

for **Golf Club Service**

WE built it to meet the continued demand from Greenkeepers and Greens Committees for a high grade water hose that would stand up under the severe conditions of golf club service.

Greenkeepers who have seen the new "U. S." Royal Hose say it is the finest piece of hose they have ever handled. Let us send you a sample today. Note its high quality, tough maroon rubber cover—the multiple plies of sturdy braid, firmly embedded in anchoring layers of tough, resilient rubber. Try to separate the plies—then you'll realize what a masterpiece of hose building this "U. S." Royal Hose really is.

Here is a hose that won't go to pieces after three months' wear—but which, with care, will be good for *seasons* of service. And note the distinctive marking—a bright orange band encircling the hose every fifteen feet! That means fewer losses of hose from theft—for this distinctively marked hose is *sold only* to golf clubs—wherever you see a length of it in private use—you can spot it as stolen property!

Let us send you further details about "U. S." Royal Hose today. Write direct to our branch nearest you—or address direct:

United States Rubber Company

1790 Broadway

New York City



HOSE *for* Golf Courses

If the greenkeeper is engaged in the early stages of the construction and can see the course developed from the start, he will be better able to determine the methods of conditioning the course for play. In the past he has had to accept what the architect and construction engineer have turned over to him, starting where the others left off. This was most unfair to the greenkeeper and did not give him a chance to prove his worth. It is in the initial work that the greenkeeper can prove his ability even more than in routine maintenance. He then has a full knowledge of the soil, drainage system and water supply. He may even make special arrangements to supervise the grading of the greens, tees and fairway before seeding. What has been done before the greenkeeper was engaged is invariably never corrected. He starts off with a handicap which in most cases it is impossible for him to overcome.

Conditioning a new golf course is a complicated problem and the greenkeeper responsible for the result is shouldered with no light responsibility. Unless he is a first class man, backed with considerable and diversified experience, and has a sound workable plan for efficient and economical operation, he will fail. But a properly qualified greenkeeper working in conjunction with a qualified golf architect will be able to develop a course with the utmost economy and attractiveness. He will be able to provide a course with which his club may be justly proud.

Standards of greenkeeping are being raised each season and qualifications of greenkeepers are being raised also. Secure a greenkeeper who knows the fundamentals of golf course maintenance. Such a man should know turf, grasses, drainage and irrigation. He should have a knowledge of elementary chemistry and landscaping. He must know golf both in theory and practice so that his judgment will be recognized by his chairman. Therefore, the greenkeeper who has mastered his business is somewhat of a combination of engineer, chemist, artist, agriculturist and mechanic. He is truly a versatile specialist of high order, a master of the complicated factors of greenkeeping.

With such a convenient subject I am tempted to write at length as there are many subjects of importance, such as turf culture, grasses, soils, fertilizers and mechanical problems not dealt with here.

How I Get Our Course in Good Condition Early

By H. E. SHADE

Greenkeeper, Oakland Hills Country Club

I ALWAYS get an early start on the season's conditioning of the course by doing as much of the work as is possible in the preceding winter. An important detail of this work is fertilizing our fairways with rotted manure. I haul on the manure during the frozen season, as by doing this work at this time we prevent our fairways from being cut and avoid a lot of extra work later.

This winter I have used 500 tons of cow manure on our two courses. When spring comes I seed the thin places and drag the manure and seed in together, then roll with a heavy roller.

My greens I expect to spike roll and seed with 20 pounds of creeping bent per green, fertilize with 30 pounds of sulphate of ammonia, top-dress and roll.

Tees will be top-dressed and any badly worn spots returfed. I will put around 400 yards of good sand in the traps. We lose a lot of sand out of our traps each year due to the heavy winds across our course, and with 187 traps this item runs up. It is work that must be done with thoroughness in order to have good courses in condition that will reflect credit on the club and its course maintenance organization and provide a good test of golf.

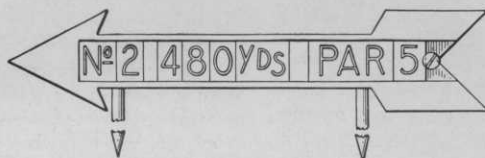
To me, one of the most important phases of spring work is a definite preliminary plan instead of simply an unplanned program that takes up work as it occurs to the greenkeeper or chairman. This lack of planning starts the budget out under a handicap for it allows a possibility of too much waste in performance.

PROS who are making a study of the turnover of their stock will be impressed by the importance of turnover as revealed by a recent Harvard Bureau of Business Research statement. Big department stores having fewer than 3 turnovers during the year made a net profit of only 1.6 per cent. Addition of one turnover a year to wholesale automotive equipment houses brought selling costs down 3.8 per cent.

As the turnover increases, selling cost comes down and profits increase. It's the same for the pro shop as for the big department store, so watch this phase of your business.

TAKE ADVANTAGE NOW OF LOW SEED PRICES for Spring Delivery

WRITE
FOR
OUR
1928
CATALOGUE



JOHNSON'S TEE ARROW
Pair \$2.50

OUR
STOCKS
ARE
COMPLETE

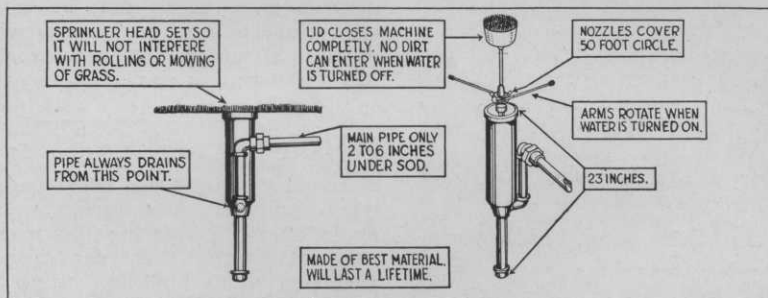
DON'T Fail to see our complete exhibit at the Golf Show, Hotel Sherman, Chicago, March 12-17. Factory experts of every line in charge.

J. OLIVER JOHNSON INC.

World's Largest Golf Course Equipment House

Morgan, Huron, Superior Sts.

CHICAGO



THE Dayton Irrigation Company, of Dayton, Ohio, is speeding up production on their large Underground Sprinkler Head of which they have added a new feature of growing sod in a cup mounted on the top or lid of the Sprinkler Head which makes this particular Sprinkler Head a wonderful feature for golf greens as it eliminates the hose and surface sprinklers and saves the club the expense of having several men watering greens as one man can easily do all the watering in a few hours. All that is necessary is to open and close a valve.

This System can easily be installed on any green, old or new, without spoiling it as the pipe lines are only laid about four inches below the sod line. Each Sprinkler

Head has a positive drain and there can be no freezing during the winter months of the water lines.

This Company has made thousands of successful installations of this Sprinkler Head in private lawns, parks, cemeteries and golf courses during the past four years and the new patented feature of growing sod on top of the Sprinkler has been successfully proven during the past year.

This Sprinkler also is successfully used for watering fairways.

It delivers water just like a natural rain. Detailed information gladly furnished upon request.

Dayton Irrigation Co., Dayton, Ohio

Watch Weather-Man in Spring Work

By LOUIS M. EVANS

Superintendent of Grounds, Cedarbrook Country Club, and President, Philadelphia Association of Golf Course Superintendents

I REALLY believe that the normal greenkeeper views the prospect of spring with a certain amount of fear, and I have to confess to being in this class. It is not the great volume of spring work that is alarming, but it is the thought that the weather man and that will o' the wisp, the Ideal, play such important parts.

Each spring, with hope renewed, we prepare to attain our ideal before the season has ended, and the further we progress the higher our standards get, so our ideal, labor and plan as we may, always keeps ahead of us.

In planning this spring campaign for the attainment of the ideal I would place rolling the greens and fairways first on the list. Right away we are confronted with the weather. It must be right before we can roll. The way I determine the fitness of the ground for rolling is to see if any water seeps up in my footprints as I raise my heel. If it does, the ground is too wet. You can get decided help by watching the weather reports. Did you ever know that if the weather man doesn't forecast accurately from the wealth of data at his command, at least 80 per cent of the time, soon he is out of a job?

Next to the rolling I put the first composting. This is the most important composting of the year as it must shape up the greens after the battering of the late fall

and winter. Once again weather conditions govern, for the ground must be in proper condition.

Then comes the repairing of damage done by storms and such work as the general cleaning up of benches, etc., the repair of washes in the traps and placing of sand in the traps to replace that which has either washed away or blown away during the winter months. It is true that this cleaning may be done under conditions that are far from ideal, but the hauling away of trash, the hauling of sand, etc., still are dependent a great deal on weather conditions.

It is my opinion that the courses in the Philadelphia district last year were in better condition than ever before because the spring was a most unusual one and work along the above lines was started and finished much earlier than during previous springs.

I have not mentioned the mowing of greens and fairways which, of course, is a vital detail and is utterly dependent on the ideal weather condition.

The more thought you give to your spring work, the more you realize how completely you are at the mercy of the weather man. Pray that he treats you kindly, and be ready to take complete and prompt advantage of whatever good "breaks" he gives you.

HOW many golf clubs can show a financial statement that reflects a business-like condition? The new president can apply effort to showing improvement in the statement of his year as compared with that of his predecessor and he won't go far wrong in his service to his club.

GOLF COURSES

DESIGNED and BUILT COMPLETE

PRELIMINARY SERVICE FOR LAYOUTS, ITEMIZED ESTIMATES, ALL DETAILS AND INFORMATION FURNISHED GRATIS

WRITE FOR OUR ECONOMICAL METHOD OF PROCEDURE

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UNITED STATES GOLF ARCHITECTS, INC.

"DESIGNERS, ENGINEERS, CONTRACTORS"

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JAS. J. PRENDERGAST
CONSULTING ENGINEER

His Eagle Eye Picks Spring Work

By C. W. STROUSE
Greenkeeper Highlands Country Club,
Grand Rapids, Mich.

FIRST of all, to get my course in shape for spring, I always run an eagle eye thoroughly over our layout. I make a general survey of all drain lines, prepare to re-seed all grass greens, tees and bad spots in fairways.

All greens and tees are top-dressed with a good sandy loam, using sulphate of ammonia and milorganite. After this is worked into the turf in good shape they are kept moist if the weather is dry. I use a light roller about twice a week to keep them smooth until the mowers are put in use every day. As soon as the fairways are dry enough I roll them with a medium-heavy roller to smooth them out; the mowers do the rest.

The traps are all cleaned out and kept that way all during the season. Trees are cleaned and trimmed so they have the appearance of a well kept estate. The rough is all burned off in the early spring so that when it comes up it will also be clean.

All buildings are painted each spring to give them a neat appearance. Tools, tee boxes, benches and flagpoles are gone over and painted during the winter.

Later in the spring our greens and tees are ready for another top dressing. This winter we are setting out about a hundred and fifty more trees which will add to the beauty of our course.

Club Managers Line Up with Philadelphia Show

CLUB Managers' Association of America is to conduct the Golf, Town and Country Club Exposition to be held at the Penn Athletic club, Philadelphia, May 14 to 19.

This event, originally launched as the National Golf and Country Club Exposition was at first scheduled for April 16 to 21. With the Club Managers' organization taking a hand in its operation it is expected that the affair will show exhibits of a number of manufacturers of clubhouse equipment and supplies, especially since the Club Managers had no exhibits at their annual convention held in Detroit during February.

YOU KNOW ... better than anyone else ...

GLANCE through the bag rack some evening, or check the bags as they come in—and see how many of your members actually NEED new clubs. You know better than anyone else—and they'll listen to you, too . . .

Let them heft the Driver, Brassie and Spoon in a Vulcan SET O' THREE Matched Woods, or tease them with a set of Vulcan STAINLESS Matched Irons numbered 1 to 8. Ten to one they'll share your appreciation of fine golf clubs—and you'll make a lot of mighty profitable sales.

And when they ask you about VULCAN Clubs—be ready for them. If you're not already fixed up, send quick for a 1928

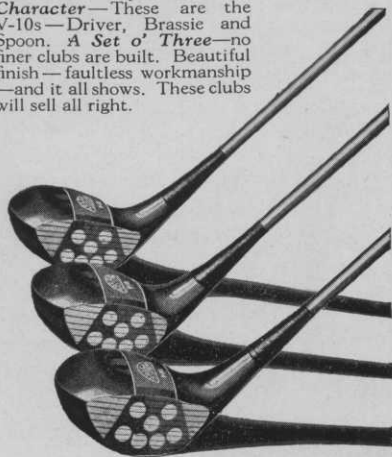
Catalog and we'll reply at once—outline for you our attractive plan of co-operation with Pros.



See the complete VULCAN line at the Golf Show-Booth 140.

VULCAN GOLF COMPANY
Portsmouth, Ohio, U. S. A.

Here's an example of *Vulcan Character*—These are the V-10s—Driver, Brassie and Spoon. A Set o' Three—no finer clubs are built. Beautiful finish—faultless workmanship—and it all shows. These clubs will sell all right.



VULCAN

Clubs of Character for every Golfer

GOLFDOM'S EQUIPMENT REVIEW

What the Makers Say of Their 1928 Features

MEEKER DISCING MACHINES FOR TURF IMPROVEMENT

C. O. JELLIFF MFG. CORP., 50 Pequod Avenue, Southport, Conn., has perfected the Meeker Discing Machine for repairing and improving fairways and laws. It is made in three sections which are detachable and may be used as separate units. The third section acts as a trailer, cutting ground left by the other two. The machine is also furnished with five sections for use with a tractor.

There are four sets of rollers carrying twenty-eight steel cutting wheels, eight inches in diameter, to each section. These are adjustable to a slight angle for reseedling or scarifying the turf, or to a straight position for cutting runners or aerating the roots.

Another valuable feature is the additional bearings with which the Meeker machine will be equipped if desired. This makes the discs interchangeable from one form to another, according to the needs of the turf.

This company also manufactures a hand machine for use on the greens. This machine is also extremely useful in caring for the lawn of moderate size. By using it systematically you can eliminate weeds and even crab grass. The wheels open up the turf permitting air and moisture to enter the soil. This causes new blades to spring up so that in a few weeks the turf becomes decidedly thicker.

IDEAL TELLS ITS LINE'S 1928 FEATURES

FOR 1928 the standard roller type Ideal Power Mowers of the Ideal Power Lawn Mower Co., Lansing, Mich., will be the same in general design as for the past two or three years except that standard equipment this year will have magneto ignition and engines are equipped with a very efficient air cleaner.

The 20-inch and 25-inch wheel type Ideal Power Mowers have three or four very important mechanical improvements this year. All 1928 wheel type Ideals will be supplied with a new type flywheel magneto that has proven unusually serviceable during the past season. We are also using a new Tillotson carburetor designed especially for these mowers which is supplied with a throttle control giving variable speeds which adds greatly to the performance of the mowers when used in extra heavy cutting, climbing grades, operating around such obstructions as trees, shrubs, walks, drives, etc.

With these machines a gasoline filter is also standard equipment and a crank case breather has been added which tends to keep the engine cool, thereby assisting the power that the engine will develop when working under heavy loads, especially in extreme warm weather.

Rite-Hite Tees

Always Uniform in Height

Regular



GOLF CLUBS throughout the country are recognizing the merits of RITE HITE TEES.

The Uniform height feature of the RITE HITE TEE enables the player to tee his ball the same height each tee shot.

Such experts as Gene Sarazen, Johnny Farrell, Harry Cooper, and others, all agree that they are the logical and most efficient tees made, and use them exclusively.

Sold in Package and Bulk Form.
Colors Red and Yellow.

See Your Nearest Jobber or Write Direct to

The General Timber & Lumber Co.

7102 Woodland Avenue

Cleveland, Ohio, U. S. A

Southern
LongShank



"FRIEND" MFG. CO. MAKES ALL-PURPOSE SPRAYER

THE "Friend" Golf Course Sprayer, made by the "Friend" Mfg. Co., of Gasport, N. Y., is designed to handle successfully all jobs of golf course spraying; for applying fertilizer insecticides and fungicides to greens and for spraying shade trees.

The "Friend" Golf Spray Gun is most ingeniously made. It throws a fine, forceful, penetrating spray downward around the delicate grass roots, not an injurious stream. The discharge disc corresponds to the capacity of the power sprayer. A simple turn of the wrist opens and closes the spray.

This company manufactures a large number of sprayers of varying capacity for all kinds of work. "Friend" engineers are always ready to offer their suggestions.

STUMPP & WALTER HAVE NEW CATALOG

THE STUMPP & WALTER CO., New York, has issued their 1928 Implement Supplement of Golf Turf, containing a complete list of implements, requisites and machinery for golf courses, tennis courts, polo fields, etc. This Supplement does not act as a substitute for "Golf Turf," as a revised edition of this book will be published at a later date.

SNAP VALVE COUPLER CUTS COURSE COSTS

BUCKNER MFG. CO., Fresno, Calif., is opening up eastern territory on the Snap Valve and Quick Coupler with the marked success the device met on the western slope.

The big claim made for the device is that it enables one man to do the work of three in watering an 18 hole course. The valve is fitted to the ends of the surface risers approximately 75 feet apart over the fairways and can be opened only when the sprinkler head is coupled on. Thus, the water supply for the entire course may be turned on at the main valve and left so indefinitely.

The Snap Valve's makers point out for it that it eliminates hundreds of feet of hose, simplifies operation, gives complete and even irrigation and that it has ease of control. One man can operate this system by snapping on the sprinkler heads with a wrench without getting wet. There are no threads to strip. The entire assembly is of bronze. Automatic closing of each valve prevents clogging.

One of the major features is the regulator in each sprinkler head enabling proper flow and pressure for each outlet.

By means of the adjustment on the Quick Coupler a uniform flow is maintained over the entire course, regardless of elevation or distance from source of supply.

Any type sprinkler head may be used with these couplers.

Another decided advantage is that a Quick Coupler may be attached to a length of hose. The hose can be connected to any valve and may be used for watering shrubbery, trees, etc., outside of the irrigated area.

The question arises as to expense involved in changing from an old system, already installed, to the Snap Valve and Quick Coupler equipment. This is best answered by citing a typical example on a well known golf course



Fastest selling TEE in the world

REDDY Tees give you a good margin of profit, and they give it often. They sell fast—faster than any other tees in the world.

You can sell Reddy Tees to almost everyone who plays golf. Display them prominently and ask each golfer, "How are you fixed for tees?" A reminder makes a sale.

Reddy Tees help sell other equipment for you. Golfers come in frequently for them. That gives you a good chance to sell balls, clubs, and other merchandise.

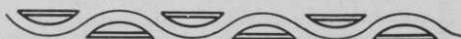
Golfers prefer Reddy Tees to any other because they last longer, are brightly colored, easy to find, balance the ball without friction, easy to insert and adjust, and, in short, because they are the best designed and best made tees on the market.

THE NIEBLO MFG. CO., Inc.
38 E. 23rd St. NEW YORK

The **REDDY TEE**
REG. U.S. PAT. OFF.

The TEE of Champions

P. S. For those who fancy a carrot tee, the Nieblo Mfg. Company makes Scot Tees. These are not as well made as the Reddy—no other tees are—and consequently cost you less.



Fulname Golf Ball Marker

(1928 Improved Model)

Now Free

*Simple conditions
easily met by any
Club or Pro.*

**Equipment
indispensable to
modern golf.**

**More than 3000 in
use in 12 countries.**

**Do not fail to write for
details of this remark-
able new proposition
today.**

The Fulname Co.

Southern Ry. Bldg. Cincinnati, O.

in California. For fifteen years this particular course has depended upon revolving sprinklers and six thousand feet of new hose every year. Six men were employed at 275 days a year, the season's irrigation bill totaling \$9,945.

Facing this heavy expense, the officials undertook a personal investigation of cause, effect and remedy. The old system proved to be inadequate, not to say excessively costly, resulting in a brown, spotted course. A company was called in to make a survey of the situation and to submit a bid for a complete new installation. The bid was accepted.

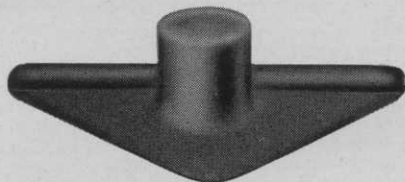
The first year's operation under the Snap Valve and Quick Coupler System effected a net saving of five thousand dollars.

At the end of six years the Club will have the original cost of the system realized in savings. Two men water the course at night.

* * *

PAR-TEE MAKES PLAY FOR BIG BUSINESS

WITH the trend being so strongly toward the displacement of sand by patented tees, there is considerable attention paid by both the pro and green-maintenance factors to the tees that are finding favor. In this category comes the Par-Tee, a red rubber tee that sets



Par-Tee (rubber)

on any surface and rocks over, without impeding the progress of the ball or of the club-head, as soon as the ball is hit, so its sponsors point out. The Par-Tee is conveniently carried by the individual player as well as being suitable for club use.

Complete details of the Par-Tee, as well as pro prices, will be furnished on request by Par-Tee, Inc., 1105 Guarantee Title Bldg., Cleveland.

WANTED—A young man, who is now acting as assistant Pro, to take charge of a Golf Shop with all profits accruing to him from the sale of equipment, repairing, storing and cleaning of clubs, and lessons. Shop is on an eighteen hole semi-public golf course. In a city of 75,000; only other golf club being a private club. 20,000 rounds of golf are anticipated for this year's play. From \$60 to \$100 per month will be added to profits, depending upon ability and willingness of applicant. Address Golf & Recreation, Saginaw, Michigan.

Preparing for the Season's Opening

By BOB DUGUID

Greenkeeper, Evanston (Ill.) Golf Club

IF THE most is to be made of the season's work it is not a bad idea to make an eleventh hour check-up to see if any of the winter's work has been neglected.

There should be completed, prior to the opening, a very thorough overhauling of the course equipment. Replacements and repairs should be made so there will be no slowing up of the activities from the time the season starts. Getting the force on the job a little earlier gives one time to make sure that everything is ship-shape. I have found that it is profitable to have on my force men who are able to do good jobs of overhauling the motorized equipment of the course, the mowers and other maintenance equipment, during the winter months. In a great many cases motor equipment can be put in perfect running order without sending motors or other parts to automobile repair shops. It is no great task to take a tractor engine apart, grind the valves, renew the piston rings, tighten the bearings and make minor adjustments, and if maintenance costs are to be kept down, this work is imperative before the season opens. Then your equipment is in shape to run through the season with only ordinary servicing.

Such servicing may bring out some machinery fault not noticeable on the surface but which might cause vexatious and costly delays during the working period on the course. You have to have confidence in your equipment if your work is to be done right.

The mowers require very careful inspection. Worm gears should be replaced and reels sharpened. I use an electrically operated sharpener which, although apparently costly, gives ample satisfaction for the outlay by practically paying for itself in one season, leaving its future use as clear profit.

Tee boxes, flagpoles, benches, ball washers, markers and similar equipment should

PROFESSIONAL with 20 years' experience desires position with good club. Practical experience as teacher, construction and maintenance man. First-class reputation. E. J. Brickwood, 31 W. 8th St., Cincinnati, Ohio.

Walter Hagen says

WE'VE got a real sure-fire merchandising plan for professionals and I want to tell you all about it.

Come in and see me at the Golf Show, March 12-17, in Chicago. Let's talk this thing over between ourselves. This plan is fundamentally new and you should learn more about it.

Let's work together on this plan and get your golf business started with a rush. I know we can do it.



Golfers

Here's A New Tee

Pencil and Tee All in One

A real convenience for the golfer, a pencil is often forgotten, or lost.

With **RITE TEES** he is never without a pencil.

RITE
PENCIL
TEE

Every tee a pencil

Sell the tee that is also a pencil—
it costs no more than ordinary tees.
18 tees in a box—red or yellow.

**Two Dozen Boxes (Solid Color)
In Display Carton**

Can be had from
Jobbers or We Will Supply You.

WIMO SPECIALTY CO., Inc.
121 West 17th St., NEW YORK

be examined for needed replacements and repairs, as it always happens that several of these items do not survive the winter in proper shape for continued service.

Rotary screens, compost distributors, pumps, hole cutters and all other such items would not suffer from this policing-up operation. Paint should be liberally used in getting equipment ready for the season's service.

While this is going on, some attention might be given to a general tidy appearance about barns and sheds, as waste matter accumulates in unsightly masses around these places.

All tools should be set in places where they will be accessible, and instructions issued that each should be returned to its proper place after use.

A list of all material which will be needed for the season should be prepared. This includes mowers, seeds, fertilizers, hose, sprinklers, sprayers, worm eradicators, etc. If your supplies and equipment are ordered through the green-chairman this list should be turned over to him at once so that everything will be on hand when wanted.

Whenever possible sand should be hauled directly to the traps while the ground is hard as this will avoid a great deal of expense incurred when the sand is delivered to a central point and then re-handled by your own workmen.

Trees and shrubs should have been pruned during the winter, and if you have a power sprayer the dormant spray should have been put on at that time, and all dead limbs cut out. See to it that all your frames are in readiness for your spring flowers.

These various items have another value which should not be passed over in the winter work in preparation for the opening; besides giving definitely constructive work to the greenkeeper and his winter staff, it gives to the responsible club officers a confidence in their workmen which helps to increase the pleasure in belonging to a smoothly running organization and the satisfaction that comes to any business organization from utilizing efficiently all available labor supply. This preparatory work also has the virtue of ironing out, prior to the season's opening, any possible friction among the members of the force, getting the working personnel aligned for most effective results and assuring the harmony necessary to the business-like operation of any club.

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