

AT LAST!



A real greenkeepers' tractor— the new PENNSYLVANIA

What greenkeepers have been waiting for—not only for fairway mowing, but for general work on the course. Uses the latest light Chevrolet truck model and is the first six-cylinder golf tractor.

It takes the hills in great shape and without drawing on its big reserve of power. Remarkably smooth in operation and control and *there is no engine vibration at any speed*. Maximum speed, 20 miles an hour in high. Equipped with electric lights, self-starter and other standard Chevrolet equipment.

Write for details and for catalog describing the tractor-pulled "New" Fairway Quint or Trio, the Super Roller and New Aristocrat greens mowers and all the other PENNSYLVANIA golf mowers.

PENNSYLVANIA LAWN MOWER WORKS
1628 North 23rd Street, Philadelphia, Pa.

Eight Weeks More Golf Every Year

Nothing provokes a golfer so much these nice spring days as to be unable to play because of wet grounds; he considers the greenkeeper's prohibition of play a personal insult. Why not bring joy to his heart instead? Install Engineered Drainage and give him four to six weeks or even a couple of months extra golf every year.

Eliminate Spring Reconditioning

With a system of Engineered Drainage properly installed on your course, you can view the approach of spring with confidence; for the course is ready for play as soon as weather permits and the golfing fever breaks out. In fact, the course is *never* out of condition, for Engineered Drainage automatically removes the surplus moisture that causes so much trouble.

Prevent Winter-Kill

Engineered Drainage brings your course through without damage or destruction—no danger of the discouraging winter-killing of turf. The grass comes up strong and green, there are no bare spots to disfigure the course and develop into weed-breeding tracts during the summer. Think of the improved appearance and quality of the turf!

Engineered Drainage

Is nothing more nor less than a practical application of scientific principles to the problem of removing surplus soil moisture, in the speediest, most economical and most effective way. Its cost is surprisingly reasonable. We have pleased clients everywhere. Full information supplied cheerfully upon request.

WENDELL P. MILLER *and Associates*

105 W. Monroe St., Chicago

85 E. Gay St., Columbus, Ohio

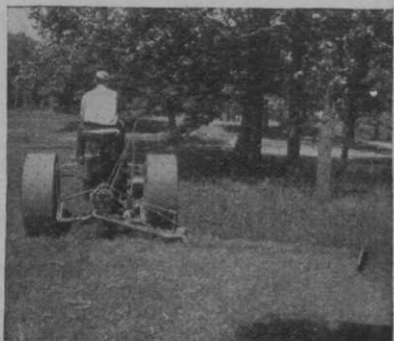
Consulting Engineers

DRAINAGE - IRRIGATION - TURF DEVELOPMENT



McCormick-Deering FAIRWAY

*Packed with Economical
Power for Golf Courses*



THE McCormick-Deering FAIRWAY . . . the true, all-purpose Golf Tractor . . . is a boon to the greens committee and the greens keeper. With it, they are able to maintain the course in tip-top shape and have more money to spend for improvements. The FAIRWAY pays its way as it goes along . . . providing sturdy, mobile power for fast work.

The FAIRWAY cuts the rough with a special built-in 7-foot mower; it cuts from 75 to 100 acres a day with a gang mower and rolls the fairways at the same time; it pulls wagons, compost distributors, rollers, etc.; it operates belt-driven ma-

chines; it plows, disks, and seeds; it moves dirt and materials, and operates equipment for construction work.

When you see the FAIRWAY you'll wonder how so much economical power and flexibility can be built into a single machine. When you try it out on your own course you'll see the FAIRWAY is all that is claimed for it.

The FAIRWAY is sold and serviced by 115 Company-owned branches and 42 distributors in the United States and Canada. Call at the nearest showroom and get acquainted with the FAIRWAY.

Write us for a catalog

INTERNATIONAL HARVESTER COMPANY

606 So. Michigan Ave. of America
(Incorporated)

Chicago, Illinois

**The Golf
Tractor**

**MCCORMICK-DEERING
FAIRWAY**

Only reliable companies are allowed to advertise in GOLFDOM.

Golfdom

Vol. 4

APRIL, 1930

No. 4

EDITORIAL CONTENTS

P. G. A. Names A. R. Gates Business Pilot, By Herb Graffis.....	31
Balance Sheet Helps Rate Course Condition, By Prof. Lawrence S. Dickinson	34
Hire Right Manager and Let Him Manage, By Henry R. Dutton.....	37
Sea Island Course Has Valuable Maintenance Ideas, By Hugh Moore.....	40
26 Years Refner, Hillsdale (Mich.) Pro Serves One Club.....	43
Joint Meeting Approved by Association Heads	50
Movies to Help Pros with Teaching Results, By George Sargent.....	54
Spring Cleaning Is First Step for Record Year, By Mrs. Elmer Biggs.....	58
How Successful Clubs Handle Membership Solicitation	62
Well Run Park Board Course Data Is Given, By Edward M. Laing.....	70
Non-Transferable Membership Solves Club Problem.....	76
Massachusetts Aggy Scool Hold Green-keeping Meet	82
Greenkeepers Guardians of Nature's Beauties, By Prof. Franz Aust.....	90
Designing Proper Sewage Disposal System for Golf Clubs, By J. Warren Fortetnbaugh	95
How to Make a Proportioner for Fertilizer, by Prof. C. I. Gunness.....	104
Simple and Thrifty Conditioning at Southern Course, by J. C. Jenkins.....	108
Hostess Is Big Help in Getting Women's Business at Club.....	112
"Dibbler" for Planting Stolons, By F. C. Groos	115
From Leach's Mail-bag.....	117

In Next Month's Golfdom

FOR THE GREENKEEPER AND CHAIRMAN...

B. R. Leach, Lawrence S. Dickinson and a number of prominent, successful greenkeepers will tell about maintenance methods to make this season your best one.

FOR THE PROFESSIONAL...

How a pro at a municipal course is setting pro shop sales records, and the stories of a number of pros at private clubs who are making their work highly profitable.

FOR THE MANAGER...

A prominent manager picks out the two commonest handicaps to business-like operation. Other managers give their pointers on distinguished service at clubs.

FOR THE PRESIDENT...

A broad, practical presentation of the approved ideas in all departments, club operation and suggestions from the experience of successful club presidents.

GOLFDOM earnestly solicits letters from all club officials, department heads and manufacturers on methods, means and policies that are successful in course and clubhouse construction, operation and maintenance and on pro merchandising of goods and services.

Use GOLFDOM as the medium of exchange for ideas and as your aid in digging up facts that will promote business-like operation at your club.

We have no pets and no prejudices, but the determination to make each copy of GOLFDOM bring some specifically profitable idea to each reader.

236 N. Clark St.

Chicago, Ill.

Tel.: State 3160

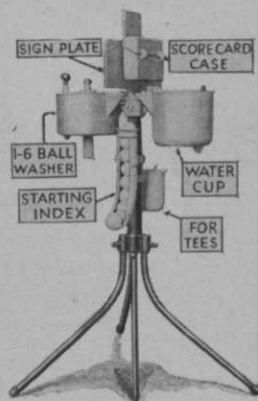
The Handy Tee Rack and Sure - Clean Ball Washer *Cleans 1-6 Balls*

The Handy Tee Rack was designed to meet the requirements of any golf course. The attachments can be supplied to suit any tee.

The Handy Tee Rack will dress and add refinement to your golf course, and give the player confidence and satisfaction that you are leaving nothing undone to satisfy his every desire.

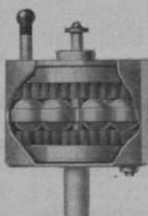
Good equipment has a psychological effect on the player, and it is your duty to keep him your club's booster.

The Sure-Clean Ball Washer was designed to meet golf ball cleaning in every extreme.



The Sure-Clean Washer will clean one to six balls at a time, and every mesh and dimple on the entire surface of the ball will be cleaned regardless of its condition.

The Sure-Clean Washer is mechanically correct in principle. The brush fibres kick the dirt off the ball by revolving the ball over the brushes. The fibres do not break down and leave a groove in the brush.



The entire equipment is made of aluminum die-casting, silver grey duco finish, will stand climatic and destructive abuses.

Write for literature describing this wonder equipment. Let us prove to your satisfaction the advantages of adopting the Handy Tee Rack and Sure-Clean Washer as a part of your golf course equipment, or ask your dealer for further information. Send for Form A-2.

MANUFACTURED BY

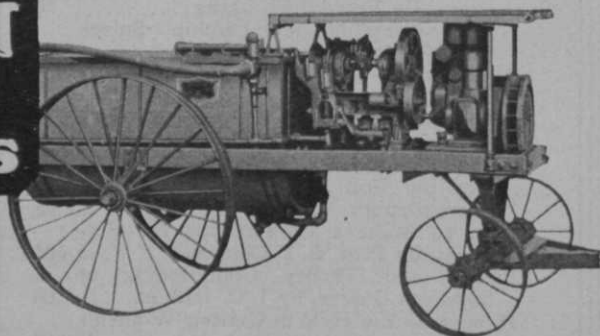
HOLM COMPANY

Kenosha, Wis., U. S. A.

BEAN GOLF SPRAYERS

For Dependable Course Protection

The most efficient, economical, and satisfactory sprayers ever developed for the golf course. Built especially to resist the effects of brown patch control fungicides and the various liquid fertilizers which are apt to injure spraying equipment. Sizes to meet every course requirement. WRITE FOR 1930 CATALOG.



Years Ahead!

Nearly 50 years of experience are built into every BEAN—every year a year of improvement. Indestructible porcelain-lined cylinders, trouble-less ball valve, Adjustable Timken-Tapered Roller Bearings. Automatic Lubrication, wide tires and other advantages. Furnished with divided tanks and gauge glasses when desired.

JOHN BEAN MFG. CO.

Division of Food Machinery Corporation

70 Hosmer St., Lansing Mich.

170 W. Julian, San Jose, Cal.

Cooper

PUTTING GREEN MOWER



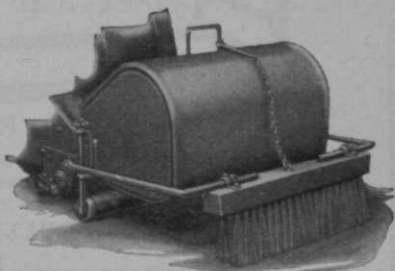
The Cooper Mower Has Many Outstanding Features

A high-speed, seven blade reel that cuts turf grasses to perfection and can be operated in reverse for self-sharpening; reel and bed plate comprising one quick-detachable "drop out" unit pioneered by Cooper; smooth three section aluminum roller with differential action for easy turning, supplies traction and provides with each cutting that gentle rolling action that levels without packing. Finger tip control governs every operation, and the independent operation of reel and roller makes mower extremely easy to handle. No transport cart necessary with this mower.

THE greenkeeper who has never seen the Cooper Putting Green Mower in operation owes himself this treat. He will find as others have that the increasing popularity of this remarkable mower is truly justified. Here is a mower that is light in weight, short coupled, perfectly balanced and extremely easy to operate. Instead of cumbersome cast iron, steel and aluminum alloy is used for frame construction.

A Briggs & Stratton 4-cycle motor supplies the power. All gears are packed in grease in dust-tight cases and ball and roller bearings are used throughout. Each Putting Green mower is equipped with grass catcher and at small additional cost can be equipped with the Cooper brush attachment for brushing up matted grass, aerating the soil, brushing in top dressing and brushing off worm casts and other refuse. By trimming, rolling and brushing the surface of the green better and in less time, and by eliminating the wage expense of at least one caretaker, this Cooper Putting Green Mower conserves maintenance funds and pays worthwhile dividends on the investment.

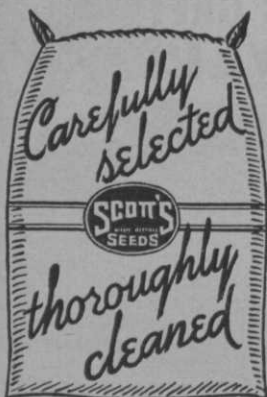
Give this wonderful time and labor saver a trial on your own club greens . . . write today for complete information, specifications and prices. Cooper Power Mowers are manufactured and guaranteed by



Cooper Manufacturing Co., 540 S. First Ave. Marshalltown, Ia.

The advertisers pay for your GOLFDOM; deal with them.

DISCOVERED!



For sixty years the producers of Scott's Seed have preached the gospel of clean, weed free seed. From a handful of Greens Chairmen who became early converts to the Scott theory of golf course improvement, the common experience has multiplied.

Today more than 1,100 of the finest golf courses on the continent sow Scott's Seed with an assurance of results that has become a habit. They have discovered that it is good business to stick to seed that makes good on its promise.

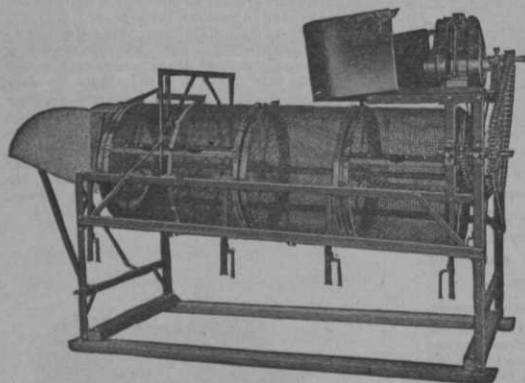
A wire or letter will bring a prompt quotation on your spring requirements. Write or wire today.

O. M. SCOTT & SONS
COMPANY



MARYSVILLE
OHIO

COMPOST-ROTARY SCREENS-SOIL



"Converse Screens Make Par Greens"

Order Direct from Manufacturer or from Leading Jobbers in New York, Chicago, Boston, Detroit, Pittsburgh, San Francisco, Richmond, San Antonio, Calgary, Atla., Lansing.

The most efficient method of preparing top soils or mixing or screening compost for top dressing.

Model illustrated is driven by small gasoline engine mounted over discharge end.

Additional models for tractor or hand power.

One to four grades of material at one operation—

Capacity 2-6 cubic yards per hour—

Mounted on skids for easy transportation—

The Converse Rotary Soil Screen has been adopted by clubs, large and small, throughout the United States.

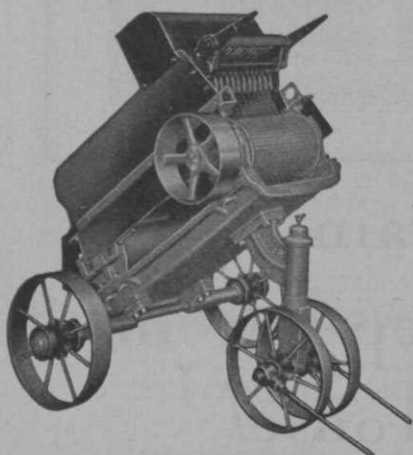
— BULLETIN ON REQUEST —

Manufactured by

F. S. CONVERSE CO., Box B, JOHNSON CITY, N. Y.

THE ROYER

COMPOST MIXER



Saves Time -

Saves Money -

Mixes - Wet or Dry -

Uses all the Raw Material

Use is the real test—read what users say:

Pittsburgh, Pa.

The Royer is an excellent machine, saving us the labor of four men, or approximately \$800 a year.

EDGEWOOD COUNTRY CLUB.
Theodore Parvin, *Mgr.*

White Plains, N. Y.

We estimate the Royer Compost Machine cuts the cost of the preparation of compost in half, at least.

CENTURY GOLF CLUB,
Arthur M. Hess, *Chr. Grs. Comm.*

WRITE for descriptive literature TODAY

Manufactured by

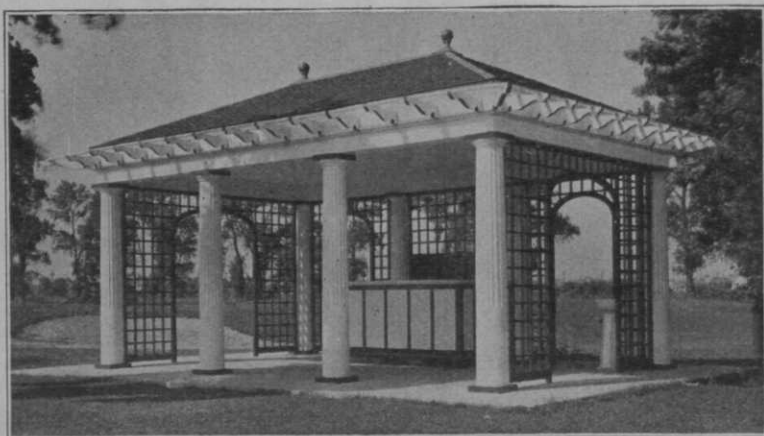
ROYER FOUNDRY & MACHINE CO.

158 Pringle Street

Kingston Station

Wilkes-Barre, Pa.

FOR SALE BY LEADING GOLF EQUIPMENT DEALERS



Let it rain!

Players can keep dry in a Shelter House!

How often a brisk rainstorm interrupts an afternoon of golf! Why allow your players to put up with this discomfort when a fine shelter house costs so little?

We make shelter houses of all kinds, affording complete protection from sun, wind and rain. You can order one standard in nature or one suited to the architecture of your particular club. Our staff of designers will gladly assist you without charge. Send in your requirements and an estimate will be furnished immediately.

Of course all shelter houses using round columns employ our patented column built on the Koll Lock-Joint principle.

They simply cannot come apart. This added value is yours without extra cost.

The shelters come complete, ready to assemble except for foundations which are not included. Each piece is painted one coat. Any carpenter can readily put them up. Prices f. o. b. Chicago.

Write for free 48-page booklet "The Pergola" containing photographs of other Hartmann-Sanders Architectural Features.

HARTMANN-SANDERS CO.

Factory and Showroom:
2183 Elston Avenue, Chicago.
Eastern Office and Showroom:
Dept. O, 6 East 39th Street,
New York City



HARTMANN-SANDERS

PERGOLAS

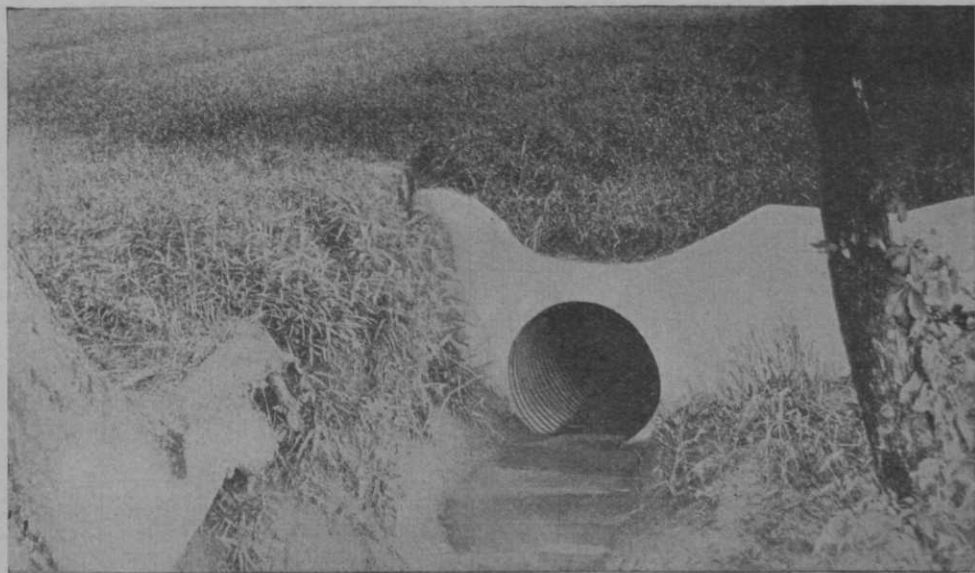
COLONIAL ENTRANCES

KOLL COLUMNS

ROSE ARBORS

GARDEN EQUIPMENT

Let GOLFDOM advertisers help you. They are golf field experts.



Permanent, Low Cost Drainage Requires Toncan (alloy) Iron Drain Pipe

UNNATURAL water hazards, improvised by nature's whims, ruin the game and add heavily to maintenance.

Adequate drainage is vital to both greens and fairways. But adequate drainage should be permanent drainage, so as to avoid frequent costly replacements, and annoying interruptions in the play.

Toncan Iron perforated drain pipe provides permanent drainage. For Toncan is an alloy iron—(iron plus copper and molybdenum)—which possesses far greater resistance to

rusting, corrosion and attack by ground waters than any other ferrous pipe material used for golf course drainage.

In addition, Toncan Iron drain pipe is exceptionally strong, and ductile—possessing every mechanical qualification essential for quick, economical installation and long life.



Architects, greenkeepers and greens committees are invited to write for complete literature fully describing long-lived Toncan Iron and its advantages for golf course drainage.

TONCAN CULVERT MANUFACTURERS' ASSOCIATION
MASSILLON, OHIO

Plants located in all parts of the United States and Canada

TONCAN COPPER
MO-LYB-DEN-UM **IRON**

Has Your Club *High Pressure* WATER?



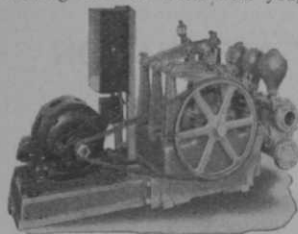
On greens and fairways, in locker rooms and kitchens—water is vital. Without plenty of fresh, clean water a good course and club is impossible.

30 years ago many of the first golf clubs put their water problems up to us for solution. Most of those old Kewanee Systems are still in splendid shape. As new clubs were formed they naturally came to Kewanee—and today Kewanee Systems are "on the job" at hundreds of leading clubs.

KEWANEE HIGH PRESSURE WATER SYSTEMS

A Kewanee System is automatic. It starts itself and stops itself. But always keeps a plentiful supply of water at every tap and faucet—and under strong enough pressure to provide real fire protection.

No two clubs have exactly the same water requirements. So we maintain a complete engineering staff to work with you, your architect and engineer in making a complete water lay-out to fit your needs.



Why not let us help. No obligation. Write.

KEWANEE PRIVATE UTILITIES CO.
414 Franklin St. Kewanee, Ill.

PERFECT SOIL ...for your greens AT LESS COST

Your Greenskeeper will tell you that most of his expense for upkeep of greens, tees and fairways is manual labor. Tell him that he can save from one-third to one-half of that expense with a KEMP Soil Shredder.

Many prominent golf clubs are KEMP users. They find that in addition to its economy, a KEMP shreds (does not grind) any kind of soil . . . thoroughly shreds fibre, such as manure . . . removes all stones and lumps—making ideal top dressing.



Send for NEW Catalog

Our illustrated 1930 Catalog gives the complete story. Write KEMP MANUFACTURING COMPANY, Dept. C, 2001 Peach St., Erie, Pa.

Prompt Shipment from Warehouse Stocks in Leading Centers

KEMP POWER SOIL SHREDDERS

TO GROW thick and vigorous turf, use V-C FAIRWAY, the fertilizer for golf courses. Clean, inoffensive, unobjectionable—a rich food for grass, easy and inexpensive to apply.

V-C
Fairway
GRASS FOOD

VIRGINIA-CAROLINA
CHEMICAL CORP.

Lawn and Garden Dept.
Richmond, Virginia