

Economy calls for this unbreakable gang mower

What a relief to escape the expense and annoyance of broken castings! This one feature alone makes the PENNSYLVANIA Quint or Trio the most economical gang mower you can buy, in the long run.

Here is a large mower unit, built to automotive standards, with malleable iron of high tensile strength in every part that needs it. Frame, wheels, side plates, lower knife bars, roller brackets and shields—all *unbreakable!*

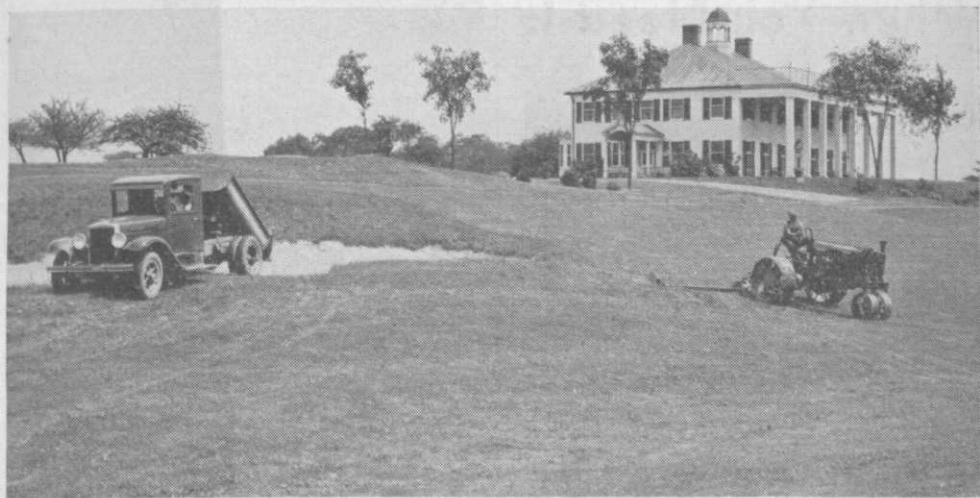
When you visit the Greenkeepers' Convention in New York next January you will see this unbreakable Fairway unit in the exhibit of 1932 models of PENNSYLVANIA Mowers. It has stood all tests in operation this year.

*Write now for your copy of our
COMPLETE GOLF CATALOG.*

PENNSYLVANIA LAWN MOWER WORKS

Primos, Delaware County, Pa.

A Limited Budget Demands the Economies of the Fairway Tractor



The McCormick-Deering Fairway Tractor and the International "Six-Speed Special" Truck at work near the beautiful clubhouse at the Schuyler Meadows Club.

MANY golf clubs have found during the past year that it is the soundest kind of economy to invest in the McCormick-Deering Fairway Tractor. They have made substantial reductions in maintenance charges with the Fairway Tractor—thus enabling them to keep within a limited budget and yet have their courses in excellent shape.

The Schuyler Meadows Club at Loudenville, N. Y., is one of the clubs that invested wisely in 1931. They bought a Fairway Tractor and also the famous International "Six-Speed Special" Truck. Here is what M. A. Newton, greenkeeper, thinks of their investment:

"We are very much pleased with the McCormick-Deering Fairway Tractor and its power mower, and the 1½-ton International Six-Speed Special Dump Truck we purchased last spring.

"Because of weather conditions, grass made a rapid growth this season, but with the Fairway-powered mower we have been able to keep the rough cut better and at less expense than in any previous year.

"We find the tractor useful and practical for all jobs around the course.

"The Six-Speed dual-wheeled Dump Truck is ideal for hauling, construction, and maintenance work, and is also reliable and economical."

If you would like a demonstration of the Fairway Tractor the nearest Company-owned branch or a McCormick-Deering distributor or dealer will be glad to arrange one for you. Then you can see by actual performance what the Fairway Tractor will do. Write us for catalogs.

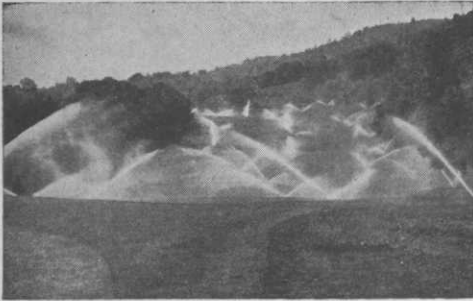
INTERNATIONAL HARVESTER COMPANY
606 So. Michigan Ave. **OF AMERICA** Chicago, Illinois
(Incorporated)

**The Golf
Tractor**

**MCCORMICK-DEERING
FAIRWAY**

WATER

Where You Want It
When You Need It



With the Modern
BUCKNER
One-man System

The money saved in labor alone will quickly pay for its complete installation on your course. Now, when the season is nearing an end, prepare to irrigate your fairways next summer with greater efficiency and less expense, through Buckner Sprinklers. Let us show you what users say about the Buckner system; how it has improved their fairways and cut their labor overhead. There is no other irrigation method comparable to the Buckner.

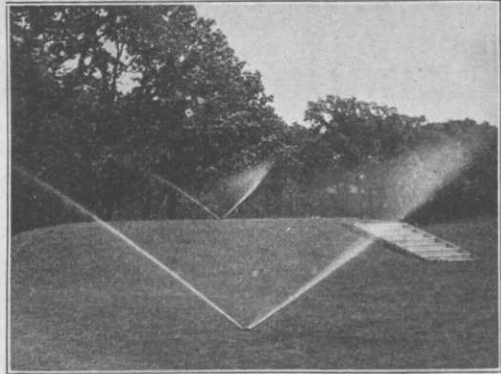
Write for catalog. No obligation.

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MFG. COMPANY
Fresno, Calif.

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Hoseless Pop-up installation

You Can **SAVE MONEY**
—and Insure That Your Irrigation
Project Will Function at
LOWEST COST !!

THERE is only one safe road to satisfaction in golf course, green and fairway, irrigation. You must know before installation is made what the performance will be and that operation costs will be at a minimum. Most, if not all, of the dissatisfaction experienced by those whose irrigation systems either do not function properly or whose operating costs are excessive, is due to inexperienced engineering advice.

Have You Answered
These Questions

Ask yourself these questions: What irrigation system is best for your course? What about water supply? Do you know how much water is needed?—the extent, duration, and frequency of necessary application? What will installation cost? Is there assurance that operation will be satisfactory? What will operation and maintenance cost? Competent engineering service, as a matter of fact, always pays for itself and usually saves a great deal more than its cost.



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fairway irrigation. No obligation whatever.*

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Company, Fresno, Cal.

Golfdom's *free service* to help you get the *right man!*

FROM November 1st to the following April more than a thousand pros, greenkeepers and managers switch club locations.

One of GOLFDOM'S very important functions is to see that the right man gets in touch with the right place. This employment part of our activities is one that takes a lot of time, but since the work has been put on us, we're seeing that it's done right.

Clubs that want to engage greenkeepers, managers or pros are invited to put classified "blind" advertisements in GOLFDOM *without cost*. These advertisements are limited to 30 words.

Classified ads for department heads seeking new connections are 10 cents a word, cash with order. Although the active and alert men usually employ this advertising, it is not necessary to advertise to be listed among the applicants on file with GOLFDOM.

To promote more informed hiring of club department heads, GOLFDOM has available standard application forms for managers, pros and greenkeepers, giving complete details of their qualifications. We have compiled these forms as the result of our observations as intermediaries in some 400 cases of club hiring. Often we have seen good men kept out of jobs where they exactly fitted because they didn't know how to go about telling of their qualifications.

These forms correct this situation. Copies of these forms for pros, greenkeepers or managers will be sent without cost to clubs or individuals anxious to make connections, if they will address their requests to GOLFDOM'S headquarters.

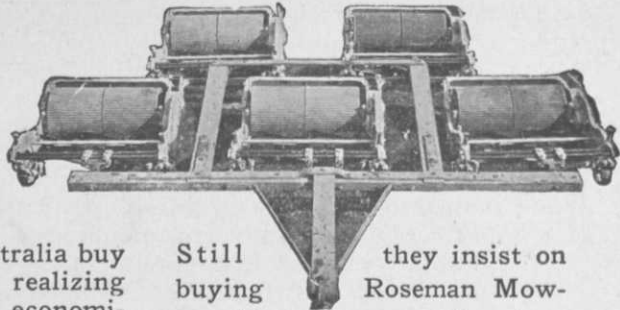
There is too much turn-over of operating executive personnel for best results in the golf club field today, and much of the trouble is due to hiring without having enough of the applicant's record available to determine his, or her, suitability for the opening.

If your club is interested in hiring a pro, greenkeeper, manager, steward, locker-room man, caddie-master, pro-greenkeeper or bookkeeper; or if the pro wants an assistant, GOLFDOM will gladly, and *without cost*, supply you with names and records of men available. In addition, your advertisement advising of the opening and necessary qualifications will be run over a "blind" address in two issues of GOLFDOM without charge to you.

Command GOLFDOM'S free and expert service in properly filling the vacancies that may exist at your club. GOLFDOM has no axe to grind in seeing that your club gets the competent services of the right person.

GOLFDOM
205 W. Wacker Drive
CHICAGO, ILLINOIS

Australians pay \$2,000 to get one gang of Roseman Mowers



GOLF Clubs in Australia buy Roseman Mowers realizing that they are the most economical gang mowers built. In addition to the cost of our mowers in the United States, it is necessary for clubs in Australia to pay these additional costs:

Duty	60%
Surcharge	30%
Primage	10%
Sales Tax	6%
Freight, approximately	15%
Exchange	35%
Total	156%

Still they insist on buying Roseman Mowers, because they are the best mowers built. A gang of Mowers that costs \$750.00 in the United States costs \$2,000.00 in Australia. Foreign buyers eliminate break-downs, repairs, etc. when they make their original purchase.

Roseman Tractor Mower Company
Evanston, Ill. New York, N. Y.

Roseman Features:

- Timken Tapered Roller Bearings on Cutter.
- Hyatt British Tank Roller Bearings on Rear Axle.
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- LIGHT ROLLER DRIVE**, for better Traction and Turf Development.
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(Our patents give us the exclusive right to all ganging of Roller Type Mowers)

ROSEMAN  **MOWERS**

Golfdom

The Business Journal of Golf

REG. U. S. PATENT OFFICE

VOL. 5

NOVEMBER, 1931

NO. 11

Pro Training Schools Planned as Aid to P. G. A. Men

By HERB GRAFFIS

PRESIDENT CHARLES HALL'S ambition of a training school for professionals and assistants, conducted by the Professional Golfers' association, is being given serious thought by golf club and association officials as well as by the pros.

The school idea has made good in football coaching and undoubtedly has been instrumental in strengthening football as a gate magnet by producing a more interesting and finished game. There is no denying that the business and tutoring ability of the master professionals has witnessed a development keeping pace with the growth of the game but the veteran master professionals themselves are leaders in endorsing this suggestion for a pro school. Their experience reveals to them the constantly changing conditions governing pro shop operations. Furthermore, professional golf is fortunate in having leaders who do not let themselves get into the comical and unstable position of "know it alls."

In view of this attitude by the substantial professionals, whose positions and earning powers are secure, it is apparent that the fellows whom schools will help most are due for some definite, favorable reaction to the Hall suggestion. Especially do some of the promising younger professionals and assistants need the instruction the proposed schools will provide.

Greenkeepers in Training

The pros have been treated to a close-up of the value of such schools in seeing

the results of the greenkeeping short courses conducted by such institutions as Massachusetts Agricultural college, Rutgers, Penn State, Wisconsin and Michigan. No doubt of the course superintendents' position, future and earning power being promoted by the work done in these schools. The pros need such a build-up for the betterment of their relations with club officials and members. Unfortunately many members consider the pro is a fellow who makes a lot of money simply because he is lucky in having a lot of fun playing golf. This ignorance of the extent and importance of a pro's duties in serving his club to mutual profit is at the base of the pro employment problem.

George Sargent's article in October GOLFDOM referred to the importance of a well qualified, active assistant in pro shop operation. It's greatly to the credit of these kids that the assistants these days are making themselves big factors in pro success, but it is impossible for the master pros to devote the time really required to the proper training of the boys. The value of the proposed Hall schools would be tremendous to the pros and clubs if such schools were solely for the purpose of assistant training.

But the greatest value would be to the master pros who really have one of the toughest of small retailing situations. This retailing calls not only for the retailing of instruction and of merchandise, but also

for a constant, penetrating quality of service not demanded of other small retailers.

An Expanding Opportunity

The pros' opportunity as a golf service-station operator for his players came to the writer's mind recently in reading a yarn in *Advertising and Selling* on Bruce Barton, one of the ace boy-wonders of the advertising agency business. The tale told about Barton being a golf enthusiast. It also mentioned, as a human interest item, that his wife bought his ties. Consider how many fellows have been weaned away from retail shopping since women enlarged their work as purchasing agents for the family. When you get down to it, the retailing establishments that are most habitually visited by the active male with money to spend are the cigar counter, the news-stand, the restaurant and the pro shop. That ought to be the tip-off to the pros on the logical foundation they have for expanding their merchandise as a valuable service to club members.

Some of the laddies may wince at the prospect of getting too much of the drug-store scope of selling into pro shop operations, but there's several million miles to go before the pros are confronted with this danger. But, with this expansion apparently logical and imminent as a service the members will appreciate, it is plainly seen that the pros and their assistants could use plenty of instruction, and exchanges of experience, in business operation.

The boost that would be given golf when leading pros would get together and discuss instruction methods, at such a school would be incalculable. Other angles of pro service, such as co-operation between pros and managers, course superintendents and club officials, would certainly advance the efficient operation of golf clubs.

When the P. G. A., at its annual meeting, considers this matter of establishing pro schools, it will do well to bear in mind the timely comment, Alex Pirie, dean of the corps, has made on the matter. The P. G. A. honorary president has said:

"We all have been trying to build up recognition of pro golfers as professional men and we have to put across the idea that training of a competent professional golfer involves time, expense and study just as does the training of a lawyer, a doctor or a dentist. Although we might say the pro is doing this for himself

rather satisfactorily, I believe the only way we can get this thought over to the players is by conducting this training on an organized basis.

"In these times when clubs are looking for every possible source of revenue and good men are wavering in the pro ranks because the true position of the pro among the club's operating assets often may not be appreciated, it behooves the professionals to consider carefully the training school proposal as a valuable factor of information for club officials as well as a definite help to ourselves."

New Ball Specifications Avoid Dump of Old Stock

BRIGHT RAY of hope for ball makers and pros is in the U. S. G. A. preliminary announcement of the 1932 ball standards. A ball of the 1.68 size will be legal so long as its weight does not exceed 1.62. This makes the present ball O. K. according to the new ruling. Pros will rejoice because this means that the market next year will not be flooded with stock of obsolete balls thrown overboard at cut prices.

There are many who consider the 1.68-1.55 ball the best ball the game has seen. They will be able to get the ball of their choice with the reputable manufacturers standing behind their products on the standard price basis. Stocks of the present 1932 balls may be differentiated by identifying stickers, although many state there is such tiny difference between the balls that segregation of the 1.68-1.55 product is unnecessary.

Pro Shop Bulletins Tell Club News

PROS WHOSE shops are detached from the main building and have the problem of attracting club members can overcome this handicap by using the idea Dick Nelson employs at Meridian Hills C. C., Indianapolis. Details of all club events, announcements, results, etc., are on a bulletin board in Dick's shop. Any club member who wants to know all about what's going on gets the information from this board.

The bulletin attracts many members who otherwise might go from the locker room to the first tee, without being subjected to the sales attractions in Nelson's trim and expertly stocked shop.



View of the tenth fairway at Brynwood C. C., where Bob Farmer puts into practice the policies he describes below.

Construction Finishing Touches Save at New Course

By R. E. FARMER

Course Supt., Brynwood C. C., Milwaukee, Wis.

LAST YEAR was a good dry year and since the turf was growing very slowly we got along without much mowing; however, with a wet year there is more demand for cutting units of all sorts and also tractor power to operate them. But whatever the weather is like, a greenkeeper must learn to take advantage of such natural forces if he expects to make a showing with the least possible expense.

It seems to me where a new course is taken over, care and study should be given to maintenance methods. There is always plenty of construction work to be done on a new course. If its condition is to be gradually improved, attention should be given to what is necessary in the way of maintenance, which depends to a large degree on what the members expect. By stressing the importance of finishing construction work in the early stages of these newly-built golf courses, much expense can be saved.

One of the most costly elements of golf course maintenance is weed control. Hard-shelled weed-seeds lie in the soil as long as 30 to 40 years and still germinate when brought to the surface where light, air and moisture promote their growth. In the fairway, fertilizers will encourage grass so that it can compete against the weeds. Continual close mowing in the rough will discourage many kinds of weeds. Frequent topdressings with black soil full of weed-seeds should be avoided. Arsenate of lead discourages many kinds of weeds as well as the worms. A good supply of sand in the traps discourages weeds. Weeds along the roads and in the out of way places should be scythed down before they go to seed. After turf becomes established the chances for weeds are greatly reduced. Fairway irrigation favors the growth of turf throughout the season which helps to reduce the quantity of weeds.

Careful supervision of course machinery, especially changes of oil and proper adjustments of the mowing equipment, saves considerably on the repair bills at the end of the year.

Success can be obtained whether you rotate your men, divide your course into sections or classify your different operations. The important thing is careful training of men in the beginning. The quality and quantity of work each man does can be judged easily in any of the above manners of working.

Careful feeding of the greens is important. Overfeeding creates the proper conditions for plant disease and causes untrue putting surfaces in vegetative bents. Methods used in fertilizing greens are quite varied and the simpler methods often prove quite satisfactory.

Cutting down on the size of greens reduces the amount of labor and materials involved in topdressing, mowing, watering and weeding. (Your members should not mind smaller putting areas, since small greens develop more accurate golfers than large greens).

Scything the bunkers of the greens and tees requires less time than using a bunker mower, especially with bluegrass. A mat can be used in the traps to smooth off the foot tracks. Two men can remove the dew from the grass blades of a green by dragging it with a 100 foot length of hose much quicker than one man can switch it with a bamboo pole.

The more one grooms a course, the more it costs; so you can see that the essentials come first.

It's Wise to Make Course a Winter Haven for Birds

By FRED W. SHERWOOD

Supt., Birmingham (Mich.) C. C.

WITH WINTER coming along let us not forget the birds. True it is that there are abundance of berries on the hawthorns and other fruit bearing trees which will last for quite a time. But don't you think it would help greatly and give comfort two ways if we took a little piece of ground and made a bird patch. Sow millet, buckwheat, or any other quick growing grain. It will assuredly help to sustain and feed the birds when the hard frosts come and King Winter takes charge of affairs.

Did you ever think what a struggle for existence man or beast would have if insect and rodent life were permitted to mul-

tiply without check? Over twenty years ago the U. S. Bureau of Entomology said the annual loss in this country from insects came to the stupendous sum of over one billion dollars.

A large percentage of our birds are insectivorous and consume great quantities of these pests. One seventh of our native birds eat the seeds from weeds and I have yet to see the golf course that didn't grow weeds. Think of the enormous price golf clubs have to spend each year to curtail the ravages of beetles, grubs, moths, cutworms, etc.

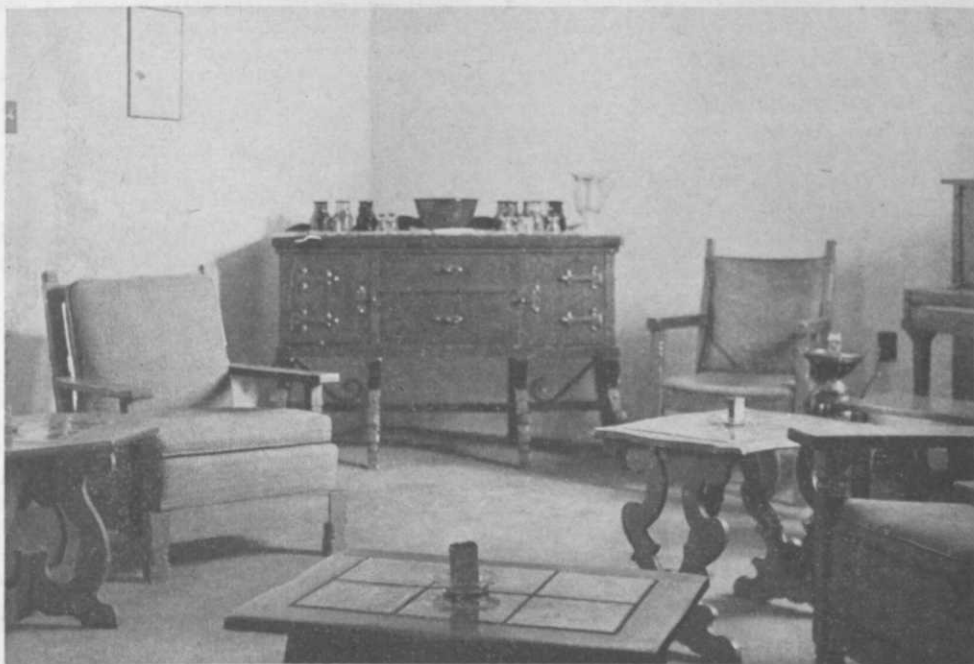
Our friend the robin is a wonderful bird to have around our golf courses. Not only is he our friend, but the farmer and market gardener ought to welcome him. Presumably robins migrate to warmer climes in winter, or at least migrate to where the ground is free from frost. When he returns in spring it is a pleasure to see him as he settles down to real hard work until fall, just working for his grub as it were.

A learned professor once said a robin ate fourteen feet of worms per day. This was determined by actual test. When you see him on one of your greens tugging, pulling, and seldom, if ever, breaking his victim, doesn't your heart go out to him with a warm feeling that there is a real friend working for you but not on the payroll?

Consider again that figure on the robin's appetite mileage. If you have 500 robins each eating 14 feet of worms a day for 200 days, your feathered members of the course force have accounted for 265 miles of worms during their activity of 200 days in the north. This array of worms, if left alive, would account for a lot of greens injury and missed putts.

Women's Play Cuts Per Capita Cost of Golf

WONDER IF anyone has given much thought to the per capita cost of golf club membership being greatly reduced by women taking up the game? Cash payments to golf club for dues and initiation fees have not been increased during the last two years. Actually these costs per player have been reduced approximately 25 per cent in this period due to wives, whose initiations and dues are included in husbands' charges, making use of club's playing facilities.



One corner of Virginia C. C.'s new lounge room, with masculine appeal in every item of furnishings.

Transform Idle Rubbish-Room Into Lounging Room De Luxe

By D. SCOTT CHISHOLM

Associate Editor, Country Club Magazine

IF IT EVER came to pass that I had my own way of designing and building a clubhouse for a golfing membership I would have the locker room the gem spot of the entire building. I would have it furnished in a manner that would ensure absolute comfort. I would have it decorated much as I would like to have my own house furnished. My color schemes would be carried out with the same care and attention as the best part of the building, even including the lounge and dining rooms where the members of the fair sex might meander. I'd have lots of mirrors, lots of big, wide benches and the widest alleys imaginable and I'd have bell buttons all over the blooming place. I'd have photographs of world famous golfers and

golf courses all over the locker room walls and also of the club champions. I'd have copies of the rules of golf within easy reach of all and I'd try to make the entire locker space equally as comfortable and as bright and interesting looking as the best of the upstairs rooms.

Our locker rooms are all too chilly and the space devoted quite inadequate when it is considered that it is in the locker room the boys *who pay the bills* spend most of their time. I know hundreds of golfers who never see the more public rooms at their clubs.

All of which reminds me of a visit I paid to the prosperous Virginia Country Club of Long Beach, California, one day last month when the lads of the press and

the district professionals were invited to luncheon and dinner. The response was almost 100 per cent.

After luncheon was served, Ted Cashman, the genial and ultra-capable manager said to me, "Have you seen the changes we made in the basement?" I told him I hadn't. "Come this way, young man, and have your eyes opened," said Ted. I followed.

Private Room Has 17 Lockers.

He led me to a corner of the locker room, down eleven steps and into as beautiful a private locker room, containing 17 lockers in all, as one would wish to see anywhere. I was amazed. I thought I



Ted Cashman, manager, Virginia C. C.

had known all the ins and outs of the Virginia clubhouse, the wee nooks and corners, the private card rooms and the quiet corner where the "regular" fellows of the club usually met in social intercourse after a round of the links. But here was one spot I never had seen and it was the gem of them all. It seemed like quite the cosiest suite I ever had seen in a clubhouse.

"How come, Ted?" I asked. "Well, it's like this, Scotty," sayeth Ted, "a number of our members asked me one day if it was possible for them to have a quiet corner of the present locker room set aside for them so they could be more private in settling their arguments and in refreshing themselves after the day's play. I informed

them I did not think it could be done. Then I thought of an unused room I had in the basement—where I stored unused furniture. It was nothing more or less than a junk room. It had been practically useless ever since the club was built. I told these members about it and they got together, seventeen of them, and asked me what I could do about fixing it up. You now see before you, Mr. Chisholm, the old junk room."

Completely Equipped for Comfort.

What a transformation! It did not seem possible. The wee lounge or card room measures 16x22 ft. and is decorated much like a room in a first class hotel. It is 8 ft. high, has four windows (pretty good for a basement, eh?). Lots of fine ventilation, plenty of daylight. Stag heads, wild ducks, unusual fish, attractive pictures and other ornaments on the walls. A poker table, private telephone, push buttons, a piano, a radio, gorgeously upholstered furniture and every necessity a man would want in his own den at home.

The draperies were selected and arranged by some artist. I wasn't told that, but I knew such to be the case the moment I clapped my eyes on the room. It is finished in extremely good taste. It looked like a wee paradise to me after the coldness I noticed so apparent in other rooms devoted to locker space.

Financed Thru Advance Locker fees.

"It must have cost the club a nice penny to fix this up," says I to Ted. "You think so?" said he. "Well, it didn't cost the club a single penny. Here's the way I financed it. Understand, these men are all big oil men and quite well to do and like all the comforts possible in the club. They demand, and get the best. I asked each one of the 17 if he was willing to pay \$150.00 in advance for 3 years' locker rental. They were all happy to do so. That gave me \$2,550 in cash right at the start. That was all I needed—in fact, I did the entire job for a little less. I never touched a penny of the club's finances at any time and the boys gave me a free hand in the matter of furnishing and equipping and I am very proud of the job indeed. So are they. Quite different from a discarded rubbish room, isn't it?"

The 17 lockers are adjoining the lounge—just three steps up. There is a private door which leads to the 10th tee. The lockers themselves represent the last word in luxury and equipment. They measure