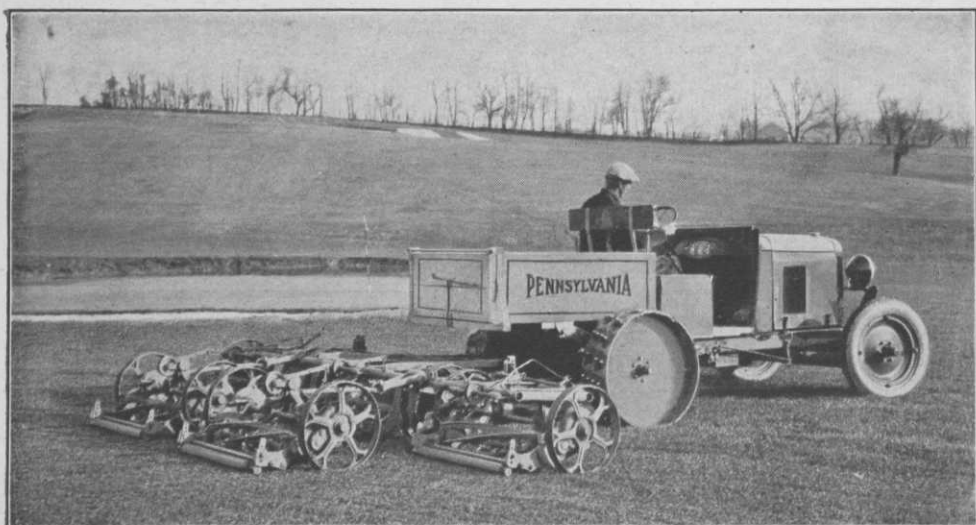


# ANNOUNCING



## the new PENNSYLVANIA Tractor *for general use on Golf Courses*

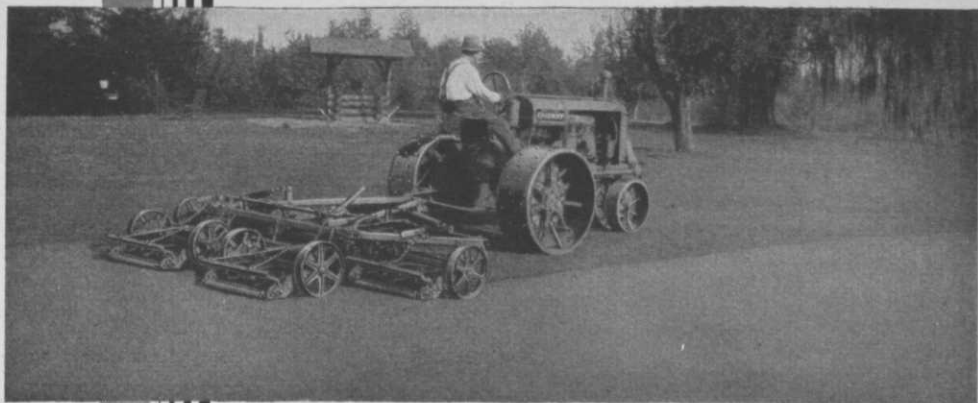
The new PENNSYLVANIA Tractor, using the latest Chevrolet light delivery model, is the first application of a 6-cylinder engine to tractor operation. Its tests have shown remarkable power, smoothness of operation and control and operating economy. *There is no engine vibration at any speed.*

Wheel base, only 87 inches; turning radius, 8½ feet; speed, 20 miles per hour maximum in high; interchangeable wheels; electric lights, self-starter and other standard Chevrolet equipment; steel dump body, capacity one cubic yard.

Write for details and for catalog describing the tractor-pulled PENNSYLVANIA "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.

---



## FAIRWAY Powers This Golf Course

THE great versatility of the McCormick-Deering Fairway Tractor has enabled Robert G. Duncan, builder of the Monagh Lea golf course near Portland, Oregon, to completely motorize construction and maintenance operations.

The Fairway went on the job when this 18-hole course was started. It has done a hundred and one jobs. With a McCormick-Deering Tractor Plow and a Tractor Disk Harrow it prepared the course for seeding. It has graded fairways, dug ditches for the water system, and pulled stumps and trees. Its belt power is used to pump water and to operate a portable saw. Even its exhaust gas is utilized in exterminating gophers.

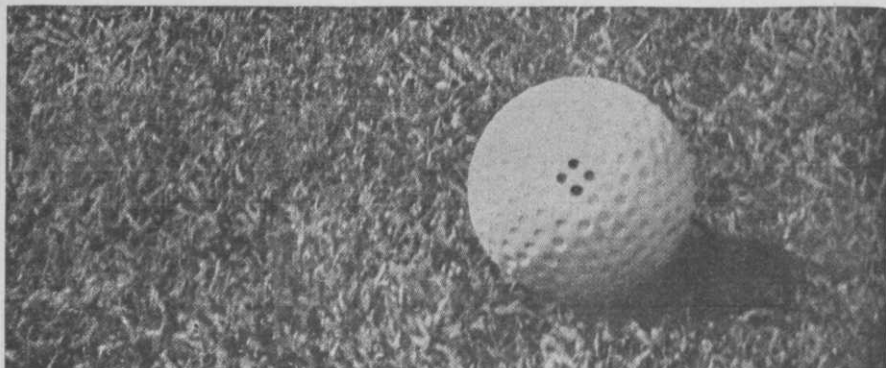
As for maintenance, Mr. Duncan says that "with the regular Fairway wheel equipment, the Fairway power-driven mower, and a battery of lawn mowers, we are perfectly equipped to take care of the maintenance." Paul Belsinger, operator, adds: "The ease with which the Fairway can be turned and twisted around trees and bushes enables us to mow the grass in half the time any other method would require."

The adaptability of the McCormick-Deering Fairway to all golf course work is shown by its activity at the Monagh Lea course. Investigate it at the nearest of 98 Company-owned branches in the United States. Write us for catalog.

INTERNATIONAL HARVESTER COMPANY  
606 So. Michigan Ave. of America  
[Incorporated] Chicago, Illinois

*The Golf  
Tractor*

**MCCORMICK-DEERING  
FAIRWAY**



*A Piece of Cocoos Bent Turf*

*For the Finest Turf Sow Bent*

# Grass Seed

## of Known Quality

**TESTED for PURITY and GERMINATION**

**South German Bent**

**Colonial Bent**

**Rhode Island Bent**

*Wholesale prices on above, or any other turf producing grasses, such as Fancy Red Top, Kentucky Blue, Cheving's N. Z. Fescue, etc., also Bent Stolons, on request.*

**COCOOS BENT** Because of the fine turf-producing qualities of this Creeping Bent, it is meeting with favor in sections other than the Pacific Coast where it is already recognized as the outstanding Putting Green Grass.

Cocoos Bent is botanically known as *Agrostis maritima*, but all strains of *Agrostis maritima* are **not** Cocoos Bent. We offer the **true Cocoos Bent**, the finest of the *Agrostis maritima* grasses, in sealed bags. Per lb. \$2.50, per 10 lbs. \$22.50, per 100 lbs. \$200.00.

### **Special Putting Green Bent Formula**

Consists of imported and domestic grass seeds of the highest quality, that will produce a fine, uniform and enduring turf. Further information and prices on request.

### **Superfine Fairway Formula (with Bent)**

In preparing this formula, which includes Bent seed, we adapt it to your conditions so a uniform and enduring turf is secured. Further information and prices on request.

*Special formulas for Tees, Rough, Bunkers, Polo Fields, Airports, Lawns, upon request*

**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 Cheving'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.

*Without obligation we shall be pleased to send a representative who, from long experience, is qualified to advise regarding grasses and furnish such other information as is necessary for the best results*

# Stumpp & Walter Co

**Specialists in Golf Grass Seeds and Equipment**

**30-32 Barclay Street**

**New York City**

# Golfdom

Vol. 4

MARCH, 1930

No. 3

## EDITORIAL CONTENTS

Plan Three-Cornered Study of Club Business, By Herb Graffis.....	29
Greenkeepers' Record Crowd Busy at Louisville .....	32
MacSmith a Master of Pro Selling, By Scott Chisholm .....	37
Pros Hope to Help Small Clubs in 1930.	40
Pro Brains Active for Women's Trade..	50
Upkeep and Pro Vital to Fee Course Success, By Wm. H. Livie.....	54
Full Roster of Live Ones Is Base for Profit .....	58
Tell Officials of Managers' Aims.....	66
Women's Business Service Feature That Pays, By Wm. Siebert.....	68
The "Ritz" Runs Club Food Service Into Red, By E. J. Gowdy.....	70
Persist in Push for Tax Relief.....	72
Japan Plans Golf Boost as National Asset .....	77
Going After the Grubs Shows Green-keeping Problems, By B. R. Leach...	80
Soils, Drainage Have Big Place in Paying Operation, By Wendell P. Miller.	88
How Plant Food Elements Function, By A. E. Grantham.....	94
"Dressing Up" the Course Is Prime Need, By Guy C. West.....	102
U. S. Royal Has New Pro Business Plan	109
Studies Club Finances, By Carl W. Truax .....	116

## In Next Month's Golfdom

*The keynote of April GOLF-DOM will be the season's opening. In it noted successful golf club department heads and officials will tell of their plans for 1930 based on the lessons of past experience.*

*It will be the most valuable issue we've ever printed for every page will have good ideas for bettering operation of course, clubhouse and pro department.*

*April GOLFDOM will enable us to say for the third time this year, "this issue of GOLFDOM carries more advertising than any other golf or club magazine ever has carried."*

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.

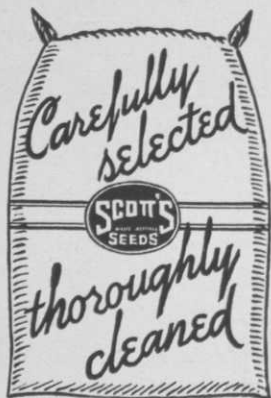
We have no pets and no prejudices, but the determination to make each copy of GOLFDOM bring some specifically profitable idea to each reader.

236 N. Clark St.

Chicago, Ill.

Tel.: State 3160

# Scott's Seed Travels 3000 Miles



**B**ETWEEN Seattle, Washington and Marysville, Ohio, tons of seed could be bought and probably delivered quicker, but Dr. Chas. B. Ford of Inglewood Golf Club in Seattle wanted Scott's Seed—associated with dependability for 60 years. He writes:

"The turf produced from the seed I purchased from you is as good as any I have ever seen. The seed was satisfactory in every way."

One thousand and thirty-two other greens chairmen had the same or similar reasons for sowing the same seed. There's a cause for this recognition—Scott's Seed *IS* free from weeds. Ask for quotations now.

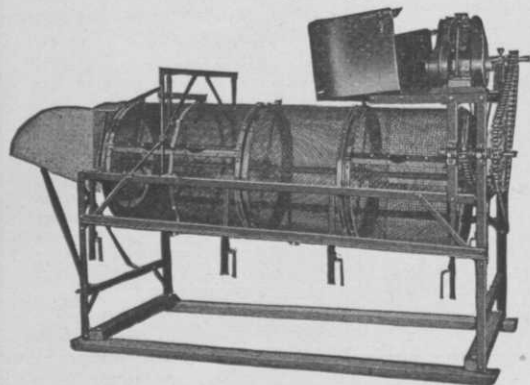
O. M. SCOTT & SONS  
COMPANY



MARYSVILLE  
OHIO

More than 1000 Golf Clubs sow Scott's Seed

## COMPOST-**Rotary** CONVERSE 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—

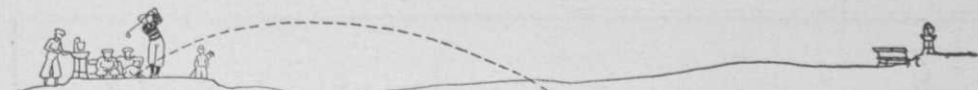
Mounted on skids for easy transportation—

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.**



# "What goes down won't come up!"

Reading 5-Point Pipe revises the familiar saying, "What Goes Up Must Come Down". Once down, Reading 5-Point Pipe is down to stay. No digging it up every few years—no constant round of costly repairs and replacements. This pipe is the original, Genuine Puddled Wrought Iron, capable of resisting rust for generation after generation.

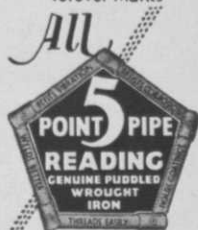
Put Reading 5-Point into your golf course and forget that pipe troubles ever existed. The first price is truly moderate and the long years will prove its ultimate economy. Look for the indented spiral mark that identifies every length of Reading 5-Point Pipe.

READING IRON COMPANY, Reading, Pennsylvania

Atlanta • Baltimore • Cleveland • New York • Philadelphia • Boston • Cincinnati  
St. Louis • Chicago • New Orleans • Buffalo • Houston • Tulsa • Seattle  
San Francisco • Detroit • Pittsburgh • Los Angeles • Kansas City



For Your Protection,  
This Indented Spiral  
Forever Marks



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

GOLFDOM advertisers know the golf field; they'll help you



### No. 1 Electric Model

Two Sizes, both Gasoline or Electric Motor Drive. Handles 6 to 12 cu. yds. per hour.



No. 1 Gasoline or Electric with Sifter in operation.

## Leading Golf Clubs Save Top Dressing Costs with KEMP

## WHY NOT YOU?

FROM Maine to Florida, and from the Atlantic to the Pacific, prominent golf courses are being improved at an astonishing saving in time and labor costs over old hand methods of mixing, shredding and screening soil for top dressings.

### Some Prominent KEMP Users

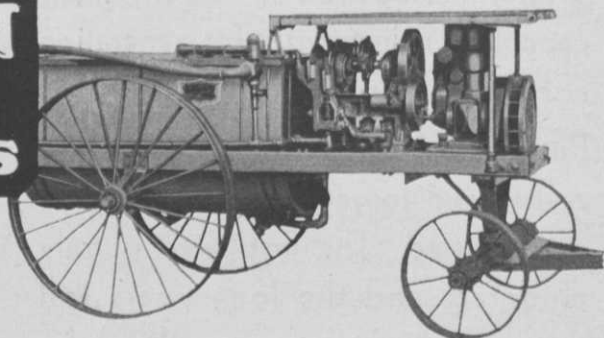
Needham Golf Club,	Merion Cricket Club,
Needham, Mass.	Ardmore, Pa.
Everglades Club,	Shawnee Country Club,
Palm Beach, Fla.	Lima, Ohio
Pine Valley Golf Club,	The Olympic Club,
Clementon, N. J.	San Francisco, Calif.

Write for Catalog and Price List. **KEMP MANUFACTURING COMPANY, Dept. C, 2001 Peach St., Erie, Pa.** Prompt Shipment from Warehouse Stocks in Leading Centers.

## KEMP POWER SOIL SHREDDERS

## BEAN GOLF SPRAYERS

These outfits are specially adapted for golf course spraying. Brown patch control fungicides and various liquid fertilizers which are apt to have an injurious effect upon spraying equipment, do not affect BEAN outfits in any way whatsoever, because of BEAN construction designed to eliminate these troubles. Built in sizes to meet every course requirement. Send for 1930 catalog.



### Years Ahead in Design

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 Bearing, Automatic Lubrication, and many other advantages.

### JOHN BEAN MFG. CO.

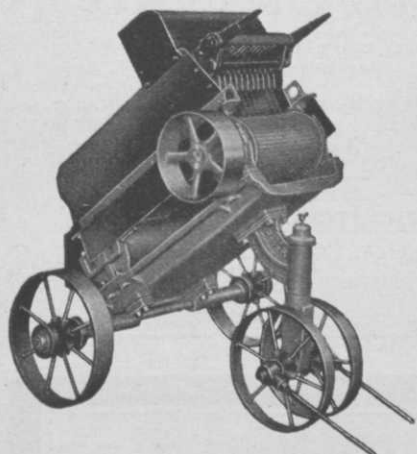
Division of Food Machinery Corporation

70 Hosmer St., Lansing Mich.

170 W. Julian, San Jose, Cal.

# 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

***E**VEN if prices were all alike you'd  
be wise in giving preference to*

# ORCHARD REG. U.S. PAT. OFF. BRAND ARSENATE OF LEAD



for control of Japanese Beetles, Grubs,  
Earthworms and other pests in your turf.

It is of a fineness which is ideal for your requirements.  
And its strength and absolute uniformity is indicated by  
a nation-wide preference. *Ask your dealer, or let us  
quote you direct.*

**GENERAL CHEMICAL COMPANY**

40 Rector Street, New York

St. Louis — San Francisco — Los Angeles

## A complete line of Golf Maintenance Machinery, Equipment and Supplies

DISTRIBUTORS FOR

**TORO EQUIPMENT    FRIEND SPRAYERS  
ECONOMY SPRINKLERS  
STANDARD PRODUCTS  
KOPPER'S SULPHATE, MILORGANITE**

Dealers in Grass Seeds and Fertilizers  
Growers of Bent Stolon's and Sod

— WRITE FOR ILLUSTRATED CATALOGUE —

## GOLF COURSE SUPPLY CO.

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

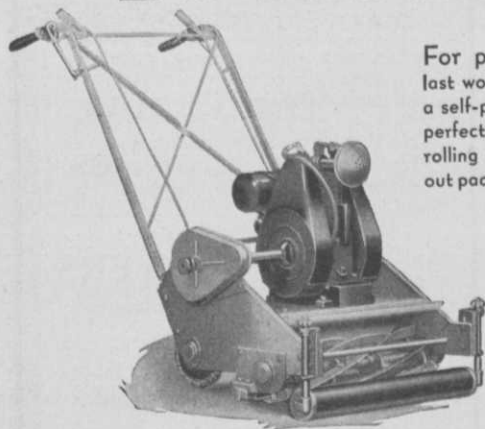
A. E. FLACK, Pres.

H. J. STREICH, Sec'y-Treas.



# Greens

## TO BE PROUD OF

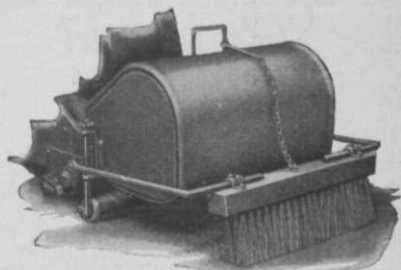


*The*  
**Cooper**

### PUTTING GREEN MOWER

Comes equipped with grass catcher. Brush attachment as shown is optional. Mower is light, short coupled, perfectly balanced and can be easily turned within its own length. No transport cart necessary. Write today for complete information and specifications.

For progressive greenkeepers, here is the last word in modern putting green mower construction ... a self-propelled mower that not only trims the grass to perfection but provides with each cutting ... that gentle rolling action that keeps the green level and smooth without packing. Outstanding Cooper features are the sectional aluminum roller with differential action and individual clutch; seven blade self-sharpening reel with independent clutch; Briggs & Stratton motor; grease packed gears; ball and roller bearings used throughout. Blade reel and bed plate are one unit removable without dismounting other mower parts.



**Cooper Manufacturing Co., 523 S. First Ave., Marshalltown, Ia.**

You save time and money by answering GOLFDOM ads.

ARMCO *DRAINED*  
COURSES *are ready-*  
*for play* **EARLIER**  
*and* **LATER**



**S**PEAKING of speeding the season's arrival—Armco Perforated Pipe as subdrainage for fairways and greens is equal to an earlier spring and a later winter.

Because Armco Drains, just under the surface, take off snow as it thaws and rain as it falls, leaving the ground always "prepared"—firm—solid! Casual water? Never again!

Greenkeepers and architects prefer Armco Corrugated Pipe because, it being of pure iron, they can put it in this season and forget it for many years to come. Nature's test proves this superior drainage product to be longer-lasting than any other corrugated metal pipe used for drainage.

Ask the greenkeeper of an Armco-drained course. And—write for the facts on efficient golf course drainage. Without obligating you at all, an Armco Engineer will call and discuss your drainage problem, if you desire.

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

**Armco Culvert Manufacturers Association**  
Middletown, Ohio

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

Armco Culvert Manufacturers' Association.  
Middletown, Ohio.

Name .....

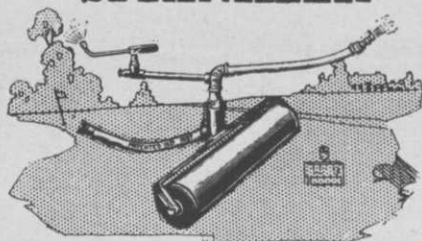
Name of Club ..... Title .....

Address .....

©, 1930, A. C. M. A.

G3

**THE LARK SPRINKLER**



**Affords these 10 Advantages**

1. It has a very wide coverage, 125 feet on 50 lbs. flowing pressure.
2. It works well on low pressure, covering 60 feet on 15 lbs. flowing pressure.
3. Even, rain-like distribution from center to outside circumference.
4. Perfect spray control, giving either coarse drops or fine spray for main stream and inner stream.
5. Positive, slow movement — one minute for one revolution of the main stream.
6. Self flushing sediment screen prevents clogging.
7. Avoids wind resistance; nozzle is adjustable for throwing low.
8. A Labor Saver; the far throw saves frequent setting.
9. Long life, without constant repair. No gears or complicated parts to wear out.
10. The Roller Base allows easy moving on the green.

Send for details or a trial sprinkler. We want you to see the Lark before you buy it. Price \$15.00 each.



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