

happy combination of bench-made clubs and the choicest of factory made products is necessary for a well-balanced stock.

Manufacturers of golf goods who know the most about the markets are anxious to see the pro develop as a merchandiser. They want to see him make all possible profit for the good pro today is an ideal outlet for quality merchandise. He has the reputation for handling first class merchandise, his credit has improved to the point where he is a whole lot better credit risk than other retail merchants with small establishments, and he gets a good fair price for his merchandise. The last point is highly important to the manufacturer for when a price slash is put on a well known brand of any product, the manufacturer in the end suffers. The department stores are notorious offenders in these price cutting debauches.

So, for entirely sound reasons, we find the leading makers of golf goods eager to give the professionals help in merchandising education. These changing times in the professional golfing field have made it vital that each pro's destiny be decided by himself, with the manufacturers aiding in the survival of the fittest and exercising no paternalistic influence to see that the weak brothers are kept alive to hinder the family's advance.

Helping the professionals to buy right and sell right, and helping them definitely, has become a very important part of the manufacturers' job and the pro can count on this factor to the limit.

Learn From Others

There are very few of us who can't learn a lot by seeing how the other fellow "puts it over." With the volumes of advertising in the newspapers and magazines tipping off the successful selling practices of other merchandisers, and with business magazines telling of the selling methods in other fields available to pros by the score, it looks to me like some of the pros' winter reading might be for the purpose of adapting the money-making ideas of others to his own special requirements. Not alone in selling golf goods, but in selling instruction, does the pro need all the new ideas he can get. With these ideas, his own energy and brains, and the right stuff to sell, it is my very firm opinion that the times now hold forth for the pro a brighter future than he ever beheld during the past.

Warm Clothes Sell Well in the South

THE northern golfer, traveling south for a winter "training trip," frequently packs his suitcase under the delusion that he is about to visit the tropics where only the lightest of clothing is needed. He remembers linen knickers, light golf hose, and thin sweaters, and he wears his lightest suit. Carefully left at home are his leather jacket, his woolen knickers and his heavy socks.

But when the northerner arrives in the south he finds the weather not quite as tropical as imagined. True enough, some days are suitable to his wardrobe, but as a general rule heavier clothing, such as was left at home, is more in order.

Here is where the pro can cash in. A representative stock of woolen knickers, leather coats and other warm items will sell rapidly. The only caution is to make sure they are displayed prominently so the golfers will buy at the pro shop and not from some town haberdasher.

Many northern pros, who also have a southern berth during the winter season, make a practice of bringing south with them all heavy articles of clothing unsold at their northern club. This reduces the investment necessary to complete a suitable stock at the winter post, and at the same time obviates the necessity of carrying these items without chance of profit until the home club opens again the following spring.

Hire Greenkeeper Early—It Pays

"IF I ever have to go through building a new course again, I will see that the greenkeeper who is to serve the club is hired right after construction work is begun," remarked an ex-president of a comparatively new golf club.

"We wondered why it took several years to get our greens in shape, and blamed it all on the greenkeeper until we learned the real reason. Clay dug out for the traps was put on the top of the green and too scantily covered with top dirt. That, and other cases of the same character have convinced me that we would have saved money if we had put the man who was going to be responsible for the condition of the course on the job at the beginning."

What Beacons Should Guide New Green Committee?

WHEN the retiring green committee completes its tenure of office and steps out of the official roster to make room for its successor, the legacy that is turned over to the newcomers too frequently consists of good wishes, sympathy and a vague and incomplete array of miscellaneous data relative to the operations and findings of the past season.

As many can testify, this is the case in the majority of clubs, but happily the number is growing smaller. Now the practice of clubs making any claim to business management is to require a detailed appraisal of the course's equipment and supplies, a full report of the season's work, its status as the retiring committee presents its report and recommendations for the succeeding committee based on the experience and investigation of the body that is completing its work.

In the preparation of such a report the retiring committee finds it well worth while to take the greenkeeper into its confidence. The committee probably started work full of enthusiasm and declared for a policy of possibly too stringent economy. Then, as the season came on, and play lured them, their work as green committeemen languished. There is no need for concealing the facts. It is history in about 50 per cent of the cases we have seen, and entirely in accord with human nature.

The greenkeeper must carry on with practically no co-operation and casual supervision. Along about August, the inadequacy of the green-budget becomes apparent and orders are issued to cut the force to the limit and to buy as little as possible.

This is nothing new to the greenkeeper; he has seen it happen year after year and could advise practical means of avoiding the jam were he consulted before it was too late. Sometimes he suffers from an inferiority complex that makes him mute when, at the beginning of the year, the green-chairman announces to him the figures of an obviously inadequate budget. Many a greenkeeper has felt, to quote the words of one who has been through the mill, that he "would have to go like hell

to do half the work cut out for him, on the money allowed."

In a report for the guidance of an incoming green-committee finances, course conditions, labor conditions, and the equipment and material situation comprise the major headings.

Beacons for Newcomers

A check-up should take into full consideration the drainage and irrigation situation on the course as prompt action during the idle season of the course should be taken on such work as may be necessary. The report should reveal the functioning of the drainage system in fairways, traps and greens. Trouble or inadequacy, if any, should be reported on in detail and suggestions and estimated cost of correction submitted. There may be no tile installed in bad spots, the soil may be heavy, or there may be other troubles. With fairway watering coming into the picture so strong it deserves investigation by many clubs. The report should take into consideration any need of additional water supply or storage facilities as this work should be done, insofar as possible, during the course's idle season.

Recommendations for trap and bunker work require a place in the report and both sides of cases for and against any contemplated alterations call for presentation in a report of full value.

The report should include data on the compost supply available and future requirements. Property fencing often is neglected in reports and for that reason the incoming committee leaves it out of its plans. Space is required for a report on the sand in the traps. Amazing losses due to wind, rain, etc., frequently run up sand costs.

An outline of necessary fairway treatment and results of past practice with fertilizer, compost or manure, should have a prominent place in the report. Usually the data on the greens is extensively given in such reports as are submitted and the rest of the course touched upon in only a fragmentary fashion.

A check-up of the condition of the rough, the walks, drives, shrubbery and trees and

recommendations as to their treatment together with a report of the work done during the last year also makes an important item in the report.

Equipment Appraisal

An appraisal and estimate of requirements on course equipment, shop equipment, material and supplies, is a highly important part of any complete and workable report. Often a club penalizes itself by trying to get by with wornout or inadequate equipment, or less than the necessary amount of supplies because the green-committee was working in the dark. In this matter the close co-operation of the greenkeeper is vital to an accurate and helpful report. The greenkeeper can give facts and figures concerning the performance of equipment and supplies that should govern the incoming committee's purchasing activities.

The report should tell the story of what repairs, renewals and reconditioning of

equipment is necessary during the idle season and detail the extent and condition of shop facilities and equipment available for this work.

When elections take place rather early in the fall, there should be particular explanation made of the fertilizing and other work in progress, so that it may be pushed through to successful completion. Seeding and fertilizing poor spots in the fairways is often neglected because it is work that comes when many clubs are changing administrations.

A complete report of the operation of a green-committee, with frankness concerning the body's mistakes, and recommendations that are based on careful investigation of costs and past experience, will not only be a guard against thriftless and pointless operations by the succeeding administration but will, when necessary, provide a good solid foundation for getting any needed assessments approved by the members.

Look-and-Learn Policy Gives Good Golf at Low Price

By W. C. CAPRON

Anaconda (Mont.) Country Club

ABOUT ten years ago we decided to form a country club at Anaconda, and the usual procedure was adopted at that time. An organization was formed, committees appointed and stock sold entitling the holder to membership. With this money a clubhouse was built and a nine hole course laid out.

The original nine holes was planned by the professional and some members of a neighboring country club working with us. These nine holes were never satisfactory, due to reasons which will appear later. The accompanying map of our course shows the course as it is now.

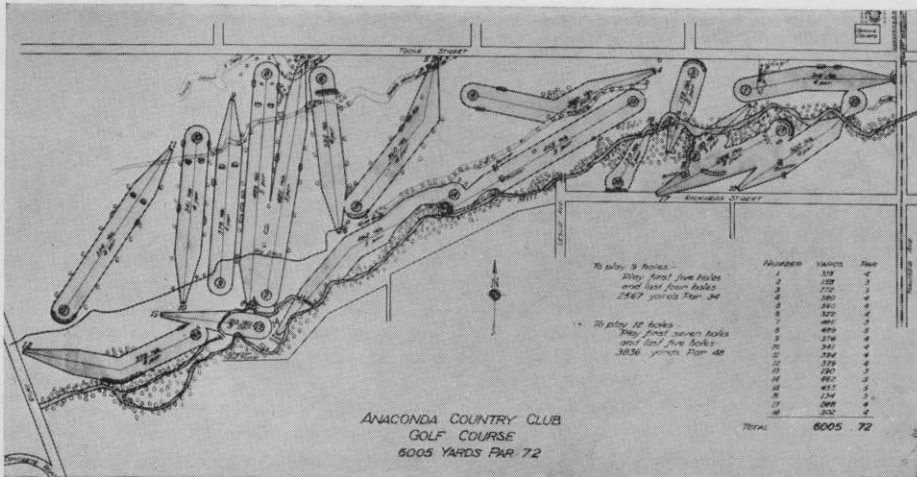
A number of years prior to starting the country club the Anaconda Copper Mining company established a district about six miles east of town which the company called Opportunity. It sold this district off into about 10-acre lots to workingmen at the plant. In the center of this district a park was established. Through this park runs a clear mountain stream. When the location of the country club came up it was decided that the best place for it

would be at Opportunity and the Anaconda Copper Mining company allowed us to place the original nine holes on this park, thereby saving us the expense of purchasing new ground. We did purchase, for a nominal sum, the ground on which the clubhouse and other service facilities are located. It will be noted that the course at the end near the clubhouse is a narrow neck and widens out at the upper part. This was made necessary due to the shape of the park and the land around being sold.

The prevailing wind through this valley comes from the southwest, and as the course, of necessity, runs east and west and also as the afternoon sun is bad for all holes which go from east to west, the original nine holes were difficult. We had several long holes running directly into the wind and sun. These nine holes extended up to our present No. 14.

Laying Out New Course

About five years ago we decided to extend our course to 18 holes and obtained



Anaconda's card is based on Old Elm, Chicago.

permission from the Anaconda Copper Mining company to occupy land at the west which was unsuitable for agricultural purposes and therefore had not been sold. A committee of which I am a member was appointed to lay out this course. We first had the entire ground surveyed and a topographical map was made which showed not only all irregularities of the ground and the course of the mountain stream, but also all bushes, trees, etc. Copies of this map were sent to each member of the country club with the request that they study this map and lay out one course or as many courses as they wished and return their layouts to the committee.

The committee then went over these various proposals carefully and decided upon the final course, adopting suggestions from different layouts. The course at present is slightly different from the original layout adopted, due to the fact that upon careful examination of the ground we found gravel so near the surface over a considerable portion of it that we were obliged to make some changes. We feel, however, that we now have very nearly the best course which could be laid out upon the particular ground available, and this was done, of course, at no expense to the club.

Whip Turf Trouble

Ever since starting our golf course we have been worried about the turf. Native grasses do not make a continuous turf, but grows in bunches. Constant cutting tends to spread the grass and make it thicker, but over considerable portions of

the course the lies were very bad, due to the fact that the ball would drop into cups between the bunches of grass. We gave this matter a lot of consideration and wrote to various sections of the country to find out what grasses they used. In every instance we found that either these grasses proposed would not live without irrigation or would winter kill in this climate.

I had been noticing for a long time a certain grass which was gradually creeping into our course and which, while not having a particularly fine appearance, tended to spread rapidly, filling out spaces and making a continuous even turf.

I sent samples of this grass to the Montana University at Bozeman and also to the Department of Agriculture at Washington. Their conclusions were that it was "*Sporobolus asperifolius*" or long leaved salt grass. Upon investigation we found that seed for this grass was not for sale, so that we have been obliged to gather what we could ourselves. Each fall we send out a couple of men to cut salt grass and put it into bags, then in the spring we harrow the place needing the seed most and spread this grass which has been thoroughly rubbed to separate the seed. The seed is very, very fine and blows away with the least puff of wind. Today this salt grass is in evidence over our entire course. It is gradually spreading and I can look forward to the next five or ten years when the course will be entirely covered.

As quickly as we have been able to do so

we have turfed in some spots with this grass. Two years ago we turfed the approaches to all greens for about 50 feet in front of the green. We did this by laying 12-inch strips, leaving 6-inch spaces between, knowing that the 6-inch space would gradually fill up.

The long leafed salt grass is despised by the farmers, as it does not make good hay or good pasture, but once it has gotten a start it is practically impossible to kill and spreads very rapidly. It makes a close matted turf and with constant cutting spreads more rapidly than when allowed to grow freely.

Low Priced Golf

Our club is unique in many ways and I believe is probably one of the least expensive clubs to belong to that there is in the world. Our initiation fee is \$25 and our dues are \$5.50 per quarter or \$22 per year. Non-resident memberships cost \$12.50, with dues of \$10 per year. Ladies' membership has no initiation fee and the dues are \$10 per year. This information shows how little money we have had to play with.

The prime consideration on every new proposal is the expense, and no proposals which cost much money can be considered. For instance, grass greens and an irrigation system is absolutely out of the question. We do a little irrigation on ground that can be ditched from the stream, but that is all. We have planted several hundred trees around these ditches, so that today we have a very attractive and sporty course.

What Do You Know About Lypia Grass?

ARTHUR M. BUNDY, president of the Yuba-Sutter Golf and Country club, Marysville (Cal.) stirs up a matter that is worthy of further attention in telling of his club's experience with lypia grass for its fairways.

Mr. Bundy says:

"I have never noticed anywhere, reference to lypia grass as a fairway grass. To my notion, this grass is the only feasible solution for a small golf club. Also to my notion, it makes the best possible fairway grass.

"We have a nine hole course, part of

which is heavily covered with this grass. We have, of course, long hot and dry summers, but even now, (September 29) without any rain since a shower some time in April, this grass has kept green and affords a thick, cushion-like turf.

"Where the grass is light, the leaves dry up during the summer months, but with irrigation two or three times a year it can be kept growing and be kept a beautiful green in color. Where it is used as a lawn grass it only requires two or three wettings and as many cuttings during the course of the year.

"I do not know whether it will grow every place, but if it does it certainly affords the small golf clubs to have a grass fairway at a very small cost."

GOLFDOM will be glad to receive statements of the observations and experiences of clubs with respect to lypia grass as Mr. Bundy's remarks indicate there can be a whole lot of interest and value to be revealed by others who are acquainted with the grass.

A Tag to Prevent Baggage Mix-ups

IN ORDER to prevent the all too common misplacing of golf bags and other luggage brought to the club by guests, the Butterfield Country club, Hinsdale, Illinois, supplies its locker-room boys with

Butterfield Country Club
Hinsdale, Ill.

Name _____

Address _____

Guest of *J. S. KEAR*

Locker No. *256*

tags similar to the above. Before a guest is assigned a locker, his name and address, the name of his host and the number of the locker given him for the day is entered upon the tags which are securely fastened to each piece of baggage.

This system, particularly on invitation tournament days, has prevented the loss or inadvertent carrying away of many articles belonging to guests and is worth many times over the time it takes to fill out the tags.



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Columbus, Ohio

ASK ME ANOTHER

By NOAH LOTT

OUR greenkeeping expert answers two of the questions of general interest received during the month and confesses lack of definite information on the third. Perhaps some other greenkeeper can help him out.

Noah Lott will solve your problems, too, if you will put them up to him thru this magazine. The service is free and his answer will not only help you, but other greenkeepers faced with a similar problem. Ask Noah Lott.

Question: Will cutting the grass close on our putting greens make the roots grow deeper in the soil and thereby give them more resistance over the winter?

Answer: No. There is a balance between the green leaf and stem growth above ground and the root growth below the surface. Both the leaves and the roots of grass are constantly changing. Cutting off the top growth causes a corresponding smaller growth of roots. If you want to have the roots grow deeper, as for going into the winter, let the grass grow a little higher throughout the late fall.

Question: Our creeping bent stolon greens, and especially those which receive pitched shots, are so torn up and punctured after each week-end's heavy play that they are scarcely playable for several days. What is the trouble?

Answer: If you have a good variety of bent the trouble is probably due to a soft condition of the soil. Try top-dressing with the poorest clay you can obtain. If this clay is pasteey, mix in enough sand to overcome this fault. Clay tends to make a firmer green.

Question: We top-dressed three of our greens with compost which had rotted for over six months. In just a few days, these greens were heavily infested with small brown-patch. The other greens were not affected. The compost must have caused it—what do you think?

Answer: We have observed a similar compost on two or three courses and would welcome the opinion of greenkeepers on this subject. It seems reasonable to suppose that compost, full of germs working on the decayed organic matter it contains, might be heavily infested with brown-patch spores as well. May not the grass clippings which often go into the compost pile carry the disease? Let's have some other actual instances, if you happen to know of them, bearing on this point.

Midwest Greenkeepers Start Advisory Service

GREEN-CHAIRMEN in the territory of the Mid-West Greenkeepers association have welcomed with enthusiasm the announcement of the association's advisory service which now is available to courses having difficulties with their turf culture and maintenance.

The service is one for which no charge other than actual expenses is made to clubs whose greenkeepers are members of the Mid-West Association, and is tendered as one of the association's many and

valuable contributions to the betterment of greenkeeping.

In announcing the service the Mid-West organization states:

"For the purpose of promoting the welfare of our organization and its members, as well as of golf in general, we are now maintaining an advisory committee for the purpose of overcoming such physical difficulties as may arise on the various golf courses from time to time. Members of advisory committee of seven are chosen from the rank and file of our members, and are all greenkeepers of experience who have proved their abilities in every branch of golf activities, and are able to diagnose its ailments.

"Whenever time permits it is our purpose to visit members desiring advice, and, if possible, to correct their troubles—troubles that perhaps cannot be judged correctly unless a personal visit is made.

"In order to construct and maintain golf course and club grounds efficiently it should be realized that the elements of many trades and professions are combined in the craft of green-keeping. A modern, successful greenkeeper must be, not solely "a greenkeeper," but must be a man of broad vision and keen judgement of future problems. He must combine artistic taste with a practical temperament. He must be a gardener, a nursery man and a mechanic. He must have a practical knowledge of soils, vegetation, and their diseases and cures, as well as that of drainage. He must have the ability to handle labor, and other qualifications too numerous to mention. For this reason we have tried to appoint men on this committee possessing these qualifications."

Patented Tees Become Standard Equipment

EXPERIMENTING with enforced use of patented tees and discontinuing the supply of sand in tees has been one of the many interesting innovations in maintenance methods that has attained fairly wide vogue during the past season in the north. A number of the leading metropolitan district clubs established the policy and even some of the fee courses in big-city territory did away with sand without having any marked complaint from the players.

On a cost basis it is difficult accurately to determine the saving, if any, effected by the general use of patented tees. There are a number who maintain that the club can give away patented tees and still be ahead money as compared with the cost of keeping sand supplied at the tees. Estimates of the cost of maintaining a sand supply at 18 tees during a season vary from \$250 to \$530 a season, the estimates including labor, cost of sand, time of sand and water supply trucks.

With ball washers at the tees and patented tees supplied to the players, estimating the cost of the patented tees supplied at around \$3.50 a thousand in large quantities, some of the figures supplied GOLF-DOM indicate a saving of approximately \$250 a year is effected.

There have been many methods of distribution of the tees tried, and the results indicate that it is not the best plan to give patented tees away freely to the players. The hoarding instinct, and sometimes, downright hoggishness, are overdone when the patented tees are made available without any cost to the players. One club in the Chicago District does up 100 in paper sacks that are sealed with patented clasps, and sells them to the members for 25

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cents a hundred. The club has a veteran pro whose faithful and valuable service has endeared him to the members so rather than have the pro think they were cutting him out of some business, the club gives him the entire intake from its patented tee sales under this plan. So far as the professional selling angle is concerned, GOLFDOM ran across some very interesting figures that apparently show the pro will be better off in patented tee sales if their use is enforced and the patented tees supplied free to club members than he now is from his patented tee profits.

We, like most other casual observers, we imagine, thought that everyone used patented tees. Investigation showed a surprisingly big market of non-users at some of the best clubs. One green-chairman told us that with his club supplying its standardized patented-tee at practically a give-away price to its members, there were enough of the members who didn't want the particular patented tee selected by the club and chose to buy others on

sale at the pro shop, to increase the pro's patented tee business 25 per cent. In no case have we heard of any loud or persistent protest against the enforced use of the patented tees.

Tee maintenance, especially at the short holes, is reduced when patented tees are adopted, the evidence indicates. One green-chairman referred to an appreciable amount of money being saved on the maintenance after patented tees were standardized, due to no further trouble from excess of sand to the extent that it damaged growth of grass on the tees.

Protects the Pro

Adoption of the patented tee has brought out an interesting and perplexing merchandising problem for the substantial tee manufacturers, who are anxious to keep from cutting the pro out of the profit on tee sales, by selling in quantities to clubs whenever it is at all possible and agreeable to do business with the pro. It

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The Washington strain of creeping bent for vegetative planting. Satisfactory turf guaranteed. Price of stolons reduced.

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Cocoos creeping bent seed, the last word in fine turf. *Warehouse, Coquille, Ore.*

Lecco, the complete grass food. Takes the place of ammonium sulphate and compost. Many clubs are reporting excellent results from its use. *Factory at Granger, Ind.*

Poa bulbosa, a winter green grass for the South. *Warehouse, Coquille, Ore.*

LYMAN CARRIER

GRANGER, INDIANA

or

COQUILLE, OREGON

does seem like a poor return for the professionals' efforts in popularizing the patented tees. Clubs that make a proper point of the professionals' due of profit on golf accessories as the major part of his income, also are puzzled about the best way to handle the tee purchases.

However, this phase of the matter seems to be handling itself as a number of cases are reported where the clubs started by giving the tees away on too loose a basis and eventually adopted a policy of making the members pay for tees with the pro shop handling all sales. This switch of policy brought up no complaints. With this being the history it looks like the patented tee standardization will be accomplished by a clear saving in maintenance to the golf clubs and an increase in pro business, both being consummations devoutly to be wished.

The How and Why of Fairway Fertilization

(Continued from page 18)

mon types on the market. The two-wheel lime and fertilizer distributor has a hopper which holds about 500 pounds of fertilizer, and spreads the fertilizer in a strip 8 to 10 feet wide. It can be adjusted to sow at rates of 400 to about 500 pounds per acre. The endgate type spreader must be attached to the end of a wagon box as the name implies. One or two revolving discs throw the fertilizer in a strip 15 to 17 feet wide. An extra man is required in the wagon to feed the fertilizer into the spreader.

Uneven distribution of fertilizer produces spotted turf which is evident throughout the entire season and should be carefully avoided.

Good fertilizers uniformly applied will effect marked improvement of poor turf, but a program extending over several years may be necessary to produce a heavy sod. When finally obtained, fertilizer applications every second year are ordinarily sufficient.

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GOLFDOM for the following
months this year:

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Record Attendance at Johnson Banquet

TWO hundred greenkeepers and park superintendents from clubs and parks in the Chicago District and surrounding territory attended the J. Oliver Johnson, Inc. annual banquet held at the organization's headquarters at Chicago, October 29.

The affair set new records in attendance

and merriment for the notable annual Johnson events which mark the windup of the golf season in the central states.

Prize winners of the evening were:

Roy Chaplin, Acacia Country club, golf bag (Flossmoor Nurseries); A. H. Waters, Oak Park parks, shaker (Toro Mfg. Co.); Sam Flaherty, South Park system, golf bag (Nesser Mfg. Co.); Frank Braband, City of Chicago, shaker (J. Oliver Johnson, Inc.).

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