



At this modest little pro shop at Rancho G. C. Clarkson does phenomenal business, showing what can be done with space and location handicap.

The "Art" of Salesmanship Means Clarkson of Rancho

Says D. SCOTT CHISHOLM

[Associate Editor, Country Club Magazine]

OF the many hundreds of golf professionals throughout the country with whom I have come in contact during the past twenty-five years, I think Arthur Clarkson, popularly known as plain, everyday Art, is the most extraordinary. I say extraordinary because this black-haired son of Carnoustie is just that in more ways than one. He is an extraordinary salesman, possesses an extraordinary personality and has performed the extraordinary function of keeping together over a period of years the very club that pays him a salary and gives him an income from the sale of his merchandise and his instruction that far outstrips that of the average

professional at a metropolitan club.

Clarkson, and Clarkson alone, has kept the Rancho Golf Club of Los Angeles on its feet and in existence since 1925. I speak very candidly when I say that I don't believe there would be any Rancho club in existence today had it not been for this former Carnoustie man. That is a colossal statement to make, but a hundred members will endorse it.

Arthur Clarkson sells more merchandise of the higher grade than any other professional west of the Rockies. When he sells a set of clubs to a beginner, it is rarely a set that costs less than \$150. When I happened to call on Art for the



Arthur Clarkson, brilliant genius of pro merchandising.

purpose of getting material for this story. Buster Keaton of motion picture fame dropped into the shop. Buster had given Clarkson an order for a set of clubs for a friend of his, the instructions being to "give him the works good and plenty." Clarkson did. I had a look at the outfit. There was a set of ten matched irons at \$7.50 each, three wooden clubs at \$15.00 each and a finely made bag of ultra fancy trimmings at \$55.00. A total of \$175.00. Then, of course, Buster had to see that his friend in the movies had a supply of golf balls, a pair of gloves, two pairs of tartan hose and numerous other items of equipment, more or less gaudy in both color and design. Naturally, motion picture people like the best of everything in colors of ultra vividness.

Front Page Customers

Jackie Coogan, both father and son, own sets of clubs of equal excellence. Mickey Walker and Jack Kearns gave Art a check for \$374.50 for their outfits not so long ago. George Von Elm is one of his very best customers besides being a fine booster for Clarkson's hand-made clubs.

A year ago Art received a royal command from the Imperial House of Japan for two sets of clubs, the order being handled by His Royal Highness Prince Asaakira Kuni. More than that, Hajime Kawasaki, Japanese golf champion, spent five days in and around Clarkson's workshop at Los Angeles waiting for a set of irons being shafted with the finest hickory obtainable.

The standard of the merchandise produced from the bench in Clarkson work shop is so high that many professionals in his district and a great many low handicap players belonging to other clubs have the Clarkson name branded on all their woods and irons. The bench is most capably operated by Jack Cornwall, formerly of Hoylake, England. Jack is freely conceded to be as fine a clubmaker as can be found anywhere. He is tremendously jealous of his artistry in clubmaking. Fickleness of a true artist. Leo Diegel, Ed Dudley, Charlie Guest and many others of the high-powered professionals wouldn't think of having a club reshafted anywhere but at Clarkson's. **HE HAS THE BEST THERE IS IN HICKORY SHAFTS** because he pays the ultimate in price. He charges his customers accordingly. That's only natural.

The Clarkson sales shop is, when the volume of business done in it is considered, the smallest in existence. It is

frightfully inadequate in both space and location. In other words, the selling space is little more than 10x12, while the location of the shop is the very worst possible. It is so far away from the first tee and the clubhouse that very few members ever visit it. Some have never even seen the inside of the shack. It's really a disgrace to the club. (I hope Messrs. Abe and Ben Frank read this.)

Has Selling Knack

Quite naturally, after making such statements regarding huge sales, etc., you will ask, "How does Clarkson sell so much merchandise in such a small space and without his members visiting his shop?" Aha, therein lies a great secret, a secret which every professional and every merchant is dying to know. The elusive knack of selling merchandise without as much as displaying same to your customers. How is it done?

It is all summed up in one word, and that word is **PERSONALITY**. I might make it a bit wider and reword it—**PERSONALITY** plus **SUPERB SALESMANSHIP**.

Arthur Clarkson possesses both in an abundance never discovered by me in any human before. That makes him extraordinary, doesn't it? It brands him, in my estimation, the most superlative salesman of his own wares in any branch of merchandising. For fifteen years I worked with and moved among the super-salesmen of New York City, but I have yet to meet one to match Arthur Clarkson in all-around qualifications.

HOW DOES HE SELL HIS WARES? That is the question. Well, I'll tell you how it's done.

First of all, you have to have a powerful personality—one that sticks out like a sore thumb. You must be honest in all your dealings, even to the most minute detail. One transaction which even has the least suspicion of unreliability may ruin all. Popularity among your members is a tremendous asset. That, to a great extent, is up to yourself.

Clarkson has these valuable virtues in abundance. Although he has a capable salesman in "Sonny" Sunderland in his shop to attend to things, Clarkson sells 90 per cent of his wares while moving among his members and their friends in the locker-room. I've seen him actually sell a prominent motion picture star an old sweater he had hanging in his locker for more money than it was originally

marked to sell at retail. I've seen him sell a favorite iron to a low handicap man, take it right out of his bag, for \$50.00. That iron didn't mean anything to Art. It was just ANOTHER IRON.

Mashie-Niblick for \$50

He disposed of a dilapidated Jim White golf bag he used for three years to Joe Baldy for the price it cost him. Bryan Wardell told me he saw Clarkson accept a \$50.00 bill from a certain well-to-do member for a mashie niblick which Art was about to throw out of his collection. He couldn't use it for sour apples. Don't misunderstand me. Clarkson refused that \$50.00 bill—absolutely. But the member insisted in a very positive manner, so he just had to take it.

Pete De Paolo, famous racer, once said to me that when Clarkson dies it'll be of enlargement of the heart. He'll give you the shirt off his back—if you need it. He has sold more sets of clubs and other equipment in that old locker-room between the hours of 4 and 8 p. m. than he ever sold in his shop. It happens like this.

Locker-Room Selling

A member brings a friend of his to play at Rancho. His friend never played golf before, perhaps. When he gets into the locker-door after the game and meets Clarkson in an informal locker-room manner, he gets enthusiastic. He gained some enthusiasm on the course when he drove a tee shot past the 200-yard marker. That was really the beginning. But those convivial moments with Clarkson and his friend in the alley added the necessary enthusiasm to open his mind and his pocketbook all in one grand whoop. His friend, a great admirer of Art, insists he give the pro an open order for a set of clubs just like his own—his \$175.00 set. Clarkson, in the meantime, says nothing. He sits hard by in his B. V. D's. From his attitude, one would think he was no more interested in the transaction than the man in the moon.

The fact of the matter is that Clarkson's extraordinary personality, mute as he may appear, has permeated the atmosphere and is dominating the sales argument, or should I call it the sane advice of a friend to a pal. Before they depart their various ways, the sale is consummated, and Jack Cornwall, clubmaker de luxe, has a new set of clubs in work the day following or as quickly as business will permit.

I remember being one of a party of five in the Rancho locker-room about two years

ago. A very prominent member, Mr. A. T. Jergins, was the host, while Clarkson, with his Scotch brogue, did most of the "blethering." He "blethered" about anything and everything—never about his merchandise. Before the party broke up, Jergins, an extremely wealthy oil magnate of big heart and rare sportsmanship propensities, gave Art an order for upwards of \$500.00 worth of wearing apparel for those present. I got a fine new sweater and hose to match. I was a rare toff the first day I wore them.

This gent Jergins has taken a tremendous liking to the Rancho pro. He won't play at another club, a strange club, unless Art is with him. He won't go to his shooting lodge up in the wilds of Oregon unless his pal promises to spend a week or more with him. And he certainly would not think of going to Europe to play golf without bringing Art as his traveling crony. They did Europe last in '26.

It has been estimated that Jergins has purchased upwards of \$15,000 worth of merchandise from Clarkson in six years.

Enter Madame

I could go on for hours telling you weird, but truthful, tales of this wonder man, Clarkson, for whom I got the Rancho job some ten years ago. He was formerly located at Kenosha, Wis.

He has a fine business head set on a trimly formed pair of shoulders. He never pays a bill. Never. He never will, he says. His wife does all that. Mrs. Clarkson, a business woman of unusual alertness and integrity, looks after all the financial matters and DISCOUNTS ALL BILLS.

"If I take my 2 per cent for cash every month, I save 24 per cent annually, don't I?" is the way she put it to me one day I was a visitor at the 100 per cent Clarkson-owned home at Sawtelle. And isn't she right?

He is without question the most popular professional in the country at the present time. When a chap is admired and appreciated by his fellow professionals 100 per cent, he MUST BE THE WORLD'S MOST POPULAR.

He has three brothers, Dick at the Northland Club, Duluth; Fred at Glen Echo at St. Louis, and Charles at Quincy County Club, Illinois.

Now, don't you agree with me that Arthur Clarkson is a MOST EXTRAORDINARY FELLOW?

YOU DON'T NEED MANURE IN Making Top-Dressing —GREEN CROP METHOD SERVES

By B. R. Leach

IN September GOLFDOM, I discussed the preparation of top-dressing material by means of the so-called "soiling" method. The soiling system differs from the customary "compost pile" method in that with the latter system the manure is heaped or piled and allowed to rot whereas by the soiling method it is disked into the top 3 inches of a piece of plowed ground, where it rots much more rapidly. The finished product is more friable, much more readily screened, and the cost of production is much lower than in the case of the compost-pile method.

Aside from the pertinent consideration of ease of preparation and reduced cost as a result of utilizing the soiling method, I now find that it answers a previously annoying problem for many golf clubs located within the city limits, where the town board of health has jurisdiction and can dictate to a club as to what it can and cannot do. It seems that in many of these towns it is illegal to pile or heap up manure for the purpose of composting on the score that such piles of manure exude a particularly low, vulgar, non-intellectual odor, said odor being peculiarly obnoxious to the upturned olfactory appendages of our urban populations, to say nothing of such manure piles being a splendid place for the breeding of flies. Under these city conditions, it is suggested that greenkeepers give the soiling method a trial since there is no law in this country which prevents anyone from disk ing manure into the land.

When Manure Is Unavailable

My correspondence with greenkeepers and club officials in various sections of the country indicates that many clubs find it difficult to obtain sufficient quantities of manure for the preparation of top-dressing. In many of these instances, I strongly suspect that the clubs are not always as aggressive as they might be in hunting up local supplies of manure or they are possibly unwilling to pay the price. At any rate, they raise the question as to whether

it is economically possible to substitute some form of organic matter other than manure and still manufacture top-dressing capable of standing the gaff when applied to greens. In answer to these queries, it is enough to say that such a method does exist in the shape of the so-called "green crop" method, a system extensively employed by market gardeners for the purpose of maintaining the organic matter in their soils.

Green Crop Method

Let us suppose that a club is confronted with the annual problem of manufacturing 100 cu. yds. of top-dressing and no manure with which to accomplish the task. Under these circumstances, the club officials should measure off a quarter of an acre of the rough as far out of the line of play as possible and utilize this piece of ground as the base of operations for the preparation of the above quantity of top-dressing by the green crop method.

The method consists essentially in growing crops of such plants as rye, oats, buckwheat, soy beans, or cowpeas upon this piece of land and plowing them under, whereupon the plant tissue rots and builds up the organic matter of the soil to a high level and comparable to the increase in organic matter resulting from the application of animal manure. In order to correct any preconceived idea that this method is cheaper than buying manure, it is enough to say you will spend for labor, seed, and commercial fertilizer an amount of money equal to the cost of the manure omitted. Under the circumstances, the method is advised only where manure is *really* unavailable.

The time to begin operations is to a great extent immaterial. If you wish to begin in the fall, start by plowing the ground to a depth of 6 inches; apply 750 lbs. of 16 per cent acid phosphate, and disk in thoroughly to a depth of 3 inches. Now seed the piece to rye at the rate of 4 bu. per acre. This is best done by September 15, but can be done as late as

November 1 in the vicinity of Philadelphia, and later or earlier than this date, depending whether you are north or south of that city. If you cannot begin operations in the fall, it is O. K. to plant a crop of oats *early* in the spring, and proceed as with the rye. Nothing further remains to be done until early spring, at which time apply 250 lbs. of ammonium sulphate per acre. This chemical is best applied just before or during a rain, as a result of which it will put punch into the rye and make it grow like the proverbial weed. As soon as the rye gives the first indication of heading, that is, as soon as you see the heads of grain beginning to push out from the ends of the stalks, it is time to plow under the crop. If left standing beyond this stage, the stalk tends to become woody in texture and is much slower in rotting when plowed under.

Plowing Green Crop Under

Plowing under a crop of rye standing knee high or higher is frankly no job for a novice. It seems as though the beginner at this job just naturally gets the plow and himself all snarled up in the rye, and when the job is done it looks as though Coxey's army had camped there overnight. As a matter of fact, plowing under a crop of rye or any other green crop is easy if you just use a little horse sense and a medium-heavy log chain. Tie one end of the chain up near the forward end of the plow beam or on the end of the singletree and hook the other end of the chain on the doohickus which extends from the plow beam to the moldboard. The chain should be loose and so adjusted that when the plow is in motion, with the moldboard underground, the chain bows out and travels along with the plow, but on top of the ground. The chain should be so adjusted that this bow is traveling in a line 3 or 4 inches in back of the plow point. Properly adjusted, the chain drags down the rye just ahead of the point where the moldboard is turning the furrow and holds down the long stalks of rye until the furrow is turned at that point, the dragging down of the rye and the turning of the furrow being, of course, in unison and continuous. With the chain properly adjusted, the plow will cover 99.8 per cent of the rye and leave only an occasional tip peeping out from under the furrow. Having plowed under the rye, it is now advisable to disk-harrow thoroughly, both ways across the field, thereby packing down the turned-under rye and rendering

the surface in loose and friable condition.

The turned-under rye immediately begins to rot, and in five or six weeks an examination of the soil will show that it has almost entirely disintegrated. During this period, it is well to disk every ten days in order to keep down the weed growth and conserve the soil moisture.

When the rye has decomposed in the soil, it is time to put in a summer green crop, and here again the crop to employ is governed largely by your location. In the vicinity of Philadelphia and south, the best all round bet is a crop of cowpeas, while north of Philadelphia you could plant buckwheat. If I were located in the South or far West, I would be governed by local custom or obtain the information from the state experiment station. A week before planting the cowpeas I would disk in 600 lbs. of good high-grade commercial fertilizer or the same amount of milorganite.

Skimming Off the Soil

Nothing further remains to be done until it is time to plow under the crop you have grown, and the time of plowing will be governed by the date on which you plan to begin using the top 3 inches of the field for top-dressing purposes. The crop, if there has been a fair amount of rainfall, will have made a heavy growth by the latter part of August, and if you plow it under at that time, the crop will have rotted nicely and you can begin to skim off the upper 3 inches by the first of October for immediate use or for storing in piles for use in the spring. If you don't need the soil until spring, you can let the crop grow until the middle of September and then plow it under.

In skimming off the soil, do not take more than 3 inches. Thus you leave sufficient top soil so that the field can be seeded to grass or used over again for the growing of green crops for another 3-inch skimming the following year. But if you take 6 inches of top soil at one operation, you render the field barren and sterile. You take everything and leave nothing for future plant growth.

In the foregoing, I have discussed in a general way the theory and practice of enriching soil by plowing under the green crops which the soil itself produces, aided by the intelligent application of labor and fertilizer. Some individuals will say that green crops will not enrich soil to the same degree as will applications of manure, but such a contention is not logical when

you stop to consider that the effect of a turned-under green crop upon the soil is direct, whereas the application of manure resulting from the feeding of this same crop to an animal amounts indirectly to virtually the same thing. In both instances, you are applying or turning under a crop.

Dense Growth Essential

In growing these green crops, there are one or two points which must be carefully considered if the maximum results are to be obtained. In the first place, do not be niggardly with the seed. A farmer planting rye for a crop of grain would sow only a bushel to the acre, but when you are planting rye for a green crop, it is much better to plant not less than three bushels per acre, and preferably, four bushels. There are two reasons for this apparently heavy seeding. First, when four bushels of seed are planted, the rye comes up thick and makes a shorter, but denser, growth, so that when plowing time comes you have the maximum amount of plant tissue to turn under. Secondly, this thick stand of rye takes possession of the soil and chokes out practically all weed growth.

The problem of choking out the weed growth is not very difficult with a green crop in the spring, but it is of the utmost importance in growing a summer green crop, such as cowpeas or buckwheat. At this period of the year, heavy growing weeds, such as pigweed and crab grass, are rampant, and unless you secure a heavy and uniform stand of cowpeas or buckwheat, the weeds will obtain a secure foothold and ripen their seeds, which is precisely the very thing you do not want. Therefore, plant three bushels of cowpeas per acre as against the usual bushel and a half of ordinary farm practice, or, if you are growing buckwheat, follow the same general plan of sowing twice as much seed as would be planted for a crop of grain.

In the same way, in growing green crops, it is necessary to fertilize much more heavily than would be the case if you were growing these crops for grain. Too much fertilizer will reduce the grain crop by throwing all the growth into the stalk, whereas, for our purpose, it is the stalk and leaf growth that we want; we are not interested in the grain. Therefore, in green-crop growing, sock on all the fertilizer you dare without burning up the crop. This fertilizer goes into the leaf and stalk of the plant, which, on rotting, fills

the soil with organic matter high in available plant food so that this soil, when skimmed off and applied to your greens, is exactly right for the growth of the fine turf grasses.

It is amazing, the amount of organic matter that is added to the soil when a properly grown green crop is turned under. Most people, when they look at a crop of rye or cowpeas being turned under, see only the crop above ground, and, of course, that part of the crop is obvious and not to be sneezed at. But not one person in 5,000 ever stops to think of the *root growth* that the crop has made. If you wish to obtain an adequate idea of the amount of organic matter added to the soil by the root growth of a green manure crop, take a spade into a field of rye ready to turn under; carefully dig up a chunk of the soil, and gently shake the soil from the roots. The amount of root exposed is truly amazing, and all the more so when you consider that every square inch of the soil to plow depth over the entire field is clogged with this same root growth.

In conclusion, it may be said that the easiest way to produce top-dressing material for greens consists in disking manure into a piece of ground, allowing the manure to rot, and then skimming off the top three inches. If manure is unobtainable, the same result can be obtained by the more extended process of turning under properly grown green crops—nature's own manure.

P. G. A. Irons Out Tourney

All is serene now with the P. G. A. plans for the annual championship which is to be held at Hillcrest C. C., Los Angeles, December 2-7. Picture magnate Joe Schenck is underwriting the championship expense after the misunderstanding at La Cumbra, Santa Barbara, put the pros face to face with a crisis. Darsie L. Darsie, coast golf writer, is tournament director. The executive committee handling the tournament is composed of Willie Hunter, Lewis Scott and J. A. Patterson for the pros and W. W. Campbell, president of the southern California amateur body, Leo Barnett of the Hillcrest C. C. and E. R. Hearst, past president of the California C. C.

Five hundred of the prominent residents of Los Angeles are to serve on various committees. It is planned to sell at least 1,000 tickets at \$5 apiece for the entire play, prior to the qualifying round.

Course Planting That Paints Autumn Picture

By RALPH W. CURTIS*

Professor, Ornamental Horticulture, N. Y. State College of Agriculture

A WHILE ago I suggested that in choosing trees and shrubs for the home environment we should choose first those with good form and good foliage. If we are careful in our choice we can often combine good form and foliage with good spring flowers and good autumn color. Now, I shall name and give the autumn color of 57 varieties of trees and shrubs of this kind, i. e., plants which are attractive the year round. I want it understood that my 57 varieties are arrived at by actual count and not by any chance reference to Heinz's pickles. I shall make only occasional comment as to the other good qualities of the 57 varieties and shall try to save time at the end to speak of 10 other plants which are essentially specialists in autumn color. These plants stand out because of their brilliancy and any talk on autumn colors should include them. In order that you may more easily utilize this discussion of autumn colors and apply it directly to your landscape needs, I shall group the 57 varieties into seven size groups, beginning with large trees and ending with climbing vines.

GROUP 7, which is large trees 50-100 feet high, contains the following:

Red Maple—Usually red, but sometimes yellow.

Norway Maple—Yellow.

Sugar Maple—Usually red, but sometimes yellow.

Horse-chestnut—Yellow.

Canoe or Paper Birch—Yellow. This, of course, has a beautiful white trunk. I consider it the best of all the white birches, first, because of its beauty, and secondly, because it is not infested by the birch borer so much as is the European white birch. This tree has been planted a great deal, but we do not recommend it now because it is so subject to borers. If you do not want white trunks, then use the *Black or Cherry Birch*. This has yellow autumn color like that of the Canoe birch, but the trunk is black.

American Beech—Golden brown.

Shagbark Hickory—Golden brown.

White Oak—Purple-red.

Scarlet Oak—Scarlet.

Red Oak—Red.

American Elm—Yellow.

In looking back over this tree list one sees that the Horse-chestnut is the only one which is very showy in flower. The Red Maple is very interesting because of its early red, both of the flowers which are early and appear in April before the leaves, and also of the young fruits, which are even brighter than the flowers. The fact is we do not have many northern trees which are showy in flower and also dependable at other seasons of the year. The plants in my list are all quite tough and durable (except the Birches), and all of them have good form and foliage as well as attractive autumn color.

The group of trees which I have just discussed I have called Group 7. The next group is Group 6, which is composed of large shrubs or small trees from 10-25 feet tall. There is one very desirable tree which I must speak of at this point because it is really in between these two size groups. This tree is called Yellowwood, because the inner wood happens to be yellow. It is a medium size tree about 40 feet high, with beautiful yellow autumn color. The flowers are white, in handsome clusters like Wisteria, and the foliage is a good green all summer. The tree is a native of the Southern states, but it is hardy north. It has a short trunk and spreading branches which are smooth and gray, much like that of our Northern Beech.

The 10-25 Ft. High Group

GROUP 6, large shrubs or small trees 10-25 feet high, contains the following:

Spicebush—Yellow. This bush grows well in wet soil.

Redbud or Judas Tree—Yellow.

Flowering Dogwood—Red. This is excellent in shade.

Washington Thorn—Red. This has beautiful red berries all winter.

*Courtesy Extension Service News.

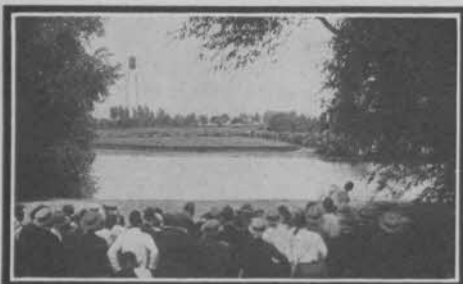


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SHANNOPIN COUNTRY CLUB. Read Ralph Martin's letter on page opposite.



P. & A. Photo
CHICAGO GOLF CLUB. John MacGregor is a firm believer in Sulphate of Ammonia.



BUNKER HILL GOLF CLUB, Niles, Illinois. The Tenth Hole is shown in the photo at the left. Fred Ingwerson is an ardent advocate of light, frequent applications of Sulphate of Ammonia.

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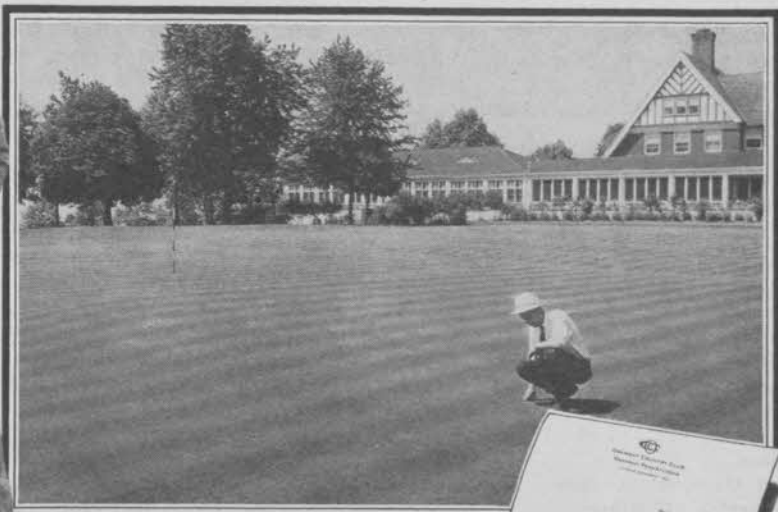
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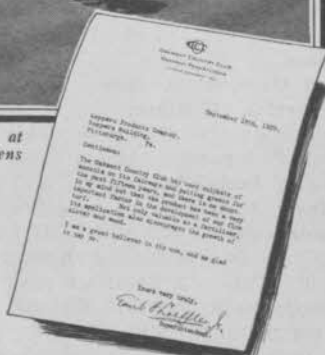
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—John Quail,
Supt., Highland Country Club,
Secretary, N. A. G. A.



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European Wayfaring Tree—Red. This is one of the *Viburnums*, *Viburnum lantana*.

Highbush Cranberry (*Viburnum opulus*)—Red.

Blackhaw (*Viburnum prunifolium*)—Red.

GROUP 5, medium shrubs, 6-8 feet high, still above the eye level.

Note—This group contains many very handsome flowering and fruiting plants. Oftentimes we do not want them to grow up so high. In this case, it is entirely possible to keep them gradually cut back (mostly by occasional thinning out of old stems) so that they still flower and fruit each year, but are small enough for our purpose.

Red Chokeberry—Red. This has bright red berries all winter.

Torch Azalea—Dull red. This is a red-flowered Japanese Azalea. Its scientific name is *Azalea kaempferi*.

Flame Azalea—I am not sure about the autumn color of this plant. If I remember rightly, it is yellow to orange and reddish purple. This is a Southern plant which is perfectly hardy North. The flowers are a perfect mass of yellow to red. Its scientific name is *Azalea calendulacea*.

Pinkshell Azalea (*Azalea vaseyi*)—Purple red. This is another Southern plant with very dainty and very early flowers. You must remember that all Azaleas need a neutral or acid soil. They will not stand lime.

Redstem Dogwood—Red.

Graystem Dogwood—Purple red. This has the finest texture of any of the bushy dogwoods. By this, I mean its leaves and twigs are small. It is very desirable. The berries are white on pink stems.

Regel Privet—Reddish purple.

Winter Honeysuckle—Green. This plant is semi-evergreen with thick leaves which remain green until December. Its flowers are white and very fragrant in early April.

Flowering Currant—Red. This is excellent in dry soil.

Japanese Rose (*Rosa multiflora*)—Reddish. This has abundant white flowers in spring and attractive berries all winter.

Bridal Wreath—Glossy red. This is the

old *Spiraea prunifolia* with small double white flowers.

Van Houtte's Spirea—Reddish.

Arrowwood—Glossy red.

Doublefile Viburnum—Dark velvety red. This shrub has very horizontal branching with attractive white flowers and red berries. A double form of this plant is called the Japanese Snowball.

GROUP 4, shrubs, 3-5 feet high:

Pinxterbloom—Reddish. This is the common pink Azalea in New York State. It is smaller than the other Azaleas just mentioned, but even it will sometimes get over the head in height.

Japanese Barberry—Scarlet.

Japanese Quince—I do not think this shrub colors up in the fall. Its foliage all summer is a dark glossy green. The flowers are usually red before the leaves in spring. There are other varieties with different colored flowers.

Leatherwood—Yellow.

Kerria—Light yellow. This has bright green stems all winter.

Bayberry—This holds its green leaves very late. They finally bronze and fall in December. The sexes are separate on this plant. If the plant is a fruiting plant, it will have beautiful gray berries all winter. Those who live near Rochester will remember seeing this plant in Highland Park as large as a lilac. It may be restrained easily by removing old stems.

Virginia Rose (*Rosa lucida*)—Red. This I consider the best of our wild pink roses. It has shining leaves.

Rugosa Rose (*Rosa rugosa*)—Beautiful orange. This is a Japanese rose with large flowers and fruits and very dark wrinkled foliage. Few people know its value in autumn color. Watch it.

Thunberg Spirea—Reddish, changing to a beautiful brown. This has very delicate feathery foliage which remains green longer than other shrubs. It is one of the first spireas to bloom in the spring.

Mapleleaf Viburnum—Rosy purple. This is excellent for shade.

Fragrant Viburnum—Brilliant red. This plant is from Korea. It is very fragrant and is the first *Viburnum* to bloom.

GROUP 3, shrubs, 1½-2 feet high:

Rock Cotoneaster—Red. This is a very attractive shrub with horizontal branches, excellent on a bank or in the rock garden. Its leaves color late and its bright red berries remain all winter.

GROUP 2, ground cover plants, 6-12 inches high: