May We Quote On Your Spring Requirements?

ILLINOIS GRASS COMPANY

FORMERLY

SMEAD TURF NURSERIES COMPANY

GROWERS OF

TRUE WASHINGTON STRAIN BENT

SOLID TURF AND STOLONS

For Pulling Greens - Tees - Fairways - Athletic Fields Lawns - Etc.

75 East Wacker Drive

CHICAGO

comparatively recent development in golf merchandising. However, the pro still has the situation in command because he controls the selling force at the most important place in the entire sales channelthe point of interested contact with the ultimate consumer. Now, with national advertising establishing a preference for good and staunchly maintained prices, why should the pro consider tossing away this price advantage? One reason for the diminished sales of bench made goods was the attitude of the members who would say that "the pro socks me three bucks more than I have to pay for a club down-town." The manufacturers have done much to correct this situation by raising their retail prices. They'll have to maintain them so other retailers can't take unfair price advantage of the pros. If the manufacturers don't, it will be "just too bad" for their pro volume. The matched set idea did a whale of a job in raising the price standards on good golf goods, and the current indications plainly point to still higher prices, with the development in construction and market allowed by higher prices that are still well within reason .

Financing the Commissioner

Some months ago GOLFDOM proposed

TRUE

WASHINGTON and METROPOLITAN STRAINS OF CREEPING BENT STOLONS

grown under most favorable conditions and shipped free from weeds, foreign grasses, and unnecessary soil. RESULTS GUARANTEED. Make reservations now for spring delivery. Quotations upon request. Inspection of nursery invited

LAKE GENEVA CREEPING BENT NURSERIES

Lake Geneva, Wis.

LEONARD MACOMBER INCORPORATED

Golf Course Architects Engineers, Contractors

664 North Michigan Avenue CHICAGO

the employment of a P. G. A. commissioner who will organize and co-ordinate the professionals in a way that would, among other things, help the pros cash in on the merchandising advantage that conditions now present to them. The boys have thought well of the possibilities of the suggestion but have held back action until a plan to finance such a commisisoner's office and operations could be worked out and supply the funds. Out of this thought being given to the co-op idea, there might occur something definite in financing this and other activities of the P. G. A. It is entirely practical for P. G. A. membership to be limited to members whose standing as business men entitle them preferential discounts from manufacturers; part of such discount to go to the individual member and part to the P. G. A. funds. This would tie up the buying of the group with the credit standing in a fashion that promises advantages to all concerned.

The pros have something to offer in credit rating now. The old stuff that procredit is poor, is absolutely out of line with the present fact. Pro credit these days is on a par with the better class of other golf goods retail outlets, and a whole lot better than the outlets for the lower

Durable Efficient Dependable Economical



A Guaranteed Double Outlet, Positive Drive, Revolving Sprinkler

Widest possible coverage consistent with a full, complete and uniform water distribution. Water inlet threaded to fit on %-inch pipe. Write us for quotation on your needs.

Warner Sprinkler Company 4279 So. Hoover St., Los Angeles, Cal.

BENT GRASS SEED

More and more of the golf clubs each succeeding year in the Northern and Eastern States are finding it greatly to their advantage to purchase native grown, winter hardy Bent seed DIRECT from the Bent Grass FARMS of

WRITE FOR PAMPHLET

A. N. PECKHAM

priced golf goods. Pro credit losses, such as they are now, are reduced to the point where the pro can be proud of the great improvement. If a manufacturer is "stuck" to any appreciable extent with pros now, it is partly the manufacturer's own fault for the P. G. A. sectional bodies, the manufacturers' credit departments and the clubs who investigate before they hire men, have made a clean-up that will shine in comparison with the work in any other field we can call to mind.

Willie Oggs Tells His Selling Policy

(Continued from Page 27)

who are showing the largest increase of sales.

Please remember I am not upholding this price cutting, but I certainly advocate any move which will place the pro on an equal basis in the selling of goods. If we can buy as cheaply as chains, why should we not do so? We would not be taking away anything from the manufacturer but relieving them from all their troubles as far as the pro is concerned, for have'nt we been hearing how poor a business risk the pro is for the last several The manufacturers are either powerless to protect us in this maintaining of prices or they do not care to do so. Sometimes I am inclined to give them the benefit of the doubt and at other times I am inclined to think that they do not care a darn for us, for do they not supply the large industrial concerns with golf goods at wholesale or less? This avenue is the greatest leak in the golf game today and is probably hurting the pro more than the

store. It is rather sad sometimes to be told by some of our members that they can buy golf goods cheaper than we can. I don't believe there is one pro in the country today who could not buy cheaper through one of his members than he can from his wholesaler.

What the answer is to all this is hard to foretell, but this I do know and that is the pro must organize. The pros must be ready to move as a unit in any given direction that the situation dictates, this buying organization to be distinct from the P. G. A. but allied thereto and working in conjunction with the P. G. A.

Needless to say, I am earnestly hoping for some solution to our problem but I would rather see it done in such a way that the individual pro would benefit with out ringing in the P. G. A. The P. G. A. members are well enough able to pay a commissioner without the aid of the manufacturer and this will be done in the very near future for the boys are beginning to realize what they are up against. A beginning was made last November in Cleveland in a small way, which shows the trend of the times and that we are moving in the right direction. There is one bright spot in the situation which the pros ought to feel proud of and that is the offers of aid received from all over the country to help us straighten out our sales problem. You will hear many arguments pro and con on this matter from now on, which I think is a healthy sign for it will serve to bring this matter out in the open where it belongs and help put it before the pros in such a manner that it will attract attention. Nothing will be gained by secrecy and I hope some of the other pros will take up their pen and let us hear what they think on the subject.

PIONEER GOLF & LANDSCAPE CO.

DESIGNERS Golf Courses BUILDERS

122 So. Michigan Ave., CHICAGO

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.

Announcement boards Architects-Course; Landscape Awnings Bags (golf) Balls Ball markers Rall washers Benches, tee Bent stolons Beverages Bird houses Brown patch preventives Buffing Motors Caddie badges Caddie time clocks China Clubs Club racks Compost distributors Compost mixers. Coolers, water Discing machines Dish washers Display cases Drags Drainage engineers Dryers Dump earts Electric systems Fencing Fertilizer Fertilizer distributors Fire extinguishers Flags

Flag poles

Fountains-Drinking

Furniture-Clubhouse, Grounds, Porch Garbage incinerators Handicap racks Handicap cards Harrows Heating Systems-Clubhouse, Water Hedge trimmers Hole cutters Hole rims Hose Hosiery Indoor putting surfaces Insecticides Kitchen equipment Landscaping material Laundry equipment Lawn sweepers Linens Lockers Maintenance equipment Mole traps Mowers-Fairway, Green, Rough, Tee Mower overhauling Mower sharpeners Organizing service Phonographs, automatic Pipe-Drainage, Water Playground equipment Plumbing supplies Pumps (shallow-deep-) Putting cups Refrigerators

Rollers-Fairway, Green, Spiked Score cards Seed-Fairway, Green Seeders Shafts-Hickory, Steel Shelters, Course Shoes Showers Shrubs, Trees Silverware Sodeutters Soda fountains Soil screeners Soil testers Sprayers Sprinklers Sprinkling carts Swimming pools Tanks-Elevated, Gasoline, Underground Tea room equipment Tee boxes Tee markers Tee umbrellas Tees-Patented Tennis court equipment Tile-Drainage Time recorders Tractors Trophies Water softeners Water systems Water system engineer Weed killers

Weed stingers

Worm eradicators

(PLEASE PRINT SIGNATURE AND ADDRESS PLAINLY)

Refrigerating Machines

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MARCH, 1929.

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SMALL SAHARAS

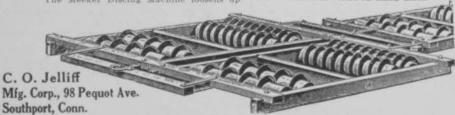
This is the time of year when golf courses are filled with small saharas—hard bare spots that winter winds and trampling feet have made.

A Meeker Discing Machine can quickly change them into soft green oases!

The Meeker Discing Machine loosens up

the soil without hurting the roots, allowing air and water to reach them.

The Meeker can be weighted up to 1000 lbs. for cutting through hard clay. It comes in sections 6' 8" x 3' with 28 cutting discs. For tractors in gangs of 3 or 5 sections. Also in hand sizes.



Golf Courses

Playgrounds

Aviation Fields

THE DORR PACKARD CONSTRUCTION CO. RHINELANDER, WIS.

Experienced

Efficient

Economical

Significance of Recent Turf Research

By B. R. LEACH

(Continued from page 25)

It follows therefore that an acid soil, that is, a soil deficient in lime, must of necessity be handicapped as regards its capacity to convert organic matter into plant food for the plain and simple reason that soil conditions are not at their best for maximum bacterial action. Such acid soil when used for the growing of the turf grasses must of necessity be "babied." It must be fed frequently with quick acting fertilizers in order to keep the grass "on its toes."

If the use of lime becomes common on fine turf there is every probability that less of the "babying" of fine turf will be necessary. When these acid soil greens with their present baby digestions get a shot of lime they'll develop the copperlined digestive apparatus of a boa constrictor and howl for red meat.

Lime But Not Too Much Lime.

In conclusion, a word of caution; this word of caution being directed especially

to that type of human who swallows two tablespoonfuls of Epsom salts when a teaspoonful would serve the same useful purpose. Don't become too enthusiastic and apply lime with a shovel. When you apply 50 pounds of lime to a thousand square feet of turf you are applying it at the rate of one ton per acre. This is the rate that Monteith used in controlling brown-patch at Washington. At the present time the Doctor does not have any too much information as regards the dosage of lime to be applied but such information will no doubt be rendered available in due course.

I personally prefer ground limestone or other form of commercially pure calcium carbonate for application to fine turf. This material will correct soil acidity and does not possess the caustic properties of hydrated lime. Being very slightly soluble, only very finely ground material should be used.

It should all pass 100 mesh sieves and the 200 mesh is even better. Unless the limestone is finely ground uniform distribution is difficult, and only the soil immediately surrounding the lime particles is benefited.

Top-dress 5 times faster!

The MacGregor Compost Distributor

distributes and brushes in top-dressing uniformly five times faster than the ordinary top-dressing method. Two men with a MacGregor Compost Distributor give you a perfect, speedy job.

The MacGregor Distributor is sturdily and practically made. It serves for many years.

And, along with its saving in maintenance expense it saves in first price for you get a 20% discount by buying direct.

Write today for complete details so you can use the MacGregor in keeping your greens in great shape this year.

MacGregor Compost Distributor Co. Box 717 Wheaton, Ill.



Screen Unsightly Views

MANY clubs are doing this with mass plantings of stately evergreen trees.

IT can be done as cheaply as ten cents a foot of screen line. Write us for particulars.

KELSEY NURSERY SERVICE 50 Church St. - New York City

Don't Wait Until Too Late Hire That Man Now

The experienced greenkeepers, professionals and managers who advertise below, are all worth considering for THAT VACANCY at your Club. And the time to do this investigating is NOW, during the

winter, while there is plenty of time to choose.

GOLFDOM'S Classified Advertising is the logical place for the clubs to acquaint the best men in the field with their requirements and for the men who want jobs to get in touch with clubs having vacancies. The advertising rates: 10 cents a word. Minimum charge, \$2.50. Cash with order.

Competent and conscientious pro and greenkeeper-With more than twenty years' successful experience seeks position with good club. Age 38; married. Served to their satisfaction as pro and greenkeeper several well-known clubs in central and southern states. Has laid out twenty courses and done considerable reconstruction work. Best of references as to ability and performance as instructor, club-maker, player and greenkeeper. Discounts all bills. P. G. A. official. Will prove valuable asset to club employing him.

> Address C-14 % Golfdom, Chicago.

Locker-room man wants job with metro-politan district golf club in central territory. Experienced, sober and hard worker. Has wonderful memory for names and faces and is certain to be valuable to a club anxious to get highest standard of service in lockerroom.

Address W. K.-4 % Golfdom, Chicago.

Experienced Club Manager—wishes position in country club. In last position ten years as concessionaire, with wife as first class cook, Both thoroughly capable and willing to go anywhere. First class references.

Address W. B. % Golfdom, Chicago.

Situation wanted-as golf course superintendent. Thirty-five years' experience. Drainage expert. Creeping Bent greens a specialty. Best of references.

Address Boyd % Golfdom, Chicago.

Pro-greenkeeper-age 41, single, 20 years' successful experience in course construction and maintenance. Able instructor. Desires position with club in middle west. Ample references regarding ability and character.

Address C-8 % Golfdom, Chicago. First class pro-greenkeeper-with 15 years' successful experience at prominent clubs, is open for position. Can furnish best of refer-Is excellent combination of greenkeeper whose course shows expert care, and of instructor and shop manager who fully satisfies members. Is an able executive,

> Address J-18 % Golfdom, Chicago

You Need a Business Manager-Is your club running in the red and members complaining that food and service lack attraction and distinction? My specialty is putting life and business into country clubs that are not paying good dividends in satisfaction and economy to their members, and in opening new clubs on the right basis. Highest references from previous employers. Reasonable salary makes my services a bargain. Interested only in Metropolitan district location. Write for complete details to

> H-60. % Golfdom, Chicago

Pro-manager Wanted-New semi-public course in the Chicago District needs highclass man able to create and maintain private club atmosphere. Must serve as professional and manager. When replying give full qualifications, references and salary expected. This is a real job for the right man.

> Address Victor C. Carlson 636 Church St., Evanston, Ill.

First-class working pro—with excellent record as instructor, merchandiser and all around man for valuable service to club is now available for 18-hole club with exacting requirements. Will furnish best of references. For full details write

J. B. 9, % Golfdom, Chicago

Wanted Foreman-for eighteen hole course. Must be able to handle men and know his work. Send references and wages expected to

Address J. L. Grimes, Green-Chairman, % Wheeling Steel Corp., Wheeling, W. Va.

FOR SALE—GOLF COURSE (SEMI-PUBLIC)

With all equipment. Made net profit of $12\frac{1}{2}\%$ last year. Located two blocks from thrifty city of 3,500 population. No other course within thirty miles. Built for adjacent city but they are not ready to buy. All creeping bent greens. Club house fully equipped. Only available property with woods for city play-ground, etc. Investigate if you are interested in Nation's most popular sport. \$15,000 will make down payment. This will not exceed six months' income during golf season. Balance on terms. Caro Golf Club, Caro, Michigan.

Conscientious and able professional—wants position with good nine or eighteen hole course. Member Professional Golfers Association. Non-drinker. Seven years experience; credit A-1. Promotes club tournaments. Stays on job. References. Prefer south or southwest.

Address E. 10 % Golfdom, Chicago

Used Golf Balls Bought for Cash—Responsible house will buy used balls in any quantity at the right prices.

Address H. C. L. % Golfdom, 20 Vesey St., New York. Clubhouse Manager—seeks position with golf or country club. Good references; 15 years' experience. Will work on straight salary or salary-and-concession basis. Will go to any part of U. S. A.

Address G-6 % Golfdom, Chicago

Successful Greenkeeper — Desires position with a midwest club. Can furnish first class references as to greenkeeping and construction.

Address T. V. H. % Golfdom, Chicago.

Weekly Record Keeps Costs at Cedarbrook

H EREWITH is reproduced the weekly payroll record used by the Cedar-brook Country Club (Philadelphia district) in keeping its costs. Newbern Reeve, secretary of the club, says the form has been in

WORDSMAN				Nº	1	915	Classification	Very. Month	197
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use more than four years and has been found extremely valuable and practical.

The sheets are bound in books in 100 in duplicate, the original remaining in the

binder and the duplicate perforated and kept on file in the office.

 W. Klopp, 831 Cherry St., Philadelphia, a Cedarbrook member, prints these forms.

PoA annua is a very valuable grass for shaded greens, since under these conditions it will maintain a good growth during the hot weather months. Such greens are rarely bothered by grubs, hence there is little necessity to apply arsenate of lead.

—B. R. Leach.

I F THE club owns a good radio set, send a bulletin to the members a few days before a scheduled broadcast of national importance advising them that the club will be a splendid place to listen in. Increased dining-room receipts should more than cover the cost of the mailing.

N SPREADING fertilizer on fairways from a truck several greenkeepers have found that it is an excellent idea to have a rear vision mirror alongside the truck driver so he can keep close watch of the distributing operation without inconvenience.

16,700 COPIES OF MARCH GOLFDOM GUARANTEED

Vol. 3

MARCH, 1929

No. 3

Advertisers' Index

Flossmoor Nurseries, Inc.
Kewanee Private Utilities Co

Editor HERB GRAFFIS

Eastern Representative ALBRO GAYLOR 20 Vesey St., N. Y. City Tel. Whitehall 0326



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Advertising Manager JOE GRAFFIS

Western Representative DWIGHT H. EARLY 100 N. LaSalle St., Chicago Tel.: CENtral 4158

Pacific Coast, HALLETT COLE, 122 E. 7th St., Tel. Trinity 1793, Los Angeles, Calif. Forms close 25th of month preceding date of issue. Address all communications to home office, Chicago

Circulation: A personally addressed copy of GOLFDOM is mailed free, each month, to the president, green chairman, greenkeeper, house manager and professional of every golf club in the United States, Cuba, Mexico and Hawaii. Please notify us at once of any changes in above offices, sending us the new names and addresses.



Premier Poultry Manure

hetter turf

Good golf turf cannot be produced if the soil lacks the proper fertility.

PREMIER POULTRY MANURE is a natural grass food and soil conditioner. For years it has been used by hundreds of golf clubs for promoting healthy, abundant turf growth under widely varying soil and climatic conditions.

Write for literature describing Premier Brand Pulverized Poultry Manure and best methods of application.

A nearby dealer is ready to fulfill your require-ments—write for his name.

PREMIER POULTRY MANURE CO.

308 W. Washington St.,

CHICAGO, ILLINOIS

Best for turf because:

-It is a natural grass foed and stimulant.

It is a balanced manure con-taining 6% Ammonia, 2.50% Phosphoric Acid and 1 to 2% Potash.

It contains no live weed seeds.

Being organic, it aids humus and aids bacterial action.

It can be applied with a mini-mum of labor and expense.

Being more soluble than other manures, it is more available.

Being finely pulverized, it is quickly absorbed into the soil.

