

Managers Plan Convention to Wrestle with Problems

Pittsburgh, Pa.—Officials of the Club Managers' Association of America, in setting the stage for the organization's fifth annual convention to be held at William Penn Hotel, Feb. 24-25, are arranging a program that will take into close cognizance the effect of prevailing general business conditions.

During the 1930 season, especially in the golf field, the club generally have had greater patronage than during normal times. This has enabled the managers to cope with the difficulty of operating the house at a profit, hitherto a rather hopeless matter due to lack of volume. At the Pittsburgh meeting there will be presented the first opportunity to compare club restaurant operating figures due to the use of the standard restaurant report form worked out by an association committee in 1930. Prior to the adoption of this form it was practically impossible for club managers to compare restaurant figures on a basis that would reveal helpful suggestions.

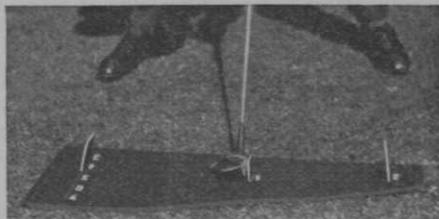
A general invitation to all managers, whether or not members of the association, is being extended.

In active charge of the local managers' chapter work in preparing for the convention is Tom Carey, manager of the Union club. Fred Crawford, former head of the chapter, now is manager of one of the large Pennsylvania hotels. Associated with Carey as aides-de-camp in the convention battalion, are other managers of the Pittsburgh district's leading country and city clubs.

Officials of the national body, to whom inquiries relative to the convention program should be addressed, are: John L. Keenaghan, Beach Point club, Mamaronck, N. Y., pres.; Wm. Norcross, Garden City C. C., Garden City, N. Y., treas.; Henry R. Dutton, Boston (Mass.) City club, secy.

KEEP your greenkeeper the year around. There is enough work around a golf course during the winter to keep one, two or even more men busy. First of all, every item of machinery should be gone over and put in tiptop shape, whether this means merely touching up with paint or means tearing down completely and replacing worn parts. Then, there are tee-benches to be repaired and repainted, fences to be repaired, patches of underbrush to be cleared, and a dozen other jobs that will readily occur to any greenkeeper.

NEW — easy profit



LET ON-A-LINE be a real profit maker for you in 1931. This scientifically and mathematically correct device has been acclaimed from California to Maine, from the Gulf of Mexico to the Canadian Frontier, as being the only device which automatically forces a golfer into a perfect grooved swing. Join with your fellow Professionals who have already stocked ON-A-LINE and make YOUR profit!

ON-A-LINE sells itself on sight!!

ON-A-LINE builds shot confidence — There is no hesitancy, no debate, no mental hazard! The device will last indefinitely.

To stock it is to sell it!

Use the ON-A-LINE yourself—and set an example which your pupils and club members will be quick to follow.

Ride through the 1931 season with easy additional PROFIT!

Olin Dutra, Professional, Brentwood Country Club, using his ON-A-LINE.



ON A LINE

The perfect golf instructor

Write in for full and interesting information on how this device will spell new easy profit for you.

BO-CAL-BO COMPANY
800 South Grand Ave. Pasadena, Calif.

Dept. G

Standard Employment Forms Would Aid Clubs, Workers

By HERB GRAFFIS

GREATLY against its wishes and better judgment, one of GOLFDOM'S reluctant functions is that of an employment agency. Especially in the winter we are devoting a great deal of time that might better be spent on our own responsibilities of being fairly good providers of family food, clothing and shelter. Because at least half of the greenkeepers, pros and managers who are looking for jobs are victims of circumstances or never should have been hired for the situation from which they recently have been divorced, we have given this matter of employment in the golf business extensive and intimate study.

Theoretically, employment is a prime matter of work on the part of the P. G. A., the National Association of Greenkeepers and the Club Managers' Association. That an interested manufacturer be primarily responsible for placing a man in a position where decent human gratitude and the necessity of unbiased buying would clash, certainly is not right, but it's an evil outgrowth of different conditions in the old days. The manufacturers don't want this employment bureau business, as a general rule. The business papers don't want it, speaking for ourselves. Practically, the associations have a long way to go before they can provide a solution of the problem.

The Job Hunters' Dilemma.

One of the big wastes in the golf business is the unpardonably heavy turn-over in operating positions.

It's the clubs' fault most of the time. They let the hiring go until the last minute and then pick someone without deliberate and careful examination of the man's qualifications. The man who gets the job has an "in" with some influential member, and that's usually about all there is to it.

The poor devil who has been doing the best he could until the axe falls is out on

a limb. He doesn't know what jobs are open, and usually he's not salesman or letter-writer enough to state his case on a basis that will permit of proper appraisal. The answer to the first part is easy. GOLFDOM prints all "Help Wanted" advertisements free, and under blind addresses. All that has to be done by a club wanting a man is to send details of its requirements. No-one outside of GOLFDOM knows the name of the applying club, as, under all circumstances, the anonymity of these inquiring clubs is preserved. Some of our good friends have cursed us out for our strict observance of this rule, but it sticks.

Now for the part wherein a good man wants to show himself in a true light:

Our knowledge of the manner in which pros, greenkeepers and managers go after jobs by mail, has shown very plainly the need of a standardized application form so each applicant can be rated and compared with other applicants, on a preliminary basis at least, allowing a reduction of the field to the point where personal interviews might be arranged.

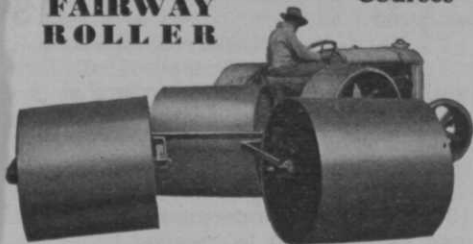
Accordingly, we submit to the Professional Golfers' Association, the National Association of Greenkeepers and the Club Managers' Association, the suggestion that they prepare such forms and make club officials acquainted with them. The club officials will welcome this expert guidance which, at its least, should effect some greatly needed improvement. The sooner the associations get to the matter, the better it will be for their members and the clubs. It's high time now that engagements be made for the 1931 season in the central states and north.

A Pro Form Suggested.

Charles Hall, president of the Professional Golfers' Association suggests that pros, in applying for jobs, employ the following form, although Mr. Hall makes it clear that the form is his own suggestion

DUNHAM
WATER-WEIGHT
TRADE MARK
**FAIRWAY
ROLLER**

Used on
finest
Courses



ADJUSTABLE IN WEIGHT
Rolls the uneven surfaces too!

As the seasons change, so should the amount of roller pressure. Light rolling in Spring and heavier rolling in Summer assures the best fairways according to authorities.

Dunham Fairway Rollers conform to all turf conditions. Weight adjustable from 1300 to 5000 lbs. And the Dunham's three giant sections operate independently to conform with the contour of the ground. Used by leading clubs. Send coupon below for full particulars.

DUNHAM LAWN ROLLER CO.
113 Chambers St., New York, N. Y.

Canadian Office: Mount Royal Hotel, Montreal
Please send complete details about the Dunham Fairway Roller.

Name

Address

B. R. LEACH
RIVERTON, N. J.

**Consulting Turf
Specialist**

*(Originator of the lead
arsenate treatment of turf)*

for
GOLF COURSES
and
PRIVATE ESTATES

Study, diagnosis and conditioning recommendations. Special attention given to grub, earthworm and weed control.

Write for details of time available and terms.

**A LEADING
GOLF ARCHITECT**
points the way to
**BETTER GREENS
and FAIRWAYS**

MR. A. H. TULL, of Emmet, Emmet & Tull, Golf Course Architects, New York, writes us: "*We continue to use Sulphate of Ammonia as a fertilizer for grass, because we are more than ever convinced that by doing so, we can hasten the development of turf, without encouraging the growth of clover and crab-grass.*"

Leading golf clubs all over the country use Sulphate of Ammonia as a fertilizer for fairways and greens. It sets up a reaction in the soil that retards the development of clover and weeds, so obnoxious to the greenkeeper. At the same time it promotes the growth of desired grasses, thus enabling them effectively to crowd out the weeds. Arcadian Sulphate of Ammonia is rich in Nitrogen (20.56% guaranteed analysis). It is easy to distribute—by hand or machine. No odor, no muss, no interruption to playing.

Every greenkeeper should have a copy of the Barrett booklet, "Arcadian Sulphate of Ammonia on the Golf Course." A copy will be sent free upon request. Mail the coupon below.

The *Barrett* Company

40 Rector Street New York, N. Y.

**ARCADIAN
SULPHATE of AMMONIA**

THE BARRETT COMPANY,
40 Rector Street, New York, N. Y.
Please send me, free of charge, copy of "Arcadian Sulphate of Ammonia on the Golf Course."

Name

Club

City

State



12 foot cut—

NATIONAL POWER QUINT

The latest and best.

The mower that can go and cut where you can only wish the others could.

\$1285.00

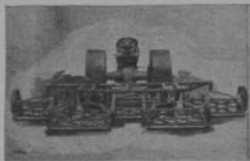
Thousands of NATIONAL mowers have satisfied owners covering every state in the Union.

NATIONAL Standard Fairway

Hardened Gears
Running in Oil

Quint **\$660.00**

Triplex **\$365.00**



NATIONAL MOWER COMPANY

839 Cromwell Ave.

St. Paul, Minn.

Write for Catalogue



NATIONAL
Junior Fairway
TRIPLEX 86 in.
\$185.00

for
better
turf

Premier POULTRY MANURE

A NATURAL grass food and stimulant, containing no live weed seeds; a BALANCED, finely pulverized manure which, being ORGANIC, aids humus and assists bacterial action... Write today for your copy of the folder, "Greener Greens—Better Fairways."

PREMIER POULTRY MANURE CO.
327 South La Salle St. .. Chicago, Ill.

and has not had the benefit of revision by other officials of the P. G. A.

The Hall form of employment application:

1. Name and address.
2. Age.
3. Married or single, (a) children.
4. Names and addresses of all clubs worked for during past 10 years as professional, or as pro-greenkeeper; giving dates of employment and number of members of clubs.
5. Recommendations and references. (Send copies of references as originals may be misplaced by receiver.)
6. Training.
7. Approximate number of lessons given last year.
8. Give in detail other activities engaging your attention, such as selling, managing tournaments for your club, greenkeeping, membership solicitation, repairs, club-cleaning.
9. Credit standing with golf goods manufacturers.
10. Are you member of P. G. A.? If so, what class?
11. Reasons for leaving last club.
12. Do you engage in tournament play and to what extent?
13. Details of contract desired.
14. Photograph (snapshot will do).

Easier Job of Right Picking.

It will be seen that a standardized application form on the order of the above asks just the questions the prospective employer wants answered.

The Club Managers' association is at work on such a form and is using as its material the points brought out in GOLF-DOM'S series of articles on "The Measure of a Manager" by the association's national secretary. Fred Burkhardt, chairman of the employment committee of the National Association of Greenkeepers, advises

PROVIDE DRINKING FOUNTAINS

Plan to put in some
Outdoor Drinking
Fountains on your
course.

MURDOCK

OUTDOOR BUBBLE FOUNT
Best for Golf Courses

Write for Booklet

MURDOCK
426 Plum St., Cincinnati, O.



GOLFDOM that the organization's officials are at work on a standardized form for greenkeepers' applications, which is expected to be ready for publication in the February issue of GOLFDOM.

The helpful comment of club hiring officials on this matter will be welcomed by GOLFDOM and passed along to the officials of the various associations as assistance in combating the miserable extravagance that is now a deplorable feature of golf club management.

Lessons of 1930

(Continued from page 12)

for immediate service. Taking advantage of more time available for cooking, the standard of clubhouse food service came nearer to the point where the managers and chefs wanted it to be, reputations were established for superb food, and house volume increased accordingly.

Pros Prosper

With the pros, the year was the best money-maker in the game's annals. A great part of the increase was due to unmistakable signs of pro merchandising improvement for, although the year started out with a bang, the prolonged hot wave of early summer had a decided effect in curtailing play. Slapping with this summer slump proved a tonic for the pro merchants. Extra selling pressure was put on during the closing months of the year. The steel shafted irons and the new wood and iron faces for the new ball supplied the high spots of the pro selling. Installment selling, particularly of women's matched sets, was adopted successfully by many pros.

Summarizing the 1930 business for the golf field, it might be said the business was so good in contrast to general business conditions, that every business factor in the field really studied and profited from the situation. Golf has grown from a game into big business in such a comparatively brief time that pauses for the purpose of getting bearings did not become part of the order of things until general business, dancing with tears in its eyes, suggested foresight to prevent the golf field participating in the sad spectacle.

Profiting from a clinic on the plight into which general business found itself due to an excess of blind hope and ebullience, the golf field confronts 1931 on the firmest business basis the sport-business has had in the United States.

Greenkeepers!

The new book just off the press is chock full of information, valuable to you in keeping your course in A1 playing conditions.

Send us your name and address. The "Greenkeeper's Manual" will be sent you, without charge or obligation.

Seaside Bent Grass Seed

Makes a perfect green. This strain of Bent is 100% pure packed in bags sealed and certified by the Dept. of Agriculture of Oregon.

Send for particulars.

We also specialize in all imported and domestic grass seed for the golf course catalog free.

**MICHELL'S
SEED HOUSE
PHILADELPHIA**



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Steel Center Tractor Spuds

will keep themselves sharp after many miles of service. Diamond Hardened Tool Steel Center lengthens their lives. Leaves clean-cut perforations. Will not damage turf. Write for information

Diamond Calk Horseshoe Co.

4702 Grand Avenue, Duluth, Minn.

Racks HANDICAP Cards

John Willy Handicap Racks and Cards are standard with practically all the leading American golf clubs. Write for booklet.

JOHN WILLY, 443 South Dearborn Street,
CHICAGO, ILLINOIS

A Better GOLF SWEEPER

Sweeps clean—Reduces labor. One man does the work of five.

Ask Your Dealer or

Write Us Direct

Springfield Lawn Sweeper Co.
Springfield, Ohio

Also makers of tractor drawn sweepers



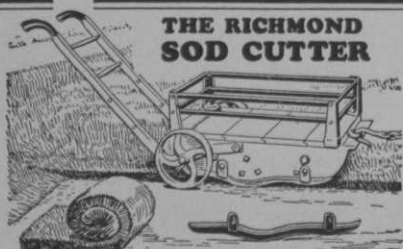
FOUR CUTTING EDGES

BUDD BLADES

INCREASED PRODUCTION PERMITS
LOWER PRICES

The same sturdy holding attachment. The same razor keen knife steel blade. The same exacting care in milling and fitting. The same guarantee. Write for Circular G.

BUDD MFG. CO., Ravenna, O.

THE RICHMOND
SOD CUTTER

For a quick, neat sodding job. Cuts strip 14 inches wide—any thickness, any length desired. Price \$35 complete F.O.B. Richmond. Richmond Sod Cutter Co., Richmond, Ind.

Tractor Wheel
Spuds

The R. H. wheel spuds save time installing and removing, they are made in many sizes for any type tractor or purpose. Low price and quality have been welcomed by Golf Clubs, in use on more than one-half the clubs in U.S. and Canada.

Sample spud and circular on request; advise make of tractor and purpose used for.

(If your Ford or equipment dealer cannot supply, write direct. Immediate shipment.)

R. S. HORNER

GENEVA, O.
Manufacturer of Wheel Spuds, Golf Tractor, Golf Wheels for Fordson and Trucks.



TO YOUR OWN CLUB BE TRUE AND IT WILL FOLLOW—that before ordering Charge Checks, Score Cards, Guest Registers, Caddie Cards and other forms you will first see our line of standardized golf printed matter.

JOHN H. VESTAL COMPANY
703 South La Salle Street - - Chicago

SYNTHETIC NITROGEN NOTES
FERTILIZER DEVELOPMENTS.

"In recent years there have been several significant changes in golf fertilizer practices. The change so far has seemed to be a sudden jump from one extreme to the other, but caution has warned many that it is better to think carefully before overdosing. Certainly, a balance between lime and sulphate applications can be maintained if thought is put into the matter, and there are other products to do the work safely and easily?" Thus reads the introduction of a statement by Synthetic Nitrogen Products Corp., which continues: "Three comparatively new products have gradually developed worthy reputations in the golf fertilizing field:

"Nitrophoska, one of these rather new products, is a complete fertilizer containing 15 per cent nitrogen, 30 per cent phosphoric acid, and 15 per cent potash. The nitrogen is in two forms—1/10 nitrate, or quick acting—and 9/10 ammonia, or slow acting. It is practically immediately water soluble, and is uniform in composition because it is solution mixed—that is, it is manufactured by combining liquids, and then driving the liquid off. Nitrophoska is economical. Where a mixed fertilizer is desirable, it is used on greens mixed with topdressing materials, or it is applied in solution. It should be applied to greens at the rate of 5 to 10 pounds per 1,000 square feet. As the plant-food cost of Nitrophoska is extremely low, complete fertilizer applications to greens become a minor factor in cost. Nitrophoska is used on fairways, fall and spring, at the rate of 200 pounds per acre.

"Leunaphos is a fertilizer containing 20 per cent nitrogen (24.3 ammonia) and 20 per cent phosphoric acid. It is used on greens and fairways where potash is not desired. It is in the same granular form as Nitrophoska, is water soluble, and drills easily. It is applied to fairways at the rate of 175-200 lbs. per acre, and to greens at the rate of 3-5 lbs. per 1,000 square feet.

"Urea, containing 46 per cent nitrogen (55.9 ammonia) has long been known as an excellent nitrogen fertilizer for application to greens to improve their color and vigor. It does not change soil acidity, nor does it leave any residue in the soil. Urea is applied to greens at the rate of one pound per 1,000 square feet. Liquid applications are best because results are seen sooner, and distribution is more even. Nitrophoska, Leunaphos and Urea leave no harmful after-effects. They are easy to handle because of lessened weight and bulk."

"Greenkeepers desiring to further investigate these products should write to Synthetic Nitrogen Products Corp., 285 Madison Ave., New York City.

Classified Ads.

Where the Man and the Job Get Together

Rates: 10 cents a word per issue. Minimum charge \$2.50

GET THE RIGHT MAN FOR THE JOB HERE

There is no charge for help wanted advertisements in GOLFDOM. We want to make it as easy as possible for a golf club to get the right man for the job, so if you are considering applicants for a position as greenkeeper, pro or manager, your advertisement in GOLFDOM will put you in immediate touch with the best available talent.

Club Manager, with background of twenty years' experience as manager and secretary manager, seeks new connection with country club of standing.

Thoroughly conversant with, and capable of smoothly and economically handling, all departments of country club operations. Accustomed to delivering highest type clubhouse and dining room service.

Knowledge of accountancy and grounds maintenance. Address Ad 806, care Golfdom, Chicago.



Pro and Greenkeeper employed by an all-year club, desires a change. Married, age 35, highly qualified. Fine player, first class instructor of golf. Do all kinds of club work and repair. Civil service graduate of greenkeeping and rebuilding of golf courses. Understand all grasses and fungus diseases; made special study of brown patch. Will consider proposition. Can furnish first class references. Address: Ad 911, % Golfdom, Chicago.

Greenkeeper wants position on first-class course and will guarantee to keep it in first-class condition. Thoroughly experienced in reconstruction and upkeep of A-1 greens; understands golf course machinery. Can give best of references; nine years' full charge present course. Address: Ad 903, % Golfdom, Chicago.

Greenkeeper—Capable of taking entire charge, would like first class course. Thoroughly experienced in construction and upkeep of excellent greens, both seed and stolon. Can give satisfaction on moderate budget. Understand golf machinery. Married. References. F. J. Hartwell, Apt. 42, 2475 Madison Rd., Cincinnati, Ohio.

Professional—Open for position at medium-sized club, also expert greenkeeper if desired. Good player and instructor. Man who tends to his duties. Four years at last position. Can furnish A-1 references; married. Willing to go anywhere. Address: Ad 800, % Golfdom, Chicago.

Home-bred professional, age 32, now employed, desires change. Thoroughly experienced in construction and upkeep of greens. Good player and instructor; can give the best of reference. Address: Ad 904, % Golfdom, Chicago.

Professional open for connection coming year; age 25; experienced private and public courses; excellent credit references. One of Mid-West's best teachers and players. Best of references from men who know the pros. Give all details first letter. Address: Ad 905, % Golfdom, Chicago.

Professional desires position. 10 years' experience; wife experienced caterer if desired. Well recommended. Address: Ad 908, % Golfdom, Chicago.

One Ideal Bull Dog 5 Gang Mower, completely rebuilt, good as new, a bargain. Address: Ad 909, % Golfdom, Chicago.

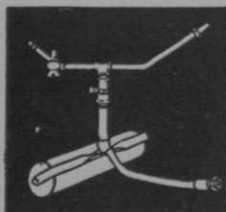
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A necessity on every golf course for the proper preparation of

COMPOST TOP SOIL SAND

Several models for operation by hand, engine or tractor power.

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F. S. CONVERSE CO., Inc.
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ECONOMY SPRINKLERS

make all water systems efficient. Sturdy and wear-proof, they distribute water evenly without waste.

ECONOMY IRRIGATION CO. INC.

21 Spokane Street, Seattle, Wash.

Distributors in leading American and Canadian Cities.

MILORGANITE

THE IDEAL TURF FERTILIZER

For further information address

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508 Market Street Milwaukee, Wis.

The Peerless Mower Sharpener

THE Peerless Mower Sharpener grinds all makes of Power, Horse and Hand Mowers in 20 to 30 minutes, with razor-like edge giving any desired clearance or bevel.

Mowers run easier, require less power and gain in speed. One owner writes, "The Peerless Sharpener saves us from \$700 to \$800 annually."

Write for catalog and list of users.



The Fate-Root-Heath Co. 988 Bell St., Plymouth, O.

Greenkeeper would like position with progressive club. Have taken course for greenkeeper at Massachusetts Agricultural College. Now in charge of 18-hole course. Have had seven years' experience in golf work and have the best of references. Address: Ad 906, % *Golfdom, Chicago.*

Golf instructor and wife open for position. Take complete charge of house and grounds. Over 20 years' experience; highest references. Seven years in present position. State details in first letter. Address: Ad 907, % *Golfdom, Chicago.*

Golf course superintendent desires position with reliable club; 23 years' experience in greenkeeping and construction; can take full charge of pro's shop and course. Highest references. Address: A. B., % *Golfdom, Chicago.*

Woman instructor of fine personality and unusual qualifications in teaching and playing, is available for position as pro at women's club or at mixed club with lively golf interest among women. Pupil of foremost male instructors and has successful record of specialized teaching of women. Good business judgment, diplomat, unmarried. For full particulars address: Ad 900, % *Golfdom, Chicago.*

Young professional desires position with 9 or 18-hole course for 1931 season. Have had 12 years' experience as an assistant and professional. Also experienced clubmaker and instructor. Can furnish the best of references. Address: Ad 901, % *Golfdom, Chicago.*

Greenkeeper—Handle all golf course construction and maintenance, know scientific fertilization and bent grasses. Ten years experience in charge. Best of references; will go anywhere. Address: Ad 902, % *Golfdom, Chicago.*

Iron heads shafted for professionals or manufacturers by expert clubmaker with 18 years experience at clubs and manufacturers. A-1 references. Send iron heads, shafts and grips. I return finished club of superior workmanship. Price 55c per club. You can make a good profit this winter by spending time soliciting orders and letting me do your shafting. Address: James McAdam, Pro., Maple Dale C. C., Dover, Delaware.

Pro-Greenkeeper, at present employed, desires a change. 20 years' experience. Married. Can furnish A-1 recommendations as to ability and qualifications in general. Willing to go anywhere. Address: Ad 912, % *Golfdom, Chicago.*

Pro and wife desire club position. Both have successful experience. Pro is good instructor and developer of club spirit and business. Wife is capable operator of clubhouse, providing first class menus and service at moderate cost. Advise details of opening. Address: Ad 913, % *Golfdom.*

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Use this page to notify GOLFDOM of your club's requirements for course, clubhouse and pro shop, and you will get prompt and complete details from leading manufacturers.

*Check this page and mail it to GOLFDOM,
236 N. Clark St., CHICAGO*

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| Announcement boards | Furniture—Clubhouse, | Score cards |
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| Flag poles | Rollers—Fairway, Green, | |
| Flood-lights | Spiked | |
| Fountain—Drinking | | |

(PLEASE PRINT SIGNATURE AND ADDRESS PLAINLY)

Club

By

Position

Address

.....

Date1931

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