

## Night Lights for Pools.

Another recent innovation in swimming pool construction is the underwater lighting system. This greatly enhances the utility and beauty of any pool, and insures maximum safety at all times. It gives crystal-clear, evenly diffused light throughout the water of the pool at night, and can, by the introduction of colored lenses, be obtained in a multiplicity of color schemes. It increases the enjoyment of the spectator as well as the swimmer, who seems from the shoreline to be moving through light rather than water. The Springfield C. C. will have the first outdoor pool so equipped.

Most of the country clubs installing swimming pools are doing so with the intention of freezing the pool over in winter and so providing an exhilarating winter sport for their members. If the pool is set in a natural or artificial hollow, it is advisable to use enough water to completely freeze over the pool proper, as this will insure an even temperature of 32 deg. F. all winter, thus preventing the action of frost through the structure.

## SCHAVOLITE HAS NEW MEN ON FORCE

New York City.—Schavolite Golf Corp., 16 W. 45th St., announces the appointment of Robert W. Kilpatrick as general manufacturing superintendent of the Schavolite plant. Bob was born at St. Andrews in 1897 and came to the States in 1900 with his father, who is with Spaldings. Bob, per the usual custom, is related to most of the pro golf notables who hail from St. Andrews.



Bob Kilpatrick

Kilpatrick started to work for Spalding's in 1912. In 1919 he went to Mt. Hope, N. Y., as assistant to Jack Adams. In 1925 he returned to the Spalding organization for the Spalding Springfield plant prior to joining Schavolite.

The Boston office opened at 115 Federal St., with Harold Cosgrove in charge, is doing a good business.



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Much informative data has been compiled for distribution to officials of golf clubs which will be sent if requested.

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# LANDSCAPING TIPS FOR GREENKEEPER

## SHRUBS THAT STAND ABUSE AND THRIVE UNDER NEGLECT

(Note: "Remarks" refers to the shrub's life, appearance, immunity to disease and insects. \*Not native to North America.)

Botanical Name	Common Name	Height	Remarks
<i>Acanthopanax pentaphyllum</i>	Acanthopanax	9 feet	Good
<i>Aronia arbutifolia</i>	Red Chokeberry	9 feet	Good
<i>Aronia melanocarpa</i>	Black Chokeberry	3 feet	Good
<i>Benzoin aestivale</i>	Spice bush	15 feet	Fair
<i>Berberis thunberg*</i>	Japanese Barberry	6 feet	Good
<i>Clethra alnifolia</i>	Summersweet	9 feet	Very good
<i>Comptonia asplenifolia</i>	Sweetfern	3 feet	Good
<i>Corylus americana</i>	American Hazelnut	9 feet	Good
<i>Forsythia</i>	Most species Forsythia	8 feet	Good
<i>Gaylussacia baccata</i> (Acid soil)	Black Huckleberry	3 feet	Good
<i>Hamamelis</i> (all species)	Witch Hazel	Tall	Good
<i>Ilex glabra</i>	Ink Berry	6 feet	Very good
<i>Kalmia latifolia</i>	Mountain Laurel	10 feet	Very good
<i>Kalmia angustifolia</i>	Lambkill	3 feet	Good
<i>Ligustrum ibota*</i>	Ibota Privet	6 feet	Fair
<i>Ligustrum vulgare*</i>	European Privet	12 feet	Good
<i>Lonicera morrowi</i>	Morrow Honeysuckle	7 feet	Good
<i>Lonicera tatarica</i>	Futarian Honeysuckle	9 feet	Good
<i>Lonicera maacki</i>	Amur Honeysuckle	15 feet	Good
<i>Lonicera fragrantissima</i>	Winter Honeysuckle	6 feet	Good

### Several other honeysuckles

<i>Lucium</i> (all species)	Matrimony Vine	Creeping	Good
<i>Myrica carolinensis</i>	Northern Bayberry	6 feet	Good
<i>Rhododendron</i> (all native unhybridized species)		Varies	Very good
<i>Rhus</i> (all species)	Sumac	Tall	Poor
<i>Ribes</i> (all species)	Currant	Low	Fair
<i>Viburnum cassinoides</i>	Witherod	7 feet	Very good
<i>Viburnum dentatum</i>	Arrowwood	15 feet	Very good
<i>Viburnum molle</i>	Kentucky Viburnum	12 feet	Very good
<i>Viburnum lentago</i>	Nannyberry	25 feet	Very good
<i>Viburnum prunifolium</i>	Blackhaw	12 feet	Very good
<i>Viburnum lantana</i>	Wayfaring Tree	15 feet	Good
<i>Viburnum venosum</i>	Veiny Viburnum	9 feet	Good, Fair

### Several other less common Viburnum

Chart prepared by Pennsylvania State College, School of Landscape Architecture.

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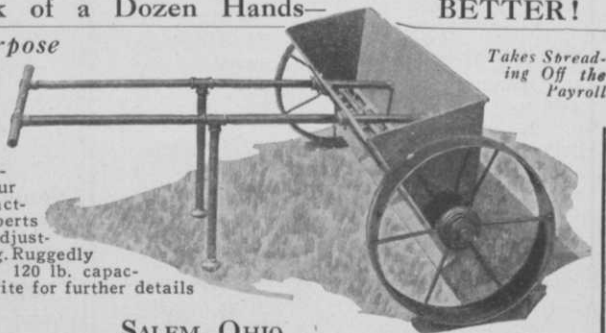
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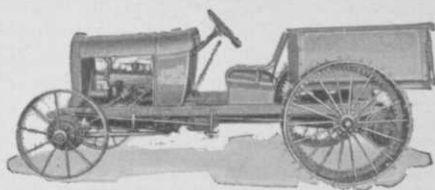
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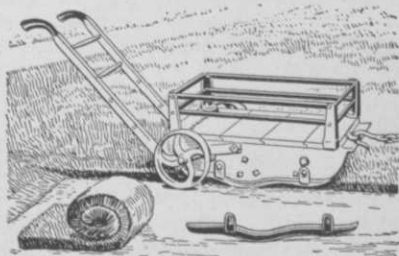
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# Expert Food Buying Is Test of Manager

By ROBERT E. LOVE

THIS is the second of a series of articles on golf club food service and deals with the various problems of food purchasing. Too much emphasis cannot be placed upon the gross error of buying food solely on the price basis. Especially is this true of golf clubs, with their fastidious, high class patrons constantly demanding the best of foods. Thus the highest quality food must not be sacrificed for the apparent saving of a few cents in price.

IN THIS modern age the business of food purchasing, like many other forms of activity, has become scientific. The scientific study of relative food values has accurately proven that highest quality foods with a correct perception of their use is the measuring stick of success. Food purchasing without a clear and definite knowledge as to its requirements and usage spells failure with a capital F.

Golf club stewards should be ever alert to the constantly changing market. They should study the daily market fluctuations in price, supply, and demand. The club steward should, whenever possible, purchase the food directly on the spot, rather than order by telephone. This helps to prevent errors, insures better quality, better satisfaction on the part of the patrons, with a resultant increase in profits. The club steward is being constantly approached by national concerns, as well as local houses, with special buys or bargains. These should be studied and handled very cautiously, always bearing in mind the profitable guide—only the best of foods at all times.

## Buy "Bargains" Cautiously

Sometimes you may be able to make a good buy with one of these so-called "bargain" opportunities, but be ever careful, and if the food offered is a slow-moving

item which will take several months to a year to consume, it is well to stop and figure the investment at regular interest, plus a few cents for depreciation, and compare this result with the regular price, before buying.

Another profitable practice which also helps bring about inter-departmental co-operation, is for the steward to consult the chef, pantry girl, pastry chef and the like, in reference to the above and other food purchasing problems, instead of relying solely upon his own judgment. In many instances this advice sought from the various kitchen department heads, has proven of invaluable assistance to the steward, and also has the splendid result of giving the various department heads a sense of greater responsibility and a keener interest in their duties.

## Large Clubs Can Deal Direct

Most golf clubs do not have a food business which warrants direct connections, cutting out the middlemen's profit. However for the extra large golf course with a big food business, direct dealings with the wholesale jobber will bring about considerable savings. For example, if you use fifteen or more sacks of granulated sugar a week, you can purchase direct from the broker, thereby effecting a saving of 35c to 40c per sack over the wholesale grocer's price. It is also usually possible to secure jobber's discount of from 10 to 15% with 2% cash, 10 days on several items of nationally-known canned goods and groceries. Many other items when purchased direct, effect savings of from 25 to 30% over the local market prices. The path to lower prices for quality foods is governed solely by the volume of business being done.

Thus, the average golf club must deal with the local markets. The golf club steward must seek to establish himself as rapidly and firmly as possible as an "honest" trader. Always be fair when dealing with the various concerns, and above all do not make fictitious demands,



Women have this attractive lounge of their own at the palatial new home of the Make-tewah C. C. at Cincinnati.

when seeking lower prices. Always back up your arguments with sound reasoning and straight facts. Again, let me emphasize that the steward must study market conditions, consult produce market reports and out of town price lists which are submitted by numerous dealers, and then talk them over daily with the firms with whom you are doing business regularly. Thus you can usually arrive at the lowest price possible on the quality purchased.

### Diversify Purchases

Competition is still the guiding force in the business world today. This important fact should not be overlooked in food purchasing. Do not do all your business with one or two firms, but select several reputable dealers in the different branches of food lines, and let them bid against each other for your patronage. Thus, the various dealers will be very anxious to secure your business, especially so since the patronage of a high class golf club will greatly help to augment the prestige of the firm in the community. These different dealers will consequently make certain concessions, which the firm that has a monopoly on your business would never consider. Of course with some items, you will have to trade mainly with one or two concerns, but these must be constantly checked to insure lowest prices.

The food purchaser should study intelligently the daily menu, and know the requirements and usages for which the food is to be employed. Accurate data should be kept on the food inventories. The steward should study the trend of his

business, and know what the patrons want, and when they want it, forecasting and estimating the future necessities of the food department. Special care should be taken of perishables, as most clubs are situated some distance from town, necessitating the transporting of this particular group of foodstuffs by truck, consequently increasing the hazard of spoiling.

### What Test Scores Tell

Wherever possible the use of test scores is advocated, as they are of great assistance in bringing about a successful food business. The test score is simply an analysis of what can be obtained, its eating qualities, its suitability for the purpose purchased, and a basis for arriving at profits. For example, test scores made on meat, showing the shrinkage after cooking, and the portion yield, have definitely proven that quality products will always give a greater percentage yield, as well as being far more pleasing to the patrons. However the problem of purchasing meat and fish products, is one of such great scope and importance that it will merit a detailed discussion in a later issue of GOLFDOM.

### Tips on Buying Canned Goods

In the purchasing of canned goods, an extensive knowledge of the requirements and usage is vitally necessary, especially so since considerable money outlay is involved in this line of food. Canned goods should not be purchased in any quantity until after a very accurate study of market conditions, government surveys, crop reports, dealers' reputation, and



quality of foodstuffs, has been carefully made.

Tests should be made to ascertain the eating qualities of each product purchased. Other important factors in regard to the purchase of canned goods are: grading as to size, variety offered, net content weight, price asked in comparison with the quality offered. Canned foods are natural foods, cooked and sterilized by heat, and their nutritive value is the same and often greater than that of corresponding raw food, purchased in the market and cooked in the restaurant kitchen.

Most canneries are located in the production areas, and the foods are canned

while fresh, thus preserving their natural flavor and highest degree of nutriment. Commercial canning has now advanced to a degree which permits the use of the newest equipment, as well as expert supervision both in the production and manufacturing ends of the business. The National Canners' association, in co-operation with the United States Government, have established a net weight list of canned products which is invaluable to purchasers of food. The list shows the minimum amount of foodstuffs that the various size cans should contain. The reputable packers usually go beyond this minimum requirement so that their products will cut out to advantage.

For determining the drained weights, the contents of the Number 2½ and smaller tins should be carefully emptied on a circular ⅛ in. walled mesh screen, 8 in. in diameter. Then the contents should be carefully distributed over this screen to an equal depth. For determining the net contents of the No. 10 can, use a 12 in. tester, instead of the eight inch. The length of the period for draining has been set at two minutes for all sizes.

### Beware of Wild-Cat Brands

The so-called "wild-cat" brands should never be purchased although the sample may appear to be of the best quality, and the price most attractive. For in these inferior and relatively unknown grades, the pack will not run uniform, which is a serious handicap to highest quality club food service.

In the purchasing of fresh fruit and vegetables, quality is the predominating determiner. Following are several valuable aids in the purchasing of various fresh products: Green asparagus has a superior flavor and is edible almost to the end of the stalk. The freshness is ascertained by breaking the stalk or by puncturing it with your fingernail to see that it contains plenty of moisture, and by examining the tips which decay rapidly, and observing the ends of the stalk which become dry and brownish when old.

Beets, carrots, and turnips of medium size should be purchased, and with greens on, when possible, as they help preserve the freshness and can be used for garniture, etc. The smaller sizes of string beans should be purchased, as they are younger and more tender. For guidance in purchasing other food products, let quality be your first standard bearer.

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## Greens-Staff Management Demands Tact

By TOM F. MASON

Greenkeeper, Hendon (England) Golf Club\*

OWING to the large areas of the modern golf course, with its corners and out-of-the-way places (where the opportunity for the slack man to do a quiet dodge is so often present), we all realize how necessary it is for the greenkeeper to build up a staff of good, honest, conscientious workers, and, having them, to look after them in such a way that they in return will be always ready to do the best for him and for the club who employs them.

There is, in the opinion of many greenkeepers, room for much improvement in the relations between the greenkeeper and his staff, and I venture to put forward a few suggestions for the consideration of those who may not have given the matter much thought.

The good greenkeeper never loses sight of the fact that the successful working and upkeep of the course depends as much upon the staff as upon himself, and it is up to him to do his part in dealing with those under him. One hears occasionally of a greenkeeper who has adopted the manner of the Kaiser, and fancies he is going to get the best out of his men by bullying methods; but sooner or later things are bound to go wrong, and the result will be serious trouble all round. On the other hand, where too much leniency and familiarity are practiced the men get out of hand, and the course and everyone else suffers.

To be a successful greenkeeper one must be above everything else tactful. He should know each of his men's capabilities and allot to everyone the job he is best suited for. At the same time I do not advocate the old-fashioned method of teaching a man one job and keeping him to it, for in my opinion every man should be taught another man's work, so that in case of emergency, illness, etc., there is always a man ready to fill up a gap. A greenkeeper who has trained his men in this way not only rids himself of one of his minor worries, but is ready for an emergency.

It may be said that it is too difficult a task to teach every man another man's work, particularly when, at certain times of the year, every man has his own work cut out to get through his own particular



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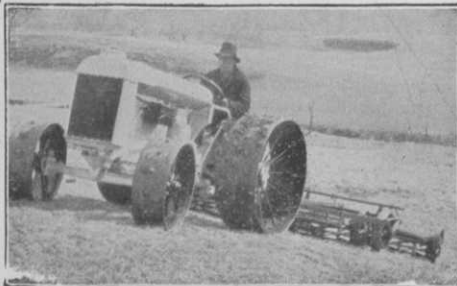
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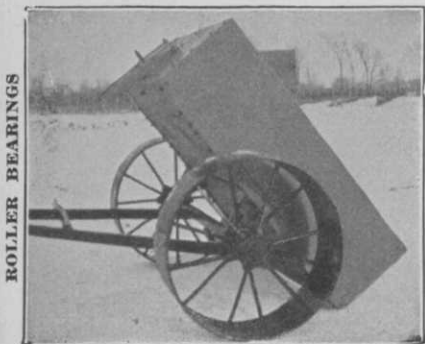
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**R. S. HORNER, Geneva, Ohio**

Mfr. of Golf Tractor, Spuds, Wheels, etc.

job; but, my friends, you will find that if tactfully approached a man will always respond to your request to quicken up a trifle, when he knows that the time gained is going to be used to his own advancement and the good of the course. This, at least, is my experience, for I have always found my men keen in this direction.

My experience has taught me that, however big the staff, all can be made as one; this again by the use of a little tact. I have adopted in the ordinary work on the course a mild form of competition with the very best results, one of which has been to bring out the better man. This gives the man confidence in himself, and those not quite so good confidence in him. At the same time the greenkeeper is in the position "of being able to select" his understudy without friction of any sort, which is certainly most desirable.

On the other hand I admit that without tact the result of such a competition might upset a whole system of good work.

One must be diplomatic in all things, strict with regard to timekeeping, as ready to play as anyone when the leisure time comes, but stern when necessary. Encourage your men by never failing to appreciate good work done. Such a policy, I am sure, cannot fail to give the greatest satisfaction to those who work under you and to the club who employs you.

*\*From the Jour. of Golf Greenkprs. Assn. (England).*

### NEW BUDD BLADE PERMITS SHORTER MOWING.

Ravenna, O.—Engineers of The Budd Mfg. Co. have recently embodied new feature in the Budd "4 cutting edges" blade that will strike a responsive note among mower users everywhere. This feature is a tension plate, which fits between the mower bed plate and the Budd attachment, thereby, it is claimed, allowing shorter mowing, an advantage many mower users have long wanted. Moreover, this tension plate feature is said to provide an easier cutting touch on the reel. The new feature is supplied only on Budd equipment made for mowers of 22-inch cutter bars, and larger.

### HOVEY CATALOG OUT

Boston, Mass.—Hovey & Co., 150 Milk St., have a new edition of their catalog of course supplies and equipment. The catalog gives extensive detail concerning a big line. A copy will be sent free on request to any greenkeeper or chairman.