

MAKING FINE FAIRWAYS BY Soil Conditioning —A BRIEF ON THE CLAY PROBLEM

By C. A. TREGILLUS
Supt. Mill Road Farm Course

WHILE a satisfactory turf can be grown on almost any soil under proper conditions, we often run into certain types that do not respond to the efforts of the greenkeeper as do others.

A good mellow loam is to be prized above all because it will produce and support a desirable sod with the minimum of attention and expense. But we are not all so fortunate as to find ourselves located in regions so blessed and from this happy mixture of sand, silt and clay we observe that soil types swing in two directions.

On the one side of the classification we

run into the so-called lighter types, soils of a more pronounced sandy nature, becoming so coarse in their texture that, given an opportunity they will almost blow away. They are usually poor and have physical characteristics that are not conducive, without proper help, to a good season-through turf.

On the other hand, there are soils with a deficiency of sand in their make up: the heavy, sticky, unyielding clay types, too often the despair of green committees and greenkeepers. These, too, may be brought into subjection with intelligent manage-



P. and A. photo.

Set back from the glistening waters of Lake Tippecanoe is the clubhouse of the comparatively new and very successful Lake Tippecanoe (Ind.) Country club. Its members come from a hundred mile radius.

ment and may equal if not surpass all others in the matter of acquiring a healthy, luxurious covering of green.

All kinds of soil will yield to some treatment, and while it may not be an economic proposition to bring poor and barren land into commercial production, still it is safe to say that there are very few areas that cannot be made to grow grass and good grass at that, with all the resources that we have at hand in this day and generation.

The real practical problem of soil management is of course, the fairway. Greens and tees may be built to any desired soil type that may be considered best for the particular situation, but with the fairways—well, we have to take them as we find them.

Too often they are left that way—in golfing parlance "as they lie." While the rules of golf prevent us from improving the position in which we find our ball, there is no prohibition against improving the lie from underneath.

Our heavy soils, though potentially rich in plant food, are frequently poor and stingy in releasing them to the growing plants. Clays are tight, figuratively and literally. An Irishman once said that he could withstand anything but temptation, a thought worth pondering over when wrestling with stubborn earth. With clays generally it is the craving for organic matter—humus—that is responsible for the unyielding attitude and if we act wisely and favor them with this deficiency, the riddle might be solved.

The treatment of any soil begins by understanding its deficiencies and shortcomings. Two farms may lie side by side on apparently the same kind of soil and one man's land yields him bountiful crops while the other is a failure. Why? It must be that one understands his soil better and is farming more intelligently.

Let us bring this lesson home to the golf course and tackle that job of grassing over forty or fifty acres of fairway. First let us ask, what is necessary for the growth of a healthy grass plant? To cut a long answer very short we may say: principally light, air, moisture and food.

The first we have no control over but a moment's thought will convince us that the remaining three factors are tied up very closely with the way we handle the ground in which the plant roots make their home. Let us pursue this matter and consider the relationship that this thought suggests.

Air. All plants need air, not only for stems and leaves, but also for the roots. Will our soil hamper or promote a free circulation of air to the roots? If it does not there is the first problem, most likely one of drainage.

Drainage must be considered from two angles—surface drainage and under drainage. Surface drainage must be complete and adequate.

Under drainage is required at times to draw off all unnecessary water since air and water cannot occupy the same space and water that merely fills the vacant spaces in the soil is not only useless, it is dangerous to the health of the roots. Further we must remember that a clayish soil has a tendency to dry out in large blocks leaving gaping chasms.

This shrinking of the soil will cause an unequal distribution of air and moisture, therefore must be eliminated by supplying sufficient organic matter—humus—to overcome that urge of the particles to bind themselves together like concrete.

How can it be supplied? By generous applications of manure, sand or peat, or plowing under a good green crop. This will ensure satisfactory conditions for the distribution of both air and moisture.

And lastly food for the young seedlings and the growing plants. In this matter the wise person will take no chances but will fertilize anyway, to be repaid a hundred fold for his trouble and expense.

The foregoing paragraphs apply to the treatment of soil to be seeded down to fairway grass but where we find a fairway already established or partially established, a different plan must be adopted.

It is doubtful, if it ever would pay to rip up and reseed though there might be circumstances where the sod is so meager that no sacrifice is involved other than the loss of play.

Besides the absence of grass the objectionable feature of scabby clay fairways is the shrinking and cracking in dry weather. Applications of coarse sand spread lightly will do a lot to correct this as the sand particles will distribute the evaporation of the water from the surface and while cracking may take place, there will be no gaping chasms.

There is nothing like turf to prevent this cracking so a good covering should be encouraged with all possible speed. This will mean topdressing, either with soil or manure or chemicals. It may pay to haul on good top soil, particularly to



P. & A. Photo

The West Point cadets are given group golf instruction by Fred Canonsa. In the next war Canonsa promises to have the boys out of the trenches in one stroke.

make a seed bed to reseed the bare places, but on the whole issue it is expensive where labor is high priced because so little real plant food is added; much better a fall application of manure.

However the general tendency is towards the use of commercial and chemical fertilizers which can be put on easily, quickly and with no inconvenience to the players. The fertilizer used should be high in nitrogen or ammonia content and preferably be organic in nature. In most soils nitrogen is the limiting factor and the lack of it is largely responsible for poor growth on fairways. Given a dose of fertilizer rich in nitrogen and a gentle rain, the poorest of turf will soon grow out of all recognition.

Speaking from practical experience, we have had very good success at Mill Road Farm with activated sludge and sulphate of ammonia. Both are applied at one application from a lime spreader by keeping the hopper well filled at the rate of one pail of sulphate to each bag of sludge. This gets well mixed by the agitator. We apply at the rate of 1,000 lbs. of sludge to 150 lbs. of sulphate per acre, the cost being about \$22. It costs between \$800.00 and \$900.00 to treat 18 fairways with the above materials.

This Treatment Kept Our Greens in Good Shape

By TOM BOYD

Fox Hills Golf Club, Stapleton, N. Y.

LAST year was a terrible year around New York for brown-patch. The method I used at my club with very great success

was to top-dress every two weeks with arsenate of lead, 10 lbs. per 1,000 sq. ft. Every two weeks I applied $\frac{3}{4}$ lb. of Nu-Green in 50 gallons of water to 750 sq. ft. of green surface.

I also found that using 100 lbs. of powdered charcoal per green once a month during the summer season helped to keep our greens in good shape. I think we were about as good as any of the courses around New York and I can only pass on to you what I used on our greens here with success.

Some golf clubs are liable to use too much fertilizer on their putting greens, I believe. I am going to use more charcoal this year, as I find that it keeps the grass healthy and sweet and doesn't force the fibers out of the ground.

Plan First P. G. A. Senior Meet for September

FIRST annual tournament of the P. G. A. Seniors' association will be held at Westchester-Biltmore, Rye, N. Y., in September, the exact date to be announced later. The organization consists of members of the Professional Golfers' Association of America who have been master pros for 20 years or more in this country.

Membership of the organization now is approximately 75. There is some talk of limiting the membership roster to 100. The organization is headed by Maurice J. McCarthy; vice president is Alex Smith, Peter Clark is treasurer, and Jack Pirie of Woodmere, L. I., is secretary. Communications relative to membership may be addressed to Mr. Pirie.

PRO AND MANUFACTURER PROFIT FROM Pro Buying Unity AS INTENDED BY P. G. A. PLAN

By HERB GRAFFIS

GREAT interest attaches to the work of the P. G. A. committee on collective buying, headed by Willie Ogg, Worcester, Mass. This is not alone because of its study of the possibilities of group buying by the professionals but because it is the first committee of the P. G. A. to intensively focus its activities on pro merchandising. As such it has become one of the liveliest and important of the P. G. A. operations. There has been considerable misunderstanding regarding the work and purposes of this committee. That is natural for the committee itself had no guide post to follow and, as yet, no definite recommendations to announce. The committee was appointed to investigate and report to the P. G. A. governing body, not to inaugurate any radical and sweeping procedure right off the bat, so there is no foundation for undue alarm on the part of the pros or manufacturers that the committee will jump at questionable conclusions. At least, this is the firm opinion of this reporter after a lengthy session with Ogg, chairman of the committee.

First of all, there is plenty of evidence to indicate that the committee's well considered proposals to the P. G. A. will have the receptive ears of the P. G. A. members. A questionnaire recently sent to the entire P. G. A. membership already has elicited almost a 75% response, something unheard of in pro history. The replies continue to come in, as the mailing was made when a number of the boys had left for the National Open. These responses were emphatically in favor of prosecuting the investigation with a view to smoothing out the pros' buying and selling problems.

Ogg wants to make it distinctly understood that the interests of the manufacturers are to be handled on a 50-50 basis with those of the pros. Whatever doubt may exist in this respect he is earnest to have banished completely. The committee considers that the interests of the pros and manufacturers are common; that these two factors have a whole lot more to gain by

working co-operatively, on the same general policy that made the golf business what it is today, rather than let the stores whose operations are on an entirely hard-boiled commercial basis, jimmy into a position where they can exercise a selfish domination with unquestioned serious menace to the manufacturers' security, independence and profits.

Protection to Pro and Maker

To put it bluntly, the committee considers as valid and serious a pro complaint that the pros haven't received an altogether square deal from some of the manufacturers with respect to prices and protection. In Ogg's opinion this is not a matter of deliberate action on the part of the manufacturers, but rather an evil that "jest grewed" because of the store organization and policy to hammer the last bit of price concession from the manufacturers and then handle the re-sale in their own sweet way. Ogg pleads guilty to having some difficulty in understanding why a group of department stores can organize buying syndicates and have them accepted as rightful developments of commercial practice while pro attempts in this line are viewed with alarm. He cited that a department store buying syndicate could place an order for \$50,000 worth of golf goods and wring out price concessions that many manufacturers could not, would not, and possibly should not, resist. Then this merchandise is placed on the market at a cut price, and the resale value of probably \$200,000 worth of the same manufacturer's goods in stock at that time at the pro shops would be seriously impaired. He regards it as a vital common cause that the manufacturer and the pro should work together to maintain the price structure and prevent price demoralization that is rolling up agonizing consequences for the manufacturer.

The matter of price saving to the pro as the result of group buying, Ogg does not regard as being one of greatest moment or

of a big percentage. Although his committee's figures have not been worked out to the last degree in this respect, Ogg believes that a net saving of 5% is the minimum that may be expected after administration, distribution and other expenses are deducted. The big point, however, that has developed in the committee's deliberations is that the pooling of buying would show pro buying power and enable them to work on the same buying basis as the big stores. He regards such an arrangement as being a matter of protection for the manufacturers as well as for the pros and gave positive assurance to this writer that nothing would be left undone in whatever decision the committee set down, to see that the conclusions would benefit manufacturers on a parity with the professionals.

No Misuse of Power

The belief that the pros would have trouble in handling their group buying Ogg dismisses as an unwarranted reflection on the pros. He points to the achievement of the P. G. A. in its credit house-clearing work and offers to stack it up against that of any other organization of sellers. President Alex Pirie and other officials of the P. G. A. are working with the club and ball makers' associations in a manner that has practically eliminated the credit situation as a disturbing factor to any appreciable extent. The administration of group buying could be so organized and conducted under competent headquarters staff that it would have no difficulty in functioning smoothly, properly and at moderate expense, so Ogg forecasts. He further wants to make it plain that whatever the outcome of his committee's deliberations may be, it will not restrict any manufacturer's independence or development of valuable good-will and business with the individual pro. Every safeguard will be present, he guarantees, against misuse of the rightful power the pros should have as a unified body and under no circumstances will there be permitted the slightest foundation of a suspicion that the possible collective buying may be used as an unjust "club" or operated as a "racket."

In outlining the changed conditions that he believes call for pooled buying he expressed the conviction that massed buying would be as much of a help to the manufacturers as mass production has been. Ogg went into considerable detail to correct the interpretation GOLFOOM's editor

made of one of his early statements—that the pro pooled buying would result in a big saving to the players and that it would be madly cheered by the players because it would assure cheaper golf.

"The pro continues to be the victim of an impression that he is 'sticking' his customers in the prices they pay him for clubs," says Ogg. He continues, "The mistake is the outgrowth of the old days when the pro's clubs were bench-made and naturally cost more than the cheap and usually inferior factory made goods of that infant stage of golf in this country. Now the bench-made merchandise is but a minor fraction of the clubs sold in the pro shop. He sells standard merchandise at a standard price. He can't and doesn't do what the stores do, cut the price on some leaders and make it up by an excess profit on something else the golfer buys. Though any thinking golfer, old or new, will realize that the pro's prices are fair, the old idea of the higher prices at pro shops prevails and punishes us."

Study Business Costs

In view of the extensive study made in other fields of the costs of doing business, Ogg suggests that the pros and manufacturers both get together on a scientific study of pro shop costs. He condemned as utterly at variance with the facts that the pro shop overhead was so low that the stores were entitled to more of a discount in order to put them on an equal basis with the pros; a statement he said had been made to him by manufacturers. He referred to an article in GOLFOOM during last year, as a true indication of the cost situation at the pro shops. The store overhead, he pointed out, was spread over a number of departments, and benefitted from a big potential market, and a year around business.

George Sargent, so Ogg commented, had gone into considerable detail in determining the costs of selling at Sargent's shop at Scioto, and came to the conclusion that the average cost of servicing each golf club sold was 50 cents. Ogg at first was inclined to doubt this but when he figured up the cost of minor adjustments and repairs, the replacement of shafts and clubs that are not covered by guarantees, the loan of clubs from stock that are being used pending replacements, shipping charges and other costs of carrying out the pro shop policy of "the customer is always right," Ogg concurred in the Sargent state-

ment that the pro who figures he is making \$2.50 on a club usually is doing normally if he nets \$2. A store doesn't give this service, many times because it won't, and other times because it is inconvenient for the customer to request this adjustment.

The costs of doing business in the pro shop are greater than they used to be before the advent of the steel shaft, colored clubs, plated finishes, etc., due to the necessity of larger stock investments. That factor often is overlooked by both pro and manufacturer, Ogg said.

He brought out an interesting point that this writer has noticed in a number of high class pro shops when he said that it baffled him why he could buy nationally advertised golf apparel and other golf accessories and where they had no fixed retail price, undersell the most active leading men's stores in his territory, whereas with much strictly golf merchandise the clubs and balls could be sold by stores in his district at a price that wouldn't even allow him to get by.

The entire subject is still wide open for discussion by pros and manufacturers, Ogg vigorously maintains, and instead of there being any reason for manufacturers' nervousness at the prospect of the pros going off half-cocked with some wild and woolly idea there is the utmost hope on the part of the pros that the manufacturers will accord their committee all possible constructive criticism and co-operation that the pro shop continue to maintain and extend its position as the golf goods outlet of greatest profit, security and market development for the manufacturer.

A Reasonable Program of Top-Dressing

By MAJOR HAFF

Superintendent, Blind Brook Club, Port Chester, N. Y.

FOR some time I have been wondering about the benefit to be derived from constant top-dressing of putting-greens. It seems to me that after a good growth has been established and the putting surface trued up that further top-dressing is useless, if not injurious. This would apply only where greens have been properly constructed. It would seem that proper fertilization is all that would be required to maintain the turf after it is once estab-

lished. There are any number of good commercial fertilizers on the market today, the use of which is much easier and more economical than the usual compost.

The advantages of a good balanced commercial fertilizer are freedom from weed seeds and less probability of brown-patch.

It now is fairly generally conceded that more damage has been done by over-fertilization than by almost any other cause. It seems quite logical that turf can be overfed and develop some, if not all, of the ailments that afflict the human being under the same conditions.

In this connection it is interesting to note some of the articles in condemnation of ammonium sulphate. This fertilizer has been used at this club for the past six years without the least injury to the turf. When used in light applications about two weeks apart it acts more as a plant food than as a stimulant. During the trying periods of the year all that is necessary is to maintain life in the turf. It does not require, and will not take too much nourishment.

Maintaining a golf course is a constant struggle against nature. Nature never intended that grass should be cut as close and she is asserting her displeasure at the practice in numerous ways.

Breakfast Tourney Is Lure for Early Birds

AT Alderwood Country club, Portland, Ore., the breakfast golf tournament is the curtain raiser of events. Breakfast is served at 6 o'clock throughout the spring and summer. Prizes are awarded on net scores for nine holes. The entry fee is \$1, half of it going for the breakfast and the other for prizes which are, for the most part, balls.

Buy Service, Not Bargains

Did you ever stop to consider that if you buy a golf club from a club's professional, that you are entitled to some service on it?

You are also assured of having the right club. If you buy one club or a whole set down town, you may save a little on the original investment. But if your club or clubs are faulty in construction, or not suited to your needs, then where are you?

Think it over, Alderwood has a professional who knows his business. Patronize him—*From Alderwood Country Club Magazine.*

LOCKER-ROOM LAYOUT PROVIDES "Rooms, Not Alleys," AT NO GREAT EXPENSE OF SPACE

By JACK FULTON, Jr.

FOR the club with more space in its locker-room than the number of lockers needed to accommodate its members, a new layout plan, in which the lockers are erected in hollow squares to divide the room into small sections, is becoming popular. A glance at the accompanying sketch will make clear the general layout.

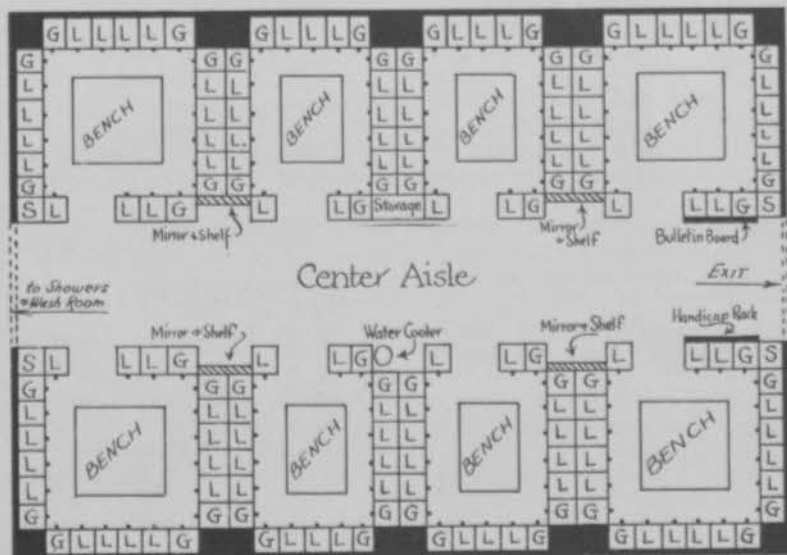
It is immediately apparent that this arrangement is vastly more wasteful of generally precious locker-room space than is the customary layout where alleys branch from a main center aisle, and in clubs with congested locker quarters this waste would immediately preclude such an arrangement. The loss in a room of the size here drawn is 22 lockers—a little more than 10 per cent.

But there are many golf clubs, particularly in the smaller towns, where the men's quarters occupy nearly all the basement of the clubhouse, and where as a result far

more space is available for locker erection than the membership requires. For such clubs, this arrangement is recommended.

In the sketch 168 two-foot lockers are shown in a room 60 ft. long and 42 ft. wide, with a ten-foot aisle extending the length of the room. There are eight alcoves, the corner four accommodating 22 lockers each, the central four permitting 20 each. Spots for storage of towels, soap, and valet's equipment, a bulletin board, handicap racks, and the water-cooler along the center aisle.

One very attractive feature permitted by this layout is the elimination of the usual narrow bench between the rows of lockers and the substitution instead of a knee-high, table-like bench six or more feet square. Any golfer who, while dressing, has had his clean linen slip off a narrow alley bench onto a dusty or muddy floor, will appreciate how convenient a big



This plan of locker-room doesn't waste much space, but it's great for convenience and the club spirit. Tables and chairs like they have at Scioto, instead of benches, make a further improvement.

bench of the type allowed here can be. Clothes can be piled anywhere on it without danger of slipping off.

Caring for Guests

Every club must provide a certain number of vacant lockers for guests and in the diagram it will be noted that the corner lockers in each "room" are marked for them. These lockers are the least desirable of any in a given alcove because of the long "reach" from the bench, and should both lockers in a corner be in use, there is a certain conflict between the doors, although if single rather than double doors are installed, this trouble can be eliminated by hinging them on the side of the locker away from the corner angle.

Golfers who practice the art of 100 per cent hospitality might argue that a guest should not be given inferior locker accommodations but, after all, the member comes first, and guests, who generally have very little to store away, can get along very nicely with these corner lockers.

Mirrors, where combing and tie adjusting are performed, are placed chest high along the center aisle in the recesses between the alcoves. A narrow shelf below each mirror holds combs, brushes, talcum powder and other toilet accessories.

This style of locker-room is in use with slight modifications at the Maplewood (N. J.) C. C. and Maplewood members are strong for the arrangement, claiming it gives a certain privacy not possible with the usual layout. A member dressing or resting near his locker is not as visible to passersby. They also claim that it fosters club spirit because of the pride each group takes in its own "room" and the strong rivalry between adjoining alcoves.

The free sweep of many locker-rooms, especially those located on the ground floor or in the basement of clubhouses is often interrupted by a number of beams or posts supporting the floor above, and these posts have an annoying way of being placed just where they are not wanted if full benefit is to be taken of the floor area. They come either where a row of lockers is planned or they effectively block an aisle.

In such rooms, the alcove arrangement as described in this article will often prove more economical of floor area than the alley plan. The annoying posts, of course, are made to come at the corners of hollow squares and are thereby made as inconspicuous as if they did not exist.

Green Section Arranges Two Sectional Sessions

GREEN SECTION of the U. S. G. A. announces meeting for August 19 and 20 at the Arlington station, near Washington, D. C., and August 26 and 27 at the Mill Road station on A. D. Lasker's estate, Everett, Ill., north of Chicago.

The first day of the Arlington meeting will be spent at the Arlington plots in examination of the work being done at that station. Discussion of the Arlington work and findings will be held during the Monday evening session. On Tuesday the meeting will be in charge of the Mid-Atlantic Greenkeepers' association. Visitors will visit the various courses in the Washington and Baltimore district where the local greenkeepers will stage personally conducted tours over the layouts.

The first day of the mid-western meeting will be devoted to an investigation of the experimental station at the Lasker establishment, consideration of the scientific work being done there, and a tour of the course, which under C. A. Tregillus shows turf development of notable excellence. Mr. Lasker will be host at a luncheon, and during the afternoon the visitors will extend the privileges of the course. On Tuesday the sessions will be held under the management of the Mid-West Greenkeepers' association, the Chicago district members of which will steer the guests over their courses. Interesting work is being done at Chicago by one of the Green Section's men, Carter Harrison, associated with Dr. E. J. Kraus, head of the department of botany at University of Chicago. Details of this work, especially in connection with clover control, will be explained at the Chicago session.

R. E. Dickinson, Hickory Shaft Magnate Dies

R. E. DICKINSON, president of the Golf Shaft and Block Co., and internationally recognized as an authority on hickory, died at Hotel McAlpine, New York, June 21, on the eve of his departure for Europe with his family.

Mr. Dickinson had been an active leader in organizing the hickory shaft makers in their propaganda campaign and in helping to develop the device recently put forth for determining shaft uniformity.

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J. E. Armstrong, Sec.-Treas.

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LEWIS SCOTT PACE-MAKER AS PRO Master Merchant —HIS STOCK, SERVICE AND DISPLAY ALL SELL

By D. SCOTT CHISHOLM*

"SERVICE, real honest to God service, is the keynote of my success in selling merchandise in my shop. I believe that if you go out of your way and offer the maximum of service and attention to the members of your club, even non-partisans will become loyal partisans in the end." These words of wisdom and aggressive business methods greeted me the moment I asked Lewis Scott, the Scottish born professional at the Hillcrest Country Club, Los Angeles, what he accounted for the excellent returns he gets from the sale of all sorts of merchandise. The moment I popped the question, he waxed enthusiastic about the absolute necessity for service in all branches of his very remunerative business.

"I would rather not sell my members, male or female, a dollar's worth of anything I have in my shop than see them go out of my door with an article I knew was not suited to him or her. If one of my staff or myself tried to pawn off some

golf club or, perhaps, a pair of hose or a sweater or a pair of gloves that didn't give entire satisfaction in every imaginable way, I would feel that I was at fault if they decided to transfer their purchasing to down town stores."

Scott's sincere attitude, honest to a degree, towards his personal conception of merchandising interested me immensely. His knowledge of buying and selling wearing apparel rather surprised me when I gave glancing thoughts of the many professionals whom I had known whose knowledge of such things were absolutely nil. One would think Scott had been brought up in some wholesale mercantile establishment instead of having served his time at a bench at Carnoustie.

"If you want to hear how we do things in this shop, go and talk to Al Charroux, who was a caddie a year or two ago and who is now my sales manager and book-keeper and a crackerjack in both capacities. I've got to go and give a lesson for half an hour and make myself a couple

*Associate Editor, Country Club Magazine