities? Some of the smaller clubs and daily-fee courses are serving satisfactorily with modest and well-planned installations that take a page from the book of the drug store lunch counters that are so popular with business men in these crowded times.

Better a compact, distinctive installation like this, with provisions for expansion to handle party business, than the heavy investments on the hotel order that are not suitable to many of the smaller clubs where such jobs have been located.

Classified Ads.

Competent young pro, well versed in his duties toward the members, desires a small club in Middle West. Five years at present club. Pleasing personality, good references, and satisfaction guaranteed. *Address: Box 22, % Golfdom, Chicago.*

Scottish Professional—Seeks course in States. Permanent or seasonal. Life experience. Successful record. Tournament player. Expert coach. Honest and trustworthy. Eleven years at last course in Scotland. Very highest references. *Address: Box 23, % Golfdom, Chicago.*

Locker-Room Man—Desires position. 18 years' experience in clubs. Reliable and capable. Single. Will go anywhere. Can furnish excellent references. *Address: Box 21, % Golfdom, Chicago.*

Greenkeeper Wanted—Year around, for South America, MacKenzie course, 27 holes, complete hoseless irrigation, new course just completed. Splendid opportunity to connect with the outstanding sports and social club of Latin America; location, Buenos Aires.

Applicants must be thoroughly experienced in landscape maintenance, Cocos and Washington Bents. Comfortable house furnished. Transportation paid both ways. Two or three year contract with suitable protection—leave September (seasons reversed).

Send small photograph with application; give full details of experience and education and state why you are qualified to adapt your knowledge to entirely foreign conditions. Will consider only written applications from married men who state explicitly salary desired. Knowledge of Spanish not necessary. We want applications from best greenkeepers in United States and Canada as this is one of the unusual positions in greenkeeping and requires an unusually good man. Mail applications to **Wendell P. Miller & Associates**, 105 W. Monroe St., Chicago, Ill.

Clubhouse managing steward desires to make change. Good reasons for same. Seventeen years' experience in country club catering. Can furnish good recommendations as to ability and character. *Address: Box 24, % Golfdom, Chicago.*

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