

# THOMPSON FERTILIZER SPREADERS

# SAVE LABOR—Spread Uniformly

Plant Foods, Sulphate of Ammonia and Arsenate of Lead

No matter how thin or how heavy the application, there is a Thompson Spreader which will do the job for you. This uniform spreading adds to the economy of high analysis fertilizers. Tell us what you wish to spread, the application desired, and we will recommend the type of Spreader for the purpose.



The Thompson Golf Special Seeder broadcasts grass seed evenly and accurately as fast as a man will walk. Backed by 50 years of Seeder and Spreader building experience. Thompson Spreaders and Seeders are sold by leading golf supply houses. Write today for literature.

O. E. THOMPSON & SONS

351 River Blvd.

Ypsilanti, Michigan



MODEL 30-B

## PRIZER FERTILIZER APPLICATOR

A portable fertilizer distributor, which, through automatic agitation, delivers a uniform distribution of any soluble fertilizer. Write for complete information.

PRIZER MFG. CO.

SOLANA BEACH,

CALIF.

OUTSTANDING  
ACHIEVEMENTS  
IN THE  
PRODUCTION OF  
FINE TURF

PRINCE EDWARD ISLAND  
BENT SEED

BUCKEYE BRAND SEASIDE  
BENT SEED

NEW BRUNSWICK  
CREEPING BENT SEED

VELVET BENT SEED

All Government Inspected, Sealed  
and Certified

Our booklet,  
"The Fine Bent Grasses,"  
free on request

THE J. M. McCULLOUGH'S  
SONS CO.

316 Walnut Street Cincinnati, O.

# Espoma Brand Poultry Manure

A Natural Plant Food, entirely organic, grows turf in a natural way. An ideal top-dressing for greens and fairways. Contains no weed seeds. Specially composted and prepared—*It Will Not Burn.*

BRADLEY & BAKER, 420 Lexington Ave., NEW YORK, N.Y.

Sales Agents for Eastern States Poultry Manure Corp.

# "Dressing Up" the Course Has Big Place in Greenkeeping

By GUY C. WEST

*Superintendent, Fall River (Mass.) Country Club*

ALTHOUGH the condition and quality of the turf on the golf course is probably the prime requisite in greenkeeping there are other factors of importance to good course management. One very important factor might be termed "the dressing of the course." This is of especial importance at the off season of play, because much work can be done now along the lines which this factor covers. During the busy season it is often difficult to find time for any side issues, but by planning ahead, the course may be well-dressed when heavy play starts up again.

Probably those who play golf on a cow-pasture would be just as well satisfied if they had no tee markers, had tin cans for cups, and a stick with rag tied to it to mark the hole, and other things in the same degree. However, when courses spend thousand of dollars to maintain quality turf, they should not only be willing but eager, to spend a little extra time and money to dress up the course.

It has often been said that "it is the little things that count," and this is especially true on a golf course. It is not alone the missed putt which makes the player curse the greenkeeper. It sometimes is the missing tee towel, or no soap or water in the ball washer, or waste paper all over the course, or similar things which come under this heading of dressing the course.

As a player, especially a visitor to a course, often gets impressions of a course from the first tee, and sometimes carries these impressions all the way around the course, it is important that the first tee should not only be large, even, and have good turf, but it also should be well dressed. If tee stands are used, the sand should be clean, water should be clean, towels and brushes should be changed whenever necessary. Tee markers should be clean, and painted as often as necessary. If ball washers are used, they should

be kept in shape so that they will really wash a ball; soap and water should be replenished whenever necessary, and towels changed often. A waste receptacle should be provided at the first tee, and at other tees if possible. Waste and debris should be kept picked up. Any other course equipment around should be kept in good condition, clean and well painted. These observations can also apply to all other tees.

An example of to what extremes clubs go in this matter of dressing the course came up recently in a discussion I had with several greenkeepers regarding tee towels. One greenkeeper bought tee towels for his club at five dollars per dozen; the towels were changed daily at every tee, and laundered at cost of half cent each per laundering. At another course, they bought a towel for every tee at start of season and when season ended threw the towels away! And there are all of the fifty-seven varieties in between these two examples!

## "Sunday Clothes" for the Course.

On the greens much can be done to dress up the course. The trend now seems to be toward better cups, poles and flags. Steel and aluminum poles may now be purchased; they give a feeling of security and strength. Flags should be changed before they are rags; poles should be painted before they shame a good green! The trend is toward a dressier green! The golfer shoots at the pin, and he wants it to attract attention and be neat.

Around the greens, the formerly often seen piles of grass clippings are now disappearing. They now are being bagged and in many cases gathered daily with the truck. Hose and sprinklers should not clutter too close to the green. At some courses, these are gathered with the truck after use, and then taken around when needed again. This is too much effort for the average course, but boxes can be made and left a little away from greens, out of

# "THE GOLFER WITH THE HOE"

Kingston

**A. N. PECKHAM**

Rhode Island

FOR 10 YEARS

has been furnishing direct to the golf clubs  
**CREEPING BENT and RHODE ISLAND BENT  
 GRASS SEED**

grown under the rigid climatic conditions of New England. This winter hardy seed makes the most permanent and desirable turf for your greens, fairways, tees, fine lawns, etc.

**PURCHASE YOUR SEED DIRECT FROM THE FARMS WHERE IT IS GROWN AND  
 THUS SAVE ALL MIDDLE-MEN'S PROFIT.**

## The MACGREGOR COMPOST DISTRIBUTOR

*Saves Time, Labor and Material*

For 3 years MacGregor Compost Distributors have been in use on many of the country's finest courses.

Users say that MacGregors top dress their greens in one-third to one-fifth the time, spread more uniformly and brush in more thoroughly than any other machine or method they ever used. That means truer and healthier greens.

**STURDY—EASILY HANDLED BY TWO MEN**

Write for descriptive folder—today

*Order direct and save 20%*

**MACGREGOR COMPOST DISTRIBUTOR CO.  
 BOX 717 WHEATON, ILL.**



*The machine distributes material evenly—the brush works it in thoroughly—in one operation.*

## U. S. GOLF ARCHITECTS

INCORPORATED

*DESIGNERS and BUILDERS*

**WE SPECIALIZE IN REMODELING COURSES**

**310 SO. MICHIGAN AVE.  
 CHICAGO**

**STANLEY F. PELCHAR**  
*Golf Architect*

**JAS. J. PRENDERGAST**  
*Consulting Engineer*

**OTTO CLAUSS**  
*Landscape Architect*

the way of play, and hose and sprinklers stored in these boxes. Other equipment needed around the greens, such as rollers, should be out of the way, and should be kept in good condition. Worn-out or discarded equipment should never be left where players see it; it will look too much like inefficiency to the uninformed, and they will probably think it was the greenkeeper's fault it wore out!

Dressing up the course as far as the rough goes, largely is cleaning what is there, and possibly a little extra planting out of the way of most play. Trees in the rough should be pruned of lower limbs so that a player may play a ball out toward the fairway with a half swing at least. Stumps should be removed, depressions filled, grass seed sown in bare areas, stones and debris picked up, and area in general kept clean.

All signs, out of bounds stakes, etc., should be kept in good repair, painted frequently. In general, areas marked "Ground Under Repair" should be as few as possible, in order that course may look its best. After any new construction, care should be taken to clean up any debris, and make the new work as well dressed up as the older parts of the course!

All workmen should be instructed to pick up and police the course as they work on it. They should report anything they notice out of order, or needing attention. This is a great help in keeping the course well-dressed during the season.

### Promoting Players' Comfort.

Dressing the course properly means comfort for the players. Seats placed on tees will help greatly. Bridges across ravines, steps up and down steep hillsides, good walks between greens and tees,—all are means of dressing the course and likewise providing comfort. Draining wet areas aids in appearance and also in comfort. In many ways the two go hand in hand.

Dressing the course by means of landscape development is not within the scope of this article, as much could be written along this line. This field is hardly touched as yet by many clubs. It might be well to point out here that true landscape architecture aims to secure the maximum of beauty coupled with the maximum of utility, and hence anything which helped beautify the course while it did not hinder or lessen the usefulness is a landscape development. Those in charge of golf courses should do all in their power to use the parts of the landscape which are

theirs, a tree or trees here, and a mass of shrubbery there, a stream on one side, and a vista on the other—all should be used as far as possible to perfect the landscape development insofar as they do not affect the play on the course. Planting can be done between greens and tees, and in stretches along holes out of the way of play. Native species should be used, and only informal planting desired. Wild flowers growing naturally on the course should be encouraged if they are desirable species. The proper enjoyment of the game comes first, but there are many landscape features which can be introduced to beautify the course and be no detriment to play.

There are other side lines to this dressing of the course. Encouraging birds to nest on the course, by feeding them, providing food and water summer and winter, installing bird houses, keeping their enemies away, and in general, being friendly to them, is a means of dressing your course.

You probably will think of many others; if this article encourages someone to stress this part of golf course maintenance a little more, it will not be in vain. These suggestions are made with this idea in view of stimulating interest in this other side of greenkeeping. Although it may not be of such great importance as the establishing and maintaining of good turf, it is a proper companion to such work. A good course, well-dressed, should be the aim of the good greenkeeper!

### N. E. Club Managers Hold District Meeting

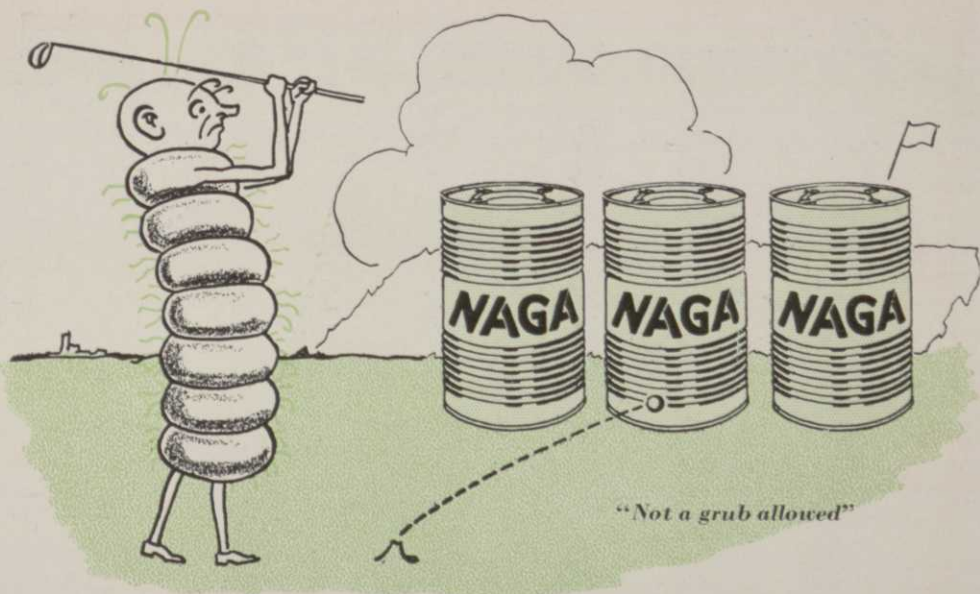
On February the 5th, a district meeting of the New England Club Managers' association was held at the Hotel Statler, Boston. This meeting included all of the local chapters throughout New England, large representations particularly from the Connecticut chapter, Rhode Island chapter and the Boston chapter as well as many other members and guests from cities which do not have chapters but whose managers are members of the New England association.

This meeting started at four in the afternoon with the following program:

A lecture, with motion pictures, on "Deep Sea Fishing and Sea Food Products." A lecture on the "Oyster Industry" of especial interest to New England managers.

A dinner at the Statler Hotel at 7 P. M. with additional educational features and association business followed the dinner.





## USE NAGA to control grubs and worms—to deter weed growth, too!

Prominent greenkeepers all over the country insist upon Naga—the *tested* Sherwin-Williams turf protector because it is *threefold* in its benefit to greens, tees and fairways!

Not only does Naga control the expensive ravages of grubs and earthworms, but it also actively deters the growth of weeds and at the same time stimulates the growth of Bents, Bermuda grasses and certain other fine turfs.

Read these reasons why:

Naga contains 2% more Arsenate of Lead to the pound than ordinary Arsenate of Lead.

Naga covers more turf per pound because it is fluffy and ground extremely fine; 99.5%

passes through a silk screen of 350 mesh to the square inch.

Grubs and worms are sure to get an *effective* quantity of this fine material. Their mouth parts are very small and cannot swallow a coarse material.

Naga mixes perfectly with Sulphate of Ammonia and other approved fertilizers but is not recommended for Poa Annua.

Write for more information on Sherwin-Williams Naga. Greenkeepers of leading golf clubs acclaim it as the safest, surest protection against these pests.

Send for valuable free pamphlet giving full instructions for grub and earthworm proofing.

**The Sherwin-Williams Co.**

Dept. 716, 601 Canal Road, N. W.,  
Cleveland, Ohio

**SHERWIN-WILLIAMS**

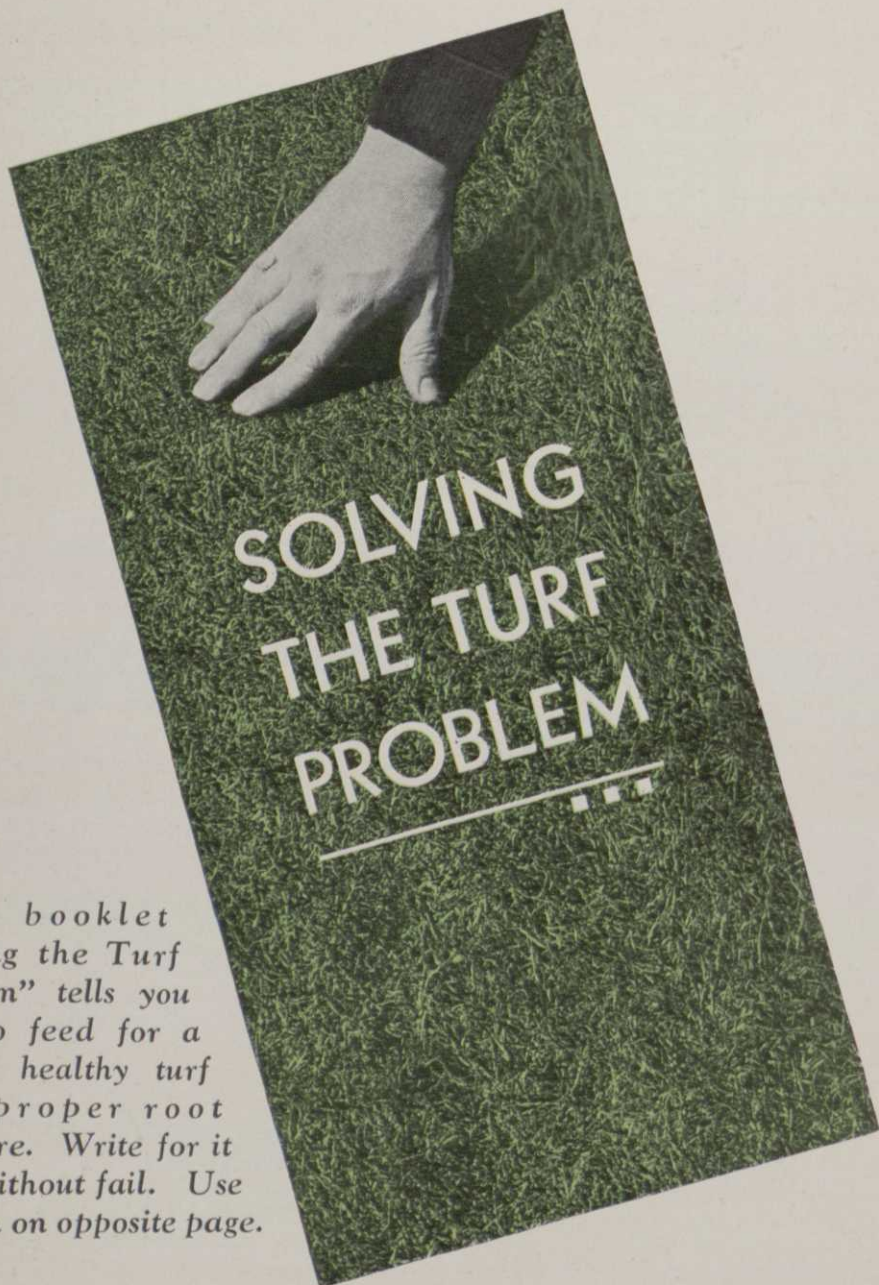
**SPECIALLY PREPARED**

**NAGA**

**ARSENATE OF LEAD FOR FINE TURF**



# *Armour's* SPECIAL



This booklet  
"Solving the Turf  
Problem" tells you  
how to feed for a  
strong, healthy turf  
with proper root  
structure. Write for it  
now without fail. Use  
coupon on opposite page.

# TURF FERTILIZER

10% Nitrogen, 8% Phosphoric Acid, 6% Potash. All Available.

Build for  
permanency  
by using Armour's  
Special Turf Fertilizer

A complete and rightly  
balanced plant food of the  
highest quality. Prepared  
from materials of known  
value in the growing of  
grasses. It develops a strong,  
healthy turf and a deep,  
hearty root structure. Also,  
it materially aids in the  
eradication of weeds.

**Armour Fertilizer Works**

LAWN AND GARDEN DEPARTMENT  
111 West Jackson Blvd.  
CHICAGO, ILLINOIS

Armour Fertilizer Works  
111 W. Jackson Blvd.,  
Dept. 148  
Chicago, Illinois

Send "Solving the Turf  
Problem."

Name.....

Club.....

Office or Position.....

City.....

State.....



# plan now to irrigate your fairways this summer.....!

**A** DEQUATE WATER, properly applied will carry your fairways through the dry season . . . . and through increased membership activity, will bring profitable reactions to all departments of your club.

We originated full golf course irrigation—the slow motion sprinkler—the hoseless system—the self closing snap valve for hoseless systems—and now, we offer phenomenal improvements for 1930.

It is significant that more Buckner Sprinklers and Valves are in use on golf courses in United States than all other makes of sprinklers and valves combined. Only superior performance could create this overwhelming preference.

*Write your nearest dealer,  
listed below, or direct  
to factory, for literature.*

## **BUCKNER'S California Hoseless Systems**

**GOLF KING No. 6  
Sprinklers**

**GOLF KING  
Valves**

**SELF CLOSING  
Snap Valves**

*Plan your hoseless system now!*

BUCKNER EQUIPMENT IS  
STANDARD THE WORLD OVER

## **BUCKNER MFG. CO., FRESNO, CALIF.**

LEADERS IN THE DEVELOPMENT OF SPECIAL SPRINKLERS FOR GOLF COURSES

J. Oliver Johnson, Inc.  
Chicago, Ill.

Philadelphia Toro Co.,  
Philadelphia, Pa.

New York Toro Co.,  
New York City

### **SPECIAL REPRESENTATIVES**

H. V. Carter Co., San Francisco, Calif.

Guy R. Champlain, Paris, Ky.

Joseph P. Breck & Sons, Boston, Mass.

Ritchie Bros. & Co., Vancouver, B. C.

Ivan W. Lee,  
Seattle, Wash.

Golf Equipment Co.,  
Pittsburgh, Pa.

Huey Philip Hardware Co.,  
Dallas, Texas.

### **EASTERN ENGINEERING REPRESENTATIVE**

Wendell P. Miller & Associates - - - - Columbus, O. - - - - Chicago, Ill.



# WITH THE MANUFACTURERS

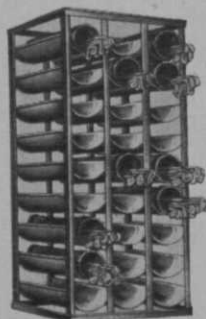
*"Pros, Players and Profits" is U. S. Royal's Valuable Help to Better Business Methods in Pro Selling.*

SIGNAL recognition of the pros' status as business men is obvious in the 1930 sales plan of the U. S. Rubber Co. on its U. S. Royal golf balls. This plan brought together in a key-book entitled "Pros, Players and Profits," represents the ambition of the U. S. Royal people to present to the pros a complete and practical sales development campaign. Highly favorable pro comment has been passed on this enterprise. Many pros have been acquainted with details of the plan by Ed Conlin, golf ball manager of the United States Rubber Co., who has been tramping around the various P. G. A. sections with the story of the merchandising educational effort put forth for pro use. Conlin has a picture projection device that tells the tale of golf business history and has been attracting large crowds to P. G. A. meetings with this feature that the boys call "Eddie Conlin's U. S. Magic Lantern Show."

Slides from the picture presentation, some of which are shown herewith, tell the sales story of golf right from the start of the game's big development in this country and vividly emphasize what policies and practices the pros have to adopt in order to meet the competition of other retail outlets of golf goods. This part of the show tells the boys what they are up against and the rest of the act shows them what the U. S. Royal folks are doing in this year's campaign to help them increase the pro ball sales volume.

The Pros, Players and Profits book, which will be distributed by the U. S. Royal men to the pro trade about March 15, tells how the plan presents the ideas many of the most successful professionals have found successful in actual work. The main book considers the various phases of pro business operations and is a general pro business policy treatise. With this book there is a manual of pro business practice which is the first thing of its kind that ever has been put before the pro trade. This sales manual notion has been considered for some time by various association and private interests and the reception the U. S. book has been accorded amply testifies to the importance of the contribution to pro business progress. The book gives the methods that the foremost pro business men use in their display, selling and accounting methods. The accounting part is especially interesting and valuable, for it is the first time there has been anything of this kind generally placed before the pro trade.

Five letters that the pros are to send out in developing merchandise and instruction income are part of the advertising plan. There is another letter the Royal plan offers that is one of the best advertising stunts they ever put out. It is a suggestion for a letter to be sent by club presidents in behalf of their pros, to the members. This letter has been tried out and went over big.



## "Darbysteel"

(TRADE MARK REGISTERED)

### Golf Bag Racks

(Patent No. 1688412)

Designed and built entirely of steel with angle frame and curved shelves that fit the bags—clubs lie flat—no warped shafts—smooth shelves do not tear or scrape bags—each compartment numbered—nicely finished in olive green enamel.

Cost no more than wood racks—last longer—shipped knock down—easy to assemble—start with small installation which can be added to as additional bags are needed—write for prices.

### Edward J. Darby & Son

400 BROWN STREET

PHILADELPHIA, Pa.

Makers of "Darbysteel" Golf Equipment

Hole Cups

Hole Cutters

Flagpoles

Tee Stands

Markers



The Pro sells only golf goods. His customers come in to his shop of their own free will — automatically giving him *his* chance to sell. 28



The dealer never overlooks a trick in selling *after* the person is in the store. He uses planned over-the-counter selling methods. 29



The logical step for the Pro then is to apply pressure at the one point where the retailer has him "stymied" — selling methods inside the shop. 30



Unquestionably the golf Pro of 1930 is on the threshold of a new era. Greater profits are just around the corner for the Pro who <sup>31</sup> meets new conditions with new methods.



Solution 1. A direct mail campaign of six letters, expertly written. This campaign covers the most essential points of Pro selling. 40



Solution 2. A series of small display cards that sell lessons and the Pro's services. Occupies small space. A new card each month. You will find them a welcome departure. 42



Solution 3. A handbook of business. The facts in it are all sound practices that golf Pros have actually used successfully. 44



Solution 4. A book with your name on the cover. It contains the widest range of golf data interesting to players that has ever been put between two covers. 47

Two strips from the U. S. Royal Pro Business Film.