

# Avoid that "WASHBOARD" SURFACE

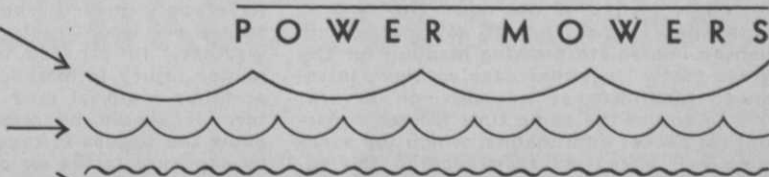
Cut Your Greens With

*Jacobsen*  
POWER MOWERS

Surface of turf  
cut with ordinary  
hand mower.

—with common  
type power  
mower.

—with Jacobsen  
Putting Green  
Power Mower.

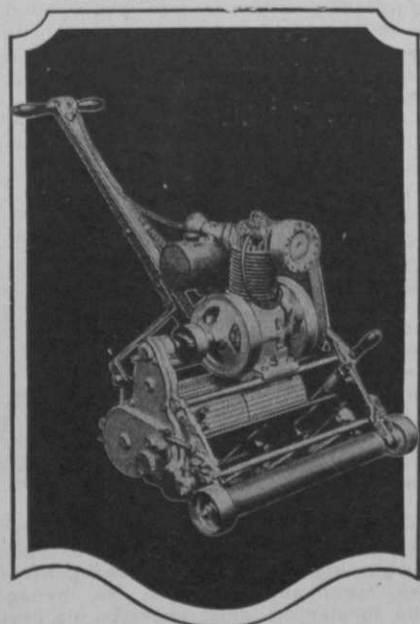


## Jacobsen Frequency of Cut Makes the Perfect Green

The crooked lines above represent three different "frequencies of cut." First, the inch-long corrugations left by a hand mower. Second, the lesser ridges left by other power putting green mowers. Third, the extremely fine, three-eighths inch frequency of the Jacobsen Putting Green Mower. This remarkably smooth surface is due to the superior, 7-blade, high-speed cutting reel of the Jacobsen. The PERFECT putting turf.

This mower is a green conditioner. It cuts fine and its large rear rollers smooth uneven surfaces without a scar and without packing. Its unusual speed puts the greens in order for the early morning players. A greens brush attachment—found only on a Jacobsen—is of inestimable value in lifting matted grass of a bent green and making a perfect cut possible. Power transport optional equipment.

*Free Demonstration.* Name the place and the date. We challenge comparison. Orders now being taken for spring delivery. Write for catalog, and terms today. Sales and service everywhere.



**A Time-Tested Product.**—Made in 19 and 24 inch widths. Endorsed by those who have used them for years. 19-inch model cuts 6,000-foot green in 15 minutes; 24-inch model in 10 minutes. Equal performance and quality work with either size. One operator with 24-inch model will cut eighteen 6,000-foot greens in 5½ hours. Normal life of mower, 5 years.

**JACOBSEN MFG. CO.**

734 Washington Avenue  
Racine, Wisconsin

# JACOBSEN

BUILT TO SAVE RUNNING EXPENSE

By the perforation method it is possible over a period of years to bring about an improvement in the soil around large trees to a considerable depth and with a minimum of disturbance either to the roots or to the lawn.

### Food and Air Introduced

Present practice is to form numerous holes from within a safe distance of the trunk throughout the entire spread of the roots. These holes are 10 to 18 ins. deep or even deeper. Chemical fertilizers alone may be used and the holes refilled with the loosened soil. Usually the hole is filled with a mixture of chemical fertilizer and some humus forming material to within a few inches of the top. The hole is then filled to the top with soil to re-establish an immediate growing medium for the grass roots. In either case we have introduced fertilizers at a depth of several inches and at the same time formed a partial air pocket and channel which for some time will offer less resistance to the entrance of air than was the case before the soil was loosened up.

One other point may be made in connection with this method. Soil chemists are fairly well agreed that phosphorus and, to a lesser extent, potash, are fixed in the soil within a short distance of the point

where they are applied. If you feel that trees need high phosphorus fertilizers, then it is certainly more advisable to place them deep in the soil where the roots can actually come in contact with the phosphorus than to scatter them over the surface where the phosphorus may never go below the shallowest grass roots.

Extremes of temperature, both winter and summer, can be controlled to a certain extent. Fortunately, a heavy sod is a fairly good protection to the tree roots. Nevertheless, these organs do not possess great resistance to low temperatures and as a result trees do often die of winter injury to the roots. Soil or litter should never be removed from the base of the trunk or large roots just before cold weather. In exposed locations or where winter injury is feared, a mulch of leaves or other material may be used over winter. It should be removed in spring to allow the tissues to regain their resistance by exposure to the air during summer and fall. For trees which as a species have persistently shallow roots, ground cover planting will give the necessary protection. Such covers, made of *Vinca minor* or *Pachysandra terminalis*, being evergreen, are less objectionable than ordinary mulches and are quite permanent.

## The Greenkeeper's Schedule

By C. A. TREGILLUS

Supt., Mill Road Farm Golf Course

**WE** ARE deluged with figures indicating the total investment in golf real estate, construction in buildings and layouts, and a little quiet pondering on the relationship of the greenkeeper to all this might well occupy some of his more serious moments. Not with the idea of the glorification of his own importance, but to a fuller realization of his responsibilities and liabilities.

While this office is commonly known as "Greenkeeper" in reality the scope of the work has widened considerably and we find many other duties attached to this position. What we actually find is that in addition to the maintenance of the course, he is "clerk of works," having within his care much of the belongings of the club.

The development in recent years in the golf club organization shows a tendency towards managerial administration. It is not within the purpose of this talk to discuss the pros and cons of this, but I will remark in passing that where the club is run by a general manager, who is responsible to the directorate for all the maintenance, service, and development, the greenkeeper generally becomes the general superintendent in charge of the outside main-

tenance of buildings, grounds, etc. At times when the administrative offices may be moved to the city or elsewhere, the greenkeeper automatically assumes charge at the club property. At such times, he assumes authority over the physical plant, though not over the service staff where the clubhouse is kept open for winter parties. That, of course, usually comes within the steward's office.

### Director and Buyer

The agencies by which the greenkeeper discharges his trust falls into two general classes, labor and materials. In managing the former, he must exercise his best talent as director of operations and in the acquiring of the second, he must possess all the shrewdness and keenness of a first-class purchasing agent. To faithfully combine these is not an easy task, but in these days of keen competition, reduced budgets, etc., the success of the club relies very much upon these shining virtues.

The hiring of labor and its management is the oldest duty in this field of calling, in fact the whole business of greenkeeping in the beginning was a matter of labor supplemented with the simplest of tools.

# The Sensation of the Greenkeepers Show



It isn't often that greenkeepers become *immediately* enthusiastic about a new product, but almost without exception greenkeepers who saw SORBEX Moss Peat at the show *were* enthusiastic . . . immediately enthusiastic!

#### WHY?

- 1st—SORBEX is 25 times finer than the best peat moss.
- 2nd—SORBEX is easy to break up—the fine powder-like substance crumbling readily to the touch. It's no problem to break up SORBEX.
- 3rd—SORBEX will correct hard, baked greens and tees when you have to work *from the top down*—and it will do a better job than any other material . . . at less cost.
- 4th—SORBEX is easily handled . . . readily transported! Specially prepared for golf course work. Packed  $\frac{1}{2}$  yard to the bag—10 full bushels.

In new construction work standard GPM Peat Moss is best but there is no substitute for SORBEX when you renovate. If you haven't seen SORBEX let us send you a sample—it's packed for mailing awaiting your address. SORBEX is the newest and best soil builder . . . without comparison . . . acclaimed an innovation . . . the greatest source of organic matter for working in or penetrating established greens! You will want SORBEX when you see the sample.



**ATKINS & DURBROW**  
INCORPORATED

G-165 John St.

New York

The first observation is that no two men will assume authority over others in the same way. While two men may achieve the same results, it is certain they will go about it by entirely different routes. Temperament and personality are things we cannot closely standardize and for that reason every foreman and officer has to work out for himself his own course of action, his own method of approach. The same thing applies to the workers, but one must look at it in a more collective manner as we have to deal with racial temperament as well as individual temperament.

The closer one's contact to the individual workers, of course, the more helpful it is to give attention to this relationship. While it is idle to say many words on discipline, since any man who has had to direct the labor of others learns the necessity of maintaining a distinct authority over the workers, still it is well to remember that we may increase individual efficiency, which means general efficiency, by allowing a worker some latitude in how he goes about his job. If he can achieve the result we want, in a way all his own, with no more cost of time and materials than if he went about it our way, we are quite satisfied. It is the result that counts and the cost of achievement. This fact is particularly noticeable in this country where national habits of workers are so

divergent. A simple illustration is the manner in which many German mechanics use a hacksaw, drawing it towards them on the working stroke as against the usual American practice of pushing it away.

### Buying and Selling Labor

I sometimes look at the labor relationship as that of buyer and seller. I like to feel a regard towards the other fellow, whether he is selling me a carlot of sand or the labor of his hands to put it into the bunkers.

It is a good idea, I believe, to hire the "all year" men by the month; they are closer to the organization and one feels more reliance towards them. The seasonal labor is a different proposition and must be handled accordingly. It is turned away in the fall with the hope that the same phases will show up in the spring. In some instances, the men have winter work to go to. Those who stay at home we try to help out by dividing up any work that may come along during the winter months. Last winter we made changes in the water system and alternated the men week about. It gave them a little help. This year, owing to the very mild fall, we kept the gang together on alterations until December. We do work on our trees during the winter and that gives some employment. My experience is that it pays to

## Bent Grass Seed

THE Reconstruction Finance Corporation has been created to fight the fears and panics of depression, and to promote American Industry and Agriculture. But that corporation or any other agency designed to aid the American people cannot possibly succeed unless we—the American people—co-operate with one another.

Why consider for an instant purchasing machinery, jackknives, your wife's hat, or Bent grass of foreign origin when you can *PURCHASE BENT* grass seed, that produces the very finest quality of turf, *DIRECT* from the *FARMERS* who grow it here in Southern New England.

"*ECONOMY*" and "*EFFICIENCY*" in these times more than ever are the watchwords of every alert Greens Chairman. Native, acclimated, upland grown Rhode Island and Velvet Bents produce the highest type turf at the least first cost and subsequent costs of maintenance.

**A. N. PECKHAM, Kingston, Rhode Island**

keep a skeleton labor gang together where any appreciable number are employed during the golfing season.

I have seen superintendents who seem to be on the run from morning to night, and others who generally have time to sit down and chat the afternoon away; and strange as it may seem, the latter are invariably the efficient superintendents. It is a mistake, I think, to become immersed in a set of "chores" that become an all-day routine. One should be free to turn in any direction for any emergency without the worry of something being left undone.

Two things I would reserve, however; one is time-keeping and the other is cup-changing. I like to see the greenkeeper keeping the time as that brings him in closer touch with the individual workers. To change the cups or to accompany the man doing this work should be his ritual of office. In this instance, I liken him to the doctor making his daily round to take his patients' pulse and temperature. He is sure then to be familiar with the condition of his greens, both above and below ground.

### Greenkeeper's Buying

The authority to purchase supplies and equipment is a privilege every greenkeeper would like to have but few possess. The

usual procedure of lining up the green-committee and the lobbying for new implements with considerable apprehension as to whether they are forthcoming causes no little worry in the minds of many superintendents. It rests with the greenkeeper to bring to the committee's realization that his requirements are conservative, and that he is just as interested in and sensitive to the budget limitations as any of the membership. I think the day of excessive sales pressure on credulous greenkeepers is over. These are enlightened times.

Purchases in quantity can sometimes be made to the advantage of the club and where storage facilities are available is good economy. Buying is business that calls for constant vigilance whatever line of goods are involved, and quantities to carry on hand and when to be in the market are matters that alter with the individual circumstances. I endeavor to keep in touch with prices at all times and continually explore the channels of trade to uncover new sources of supply. The golf industry is well supplied with business houses catering to its requirements and they perform a very valuable service, but the wide-awake greenkeeper should nevertheless endeavor to keep himself informed that prices are properly in line, and see to it that he is getting a dollars worth of

# 4 Real, definite advantages of DRICONURE as a turf food—

- 1st—It is pure, rich cow manure—peat moss being used in the stalls instead of shavings or straw. Even the urine is thus absorbed where it is ordinarily wasted. It is then concentrated to give *five times* more food value than green manure. Absolutely free of weed seeds, finely pulverized.
- 2nd—Just teems with beneficial bacteria. As manure is the natural food for the development of bacteria, Driconure greatly increases the activity of these necessary organisms upon coming into contact with moist soil.
- 3rd—It gives quick stimulus for immediate growth—and then continues to provide food for many months.
- 4th—It definitely builds up and improves soil conditions even while it provides food for current growth.

As you well know, cow manure has always been most satisfactory—and last year's sad experiences with drought proved its efficiency when many other materials completely failed. Driconure *improves* upon the results secured from natural cow manure and is as readily used for top dressing as for soil incorporating.

INVESTIGATE Driconure as the safest and soundest fertilizer for 1932

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**REDUCED  
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SIX  
BALL  
CLEANER**



- One to Six Balls at a Time.
- Ejects Balls When Cleaned.
- It Does Not Splash.
- No Gears or Springs.
- Avoids Delay on the Tee.
- Requires Very Little Care.

CLEANERS, Each .....\$6.75

METAL STAKES, Each..... 1.50

Prices F. O. B.

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*Or at Your Dealer*

actual value for every dollar of club's money he spends.

I am not in favor of carrying a large inventory of spare parts for the mechanical equipment. I have seen stores carried by some clubs that would do credit to a supply house, but I cannot see where this is an economical practice. I would much rather see some of the investment in an extra truck, tractor, and cutting units.

### Record Keeping Vital

There is one more point I wish to mention, and that is the keeping of records. These are days of reduced budgets so we have to be more careful than ever before. I firmly believe the greenkeeper should keep all the books that his time will allow him to without becoming a burden. Our own records are very simple. We do not break down our golf course labor, except to separate the mechanic's time. We keep the cost of labor and materials and a diary showing weather conditions, appearance of disease, pests, etc., and any other work done out of the ordinary routine. Each month end we prepare a statement showing the money spent during that month and the preceding months of the calendar year, and compared with the same period the preceding year. It is done this way: In the left-hand column is the list of the accounts we keep, such as labor, seed, fertilizer, chemicals, etc. In the next column is set down the January expenditure, in the next February, etc. As each month's statement is prepared, we add up the total spent to date in the calendar year and beside it to the right the amount spent for the same period last year. There is a comparison of the gross expenditures in each account. Each column is added up and the amount for the month shown. Below that is entered the amount for the same month the previous year. Any unusual expenditures are explained in marginal notes. This statement is a good deal of work to prepare, but it gives a wonderfully clear picture that anyone can understand without close study.

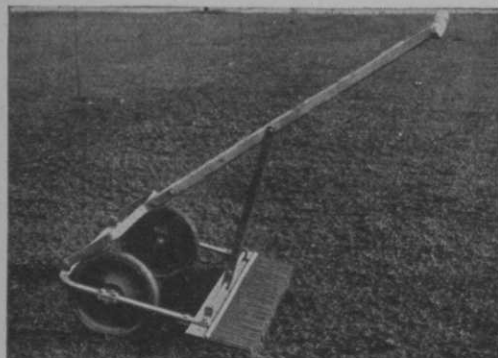
## Our Job

By L. J. FESER

Woodhill C. C., Wayzata, Minn.

**M**R. FESER advised confident, clear thinking in economics as part of the greenkeeper's job, saying the work today not only called for solving problem of budget allotment but thinking about how money for club could be obtained.

He refused to be submerged in too-popular gloom of business thinking today and pointed out that losses of the war in men, money and physique were much more serious than today's troubles. He aptly reminded fellows who were in the war about



## The TORO Del Monte Greens Rake

To maintain a true putting surface, use the Del Monte Rake regularly for removing the grain from creeping bent or Bermuda grass putting greens and for raking up matted grass for proper cutting. Write for full information.

**Toro Manufacturing Co.**

3042-3168 Snelling Ave. Minneapolis, Minn.



# SOFTRED\*

for Locker rooms

IT remained for the president of a golf club to create the first runner truly suited for the hard usage of the locker room. A new and exclusive weave and material has produced a runner that answers every requirement of utility and sanitation.

SOFTRED locker room runners are fully washable, reversible, non-curling and non-slipping. They are soft, yet durable and add immensely to the quiet and comfort in locker rooms where spiked shoes are so much in use.

## Fine for Pro Shops too!

John Lord, president of N. E. New York Division of the P. G. A., says:

"I have used SOFTRED runners in my golf shop where they have been subjected to the severest kind of wear. I have just had them washed and they look bright and clean, like new, all ready for another season. This new fabric is the best floor covering for golf club locker rooms and pro shops I have yet come across."

Amsterdam Textiles stand back of SOFTRED and guarantee workmanship, quality and durability without reservation.

Send for sample and the surprisingly low price list! Your members will be delighted if you install SOFTRED this Spring.

SOLD THROUGH LEADING GOLF SUPPLY HOUSES

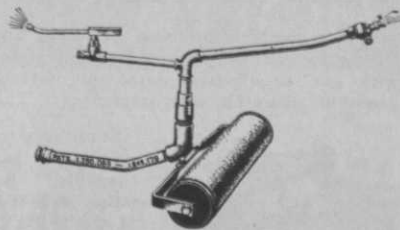
## AMSTERDAM TEXTILES

Amsterdam, N. Y.

\*Trade mark registered.

## And Now..

### a positive, worm-gear adjustment controlling speed of rotation



## "The Lark"



Note the worm-gear, positively controlling direction of nozzle.

Another advantage is added to the many superiorities of the LARK. A positive worm-gear adjustment controlling the speed of rotation of the sprinkler simplifies the "setting." Note the thumbscrew in the small illustration. By simply twisting this screw, the nozzle of the sprinkler is elevated, lowered, or turned as desired. Easy to operate. No tools needed.

Greenkeepers know and prefer the LARK sprinkler for its never-failing performance; its EVEN distribution; its far-throw; and the other advantages that have made it the leading golf sprinkler.

All parts of the LARK, except roller base and hose pipe, are long-lasting brass. If you want trouble-free sprinklers, buy LARKS.



L.R. NELSON MFG. CO.  
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## and a Better Course

**A** KEMP Power Soil Shredder will give you the best possible top-dressing for greens and fairways. It cuts down time and labor costs . . . makes fertilizer go further. Initial cost is small . . . upkeep and operating expense practically nothing.

It is a *complete* machine, shredding and sifting in one operation. Powered either with gas or electric motor, or without power for operation with tractor.



Complete with built-in gas or electric motor.

Send today for catalog and complete details. KEMP MANUFACTURING CO., Dept. 1980, Erie, Pa.

### KEMP Power SOIL SHREDDERS

MOST EFFICIENT  
MOLE TRAP  
ON THE MARKET

THE  
"CME"  
MOLE TRAP

SAFE :: SURE :: SMALL  
EASILY SET :: RUSTPROOF

ENDORSED BY GREENKEEPERS, PARK  
SUPERINTENDENTS, U. S. BIOLOGICAL  
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NOW READY FOR DELIVERY BY YOUR DEALER  
AT \$2.00 EACH. DISCOUNTS ON LOTS.

SPECIAL OFFER

To introduce the ACME to readers of GOLFDOM, one trap will be sent post-paid to any GOLF CLUB in the U. S. upon receipt of \$1.00.

*If for any reason trap is returned within 90 days from delivery, money will be refunded.*

**C. E. GRELLE**      Green Hills  
PORTLAND, OREGON

all the old crying about the war never ending that followed when the hooie about "out of the trenches by Christmas" exploded.

At his club, Feser said about 50 people in families of greens staff were supported by income from the course. He estimated more than 70,000 people were directly dependent on course maintenance expenditures. Additional were people engaged in all phases of manufacture and distribution of golf equipment and supplies.

He strongly advocated junking of obsolete equipment and "haywire" systems under present conditions. Feser dislikes the term "labor saving." He calls "labor-saving" machinery labor-making because it is a producer of wealth. Use hand labor properly and machines wisely and golf courses are going to look a lot better in proportion to money spent, said Feser, who added, "I know there is no course in this country or any other country that could not be improved upon."

But, how are clubs going to bear cost of "wealth-producing" system in the light of present economic conditions? Feser answered this question by saying it gets back to the damnable cycle that everybody talks about but few are willing to try to break.

He illustrated the situation by taking tobacco and golf as two items that could be dispensed with. The elimination of golf clubs that increase property values and utilities, discharging of many direct employees and reduced income of others and scores of far-reaching adverse developments would constitute a throw-back in the standard of living and make competition more serious for people engaged in producing necessities. The pleasures of life have just a vital place in an advanced civilization and in progress, he reminded the greenkeepers.

In general, Feser's talk was on the part the golf business plays in the distribution of wealth and pleasure and constituted a unique and thought-provoking contribution to the business literature of the game.

He laid down the greenkeeper's platform under present conditions as follows:

The best economy in the world is to make every dollar granted to you in the form of a budget produce 100 cents worth of value, 100 cents worth of beauty and wealth, 100 cents worth of satisfaction on the part of your club members. It is your privilege to try to get as large a budget as you possibly can, but base your request on practical foresight and knowledge of your job. Use your ability to get an adequate budget, and when you do get it, remember that your personal and professional responsibility is a heavy one.

When the year is over be prepared to meet with your chairman, lay your figures and the picture of your accomplishment on





## PLAN NOW for the SPRING APPLICATION

when you have fewer  
FERTILIZER DOLLARS  
... turn to NACO

Close-clipped budgets test your skill as a green-keeper. "Do more; spend less" the greens committee orders. You have to put stretch in your fertilizer dollars . . . so you turn to NACO.

Playing members are paying members. The better the course, the more paying members. But golfers are cranky folks . . . no one knows this better than you. They want good turf and velvety greens . . . and hang the budget!

Economy years are NACO years because corner-cutting demands the best, most economical fertilizer to give fairways and greens the hardy growth necessary for the full playing season.

It's time to plan your Spring application. And NACO is the fertilizer . . . turn to NACO.

Sold by Golf Supply and Seed Houses and Manufactured exclusively by

**NITRATE AGENCIES COMPANY**  
104 PEARL STREET - - NEW YORK CITY



"Your mower can practically do scythe work of eight men in a day. Am delighted with it."—Mgr. N. J. Golf Club.

### Here's a Mower that mows the ROUGH, too!

HERE'S the answer to the Course Keeper's life-long complaint for a machine that not only eliminates that tedious, uncertain hand-scything at the sides of traps and fairways, but also does an exact job of mowing in the *tallest and steepest rough!* . . . The GRAVELY, with Sickle Bar for tall, tough grass and weeds over roughest ground or steepest hillsides, and Rotary Reel for ordinary mowing, gives you TWO mowers in one. Patented Swivel Bar action permits sickle or reel to follow contour of ground, even to 45-degree angle. Weight perfectly balanced on single wheel, it won't topple over and affords powerful leverage for easy handling. Tools in front, you can nose into narrow corners and up against trees, etc.—places you can't touch with ordinary mower. Cuts 39" swath. . . . GRAVELY has proved superiority in this and 52 foreign

countries. Write TODAY for complete details. Gravelly Motor Plow & Cult. Co., Box 103, Dunbar, W. Va.



## How Can We Help You?

The Club Managers' Association of America is conducted for definite help to clubs and their managers.

Naturally we try to bring to a focus the problems and efforts of managers and clubs and in this work make available much information of value to the golf clubs.

Among the services of the Club Managers' Association each club is invited to employ are:

- Employment Department
- Advisory Service to Club Builders
- Standardized Accounting Forms
- Menu & Price Exchange

When we can be of aid, command us.

H. A. LEWIS,  
National Secretary, Club Managers'  
Association of America  
Wilmington Country Club  
Wilmington, Del.

his desk; have the feeling in your heart that you have used your innermost ability to satisfy him and the members of your club, and that you have used your position in life to help your fellowmen. That, in the most high and honorable sense of the word, is our job.

## Landscaping Points

By PROF. M. R. BRACKEN

Pennsylvania State College

PROF. BRACKEN lectured from colored slides in presenting major details of course and clubhouse grounds landscaping. He showed a number of views emphasizing natural effects in landscaping from standpoints of beauty and golf playing influence.

He set forth some principles of landscape architecture that apply to design of golf courses and particularly referred to the problems of landscaping around service yards of golf clubs.

The Penn State landscape authority counseled against distribution of clumps of planting at many spots around clubhouse grounds, ruling these out because of improved scenic effect of planting grouped closer to house and because of high maintenance. He dwelt on the combination of golf architecture and landscape architecture in making such tree plantings as may be advisable for separation of closely parallel fairways. Usual method of planting straight rows of trees he condemned, advocating natural looking groupings so located that they would call for shots directed away from the adjacent fairway.

Although deciduous trees are decidedly troublesome to golf courses during the fall, Prof. Bracken admitted, there is a danger in too strong concentration on evergreen planting both on the course and around the house.

Natural appearing landscape masks for equipment barns and clubhouse service yards Prof. Bracken considered an advisable yet most neglected detail of golf landscaping. He showed a number of slides that suggested how unsightly areas near course boundaries be made beautiful without heavy expense in planting or maintenance.

## Racks HANDICAP Cards

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

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