

## The PENNSYLVANIA TRACTOR

# No Engine Vibration *Even At Eighteen Miles Per Hour*

With its powerful six-cylinder Chevrolet engine, this new PENNSYLVANIA Tractor takes the hills with ease and, even at the maximum speed of 18 miles per hour in high, is absolutely vibrationless. Other important advantages include extreme simplicity of design and economy of operation. It is unusually efficient and economical when used with PENNSYLVANIA Fairway Mowers.

Wheel base, 87 inches; turning radius,  $8\frac{1}{2}$  ft. Strong rear axle to pull the heaviest load. Fully equipped with electric lights, self-starter and other standard Chevrolet equipment. Detachable steel dump body with capacity of one cubic yard.

Write for complete details and catalog describing "New" Fairway Quint or Trio, the Super Roller and New Aristocrat greens mowers and the new PENNSYLVANIA "Tee" Mower for trimming tees and approaches.

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

# Green Glowing Fairways All Through the Summer

This ideal of the golfer and greenkeeper can easily be attained through the installation of correctly designed irrigation systems giving an ample, constant, and reliable supply of water to supplement natural rainfall.

## Sprinkling Science

Yes, there *is* science in sprinkling; and no sprinkling system will give satisfactory results unless its design and installation are based upon the fundamental principles of this science.

## Hoseless Systems

Positive results follow our installations of modern hoseless sprinkling systems: springy turf on the fairways, happier members playing on them, and more profit to the club through increased patronage and lower operating expense.

## A Word to the Wise

Brown, baked fairways are completely out-of-date. Let us show you how well it will pay you to keep your course in perfect playing condition the whole season through. Your inquiry involves no obligation.

## WENDELL P. MILLER *and Associates*

105 W. Monroe St., Chicago

85 E. Gay St., Columbus, Ohio

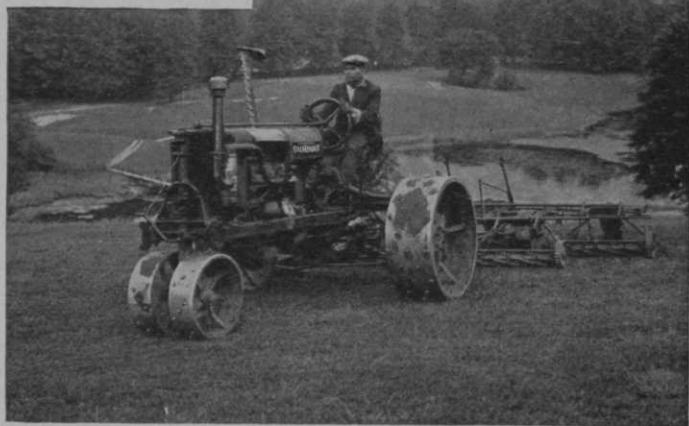
### *Consulting Engineers*

Eastern Engineering Representatives  
for BUCKNER-CALIFORNIA Hose and Hoseless Systems

DRAINAGE - IRRIGATION - TURF DEVELOPMENT

# FAIRWAY Tractors Maintain Louisville's Golf Courses

These illustrations show FAIRWAY Tractors mowing with gang mowers on the public golf courses at Louisville. Note the cutter bar which is in-built on the FAIRWAY, for cutting the rough. The wheels do not track but act as rollers on the turf.



THE city of Louisville, Ky., is one of the municipalities that has found McCormick-Deering FAIRWAY Tractors to be the most economical, mobile power units for the construction and maintenance of golf courses.

Two 18-hole courses and a 9-hole course are operated by the city of Louisville. The FAIRWAY Tractors were used in the building of these courses and now the FAIRWAYS are depended on entirely to maintain them. The FAIRWAYS put in nine hours daily—mowing the rough, keeping the fairways in trim, and applying their power wherever it is needed.

Those in charge of the Louisville courses state that the performance of the FAIRWAYS is most satisfactory, that they are economical to operate, and that they have reduced construction and maintenance costs compared to other methods.

Wherever FAIRWAY Tractors are used they are making similar records for economical performance. They are sold and serviced by 115 Company-owned branches and 45 distributors in the United States and Canada. It will pay you to investigate the FAIRWAY. Write us for catalogs.

## INTERNATIONAL HARVESTER COMPANY

606 So. Michigan Ave. OF AMERICA  
(Incorporated)

Chicago, Illinois



The FAIRWAY delivers its ample power three ways—through drawbar, belt, and power take-off. It is in itself a roller; wheels do not track, the weight being distributed to all 4 wheels. Has special flexible in-built 7-foot mower for the rough. With gang of mowers it cuts 75 to 100 acres a day. Pulls rollers, compost distributors, wagons. Ready for heavier jobs, plowing, disking, seeding, etc.; moves dirt, materials, and all equipment.

**The Golf  
Tractor**

# McCORMICK-DEERING FAIRWAY

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

# Golfdom

Vol. 4

JUNE, 1930

No. 6

## EDITORIAL CONTENTS

Soil's Part in Turf Maintenance—By O. J. Noer .....	23
How Good Pro Works As Club's Valued Asset .....	26
Comparing Course Labor Cost Percentages—By Jay M. Heald.....	29
Guide Posts to Course Watering Systems and Equipment—By Wendell P. Miller .....	33
Pro's Business Chief Tells How Work Looms—By Albert R. Gates.....	41
Pointers Picked Up from Prospering Pros—By Herb Graffis.....	44
Pro Sells Himself in Playing a Business Stymie—By Earl H. MacLeod.....	48
Pioneer of Movie Teaching Tells His Experiences — Interview with Howard Beckett .....	58
Greenkeeper's Job Calls for Four-Square Diplomacy—By Edward B. Dearie....	78
Golf Club Food Service Demands Studies Basis .....	84
Olympia Saves \$4,000 Annually By Running Own Laundry — By Jack Fulton, Jr. ....	98

## In Next Month's Golfdom

*When the club suddenly awakens to the realization that the deficit is becoming a bad and burdensome habit what can be done to revise operations so the financial situation is corrected and the operations, instead of being impaired, put on a better basis?*

*Wheeling (W. Va.) faced this dilemma three years ago. As one of the veteran clubs it had a tough job but it handled the task in a completely triumphant manner.*

*Wheeling's story will appear in July GOLFDOM as one of the leading features on the advance of business methods in all phases of golf club operation.*

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

## "GOLF COURSE"

can furnish  
you quick with

TORO Equipment

FRIEND Sprayers

ECONOMY Sprinklers

STANDARD Products

KOPPER'S Sulphate

MILORGANITE

LECCO

The finest grass seeds.

Specially cultivated Bent  
Stolons.

And all kinds of proven  
maintenance equipment,  
supplies and parts.

Write, wire or telephone  
for prompt, personal service

### THE GOLF COURSE SUPPLY Co.

Dept. G, 3049-3051 Carnegie Ave.,  
Cleveland, Ohio

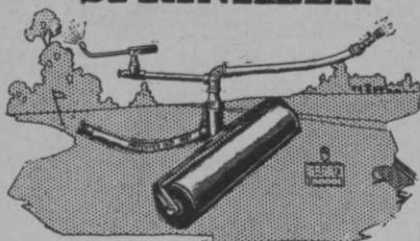
Long Distance Telephone:  
Cherry 7220 or 7221

A. E. FLACK, Pres.

H. J. STREICH, Sec'y Treas.

**FREE!** Big, illustrated catalog  
—write for it.

## THE LARK SPRINKLER



### Guaranteed to Satisfy

You can test the Lark—  
golfdom's leading sprinkler  
—without any risk what-  
ever. Simply send for one.  
Try it two weeks—under  
every condition—for day-  
time or all-night sprinkling  
—in calm or windy weather.  
If you don't think the Lark  
is the finest sprinkler you  
ever saw for \$15, send it  
back. Your money will be  
promptly returned. No  
bother. No fuss.

The Lark has no gears or  
complicated wearing parts. Wind  
can't stop it. There are no big  
drops to dig out top dressing. It  
sprinkles **EVENLY** from center  
to outside circumference on **ANY**  
pressure.

Detailed Information on Request.

Trial sprinkler sent pre-  
paid. Price \$15.00 each.



**L.R. NELSON MFG. CO.**  
PEORIA, ILLINOIS



# Grass Seed of Known Quality

TESTED for PURITY and GERMINATION

South German Bent Colonial Bent  
Rhode Island Bent Bent Stolons  
Special Putting Green Bent Formula  
Superfine Fairway Formula (With Bent)

Wholesale prices on the above, or any other  
Grasses or Mixtures, on application

Remember:—We are one of the largest direct contractors for foreign-grown Grass Seeds in the United States. Over thirty years of Seed Service have enabled us to segregate those collectors of Bent Seeds who are reliable from those who are not; to single out those growers of Chewing's Fescue whose strains are pure; also to contract for true American-grown seeds of high vitality. All our seeds are botanically true to name and are cleaned and re-cleaned until brought up to the highest possible state of purity and germination, special care being given to the elimination of weed seeds.

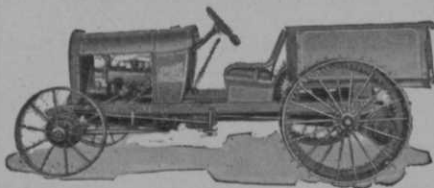
*Stump & Walter Co*

Specialists in Golf Grass Seeds and Equipment

30-32 Barclay St., New York

## The Staude Golf Course Tractor does all the work of any golf course quickly and satisfactorily.

Model A, with dump body  
\$695.00, F. O. B., St. Paul.



E. G. STAUDE MAK-A-TRACTOR CO.  
2696 University Ave., St. Paul, Minn.

## Put in a drainage system with a REPUTATION for SERVICE



**B**EFORE you decide that this kind or that kind of drainage product shall go under your course, consider its record for life in service. Has it done a good job elsewhere? How many years did it last without repairs? Was it costly because short lived, or economical because it endured many years of trouble-free service?

Armco engineers, who have provided Armco Perforated Pipe for many of the country's best courses, know from extensive field investigations and research the amount of service you may expect from any product. They possess the facts to show that Armco Perforated Pipe has endured 24 years in the ground, under every condition of soil, water, impact and pressure.

Armco Perforated Pipe is also easier to haul and install, is not affected by frost or pressure, and calls for no attention year to year. Comparative facts to help you choose will be gladly given you by any Armco engineer. Write.

Armco culverts and drains are manufactured from the Armco Ingot Iron of The American Rolling Mill Company and always bear its brand.

ARMCO CULVERT MFRS. ASSOCIATION  
Middletown, Ohio

**ARMCO**  
*Perforated*  
**PIPE**



# ECONOMICAL MAINTENANCE

Try the "Ounce of Prevention" with BROWN PATCH. A preventative treatment with any of the following will save many dollars later in the season:

SEMESAN — NU-GREEN — CALO-CLOR —  
CALO-GREEN — BICHLORIDE

*Unusual speed given on delivery of these materials.*

GRASS SEED — FERTILIZERS — EQUIPMENT

## J. OLIVER JOHNSON, Inc.

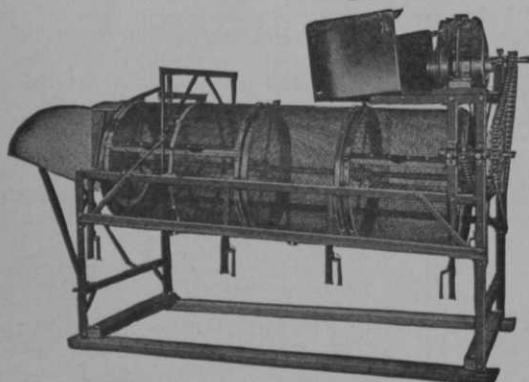
*World's Largest Golf Course Equipment House*

MORGAN—HURON—SUPERIOR STS.

© Reg. J. O. J., Inc., 1928

CHICAGO, ILL.

## COMPOST-<sup>CONVERSE</sup>Rotary Screens-SOIL



*"Converse Screens Make Par Greens"*

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.

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

— BULLETIN ON REQUEST —

Manufactured by

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



# MAN the Lifeboats!

You'll never find a misplaced lake or an impromptu brook on the course where Reading 5-Point Pipe is used. Inherently resistant to rust and capable of making leak-proof joints, Reading 5-Point Pipe keeps water where it ought to be. Lifeboats become an unnecessary part of golf equipment.

Because it lasts for generations without replacement or repair, Reading 5-Point Pipe recommends itself to the practical-minded Greens Committee. For Reading 5-Point Pipe is the original, Genuine Puddled Wrought Iron, with a proved record of endurance and economy. The Reading indented spiral mark on every length guards you from substitutes.

READING IRON COMPANY, Reading, Pennsylvania

For Your Protection,  
This Indented Spiral  
Forever Marks



Science and Invention Have Never Found a Satisfactory Substitute for Genuine Puddled Wrought Iron

Only reliable companies are allowed to advertise in GOLFDOM.



# UNIVERSAL

## DOES THE WORK QUICKER

The first cost is practically all there is to the Universal. And it quickly pays that back in its long, sturdy, faithful service. Positive action pulverizes lumpy sod, sand and manure into fluffy, well mixed piles. Does the job in 1/5 of ordinary time at a saving of 50 to 90 per cent in labor. Send for full details—NOW!

**BIG LABOR SAVER**

**NO UPKEEP COST**



THE UNIVERSAL SAND EQUIPMENT CO.  
1833 Columbus Road Cleveland, Ohio  
Dealers in Principal Cities

**The Better COMPOST MIXER**

## Next Best to Rain

Just like having an insurance policy against rainless summer days



\$12.50

## DOUBLE ROTARY SPRINKLER

Next Best to Rain.

The ever-ready gentle shower of the Double Rotary eliminates the worry of dry weather spoiling your greens and fairways. Spreads an abundance of rain-like moisture, where and as you want it. Sprinkles in a circle up to 80 feet or down to 15 feet in diameter, according to pressure. Never packs or washes soil. Skid base. Adjustable nozzle.

**TRY 10 DAYS**—Order from this ad. If not satisfactory, return sprinkler and your money will be refunded. Descriptive literature on request. (Dealers, write for sales proposition.)

**DOUBLE ROTARY SPRINKLER CO.**  
306 Coca Cola Bldg. Kansas City, Mo.

**ORCHARD BRAND**

INSECTICIDES

Make 1930's  
Application of

**ARSENATE of LEAD**

to your greens and  
fairways  
control the  
Japanese Beetle

THOROUGHLY

**USE "ORCHARD BRAND"**

Prices on request

**GENERAL CHEMICAL COMPANY**

40 Rector Street, New York

St. Louis

Los Angeles

San Francisco



## Permanent Drainage Costs Less From Every Angle

# TONCAN *is the Iron of Permanence*

**A**RCHITECTS and greenkeepers are rapidly adopting TONCAN IRON Perforated Drain Pipe, because this iron of permanence costs less to install and maintain.

Highly resistant to rusting or other corrosion, it lasts for years. There are no costly and annoying interruptions for repairs.

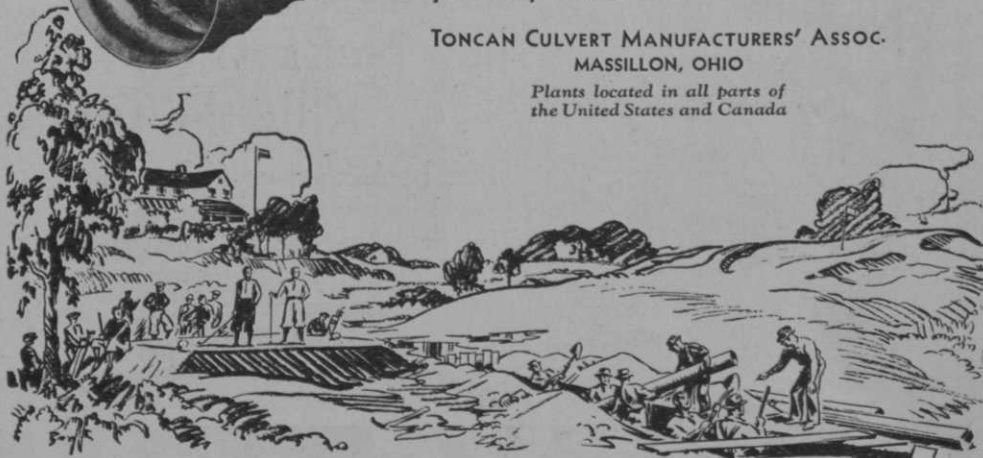
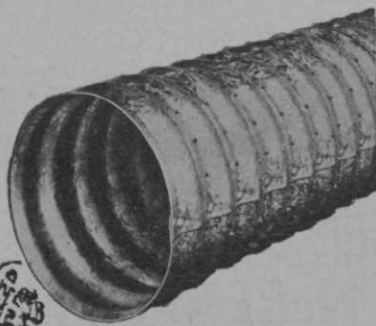
Flexible, and light in weight, it is easily handled and quickly installed.

Strong and ductile, it is proof against the heaviest rollers and even freezing soils.

TONCAN IRON Perforated Drain Pipe will give you efficient drainage, at the lowest cost per year. Let us send you complete details.

TONCAN CULVERT MANUFACTURERS' ASSOC.  
MASSILLON, OHIO

Plants located in all parts of  
the United States and Canada



# TONCAN COPPER MO-LYB-DEN-UM IRON

# COMPOST— **BETTER! CHEAPER! QUICKER!**

**I**T doesn't take greenkeepers long to learn their machines—they measure their satisfaction in terms of Results, Economy, Speed and Reliability.

Meeting, and excelling, in these four vital factors

## **ROYER COMPOST MACHINES**

have maintained their leadership ever since their introduction in the golf field.

A survey among users shows that **ROYERS** have effected savings from 70% to 90% in compost preparation. That's the story and hundreds of clubs will verify it. **ROYERS** are furnished in four models.

WRITE US FOR FULL PARTICULARS

*Sold Thru Leading Golf Equipment Dealers*

**ROYER FOUNDRY & MACHINE CO.**

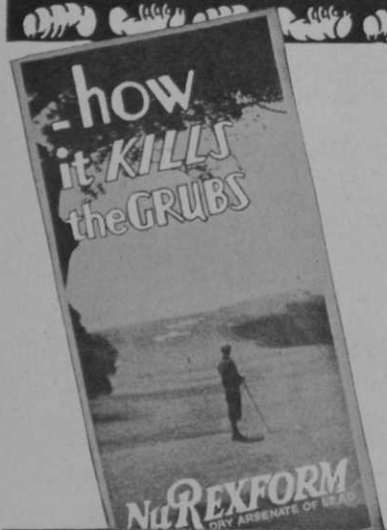
158 Pringle Street

Kingston Station

Wilkes-Barre, Pa.



ROYER-Model "M"



## This FREE Booklet tells how NuREXFORM Kills the Grubs

This FREE booklet on golf course treatment tells how NuREXFORM, the improved and patented dry arsenate of lead gives quick results in grub and earthworm control. Send for it. Address the nearest Rex Company.

The Toledo Rex Spray Co.  
The Rex Company  
Payette Valley Rex Spray Co., Ltd.,  
Canada Rex Spray Co., Ltd.,

Toledo, Ohio  
North Kansas City, Mo.  
Payette, Idaho  
Brighton, Ontario

# NuREXFORM

## IMPROVED DRY ARSENATE OF LEAD

You save time and money by answering GOLFDOM ads.