

CUT MOWINGS CUT COSTS... with MH-40



Now, with MH-40, you can actually slow the growth of grasses of your roughs and you can reduce cuttings to as few as twice a season. Think what a saving this means in labor and equipment costs.

Order MH-40 from your local supplier today. Contact us if unable to locate source of supply.

SEE—Naugatuck Chemical Division, United States Rubber Company, at work on NBC's "Color Spread" TV spectacular, Sunday, March 25, 7:30 PM, EST.



**United
States
Rubber**

**Naugatuck Chemical Division
Naugatuck, Connecticut**

producers of seed protectants, fungicides, miticides, insecticides, growth retardants, herbicides: Spergon, Phygon, Aramite, Synklor, MH, Alanap, Duraset.

on salesmanship, shop display and advertising for the pro shop?

A—Go to your public library and get the librarian to tell you about what's available.

If you're near any metropolitan city the book stores in that place usually have the latest business books.

If you know display men for large stores ask them to loan you books or trade paper that will supply information you want.

Q—My club wants so much of a pro staff that my own income as a pro is getting smaller by meeting a big payroll, yet no more work is getting done with more men in the pro department.

A—You're not the only pro with this problem. A lot of clubs want more pro department personnel but don't want to pay for more help.

Perhaps your answer is a definite program of assistants' duties such as George Lake has made up on a schedule hung on a wall of his office in the shop at Recreation Park, Los Angeles.

Organization of the department's work and assignment of duties to each employee not only gives employees clear understanding of their individual and collective duties but gives officials plain evidence the job is organized and conducted in a business-like way.

• • •

If you've got some question concerning assistants' training and progress, send it to GOLFDOM, 407 S. Dearborn, Chicago 5, Ill., and we will try to get the right answer from other pros and assistants.

We want to thank the pros and assistants who have contributed to the questions and answers of initial installment of this new department.

STATE CERTIFIED

PENNLU BENTGRASS

official control is
the only way you can be sure of
original quality and purity

U-3 BERMUDAGRASS

answers the tough "hot-season" problems
of tee and fairway

Valentine Turfgrass Nursery

VALENTINE FARM

Worton, Maryland