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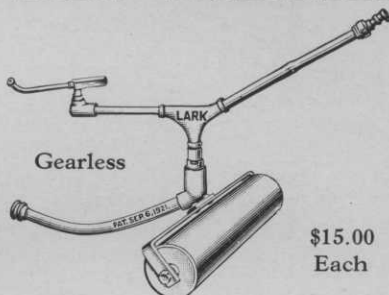
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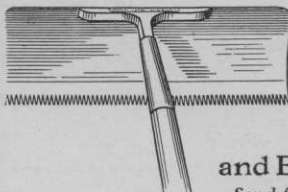
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Old English Grass Seeds for Golf Courses



Price lists are issued at regular intervals Is your greens committee on our list?

The Philadelphia Seed Co.
Old English Grass Seeds
103-105 Arch St. Philadelphia Pa.

We have published pamphlets from time to time, some for the members and some for the caddies, and we feel our efforts have not been entirely in vain, as we have received, both by word of mouth and by letter, commendation and encouragement to continue our efforts.

It would seem the W. P. G. A. has a great opportunity to continue this work and impress upon its members the importance of keeping in mind that all caddies are someone's sons, and that a good example and kind treatment should be accorded all, thereby helping these manly little fellows to grow into good citizens and remember us kindly.

Golf is a fine sport for bringing out the best in a man and should be a fine school of example for all boys.

A Pointer for the Shop Pro

The decision of authorities on sales in women's wear is that style rules. Quality is not to be overlooked of course, but style prevails over quality in the eyes of the purchaser to an unbelievable extent. How many pros sense the same influence in the case of the present-day golfer? It is quite apparent.

Compare the play-clubs that are turned out today—not to mention the prices asked for them—and be convinced of the influence of style over the substantial but plain hand-made weapons that the golfer of yesterday was content with. No one believes that the difference in price is commensurate with the results obtained from them. It simply means that the present-day purchaser of golf equipment is willing to pay for appearances, and it is up to the pro to gratify the desire.

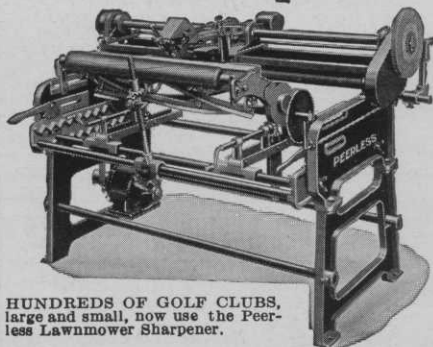
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Pittsburgh Field Showers Pleased with Soft Water

Soft water in the showers is one of the details of club service that is certain of getting favorable comment from the delighted visitors as well as being accepted by marked appreciation by the club's members.

One of the many attractions of the Pittsburgh Field Club, located about twelve miles from City Hall in Pittsburgh, Pa., is the quality of the water used in their showers. Visitors to this most excellent eighteen hole course from different sections of the country are curious to know why the water is so soft. The answer is furnished by John W. Carr, Secretary-Treasurer of the Club, in an analysis as follows:

	Parts per Million	Grains per U. S. Gallon
Na_2CO_3	86.92	5.06
HNaCO_3	377.16	21.98
NaC	166.34	9.71
SO_2	2.80	.16
S_2O_3	1.10	.06
NaSO	1.19	.07
Na_2SO_4	9.41	.55

Total Solids 644.92 37.59

The water is pumped from a deep well on the property—Sodium Carbonate, Sodium Bicarbonate and Sodium Chloride—seems to predominate in the analysis.

HERE'S a good tip for the pro shop, from an address by B. F. Gimbel: "The successful store is the one that is ready to give today what people will be asking for tomorrow. It's not a matter of merchandise alone; it's a matter of spirit, of point of view, of general outlook."

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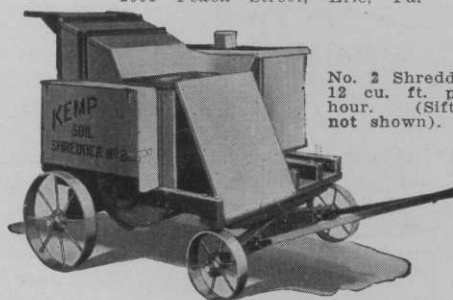
"It shreds the soil or the dirt and separates the fine soil from the coarse, thus making a perfect top dressing."

and saves money . . .

"Doing the work the old way cost an average of \$4.00 or \$5.00 per cubic yard. But it has now been reduced to 30c per cubic yard."

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No. 2 Shredder
12 cu. ft. per
hour. (Sifter
not shown).

KEMP POWER SOIL SHREDDERS

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Westmoreland Country Club, Pittsburgh, Pa.
Brookside Country Club, Columbus, O.
Virginia Country Club, Long Beach, Cal.
Glenview Country Club, Chicago, Ill.
Phoenix Country Club, Phoenix, Ariz.
A. D. Lasker (private course), Chicago, Ill.
Milburn Country Club, Kansas City, Mo.
Colony Club, Detroit, Mich.

All of these jobs (and a number more) were handled by Wendell P. Miller, and we have a right to feature them, as the clubs will tell you. Consider the character of these clubs, and bear in mind that there's a generally over-rated idea of the cost of drainage and watering.

Talk your situation over with us. There's no charge or obligation for a consultation.

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SHALE GENERAL TILE

Actual performance and laboratory tests prove General Shale Tile superior in shape, size, toughness and uniformity. It is endorsed by foremost golf drainage authorities.

Every tile is trade-marked for your protection with our name and the material from which it is made. Our freight rates are reasonable to all points between the Mississippi and the Atlantic.

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FACTORY, BALTIMORE, OHIO—Capacity 1,500 Carloads Per Year

There Are Profits in a Golf Class for Youngsters

By "CHICK" TROUT

Professional, Topeka Country Club

THE sons and daughters of members are a potential source of added income to the pro who can interest the youngsters in the game of golf. But just giving them lessons because they have been sent to you by their parents is not enough; the youngsters would rather dance and ride and play tennis.

I found this out during the 1926 season. At the request of several parents, I arranged tournaments, did everything to get them interested, but didn't accomplish very much.

In the early spring of 1927 I started on a new track. I passed the word around that my assistant, Marshall Becker—"State Collegiate Champion"—would give free lessons each Saturday morning. The only charge would be for a caddy. Although several of my pro friends frowned on the idea, I went through with it.

The first of June saw between 25 and 30 boys and girls, ranging in age from eleven to sixteen, out for our Saturday morning

lessons. Part of these players bought complete sets of clubs, some of them already owned two or three clubs and had others shortened and rebalanced, all of which was very profitable to me. In addition, they used plenty of balls. As time went on, several of the most promising youngsters signed up for private lessons.

The classes continued throughout the summer vacation. We staged tournaments for the boys and others for the girls, and every one of my pupils took part. They had acquired a real interest in golf.

Everybody was pleased—the parents because their children were playing the game; the youngsters because they had acquired a more thorough knowledge of golf; my assistant because of the valuable experience it gave him to conduct these lessons; and I because I secured a nice business in clubs and other supplies, and a number of lessons I otherwise would not have had.

It is up to the professional to get the members' children playing golf. It has been a great help to me and to the Topeka Country club. Already the members are asking me about the class lessons for the coming year. Needless to say, we will have them, and expect to double the attendance.



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GOLF SPRAYERS

Made Large, Medium, Small

For all golf course spraying; insecticides, fungicides, liquid fertilizers. For fairways, putting greens, trees and shrubs.

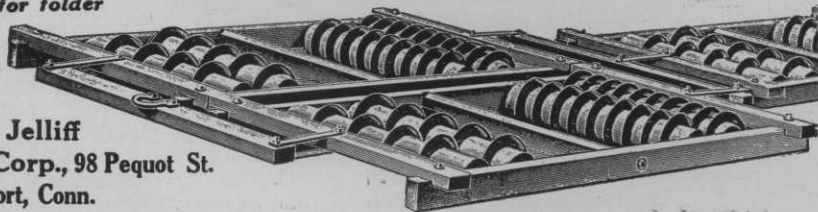
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better golf equipment dealers
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One of the smaller "Friends" at work "Friend" Mfg. Co.
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Easy to Make a Smooth, Thick Turf with the MEEKER DISCING MACHINE

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SCIENCE AND MERCHANDISING UNITE TO BEAT BROWN PATCH

SEVERAL years ago it was found that the organic mercury compounds were very effective in controlling both kinds of brown patch and these commercial materials came into rather general use on the best golf courses. Later it was recommended that for the best and quickest results the chemical treatment should be followed by a stimulant, such as ammonium sulphate, for the purpose of quickly restoring the diseased areas to their normal green appearance.

The scientific staff of the Bayer Company, Inc., manufacturers of Uspulun, the original organic mercury seed and plant disinfectant, were not quite satisfied however. They believed that the stimulant might be compounded with the disinfectant and the practice of brown patch control simplified through the application of one compound which would not only kill the fungi concerned, but would stimulate the weakened grasses as well.

Two years of research were devoted to the development of this idea and finally such a material under the name "Nu-Green" was placed on the market by the Bayer Company in the spring of 1927, with the result that it was widely tested during the past year and has received high commendation by greenkeepers and green-committees throughout the country. It controls brown patch and restores the diseased greens to normal condition about two days sooner than was possible by the old method, its sponsors state.

The response of greenkeepers in adopting

Nu-Green for brown patch and the success attending its use during the first year of its introduction has enabled its manufacturer to market this product in larger quantities and cut the price to a point where it may be extensively used for fungus diseases of grasses on lawns, as well as on golf greens.

Ten Laws of Correct Labor Management

(Continued from Page 18)

to pay a higher rate, as an incentive for better work.

The Law of Prompt Reward

Any reward or punishment that is remote in the time of application has a relatively faint influence on the average man's conduct. To be most effective, the reward or punishment must follow swiftly upon the act. The lower the scale of intelligence, the more prompt should be the reward.

The Law of Competition

The pleasure of the competitive game lies in conquering your opponent, and this follows logically from the fact that competitive games are an evolution from the

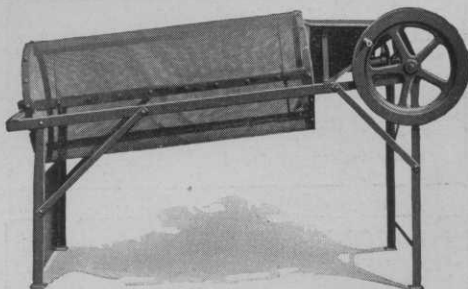
Speed Up Your Top-Dressing!

THE Littleford Compost Screen, designed by men familiar with the needs of the Golf Course, will enable you to top-dress your greens oftener and at a lower cost. Write for complete details.

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The successful use of Commercial Fertilizer depends on its even distribution. The Peerless Spreader gives even distribution, hence insures best results.

The Peerless has a positive feed, no chance to clog because of its wobble motion agitator. The adjustable feed opening allows a range of capacity of from 100 to 2,000 lbs. per acre. The flow is controlled by the hand from the handle, so exactness of distribution is guaranteed.

On account of its lightness and wide convex wheels, it can be used on the most delicate turf. It is easy to operate and will last a lifetime. It can also be used as a grass seeder.

If your dealer cannot supply, write for prices and literature.

THE PEERLESS FERTILIZER DISTRIBUTOR COMPANY

218 Cedar Rapids Nat'l Bank Bldg.
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guarantee

HICKORY SHAFTS, FIFTEEN CENTS

For both iron clubs and wood clubs. The Shafts are second growth hickory, air-seasoned for two years, returned to professional size, straight, beautiful, fairly stiff.

THIS OFFER IS SINCERE. I WANT EACH PRO TO GET HIS SHARE

Postage prepaid where remittance accompanies order. C. O. D. shipments sent collect.

Send \$3.75 for 25 shafts, postage paid.

Send \$7.50 for 50 shafts, postage paid.

Send \$15.00 for 100 shafts, postage paid.

JOHN W. WEIS, 650 New York St., Memphis, Tenn.

TO YOUR OWN CLUB BE TRUE—

and it will follow that before ordering Charge Checks, Score Cards, Guest Registers, Caddie Cards and other forms used by country clubs you will first see our line of standardized printed matter.

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703 South La Salle Street - - Chicago

Used Golf Balls Bought

Check sent 48 hours after their receipt. Any Quantity.

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HICKORY—We have engaged in the manufacture of hickory products for the past twenty-six years, and can furnish pro finished hickory golf shafts of the very finest quality.

I. R. Longworth Co., Somerset, Ky.

primitive chase or battle. Work conducted as a competition becomes a game, and thus stimulates those engaged, not only to strive with great energy, but to take keen pleasure in the contest.

Pitting one man or gang of men against another man or gang of men easily arouses the spirit of contest. But it is impossible to maintain this spirit indefinitely without following the seventh law; namely: *Make the reward proportionate to the performance.* When this law is observed, an added spirit is given to men by pitting one against another.

The Law of Managerial Dignity

That there should be anything like caste among managers of men seems, at first, repulsive to democratic principles of government, whether the government be political or industrial. Nevertheless, a good manager of men is never "one of the boys." Managerial control reaches its acme in the army, and there we find class distinctions most scrupulously observed. The officers do not dine with the men, nor do they form close friendships with men in the ranks. Familiarity breeds contempt, or, at least, it breeds the feeling that the great man is not so great after all.

All greenkeepers are under a constant fire of criticism by their men. They compare you with the other greenkeepers who were there before, or with some greenkeeper they knew at another course. The best shield a greenkeeper can wear is the protection afforded by distance. His little foibles—and all men have them—may be thus kept concealed. Men of less mental endowment will always seize upon the little defects of a greater man's character or attainment as evidence of lack of superiority.

"TREES OF HEAVEN"—Ideal for

golf landscaping. Quick growing—beautiful foliage—hardy—easy to plant. Six feet high now. Will grow another six feet this year. SPECIAL; delivered during April anywhere in Chicago District, in 50 or 100 lots only, \$1 each. Address "Nursery," care of GOLFDOM, 236 N. Clark St., Chicago, Ill.

Cash for Used Golf Balls—Highest prices paid. Any quantity, any condition. For full information write, **GOLF BALLS**, Box 10, care GOLFDOM, 236 N. Clark St., Chicago.

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For each detail of the work, every man should be responsible to some particular man higher in authority. There should never be any doubt as to whom a man is responsible; but it does not follow that a man should be responsible to only one person, except for certain acts. What is emphasized is the importance of not dividing the responsibility for any particular act. A green-chairman or member of the green-committee should never give orders to a workman, and members should not even speak to a workman on the place. All orders should come through the green-keeper to the foreman. To do otherwise will not only result in reducing the workmen's respect for the foreman, but will frequently anger him, on account of the loss of dignity in the eyes of the workmen. We sum up the tenth law thus: *Discipline is best secured by managerial dignity, and dignity is best preserved by social separation of the greenkeeper and his foreman from the workingmen, and by an invariable demand of obedience to those responsible.*

TRACTOR WHEELS

Club managers are pleased to secure Golf Wheels for their Fordson tractors, which have the following features

1. 50% more traction than others. Secured by proper spacing and amount of spuds.
2. Rims that will not bend or dent.
3. Round edges that protect the turf.

If your local dealer cannot supply, write direct.

R. S. HORNER, GENEVA, O.

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R. H. Wheel Spuds, R. H. Fairway Tractor
Wheels for Tractors, and Ford Trucks



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RIVERSIDE, ILL.

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FRED SELLERS & SON, RIVERSIDE, ILL.

move equipment of all kinds for golf architects, contractors and courses. For estimates, write, or telephone Riverside 5018 or Berwyn 1000.

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Barter's
TESTED SEEDS

Worm Eradicator

(in Sealed 100 lb. Bags)

Sole Importers

COLLINS SEED SERVICE CO.

60 Congress St., Boston, Mass.

Clean and Condition your Golf Courses and Recreation Grounds with

"The FULLER Lawn Broom"
"THE NEW BROOM" that always sweeps clean

Width
22 in.



Picks up easily, small stones, acorns, pine needles, tree seeds, cigarette butts, peanut shells, papers, leaves, etc. Sent postpaid for \$2.00 in U. S. A. MONEY BACK GUARANTEE. Use it 10 days and if not entirely satisfied, return it and your money will be refunded. "USE WITH A SWEEPING MOTION"
FULLER MFG. CO. - NEWHALL, IOWA

**Cast iron pipe
lasts
forever**



And only McWANE makes it small enough to give you a complete watering system in rust-proof pipe 1½ in. p. Joints included.

McWANE CAST IRON PIPE COMPANY
Birmingham, Ala.

<p>30 IN. FAIRWAY MOWER \$715. \$70.</p>	<p>Prices marked show retail and wholesale costs for past 6 years. We now</p>	<p>85 IN. TRIPLEX \$665. \$250.</p>
<p>offer you wholesale prices because we proved last year that true wholesale dealings with Golf Clubs showed minimum selling costs, tremendous sales increase, and most profit to all.</p>		
<p>NATIONAL MOWER CO. 2418 University Ave. Minneapolis, Minn. The finest type Fairway Mower built with double sets of tempered steel cut gears in oil tight cases.</p>		
<p>740 - 555. 5 MOWERS & HITCHES</p>	<p>Write for literature.</p>	<p>442 in. \$495.</p>

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MARCH, 1928

Editorial Contents

Do Your Draining Right—It Saves..	9	His Eagle-Eye Picks Spring Work...	45
What a Soil-Tester Tells Greenkeeper	12	Club Managers to Run Philadelphia Show	45
Pros Who "Sell" Themselves and Merchandise	13	GOLFDOM'S Equipment Review....	46
Ten Laws of Correct Labor Management	16	Preparing for Season's Opening.....	49
How to Grub-Proof Established Greens	19	Chicago Plans Experimental Station..	51
Paid His Club by Being Press-Agent and Pro	24	Leach in Arsenate of Lead Debate...	52
Probing Some Diseases of Turf Grasses	26	Greenkeepers Again Pick Morley....	56
Getting "Even Break" for Club and Manager	32	"Stiffer Spines" Managers' Meeting Slogan	60
Careful Selection of Course Site Vital	36	Ten Commandments for Pro Job....	62
Fast Work in Course Conditioning...	42	New Clubhouse Is Great—But.....	66
Watch Weather-Man in Spring Work	44	Remember Replacements in Buying Policy	68
		Caddie Master Key to Kid Problem..	70
		Pittsburgh Field Showers Please....	73
		Profits for Pro in Youngsters' Classes	74

For Index to Advertisements see page 80.

How Glenview Waters Fairways

By ED. HAUP, Greenkeeper
Glenview (Ill.) Golf Club

OUR water mains are of cast iron pipe from 6 to 12 inches in diameter, operating at a pressure varying from 65 to 75 pounds. These pipes are laid at the edge of the rough, just off the fairways, with outlets rising to the surface at intervals of 125 feet. These risers are of two-inch pipe reduced to a one-inch hose nipple. All hose in use is of the one-inch size.

We use Economy sprinklers, seven-sixteenths-inch nozzle, one-inch hose, having a capacity of 30 gallons per minute. This sprinkler covers a circle with a diameter ranging from 120 to 130 feet. Ten of these sprinklers, weighing ten pounds each, operating from twenty to ninety minutes, depending, of course, on the condition of the soil, are sufficient to keep the fairways in perfect playing condition. By mounting a box on a Ford chassis to move hose and sprinklers from place to place I have speeded up the work so that the time wasted in the operation is practically negligible.

The sprinklers used on putting greens are smaller in size and cover an entire green at one setting. This permits the man to assist in watering the fairways after the tees have been watered and the greens sprinklers set. Two men working shifts of twelve hours each take care of this work. These men are taught to determine the condition of the soil by the way it feels under foot. Of course the night man works at a considerable disadvantage, but the day man is in a position to check up on his work and retouch the places he has missed the night before. Sometimes it is necessary to operate the sprinklers on three or four fairways in order to bring the course in proper condition.

Sprinkling Points to Watch

To the uninitiated greenkeeper fairway watering presents quite a problem, but by keeping these points in mind most of the difficulties will be smoothed out. First of all, oversprinkling slows up play, hinders mowing of the course, and the general mud and mess does not present an attractive picture to the members' eyes; but at the same time, after a rain, one should never wait until the ground becomes dry and parched before watering.

Golfdom Buyers' Guide

*Check this page and mail it to GOLFDOM,
236 N. Clark St., CHICAGO*

Notify GOLFDOM of your club's requirements for course, clubhouse and pro shop, and you will get prompt and complete details from leading manufacturers. Check, on list below, items that interest you. Add your name and address at bottom and mail to GOLFDOM, 236 N. Clark St., Chicago, Ill.

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Vol. 2

MARCH, 1928

No. 3

Advertisers' Index

Atkins & Durbrow, Inc.	55	McWane Cast Iron Pipe Co.	77
Barrett Co.	3	Miller, Wendell P.	77
Bayer Co.	25	Milwaukee Sewerage Commission	2
Bean Spray Pump Co.	63	National Mower Co.	77
Billig, Hal	65	Nelson Mfg. Co., L. R.	71
Buckner Mfg. Co.	67	Nieblo Mfg. Co.	47
Calculagraph Co.	51	O. M. Scott & Sons Co.	59
Carrier, Lyman	67	Par-Tee, Inc.	Third Cover
Chamberlain, Ernest	71	Peckham, A. N.	35
Chicago Vitr. Enamel Co.	39	Peerless Fertilizer Distributor Co.	76
Collins Seed Service Co.	77	Pennsylvania Lawn Mower Works	5
Davis, George A., Inc.	4	Peterson, Arthur D., Inc.	57
Dayton Irrigation Co.	43	Philadelphia Seed Co.	72
Dickinson Co., Albert	Back Cover	Pioneer Golf & Landscape Co.	59
Fate-Root-Heath Co.	72	Premier Poultry Manure Co.	37
F. & N. Lawn Mower Co.	61	Reade Mfg. Co.	69
Flossmoor Nurseries, Inc.	63	Riverside Salted Almond Co.	77
Friend Mfg. Co.	74	Roseman Tractor Mower Co.	8
Fuller Mfg. Co.	77	Schulz, O. Co.	69
Fulname Co.	48	Sellers & Sons	77
General Clay Tile Co.	74	Sherwin-Williams Co.	33
General Timber & Lumber Co.	46	Simplex Mfg. Co.	51
Golf Ball Supply	76	Smead Turf Nurseries Co.	71
Horner, R. S.	77	Snap Valve Co.	2
Hovey & Co.	71	Standard Mfg. Co.	57
Ideal Power Lawn Mower Co.	29	Staudt, E. G., Mak-A-Tractor	69
International Harvester Co.	7	Stumpp & Walter Co.	53
Jacobsen Mfg. Co.	31	Synthetic Nitrogen Prod. Corp.	66
Jelliffe Mfg. Corp., C. O.	75	Toro Mfg. Co.	27
Johnson, J. Oliver, Inc.	43	U. S. Rubber Co. (Balls)	1
Jones Fertilizer Co.	72	U. S. Rubber Co. (Hose)	40-41
Kemp Mfg. Co.	73	U. S. Golf Architects	44
Kewanee Priv. Util. Co.	55	Vestal Co., John H.	76
Langford & Moreau	69	Virginia-Carolina Chemical Corp.	65
Leesley, Rob't F., Grass Co.	Second Cover	Vulcan Golf Co.	45
Littleford Bros.	75	Wagstaff, C. D., & Co.	39
Longworth, I. R.	76	Weis, John W.	76
Lucas Bros.	73	Wimo Specialty Co.	50
Macomber, Leonard	71	Willy, John	50
MacDonald, Frank P.	67	Wilson-Western Sporting Goods Co.	51
Maddox, Chas. E., Construction Co.	6	Winn, E. L., Inc.	4
Mallinckrodt Chemical Works	61	Worthington Mower Co.	21, 23
		Young, L. A., Co.	49

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