

Salesmen's association by commenting:

"We're already starting to make plans for a big Open tournament as a feature of the 1939 World's Fair in San Francisco. In our next association tournament we expect a field of more than 200 and have begun to work on the details in whatever time we are able to get after our regular work is handled. The pros really do more than half of the work in arranging and conducting the event so it's expertly handled.

"Out here the PGA membership is practically 100% of the pros. They are proving that they can sell what they agree is deserving of pro endorsement. They have done such a good job in handling themselves and their merchandising and service problems that quite a few more of the clubs have turned over ball sales to pros in addition to their salaries and the northern California situation is getting in line with the rest of the country.

"Representatives of the Southern California PGA have been studying our association's operations because of the effect it has had in bringing pros closer together on a social basis that leads into better business and more unity.

"I have seen this development of harmony work out a number of times as a

result of the salesmen's parties bringing the playing stars and the little-known pros together on a pleasant, even basis. They get together, and fellows who formerly were condemning each other as fatheads now sing praises of each other and compare ideas to mutual profit."

#### Bradley Has Easy, Safe, Fungicide Application Method

**C**CLINTON K. BRADLEY, greenkeeping expert at the Passaic County (N. J.) public course is employing successfully a method of fungicide application that will interest many greenkeepers. Bradley describes his method thus:

"I have 200 lbs. of fungicide on hand, weighed up, and packaged in paper bags for each green in rates of 1, 2, and 3 oz. per 1000 sq. ft. This material is applied when, where and amount needed as indicated by reading of my Taylor thermograph. I have the course divided in four maintenance sections, with a tool shanty for each section.

"When a fungus attack is expected, the groundsman are told what greens to treat, and at what rate to apply. The mercury is brought to the green, the paper bag opened, and assuming the green is 5000 sq. ft., the man takes a quart of sand for

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each 1000 sq. ft. of turf, and mixes it with the mercury. The sand is obtained from a nearby trap, and mixing is done by pouring back and forth in two pails. The green number, rate of application in ounces of mercury, and the amount of sand filler is marked on each bag. Very rapid application is thus assured in time for best control of the disease.

"My thought is to reduce the application time still further, by the use of a Mason fruit jar sprayer. The fungicide packaged in 1, 2, and 3 oz. could be emptied into the jar, water added, and the sprayer attached to water hose. Thus application and watering in could be done in one operation.

"The Naylor Mfg. Co., Hastings, Neb., has a device retailing for \$3.00 without the jar, and the Insect-O-Products Co., Burbank, Cal., sells its Insect-O-Gun for \$3.75."

#### Equipment Reserve Fund Insures Efficiency on Course

**R**OSS SAWTELLE, president of Worthington Mower Co., speaking from the manufacturers' viewpoint at the annual joint meeting of the Massachusetts GA and the New England Greenkeepers Club, presented an estimate that golf's annual cost was \$50,000,000 lower in 1935 than in 1929.

Sawtelle said that approximately \$12,000,000 of this cost cut had come in course maintenance expense; the rest in reduction of initiation fees, dues and assessments. The course maintenance cost reduction, while in some cases unhealthily drastic, was accounted for in many satisfactory cases by greenkeepers' expert employment of mechanized maintenance methods and the advance in greenkeeping science and its application; this advance being the direct result of the sectional greenkeeper and state college short-course educational programs.

From observations of successful greenkeeping operations, as made by salesmen and executives of leading golf equipment companies, Sawtelle presented suggestions whereby sound savings programs are assured golf clubs. His recommendations:

1. Clubs should thoroughly investigate labor saving claims made by established firms that specialize on golf course maintenance problems. The investigations cost nothing, and frequently lead to substantial savings.

2. Both large and small clubs should keep accurate costs records, and break down the budget so that separate costs of

all operations are kept. It is much easier for the specialist to render a service if present costs are known. If costs are not known, a certain amount of risk and uncertainty must be taken by both parties.

3. All clubs, and more particularly the smaller clubs, should adopt the business procedure of writing off capital investments on equipment over a four or five year period, so that the burden of these investments will not fall on any one year's budget. During this period the club should plan systematic replacement purchases by setting up each year a reserve fund for this purpose. Too many clubs that have not provided for replacement purchases are forced for years to use worn out and obsolete machinery. Although the machinery probably will run, there are many intangible expenses in wasted time and quality of results that do not amount to very much money in just one day's time—but over the period of a season amount to many hundreds of wasted dollars.

Because of the lack of reserve funds for new equipment purchases many clubs are unable to afford new equipment when needed, and are forced to spend unwisely many hundreds of dollars in repairs to keep obsolete machinery running. Improvements in machinery are advancing so rapidly that equipment today becomes obsolete sooner than ever. Golf clubs must protect themselves by having such a reserve, keeping up their operating efficiency and further reducing the cost of golf for their members.

**British Greenkeepers Ask Aid**—In a dignified, stirring manner the British Golf Greenkeepers' Assn., through the British golf magazines, asks support for its Benevolent fund.

Increasingly heavy demands have depleted the fund, for "unfortunately many clubs are not in a position to pay their greenkeepers a wage which would enable them to provide against misfortune."

The Association has been in existence for 24 years and has more than 400 members. The present effort is to raise \$5,000 by voluntary subscription, of which \$1,250 is to come from members of the Association, and the rest, it is hoped, from the golfing public so ably served by the British greenkeepers.

**Lee Heads New Orleans Pros**—Harold Lee, New Orleans CC, is new president of the New Orleans PGA. M. W. Lawrence, West End CC, is v. p.; Fred Haas, Sr., sec-treas.; Henry Thomas, City Park, tournament chairman; and George Turpie, Jr., Audubon, publicity chairman.