



Part of the turf testing nursery.

ing, but one section is treated for disease control while the other is not. In this way records are obtained on each selection both with and without disease control. Complete records covering all the factors that indicate turf quality are kept on each selection in the turf plots.

The trials in the 36 sq. ft. plots are the semi-final tests of the new selections. The most drastic eliminations are made here. All strains are discarded that do not perform at least as well as standard strains which are available commercially. It would seem self-evident that no good is to be accomplished by adding to the number of types now available unless the new strain is distinctly superior to those already in use.

### Selection Strains in Practical Test

Under a conservative policy such as this a new selection must indeed show something before it is given consideration as a permanent addition to the family. As a result of selections in the first plant nursery started three years ago three strains have been isolated that seem to show promise. The principal features of these strains are: (1) a high degree of resistance to disease during the severe epidemic conditions of the past season, (2) a much reduced tendency to the graininess that is the commonest criticism of vegetated turf, and (3) a very high cold resistance, which means early starting in the spring and color retention late in the fall.

These three strains are being multiplied at the present time for the final tests. "The proof of the pudding is in the eating" was never so true as in the case of a strain

of fine turf grass. It is no good unless it can stand the grief of constant wear under actual playing conditions. The Physical Education school of the Pennsylvania State college maintains an 18-hole course where as high as 350 rounds of golf are played in a single day. This offers an exceptionally good opportunity to test the play resistance of new strains. During the coming season one or more greens will be turfed with the new strains together with a standard vegetative strain and comparable seeded areas. Until there has been an opportunity to observe the performance of new selections through a playing season we can only *hope* that we have hit the mark.

### Massachusetts to Have Golf Show, February 6-13

**G**OLF PLAYING, operating and maintenance equipment is to be exhibited at the New England Sportsman's and Motor Boat show to be held at Mechanics' Bldg., Boston, Feb. 6 to 13. A committee of the Massachusetts Golf assn. is in charge of the golf end of the exhibition. Price of spaces range from \$80 to \$100.

The show is run by the same people who are promoting the Philadelphia Sportsmen's and Motor Boat show, Feb. 20 to 27.

---

### NEW OFFICIALS' NAMES

should be given GOLFDOM immediately after elections, to keep our mailing list accurate and up-to-date.

---

# What '31 Greenkeeping Taught Greensmen to Plan For '32

By KENNETH WELTON

**S**AD EXPERIENCES of 1931 have indicated to many of those concerned with the maintenance of fine turf that some revision of cultural practices might well be considered. If the events of last season have served to put a few hitherto dogmatic individuals in more receptive state of

mind the occurrences might well be considered a blessing in disguise. Many of those charged with the maintenance of turf are, at this time, frankly open-minded regarding the wisdom of past methods and are willing to give serious consideration to information or evidence gained last summer which might prove of value in the future.

There was a certain protection for everyone last year due to the large number of golf courses similarly affected with turf ailments. Golf club committees, slowly in some cases, realized that the season was exceptional and that most clubs were suffering from these ailments. The turf has long since been revived and the greenkeepers are once more in the good graces of the members. But many greenkeepers realize that they will be in very awkward if not serious position should their turf become badly injured another summer if it so happens that the turf on neighboring courses is not similarly affected.

Some greenkeepers can correct the factors responsible for last year's troubles without going beyond themselves; others, in self-protection, will have to induce their committees to make certain changes requiring additional funds or concessions. For these latter it is now opportune to call to the attention of their committees the need for these progressive changes be-

---

**E**XPERIENCE is an especially dear teacher if her pupils don't care about learning. Turf troubles of 1931 were severe and expensive. Every greensman should heed the lessons of that post-graduate degree.

---

Kenneth Welton has made a practical summary of the 1931 lessons which may be applied in saving fortunes for the golf field in maintenance and repair charges over the next few years.

---

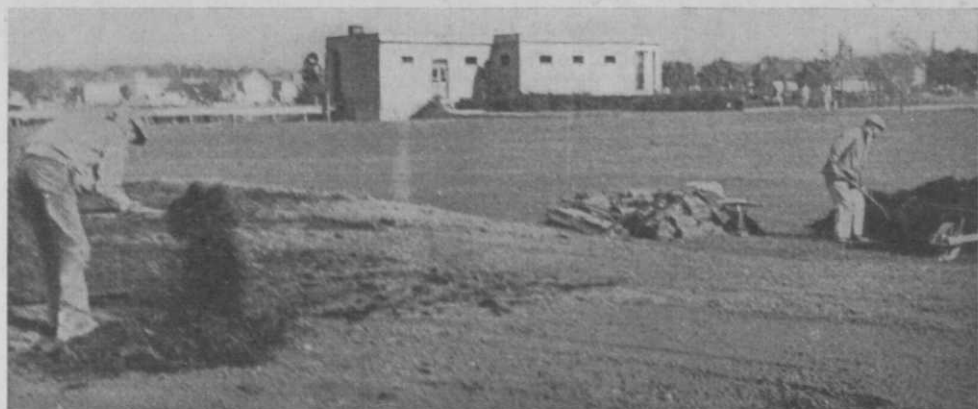
fore the ills of last season are forgotten.

## Write Lessons of Last Season

Many greenkeepers know that certain putting greens need reconstruction, that drainage work is required, that a change of grass on the greens is called for, that new equipment is

needed, that fertilizers, fungicides, or insecticides in large quantities are called for, or that some cultural practice in regard to fertilizing, mowing, watering or top-dressing which the committee has wrongfully insisted upon needs to be changed. If the greenkeeper can prove the need of reconstruction, new material, or change in cultural practice, and if after proving such need can not induce the committee to comply with his suggestions, he should go on record by submitting written recommendations to his chairman. If, after going on record, he is forced to act to the contrary and things go wrong he will find protection and satisfaction in referring to his written recommendations regarding the point in question. By the same token the greenkeeper should be fairly sure of his ground before placing himself on record regarding any policy.

With the foregoing statements in mind it may be constructive at this time to briefly review some of the outstanding lessons of 1931. It must, however, be acknowledged that in dealing with nature no hard and fast rules can be laid down and that after all the man on the job must depend upon his own judgment at the critical moment. But as indicated before, it is the man who has many lessons well learned and much worth-while information



Rebuilding a green. The turf has been removed and will be replaced after defective contours have been corrected and the workmen finish applying well-rotted manure to the area.

at his command who is most likely to do the right thing at the right time.

### Some Rebuilding Required

Probably much poor turf of last season was due to poor soil conditions in the putting greens. Hard, impervious soil, layers of various materials, poorly drained subsoil, pocketed areas, and sharp mounds and ridges were all, or in part, common on poor greens. Such putting greens should be rebuilt. The turf should be removed and the topsoil scraped aside to be replaced later if architectural changes are called for. Ridges and mounds should be flattened and pocketed areas filled in. Tile drainage should be installed if necessary and a proper topsoil hauled onto the green or prepared on it, as the case may be. A uniform sandy loam soil to a depth of 6 or 8 inches is conceded to be ideal both for play on the green and maintenance of the turf. Sometimes existing soil on greens that does not function properly, due to layers of sand or peat which have been buried, can be put in good condition by cultivation to mix the soil into a uniform mass. Some soils have become packed because some inferior strain of grass has failed to maintain its growth during the season, or because some past cultural practice such as heavy rolling has destroyed its structure; such soils may need only cultivation to effect a marked improvement. A great deal of

information regarding soil improvement on putting greens is available. The Bulletin of the United States Golf association Green Section of August, 1929 is chiefly concerned with the need for and methods of rebuilding putting greens.

### Correct Soil Deficiencies

At the time of reconditioning putting green topsoil, any mineral deficiencies should be corrected. Some soils on putting greens are very low in lime. The deficiency might have been present in the original soil or might have been induced by the use of sulphate of ammonia over a period of years. If sulphate of ammonia has been used and lime in some form has not been added the chances are lime is deficient. Phosphorus is sometimes deficient in putting green soils. In any case it is advisable to add an abundant supply of phosphorus during construction since it aids materially in developing strong plants with a good root system. A certain amount of nitrogen is called for at construction time, especially if peat moss, peat, or humus has been added. A more satisfactory catch has been obtained when some available nitrogen has been supplied when using these materials. It is also well to saturate the soil thoroughly before planting to satisfy the affinity of such organic materials for moisture. Nitrogen may be supplied in either the organic or inorganic form, although a certain



Kenneth Welton

amount of inorganic nitrogen is advisable. If the soil is of sufficiently good texture and structure that it does not require cultivation, minerals such as lime, phosphorus and potash may be introduced into it through the turf by application of the above, followed by spiking, forking, or disking the turf with special equipment designed for this purpose.

### Players' Demands at Fault

The sooner the golfers of the country learn that summer conditions are at times extremely hard on fine putting green turf and in consequence do not demand perfect turf at that season the easier the greenkeepers' lot will be. Putting green turf is being maintained under unnatural conditions, and to force the growth on the greens to make them beautiful during the extreme summer weather is to court disaster. It is good practice to force grass in the early spring and in the fall, except in districts subject to snow mold, in order to procure a solid uniform turf and to crowd out weeds and objectionable grasses, but only very light applications of soluble, nitrogenous fertilizers should be used just previous to and during the summer months.

Putting greens which have been ruined by heavy applications of organic fertilizers in the late spring and during the summer have been observed time and time again. The present accepted reason for injury from organic fertilizers during the hot summer weather is that the rate of decomposition of the organic materials in the turf cannot be controlled. If a considerable amount of nitrogen is suddenly released due to rapid decomposition caused by hot weather, a great deal of lush growth is induced at the very time when a tougher and more mature growth is required.

Organic fertilizers may well be applied in the early spring and in the fall. Apart from the benefits of organic fertilizers applied in the fall, further advantage may be expected due to the fact that some plant food will be carried over to influence the growth in the early spring. It is a common practice to use large quantities of well-rotted manure and mushroom soil either alone or mixed with soil for top-dressing purposes. These materials are not considered as concentrated organic fertilizers, but when large amounts are used their plant food value is considerable. This plant food is slowly available and is often forgotten until it becomes evident

by suddenly becoming available in the summer. Compost or material in which manure or mushroom soil is mixed can be used to advantage in early spring and fall, but during the late spring and summer it is safer to supply nitrogen in the soluble inorganic forms. By using inorganic fertilizers the nitrogen supply, and hence the growth of the grass, can be easily controlled.

### Top-dressing Texture

Decay of roots adds considerable organic matter to the soil. In a healthy green, the amount added in this way is usually sufficient to keep up the organic content below the surface. It is usually necessary however, to mix considerable organic material with most soils before using them for top-dressing purposes in order that the top-dressing may be of proper texture. It is also important to add organic matter in top-dressing to keep up the organic content in the surface. Such materials as peat or humus are frequently used in top-dressing during the late spring and summer, as they are comparatively inert and slowly release the plant food they contain. When such materials are used in top-dressing the necessary nitrogen can be applied in light applications of soluble nitrogenous fertilizers. An occasional application of some good complete mixed fertilizer should be made to keep up the phosphorus and potash supply.

### Fungicide Delay Costly

So much has been written about the control of fungus diseases, such as large and small brown-patch, that it hardly seems necessary to dwell upon this subject at any length. It is sufficient to point out that no cultural system that does not include the use of fungicides has yet been discovered that can be counted upon to keep greens free of brown-patch year in and year out. And, regarding fungicides, none have yet been discovered that will control brown-patch better than the mercuric fungicides now in common use.

Last season the delay in applying sufficient fungicide was responsible for the injury to much turf. There should be no delay in treating all the putting greens on the course at the first signs of disease. At times when brown-patch is working overtime the greenkeeper should also work overtime, keeping ahead with his treatments. If treatments are required frequently the dose should be considerably reduced and more stress laid upon the fre-

quency of application, for by so doing the danger from burning is much reduced. If possible, applications of fungicide should be made in the late afternoon in order that the greens will not be subject to the heat of the day and to the trampling of hundreds of players immediately after the treatment has been applied.

### Pythium a Weather Problem.

The present fungicides are only slightly effective, if at all, against pythium. Any cultural treatment which tends to reduce the humidity on the green is helpful. Also, grass which is allowed to harden off is less susceptible than tender, lush grass. Controlling of water and fertilizer is at present the only safe way to prevent serious injury from this fungus. Pythium is active only during conditions of exceptional heat and humidity, so that in ordinary summers it is not noticeable on most northern golf courses.

Poisoning the soil with lead arsenate is a well-known treatment for the control of insects such as grubs and worms which pass the soil through their bodies. The sod webworm, however, which did so much damage last year, has different habits and poison soil treatments did not give satisfactory control in many cases. The sod webworm does not eat soil but feeds on the surface, cutting off grass blades close to the soil. In order to control this pest effectively the poison should be kept on the grass blades. The blades should be thoroughly coated to the ground and some poisons, such as lead arsenate, are best applied in solution. If the solution is applied in the form of a fine spray, under pressure, the nozzle may be pointed to the ground so that the spray will penetrate deep into the turf.

### Over-watering Is Vicious Circle.

Watering of putting greens is the bug-a-boo of most greenkeepers. First of all, players demand putting greens soft enough to hold almost any kind of a dubbed shot. Greenkeepers in some cases are forced through their committees to pour water almost continually on the greens even though they know such treatment will sooner or later ruin the turf. Over-watering proves to be a vicious circle; the greens with hard packed soil require more water to soften them, and the more the soil is kept saturated and played upon the more puddling it receives and the harder the greens will become if allowed to become dry. Putting greens that require water for the sole purpose of keeping them

soft should be rebuilt and a sandy loam high in organic matter provided as top-soil. Extreme mounds, ridges, and slopes should be avoided, as these divert the water to the parts of the green upon which the cup is most often placed, and hence, although it may be impossible to keep the mounds wet enough, the lower areas are saturated most of the time.

Apart from the fact that grass plants can not maintain a satisfactory root system in puddled soil, plants are further injured by the exclusion of air from their roots. Grass plants require a supply of oxygen in the soil, and if the pore space is reduced to a minimum by puddling and if what little pore space is left is continually filled with free water, the oxygen supply is cut off, with disastrous results. The answer to the watering question is good porous soil containing sufficient organic matter to retain water by absorption and adequate under-drainage to get rid of excess water.

Free water quickly leaches out of porous soils, drawing pure air after it into the spaces between the soil particles. These particles retain a film of water from which the roots can draw. Also, roots are able to grow to a greater depth in such soils and hence have better contact with the supply of water well below the surface. This contact with the more constant supply of water below the surface is favorable to the deeper-rooted turf since under certain weather conditions the evaporation is so great that the soil at the immediate surface will become dry shortly after being watered.

### Correcting Nappy Greens.

Trouble is frequently experienced with creeping bent greens which become nappy and spongy although they are regularly closely cut. The habit of growth of this type of grass allows it to form a dense heavy turf upon which the mower may ride. When the turf has developed into a spongy mat unfit for putting, the practice of some is to cover it with a heavy top-dressing. A continuation of such treatment in time ruins the putting surface of such greens. This mat also keeps the new growth from proper contact with the soil below and causes trouble, particularly in the summer. Greenkeepers are finding that brushing and raking delays the formation of this mat. When in spite of such treatment the green becomes nappy, it should be severely raked and cut closely in order to remove the mat



of stolon growth before the top-dressing is applied. This keeps the putting surface close to the soil where it belongs and a considerable saving is effected since less top-dressing is required throughout the season.

It should be noted that greenkeepers on many golf courses throughout the country would profit by having the foresight to maintain a turf nursery and a soil bed. It is comparatively simple to repair damaged areas and to replace weedy turf on the green if good turf for this purpose is immediately available. Large amounts of soil are used annually on putting greens and this soil often carries millions of weed seeds. Soil of a good mechanical nature can generally be prepared on the club property by hauling in materials to mix with the existing soil and by growing and turning under green manure crops. The soil bed can also be frequently cultivated and in time rendered comparatively free from weed seeds.

## Preliminary Program Announced for Managers' Convention

**F**INAL DETAILS of the program for the Club Managers' Association of America national convention, to be held at the Hotel Warwick, Philadelphia, February 18-20, have not yet been announced, but the preliminary program, as released by Joseph B. Uhler, general chairman of the convention committee, indicates that this year's meeting will be on a par in interesting features with those of former years.

Managers attending the convention will register at the Warwick on Thursday morning, February 18, and after luncheon will gather in two groups, the country club managers assembling in one room while the city club managers get together in another, to discuss their own particular problems. An informal dance and supper has been arranged for the entertainment of the assembled delegates at the Penn Athletic club that evening.

Opening meeting of the convention proper is scheduled for 10 o'clock Friday, February 19, when addresses of welcome will be delivered by Joseph B. Uhler, president of the Club Managers' Association of Philadelphia, and by J. Hampton Moore, mayor of Philadelphia. Convention business will occupy the afternoon and a theatre party has been arranged for the evening, followed by a sea food supper

and informal dance at the Penn Athletic club.

Outstanding speaker of the Saturday morning session will be Dean McClellan of the Wharton School, University of Pennsylvania. The subject of his speech has not yet been announced. Saturday afternoon will see the final session of the convention, with business completed, officers elected, and the next convention city decided upon. There will be a formal dinner-dance and entertainment at the Penn Athletic club that evening.

Wives of members attending the convention will be well taken care of during the three days of the meeting. On Thursday they will be taken on a sight-seeing trip and shopping tour around Philadelphia; on Friday, a bridge party has been scheduled for them at the Penn A. C.; and on Saturday a tug boat has been scheduled to take the ladies for an interesting afternoon of sight-seeing on the Delaware River.

The usual arrangements have been made with all railroads entering Philadelphia to extend convention rates to those attending the convention, whereby the delegates, by securing proper credentials at the time they purchase their tickets will be entitled to half rate fare for their return journey.

Committees actively working for the success of this year's meeting are:

*Convention Committee*—Joseph B. Uhler, general chairman; W. F. Homiller, vice-chairman.

*Registration*—H. A. Lewis, national secretary, assisted by Luis Weil, local secretary.

*Reception*—John A. Rogers, chairman; William P. Barry, Oscar Mathes, M. N. Rittenhouse, James F. Bohlen, H. E. Seymour, Anthony S. Werner, Louis Kamp.

*Hotel Accommodations*—Eugene Carl, chairman; Charles E. Roy, George C. Beck, A. D. Bolly, Frank Firestone.

*Entertainment*—William F. Homiller, chairman; W. P. Rathel, J. H. Cook, Joseph B. Uhler, Albert Bachman, A. D. Bolly, Luis Weil.

*Railroad Accommodations*—Luis Weil, chairman; Adolph Richter, Thomas H. Keevil, Joseph B. Uhler.

---

## GOLFDOM GLAD TO HELP

GOLFDOM has information available on almost any phase of club, course or pro-shop operation. Let us advise you on your club problems.

---

# Proposes Pro Lab Tests and O.K's As Prime Buying Guide

By HERB GRAFFIS

**A** FELLOW WHO is highly regarded as a national advertising and merchandising authority was buzzing with one of the younger professionals who is prominent in P. G. A. activities. The pro was telling this sales promotion genius about the merry-go-round the P. G. A. was having with P. G. A.-branded clubs. It was all very confusing to the advertising and selling gent, and not much clearer to the pro. A tale of the doings at the P. G. A. convention was related and the business expert got still more bewildered.

"Hold, enough!" he yelped. "I don't want to hear any more, for I have already made up my mind that you pros are proving the prize suckers of sports goods history, the way you are messing around with a potentially great asset, that P. G. A. brand of yours."

The pro protested the indictment, so his critic went into detail, and here's the story the merchandising guy told, whether or not it is something you exactly relish, as a pro or a manufacturer. The pro told it to us so we could drag out any comments or constructive criticism any of the fellows have to offer.

## "PGA" Is Asset to Association

"In the first place," began the guy who gets paid many thousands of dollars for giving big manufacturers the dope he handed out to his pro friend free, "you pros have slowly built up a value for the P. G. A. brand, not because of expensive advertising that other folks would have to do, but because you have wonderful distribution facilities. You have confined the use of the brand name to goods costing enough to represent the highest quality. About cheapening this brand value for which any manufacturer would pay a lot of money for exclusive use, I have my serious doubts. If you are able to endorse a cheap article as first class merchandise then you have been a party to gypping the public, and I know too much about the pro business and the golf goods business to grant that this profiteering ever prevailed.

"But, it must be admitted that there is a difference in design and quality between two brands of goods selling at the same prices, and in these times of lowering prices you have to be covering yourselves by having cheaper stuff, especially for the growing trade of women and children and male graduates of the public courses.

"You tell me about a couple of things that happened at your convention . . . about the pros going in for the services of a publicity man to tell their story and about some fellow named Goss advocating an extension of the P. G. A. brand name. I don't know Goss but I'll bet very few of you appreciated the significance of what he said. You all, I'll bet, were too busy worrying about what few manufacturers would get the right to make stuff with the P. G. A. brand to realize that this statement opened up the one and only big way for your outfit to capitalize on its position as an authority.

## Quotes Examples from Other Fields

"Look around your kitchen at home some time. Look in the ads in the magazines that you and your wife read. You will see an oval emblem on your range, on your ice-box, on your sink and on scores of items from Swansdown Flour to tooth-picks, signifying that the product is approved by Good Housekeeping Institute.

"Possibly you know how this proposition originated. It started as a stunt to sell advertising space in *Good Housekeeping Magazine*. It grew in strength because of vigorous promotion. But at its start, and today, it hasn't any way near the strength in its field that the P. G. A. brand should have in the golf field.

"There are many of these authorities that certify the value of merchandise. In few cases have these authorities the qualifications and the standing the pros have. Have you read that book the soviet school authorities are putting out to the Russian children as a primer on economics? It is available in an English edition, "The Red Primer." Well, I'll tell you, any pro or

any other business man who wants to have his thinking dusted off and get back into the straight channel of business cerebration ought to spend a little money for that book. The laugh of it is that it is practically a rewrite of a book by a contemporaneous American economist, Stuart Chase. Chase and another fellow organized some kind of a buyers' league to investigate and certify the value of merchandise and they are cleaning up.

"The American Medical Association carries in its journal only the advertising of medical supplies and equipment that it can officially endorse. The dentists do the same. And this point is capitalized in other national advertising by those manufacturers whose products have received this approval.

So much for the professions. The American Petroleum Institute has standard specifications on oil production equipment and supplies, and unless you have the A. P. I. mark you have a hell of a tough time selling anything to the drilling departments of any oil company, large or small.

"And you, you boys I think are so bright, you go into hysterics trying to deny yourselves—and worse than that, the players—the value of your experience and acknowledged authoritative position by trying to smother the biggest business thing you have!

### Fine Weapon Against Cut Prices

"You have put on a grand belly-ache to me about how the downtown stores have been giving you a spanking in golf goods sales during this last season of violent price cutting. You have the one certain corrective power right under your control but you do everything you can, from what you've told me, to make it hard for this control to be exercised.

"Let me tell you something about a lot tougher merchandising problem than you'll ever have and how it was whipped:

"Some years ago the gas companies were having a hell of a time getting gas used, because plumbers and hardware stores and department stores were selling cheap equipment that was wasteful in its use of gas. Moreover a lot of this stuff was positively dangerous.

"The gas companies had the alternative of going into the appliance business or being left with no market for the use of gas. What did those bright babies do? Just the same damn thing the P. G. A. is ap-

parently trying to escape doing. They established an association testing laboratory. After a little while it became almost impossible to sell anything that didn't have the approval of the American Gas association. The result was that the gas companies were doing so much of the gas appliance business that states had to pass laws to enable the other retailers to get a cut at the volume of sales on goods bearing the American Gas association approval mark.

"And listen, before I forget it, the biggest quick money stunt in recent years was on a trade-marked item in the golf business. The Townsends collected almost \$2,000,000 in one year on the trade name "Tom Thumb."

"So much, at length, for the background. You wanted my honest opinion and I'm giving it to you as a golfer, a president of a golf club, an alleged, but solvent, merchandising expert, and certainly as a friend of pro golf.

### Testing Laboratory Is Needed

"What you fellows ought to do is to extend tremendously the scope of P. G. A. approval, on a very modest license cost basis. Any merchandise that would pass muster with the P. G. A. proving laboratory should be allowed to advertise with the P. G. A. mark. I think you legally could exercise some control of merchandising policies with respect to honest prices in connection with this approval. You have a very able lawyer as your business administrator and he can advise you on how to work this.

"That would mean simply this: The income from that little license fee would operate a testing laboratory that ought to be the greatest thing of its kind in golf; the excess would provide the P. G. A. with the necessary additional operating fund and an advertising fund that would really do the much needed job of selling the pro to the playing public.

"From a strictly technical standpoint this testing laboratory should be the last word in golf. Some of you might have a quick criticism that this laboratory would be subsidized by the manufacturers. Quite the contrary. It would be subsidized, in the last analysis, by the players and it would build you up as the guardians of the players' interests. Any store that would try to sell anything for golf not having the approval of the P. G. A. as evidenced by this trade-mark would be strictly out



of luck, because this operation of yours would be conducted primarily as a matter of player protection.

"Through advertising you could promote the sales of the professionals as fitters of golf merchandise. After all, the fitting of golf clubs and other equipment is about as important as the merchandise itself, but the pros are a million miles away from getting this story over.

### Plan Will Control Gyps

"From what you have showed me in your business papers, the manufacturers of first grade golf clubs have been having trouble with the 'woodshed' manufacturers. You could control this by withholding the P. G. A. stamp of approval from these 'woodshed' manufacturers and it probably would be a great thing for the growing army of new golfers, for they would buy clubs that would last them and serve them for a number of years instead of being lured into the purchase of cheap, worthless stuff that is poorly designed and poorly made.

"You tell me the pros have done a business of \$26,000,000 this year. The other outlets must have done equally as much. Say, that on balls, clubs, bags and tees alone the gross annual business from all sources was \$40,000,000. I think that figure is conservative. Take a half of one per cent as the license fee on goods bearing the P. G. A. mark of endorsement as being value for the players' money and you would have \$200,000 a year coming into the P. G. A. treasury for use in promoting golf.

"Tell me that golf is a Scotch game, and then overlook a proposition of good business and golf promotion like this!

"What you fellows need is to have your officials and members study the possibilities of this sort of a plan for building the game, building the good pros, building the good manufacturers and commanding the market. With that P. G. A. stamp built up along these lines, membership in the P. G. A. would become an absolute necessity for any pro who claimed to be a competent pro. You would be controlling pro personnel as well as the store business by this stamp and the advertising it would finance.

"I'll make you a bet at even money that you can say 'P. G. A.' to 80 per cent of today's golf players and they don't know what it means. And you, with the answer pawing right at your doors, apparently are trying to scare it away.

"I've worked with some of the biggest

manufacturers in the country, some of the biggest chain store systems, and some of the largest department stores, and none of them ever had the wide open merchandising opportunity you have.

"You may resent this, and tell me that it is the national pastime for everyone to tell the pro how to run his business. Well, a lot of your fellows are mighty anxious to learn how they can improve their business, and so are you, or you wouldn't be listening to me. So like it or not, this is my idea and I think that it's not only an opportunity for the Professional Golfers' association but it's one of their responsibilities as I read the very first part of their constitution that you showed me."

We've told the yarn that was told to our pro friend. Now, if you have any penetrating criticism to advance, for or against, shoot and GOLFDOM will print it gladly. We're not going 100 per cent for the idea as extemporaneously expressed but, at the same time, we are convinced that there's a vast volume of good in the hunch as it was set forth.

### Jersey Greenkeepers Close Season with Big Party

**G**REENKEEPERS' ASSN. of New Jersey finished its 1931 schedule with its annual election and the customary wind-up dinner and ladies' night. The party was held at Newark A. C., December 7.

Officers elected for 1932: J. Anderson, president; M. Finley, vice-president; E. Stroud, vice-president; A. Burton, treasurer; E. Stroud, secretary.

Speakers at the dinner were the retiring president: H. T. Isleib, Dr. Howard Sprague, Prof. Evald and Messrs. Hayes, Taylor and Arnott.

Among the women guests who graced the affair were Mesdames—J. Anderson and daughter; R. Bullock, E. Stroud and daughter; Howard Sprague, C. Snelka, P. Flynn, J. Hoile, E. Fogerty and H. T. Isleib. The girls managed to pry their spouses onto the dance floor in concluding the evening with a merry session of hoofing. The feature dancing of the evening was done by Messrs. Miller and Riley. According to GOLFDOM'S star under-cover man who reported the party, Riley's dancing was especially active and reminiscent of a bending gentleman being suddenly hit in a vulnerable spot by a wild drive. But then, the rest of the boys are apt to be too harshly critical of a good dancer.

# Greenkeepers' Meeting Program and Exhibits Are Timely

By JOE GRAFFIS

**P**ROGRAM FOR THE sixth annual conference of the National Association of Greenkeepers' and the list of exhibitors indicates that greenkeepers who attend this affair will get excellent value for the time, and money they invest around Hotel Pennsylvania, New York City between January 19 and 22.

The conference program on paper looks to be the most practical the association has presented to its members. It is well balanced between theory and practical field work, with star performance from both sectors scheduled as speakers. There is a strongly defined element of timeliness apparent in the program. Many of the greenkeepers have been face to face with budget problems for the past year and have worked out methods that enabled their clubs to go through the toughest of all seasons for less money than normally is spent in first class maintenance. As less than 20 per cent of the average golf course's budget is spent for equipment and supplies, it is obvious that the savings effected last year generally were the results of new ideas in labor management. On this year's program M. E. Farnham, John MacGregor, C. A. Tregillus, L. J. Feser and John Quail are specifically assigned to subjects that have much to do with thrifty handling of the labor part of the budget.

Dr. Howard B. Sprague of the New Jersey Experiment Station, New Burnswick, N. J. will be chairman of the conference.

## Conference Program

Complete program for the conference, as released by Col. John Morley, president of the organization, follows:

*Wednesday, Jan. 20th, 1932, 2:00 P. M.*

Kenneth Welton, U. S. G. A., Green Section. "Soil Structure of Putting Greens."

M. E. Farnham, Philadelphia C. C. "Some Thoughts on Greenkeeping."

J. O. Campbell, Wethersfield C. C. "Greenkeeping Yesterday and Today."

H. L. Jacobs, Davey Tree Expert Co. "Fertilization of Trees."

John MacGregor, Chicago G. C. "Golf Budget Maintenance."

*Thursday, Jan. 21st, 1932.*

O. B. Fitts, Columbia C. C. "Qualifications for Meeting Present Day Demands for Greenkeeping."

Dr. Jacob G. Lipman, N. J. Experiment station. "Bacteria in Growing Turf."

C. A. Tregillus, Mill Road Farm. "The Greenkeeper's Schedule."

Prof. M. H. Cubbon, Massachusetts State College. "Nitrogen Changes in Soil."

L. J. Feser, Woodhill C. C. "Our Job."

*Friday, Jan. 22nd, 1932.*

Dr. John Monteith, U. S. G. A., Green Section. "Turf Diseases."

John Quail, Highland C. C. "Economy on Golf Course."

Dr. Howard B. Sprague, N. J. Experiment station. "Relation of Soil Conditions to Root Development."

Joseph Williamson, Columbus, Ohio. "Rebuilding and Resodding Putting Greens."

Col. Morley has addressed invitations to all green-chairmen welcoming them to the convention and suggesting that if they are unable to attend they see to it that the club sends its greenkeeper as a logical and value item in the club's course maintenance budget.

The usual fare-and-one-half arrangements have been made with the railroads. Convention attendants are to ask for convention certificates when buying their tickets. These certificates will be validated at the convention and half-fare will apply on the return trip.

## Equipment and Supplies Presented

Counting on many of the courses getting a head start on the season by early ordering of equipment and supplies, Fred Burkhardt, chairman of the association's show committee, has arranged for a number of the leading manufacturers to stage exhibitions on the display floor of Hotel Pennsylvania. Burkhardt's convention array undoubtedly will be more extensive than that listed here, as several more manufacturers have convention exhibits under consideration. The arrangements he has made for co-ordinating the address part of the convention with time devoted to examining ex-