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TURF

- more and better!

That's not only the *story* but the *actual record* of

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7
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It is a balanced manure containing 6% Ammonia, 2.50% Phosphoric Acid and 1 to 2% Potash.

It contains no live weed seeds.

Being organic, it aids humus and aids bacterial action.

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This is the business book that is essential to the library of every greenkeeper, green-chairman, professional, supply man and manager interested in course maintenance.

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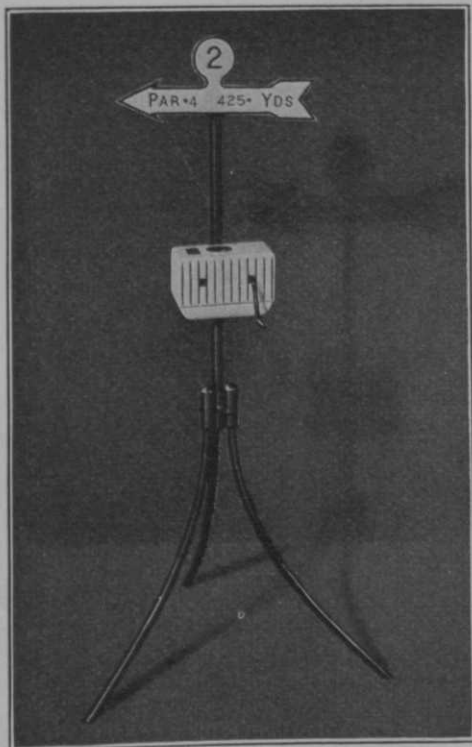
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GOLFDOM, The Business Journal of Golf

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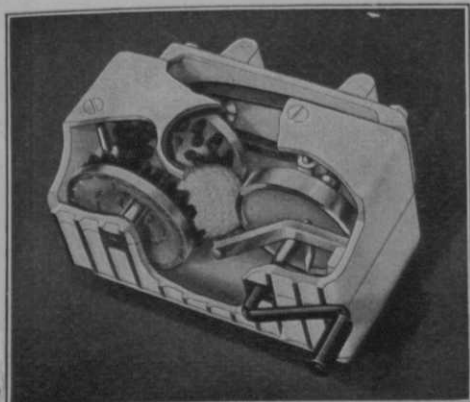
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Order the DAYTON "GREEN-WAY"s you need now and be sure of better watered Greens and Fairways this season or, if you wish additional information, write at once.

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PROGRESS moves slowly . . . Improved mowing methods have gained acceptance most rapidly on the greens, because of the fine turf required. Even the manufacturers of side-wheel mowers have proved to themselves and to golf clubs that ROLLER type mowers are the most efficient and most durable on putting greens and tees.

How long will it be now until all greenkeepers and greens chairmen realize that hollow roller mowers are *more* necessary on fairways than on Putting Greens, and that Roseman, in developing the roller gang mower, was ten years in advance of progress?

Also, how soon will they realize that low first cost does not represent economy?

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Golfdom

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

VOL. 5

MARCH, 1931

NO. 3

U. S. G. A. and P. G. A. Go Into the Business Together

By HERB GRAFFIS

SIGNS point to a welcome extension of U. S. G. A. interest in golf's business activities. President Ramsay's move to help the pro employment situation and the prospect of more intimate participation of greenkeepers in the Green Section's work, forecast by Ganson Depew, head of that section, at the Greenkeepers' convention, promise better business at the golf clubs.

The united attack of the club managers'-greenkeepers'-professionals' organization officials on golf club operating problems, made at the Mangers' convention, points to a further need of the U. S. G. A. partnership with club department heads.

OPENING of a strenuous campaign to make plain the qualifications and identity of competent professionals is the most recent P. G. A. achievement engineered by Charles W. Hall, president of the pro organization.

Hall, enlisting the interest of the U. S. G. A. in the pro plan, had his efforts promptly rewarded by the following notice sent to U. S. G. A. clubs on the golf association's stationery, and signed by its secretary, Prescott S. Bush:

TO MEMBER CLUBS:

The attention of clubs is called to the fact that the Professional Golfers association, First National Bank building, Chicago, Illinois, maintains an employment bureau which will be glad to furnish, upon application, the names and qualifications of golf professionals available for club employment.

It is recommended that all clubs making changes in their professional staffs or requiring information of this character, com-

municate with the Professional Golfers association on the subject.

Hall, during a conference with H. H. Ramsay, president of the U. S. G. A., presented the P. G. A. idea of definitely aiding clubs with pro vacancies by making available to them a choice of professionals meeting the strict requirements of the P. G. A. Ramsay heartily endorsed the plan and made it possible to carry it on, so far as the clubs are concerned.

It is the first positive advance that has been taken toward a solution of the pro employment problem that will be mutually satisfactory to both the clubs and the pros. In the case of P. G. A. members, only those having Class A qualifications will be submitted as endorsed applicants for the vacancies. This requires a background of five years' training, inasmuch as three years' apprenticeship in the shop and two years as a P. G. A. probationary member are required for a Class A card.

Substantial professionals, whether or

not members of the P. G. A., are hailing the Ramsay-Hall agreement as the most promising solution of today's toughest problem in pro ranks. Under the present conditions, leaders in pro ranks complain, any sharpshooting or fast-talking male is liable to jump into a pro job, despite his lack of qualifications, simply because he will work for less money. This has resulted in the clubs that were unfortunate enough to hire the pseudo-pros getting soured on the whole deal. Club officials didn't know how to discriminate between the real pros and the false alarms.

Now, through the U. S. G. A. participation in the P. G. A. effort to fit the right man to the right job, it becomes strictly up to the P. G. A. to see that the highest standard of professional ability and performance is established and maintained. Hall, on behalf of the pro organization, has assumed a responsibility that is far-reaching and serious. The acceptance of this responsibility is evidence that the P. G. A. efforts of the last few years have reached the point where the association can stand sponsor for the pros who are under its banner.

Problem Is Delicate

What effect this agreement will have on the employment of professionals not sponsored by the P. G. A. is causing lively debate in pro ranks. There are some good pros who are not P. G. A. members. That is admitted, as is the fact that some of the P. G. A. members live up to the letter but not the spirit of the qualifications. But in the latter respect, the P. G. A. officials can put up an excellent case of having their roster as right as it is possible to get in this world of human beings. They maintain that they'll stand comparison with the personnel of any organization of strictly professional men, and be a long way from found wanting. The P. G. A. officials do believe, confidently, that this enlistment of U. S. G. A. co-operation is going to be a strong force in bringing the first-class, qualified pros into P. G. A. ranks, and cite records to show that comparatively few of these pros who can pass the tests are not, at present, members.

The U. S. G. A. letter, while significant and very helpful to all concerned, will not provide an immediate answer to the pro placement difficulty. It will take plenty more work on the part of the P. G. A. and further aid from the U. S. G. A. to get the clubs to use the P. G. A. employment bu-

reau, and it will take some smooth steering by the P. G. A. to make the bureau work out happily. Some of the pros undoubtedly will emit baseless complaints of favoritism, despite the fact that the applying clubs will be supplied with an impartial list of names of men qualified for the job. It may be that some of the sectional P. G. A. bodies will want to keep their men in their own sections. But, regardless of the details, the initial outcome of the session between Ramsay and Hall is something for which the pros have hoped, not only as a positive push toward the solution of their employment situation, but as an indication that the P. G. A. can count on the U. S. G. A. officials for lively co-operation for the good of the game.

New Catalogs Vital Aids to Good Greenkeeping

ARRIVAL of the time when the post-man gets hunchbacked bringing in new catalogs prompts the suggestion that the greenkeeper who hasn't a properly maintained and handy catalog file is overlooking a sure help to efficient course management.

The manufacturers and supply houses who are responsible for these catalogs have gone to a lot of trouble and expense to present to greenkeepers a vast amount of definite and detailed information that assures satisfactory buying. In many cases the supply houses have had made to their order special items of equipment to fill needs expressed by expert greenkeepers and have induced makers of supplies to make changes in their products that would fit the materials exactly to the golf field.

Before us are representative catalogs of early season publication; Toro Mfg. Co., Stumpp and Walter Co., J. Oliver Johnson, Inc., New England Toro Co., and Golf Course Supply Co. Starting on this list and adding to it the names of other manufacturers and distributors, the greenkeeper can spend a little of his time during the next few days to no better advantage than checking up on his receipt of catalogs and writing his other suppliers in the event their 1931 catalogs have not been received.

The assistance of a complete catalog file in making out the budget, making emergency purchases or considering more effective operation is a weighty factor in good greenkeeping.

Pros to Hold Business Confab June 26-27 at Columbus, O.

DECISION by the Ways and Means committee of the P. G. A. to hold the first professional business conference at Columbus, Ohio., during the Ryder Cup matches, June 26 and 27, put the finishing touch on the plans of Ohio golf enthusiasts to make the Buckeye state the center of the golfing universe from the start of the Western Open to the final play in the National Open.

By the time the business conference is held it is expected that the Merchandising committee of the P. G. A. will be functioning vigorously and will make its public debut as a welcome constructive force in the professionals' organization.

At the Columbus conference, it is planned to have exhibits of equipment, and addresses from leading authorities on merchandising. Just how this program can be crowded into the schedule already arranged by various organizations for the Ryder Cup event, remains to be decided. It is the earnest purpose of the P. G. A. to make the business affair one that will draw professionals from far afield and give them specific business ideas and inspiration that will make them of more value to their clubs and of greater individual earning power.

Plans Makers' Participation.

Preliminary plans call for an active participation on the part of the leading makers of golf playing equipment and supplies. The manufacturers have shown a keen interest in the prospects of such a meeting, as it is becoming more evident each day that the profits of the makers of quality golf goods depend largely on the pros' business advance.

By the time of the Columbus conference, it is expected that the Jones-P. G. A. instruction films will be released and an important part of the session be devoted to a consideration of the most effective and profitable manner of using the P. G. A. films in instruction. The Wethered and Vardon pictures now are available to professionals and have made a huge hit with the hopeful amateurs, as well as with the studious professionals. Due to the Jones tie-up with Warner Brothers for instruc-

tion films to be released through the motion picture houses, the P. G. A. held back on its release of Bobby's super-slow films. Possibly the P. G. A. films could have been immediately released after a legal set-to, but Hall expressed the attitude of the pros neatly in recent newspaper interviews by saying, "If holding off a few weeks on the P. G. A.-Jones films will mean more money for Bob, we'll gladly do it, and hope he makes a million dollars out of his public movies."

The comment, widely printed, did the pro cause a lot of good as a good-will move, and put a strong publicity push to the P. G. A. films. It was an excellent "smoke-up" as the public was again made acquainted with the fact that the P. G. A. films were of a unique character and would be shown only by the professionals. It is the opinion of many of the foremost professionals that Jones' contract with the movies will mean a fortune to the professionals who use the P. G. A. instruction films.

To Get New Goods Ruling.

Further evidence of the part the P. G. A. is playing in getting the field on a business basis, probably will be bright at the Columbus conference as a result of the recent agreement made between the U. S. G. A. and the P. G. A. on the matter of new goods. In accordance with the terms of this arrangement, new goods submitted to pros for purchase will be given a prompt and official ruling on their legality by the U. S. G. A. This will avoid repetition of the unfortunate sand-wedge experience. The club was the biggest selling distinctive weapon brought to the market in recent golfing history. Thousands of them were bought as Christmas presents and thousands were bought for 1931 retailing. Ruling of the U. S. G. A. made public shortly after the first of the year caused consternation and monetary loss to the players, the pros and the manufacturers. The outcome was a vivid reminder that golf is a business as well as a game these days, and called for the USGA-PGA deal that should prevent any future oversight and delay of this character.



This photograph of the Columbus show's delegates and speakers includes only a portion

Record Buying at Columbus

A RECORD volume of course equipment and supplies buying was the pleasant surprise developed at the annual convention and exhibition of the National Association of Greenkeepers of America, held at Columbus, O., Feb. 2 to 6.

There were 533 registered attendants at the affair and probably 100 who did not go through the formality of registration, so in men, as well as in money in circulation at the event, the meeting established another high mark.

It was made plainly evident that the keynote in course maintenance this year is the replacement of men by machinery. Maintenance budget trimming naturally has hit the payrolls hard, leaving the greenkeeper the problem of keeping the course in good condition with smaller forces. Extensive mechanization is thereby being forced on the golf clubs, according to all signs in view at this meeting.

The program gave indication that the men responsible for golf course maintenance are availing themselves of each promising item of scientific aid. The speaking part of the convention had an interesting flavor of "Seeing America First." The opening session was held in the basement of the Columbus Auditorium. Hammering of men engaged in construction of booths for an automobile show provided too much competition for the straining vocal organs of the greens experts, so the second session was held in

the balcony of the Auditorium. Strung out on this perch the boys listened to the second battalion of talent and gazed in wrapt horror at Prof. George McClure jauntily parked on a flimsy railing 20 feet above the concrete floor of the amphitheater. The faithful seekers of the light followed the peripatetic convention to the Deshler-Wallick hotel for the final session. But it was a great show, with a program of positive practical value.

Addresses presented at the convention will appear as space permits in *GOLFDOM*, and later will be available in a booklet issued by O. M. Scott & Sons Co. Many of the addresses were lengthy affairs but, at that, could not be cut without sacrificing important details. The tenor of the material plainly showed that the master of course maintenance is the fellow who is on his toes to grab the latest findings of the scientists and the practical men, and at the same time to be such a versatile sort of a gentleman that the average golfer's idea of a greenkeeper as a sort of a sublimated plow pilot becomes rank slander.

Considering the addresses at the convention one was brought to the conclusion that the Philadelphia District course maintenance men in calling their Association an organization of golf course *superintendents*, rather than greenkeepers, were absolutely right in employing descriptive and "selling" terminology instead of being