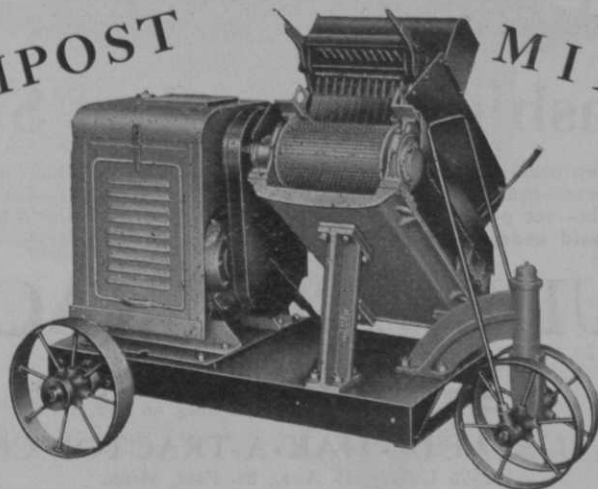


THE ROYER

COMPOST

MIXER

It
Saves
Time



It
Saves
Money

For construction work the ROYER

is indispensable. In this field the savings are astounding. Competing contractors have established savings up to \$10,000 in constructing a course by using the Royer Compost Mixer, since top-dressing yardage, once a high cost item, is now a minor factor. Practically every contractor for golf courses and estates now uses a Royer.

In maintaining greens the ROYER

shows a great saving in labor. Greenskeepers figure the Royer saves the pay-roll from two to four men, or roughly, from \$48 to \$100 per week.

For top-dressing fairways the ROYER

—by so cheaply preparing the material, permits quick and economic execution of this important maintenance work.

The **ROYER** will pay for itself in a few months' time, and will continue to save money for years afterward. *Every golf course should own one.*

WRITE US FOR FULL PARTICULARS

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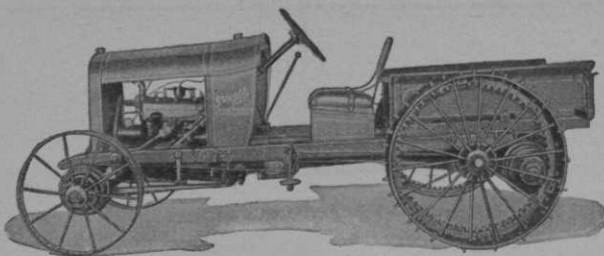
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158 Pringle Street

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Sturdy!
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Sold on a
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A Smashing Record of Success

Proved by nearly 2,000 golf clubs. The Staude does all the work on a golf course—and does it faster—better—and at remarkably lower cost. It is light—yet powerful. The world's lowest priced utility golf course tractor sold under a money-back guarantee.

STAUDE UTILITY GOLF COURSE TRACTOR

Manufactured Continuously Since 1916

With Model A
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F.O.B. St. Paul

See the Staude on exhibit at the National Green-keepers' Golf Show at Columbus, Ohio, on Feb. 3-6.

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THOMPSON COMPOST SPREADER

THIS is a new, practical one-man Spreader which distributes rapidly and uniformly at any rate of application desired. It contains a great new non-clogging force feed principle for distributing moist or dry material.



It spreads all materials used on golf greens or fairways without leaving ridges or bare spots. It distributes compost or prepared soils, fertilizers and plant foods. Fills a long felt need on every golf course.

There is a Thompson Spreader and Sower for every golf course requirement.

Thompson equipment saves labor, time and material. Write today for literature on the complete Thompson line of Spreaders, Seed Sowers and Barrel Sprinklers.

O. E. THOMPSON & SONS

251 River Boulevard

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Enlisting alloys to combat rust

When you buy Toncan Iron Culverts you are keeping step with modern science and progress. For Toncan is an alloy!

To its commercially pure iron base is added copper, and molybdenum — these metals combining to form a far superior composition and structure, intensifying Toncans' resistance to corrosive action. This assures Toncan Culvert buyers of many extra years of culvert service beyond that offered by any competitive product.

The story of Toncan in interesting booklet form will be gladly sent upon request.

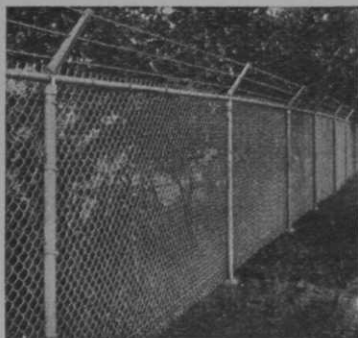
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MANUFACTURERS' ASSOCIATION
MASSILLON, OHIO

Plants in All Ports of United States and Canada

TONCAN
Copper - Molybdenum
IRON
CULVERTS



This triangular name plate appears on all genuine Wickwire Spencer Fences.



More than a Moral Boundary

It is hard enough to keep up greens and fairways with members and their guests constantly traveling the course. With the public as a gallery it is hopeless. The answer is a husky boundary fence.

If the fence is a Wickwire Spencer Chain Link, you know that it is not only effective and rugged but is permanent as well; for the *copper bearing steel* of the frame work and fabric coated by hot dipped galvanizing does resist weather.

We will gladly send a representative to see you if you request it. Without obligation on your part, he will suggest a fence that is "more than a moral boundary."

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41 East 42nd Street, New York City

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WICKWIRE SPENCER Chain Link fence

Without obligation on my part, please send me a free copy of "Grounds, too, May Be Private."

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Address

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State Sealed and Certified

The Putting Green Grass of America

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Ask your local dealer or write nearest distributor about Special Introductory Offer.

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AT COLUMBUS

Call for your sample at the booth of The J. M. McCullough's Sons Company and take advantage of our introductory offer.

18

Lōma will give them all a "Number Eighteen" look

CHANCES are, like most good greenkeepers, you'll put in a little extra time and work on Number Eighteen this season. That's the green nearest to the clubhouse. More people see and admire it—it advertises you most.

You can give *all* your greens that "Number Eighteen" look! Whether you have the best bent grass or the humble poa-annua, use Lōma, and you will have the finest greens in your section of the country. The blades will come up thick and sturdy . . . deep-rooted, healthy

grass that crowds out the weeds. Durable, velvet putting surfaces fit for the Open Championship! With no extra labor, and at little extra cost.

Already scores of famous courses are giving their greens a pre-Spring Lōma tonic. Wouldn't it be a good idea for *you* to get started now? Lōma comes in six sizes—up to 100-pound sacks. On sale by distributors of lawn and garden supplies. The Lōma spreader is available for convenient application on large areas. Tennessee Corporation, 61 Broadway, New York, N. Y.

Lōma

*... The perfect food for
putting greens*

*A few of the many courses
with velvet, Lōma greens:*

Hyde Park Country Club...Cincinnati, Ohio
Interlachen Country Club...Minneapolis, Minn.
Lake Placid Country Club, Lake Placid, N. Y.
Belle Mead Country Club...Montgomery, Ala.
Merion Golf Club.....Ardmore, Pa.
Metairie Golf Club.....New Orleans, La.

Women's Natl. Golf Course...Glen Cove, L. I.
Sound Beach Golf Club...Sound Beach, Conn.
Hyperion Country Club...Des Moines, Iowa
Turkey Foot Lake Golf Club.....Akron, O.
Portland Country Club.....Portland, Me.



STANDARD Fixtures

*make a complete job
of good greenkeeping*

In the thoughtful attention to the finishing details of maintenance, the highest standards of a first class club and the mastery of good greenkeeping are evident to the most casual player.

With STANDARD Fixtures, you have the best of these finishing touches. The appearance is distinctive, the price and construction are right and the length of service so long that it's real economy for you to standardize on STANDARD Fixtures.

STANDARD STEEL FLAG POLES

STANDARD CAST ALUMINUM HOLE RIMS

STANDARD BACK RACK AND DIRECTION SIGNS

STANDARD PRACTICE GREEN MARKERS

STANDARD TEE MARKERS

STANDARD PERMANENT ALUMINUM SIGNS

—covering each need of yardage, direction, entrance and notice signs.

Send for the STANDARD catalog today so you can start the season with your course in its best dress.

STANDARD MFG. CO.

Cedar Falls,

Iowa

APPLY: *then...* WATCH!

Eye-evidence given us by unbiased greenkeepers during 1930 again proves our claims true; that Hyper-Humus is the ideal organic for putting greens either as a base for compost or as top dressing when mixed with top soil and sand.

Being fine in texture, free from weed seeds and very slightly acid it is superior to leafmold, manure or crude peat.

Hyper-Humus

The Ideal Soil Conditioner
is "Cultivated"

By "cultivated" we mean that it is not shipped "natural"—but is scientifically prepared by growing and turning under cover crops like Hairy Vetch, Rye, Soy Beans, etc., to produce an active humus. No other commercial humus is given the same expert attention as ours.

We have special advice and suggestions of much value to greenkeepers. Write today telling us your problems. Literature free.

HYPER-HUMUS COMPANY

51 Park Place

Newton, N. J.

HEADQUARTERS FOR SPORTSMEN

HOTEL SHERMAN

DRIVE

Your Car
Right into
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Single Room
with Bath
\$1.50 a day
and up
Double Room
with Bath
\$2.00 a day
and up



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CHICAGO

The F. & N.
"ALL-STEEL"
Quintet
Fairway Equipment



You will have no regrets, no apologies to make one, two, five or more years from now—when you recommend or sell the new F. & N. Mowing Equipment.

F. & N. All-Steel TITAN Mowers in this equipment are built especially for this rugged service. They are stronger than ever—guaranteed positively *unbreakable* . . . Lighter . . . More flexible . . . Easier handled . . . Better looking . . . The patented, interlocking frame and cutter bar construction keeps the mowers in perfect alignment . . . Gears are CUT from drop-forged steel, heat-treated, and revolve on Timken Roller Bearings in a constant bath of oil . . . Blades—FIVE—are made of special analysis chrome vanadium steel . . . Every mower is accurately machined and fitted together . . . BEST OF ALL, patented self-adjusting ball bearings.

The new, all-steel gang frame is also stronger, lighter, more flexible, more efficient. Fits any tractor. Handles three to five mowers. Fully guaranteed throughout by the world's largest lawn mower manufacturers—F. & N.

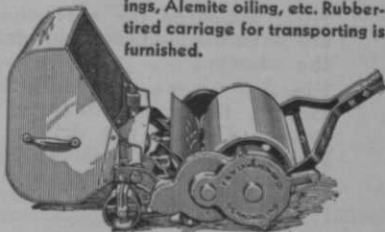
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Smooth operation is permanently assured with F. & N. *Unbreakable All-Steel TITAN Fairway Mowers*—they are equipped with the genuine, patented F. & N. Self-Adjusting Device in the revolving reel. No more difficult hand adjusting or poor mowing.

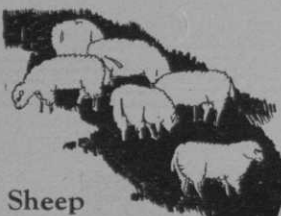
The F. & N. Putting Green Mower

For obtaining velvety, smooth greens so necessary today, greenkeepers everywhere say this mower is easily the finest they ever used. Self-adjusting reel bearings, Alemite oiling, etc. Rubber-tired carriage for transporting is furnished.



The F. & N. LAWN MOWER CO.
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THE WORLD'S LARGEST LAWN MOWER MANUFACTURERS

The Evolution of Golf Course Mowing



Sheep



Scythe and Sickle

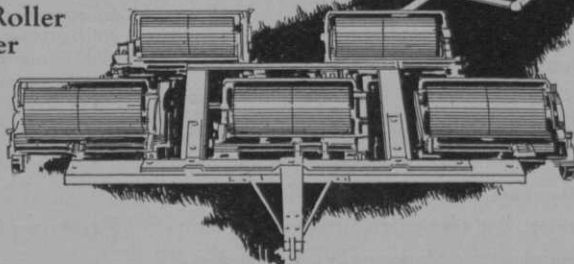


Hay Mower

Side Wheel Mower



Hollow Roller
Mower



SHEEP grazing, then hand cutting, and later, haymowers were the first three steps.

Next appeared the side-wheel mowers with blades driven by gears from the wheels.

Finally came the hollow roller mower, the most advanced type of today. Cutters are driven by full-width rollers, increasing the cutting power. Experts find that the light kneading action of the rollers stimulates turf development.

It is interesting that in the evolution of mowers, quality of construction and strength of materials have also improved, in each step forward. Sturdy construction and long, steady service in the Roseman Mower have always more than compensated for increased original cost . . . and it is the only mower that "Rolls as it Mows."

(Our patents give us the exclusive right to all ganging of Roller Type Mowers.)

Write for service records and prices.

ROSEMAN TRACTOR MOWER COMPANY
Evanston, Illinois

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ROSEMAN  **MOWERS**

Golfdom

The Business Journal of Golf
REG. U. S. PATENT OFFICE

VOL. 5

FEBRUARY, 1931

NO. 2

Budgeteers Awaken to Need for Adequate Greens Funds

By HERB GRAFFIS

"It is far easier to obtain appropriations for such items as orchestras, interior decorations, and the like, than for such essentials as fertilizers or new greens equipment. Very frequently is the equipment at the disposal of greenkeepers of poor quality and inadequate, and rarely indeed is the greenkeeper furnished with proper buildings for storage of equipment and supplies.

"The success of a golf club depends almost entirely on the quality of the golf course. Yet the greens budget is the one that is cut to the lowest possible figure, and today clubhouses usually consume more of the club's income than the game for which the clubs were founded and to which they owe their existence.

"In many large clubs, the cost of running the clubhouse exceeds the costs of maintaining two golf courses. In addition, the clubhouse restaurant has a loss running into several thousands of dollars while green-fees received from the courses run to nearly half the maintenance budget."

* * * *

"... a total net operating income amounting to over \$250,000 in the latter six years . . ."

THE first quotation above is from R. Avery Jones' article in the latest Green Section *Bulletin*. The second, briefer excerpt is from "Scientific Golf Club Management—The Example of Baltusrol G. C.," and is by the same Jones, general manager at Baltusrol. The figures refer to the financial showing made at Baltusrol dur-

ing the six years of Jones' management, and they identify Jones as one whose ideas on golf club operation merit consideration.

Jones is a "general manager," and on that account some greenkeepers would howl for help at the mere mention of his title. Nevertheless he bobs up in two places the same month with so straightfor-

ward and strong a statement of the case the greenkeepers and informed green-chairmen have been pleading that he has a hand coming from them. This brings us the suspicion that when the general management stunt is worked primarily for the club by a competent man, all of the department heads gain. But today, according to one of the best known and successful golf club managers in the country, you'd have a hard time naming a dozen men qualified to function profitably as general managers of golf clubs.

"Damn the Torpedoes"—Jones

Jones, by the records is one of those twelve men. Temperamentally he is a fellow who doesn't break down in a good cry about what anyone thinks of him or the general management plan so long as he can show a net operating income, without trick bookkeeping, averaging more than \$40,000 a year. GOLFDOM's editor knows several representative Baltusrol members well and they brag of the club's operation. They boast the club is run for the entire membership and for that reason Jones is not a bit bashful about crossing swords with any member who has some pet nut notion contrary to the tested policy for the good of the order. He bats up in a way that would mean the air for the manager under usual conditions but \$40,000 a year net is the heavy ammunition on his side.

When a man with this background condemns the myopic penury of greens budget hatchet men in general, the obvious inference is that he must be somewhat reminiscent and that the present enviable status of Baltusrol is in no small measure due to spending an adequate amount on its courses.

Nickel-Nursing Spendthrifts

Many a greenkeeper has devoted a considerable part of that brief time between checking up on night watering and the dawn engagement in the brown-patch sec-

THE GREENSMAN WEPT!

THE annual financial statement of a country club in a large Middle West city has just been issued.

Among many interesting items, two significant ones occur:

\$2,396.16 for drapes and furniture

710.63 for machinery repairs and renewals

Those figures remind us of our annual duck hunting parties when the requisitions used to read like this:

10 cases Budweiser

6 cans Soup

Drapes and furniture are INCIDENTAL to the game of golf.

Machinery is an ESSENTIAL and without it golf could not exist.

Yet machinery is the LEAST EXPENSIVE ITEM WHICH APPEARS ON MANY COUNTRY CLUB ANNUAL STATEMENTS.

Remember THAT when your Superintendent comes to you with a request for enough money to keep his machinery modern and useful.

tor, studying his cost sheets. Out of it all comes just one clear truth: replacement of man-power by machinery is the only way to preserve a high standard of course condition without increasing the course upkeep cost.

Then comes pathos. The greenkeeper is no salesman. Unless his chairman knows the situation and the figures intimately and is a stubborn, battling sort of a bird, the board says, "you'll have to get along without it," or "have him patch up what we have or get something second-hand." The battle against rising course costs is lost right there; the condition of the course is bound to suffer and in

these days of spirited competition for members, clubs with a course short of perfect condition are certain to find their financial future cloudy.

As an example of what some thought and foresight will do, we can cite an instance of 1930, the case of one of the best maintained courses in the United States. The maintenance total is so low that by printing it we would risk getting greenkeepers in hot water. They don't detail the use of modern machinery on a golf course; it is buried in an interestingly small total.

Previously, the greenkeeper operated two trucks, each of them requiring two men. He had begged for an automatic dump truck but until a new chairman got on the job the greenkeeper was stalled off. The new chairman sandbagged through \$920 for the new equipment. In 1930 it did the same work that previously required two trucks and four men. The new equipment paid for itself, by wage saving alone, the first year!

Shut Eyes to Obsolescence

It often occurs to us that too much of a point is made of the long life of many pieces of golf course maintenance equipment. In an operation as new as today's method of golf course maintenance, the