

What to Buy; How to Buy It; Stirs Expert Opinion

NO ONE SEEMS TO KNOW just what effect codes will have on group buying. The group buying idea has been repeatedly tried out in the golf club field and in no outstanding instance has its success in net savings and satisfaction been such as to identify the practice as being at its theoretical best any boon to clubs.

However, the failure of the experiments has not been accompanied by any warning obituary statements for two reasons: (1) the fellows who thought well of it in theory finish their terms as officials and have no further direct interest in the affair, and; (2) who wants to talk about a flop?

So much of the operating costs of country clubs are labor expenses that equipment and supplies purchases, with the exception of restaurant foods, are matters of sharply limited possibilities of saving. Machinery and supplies for the course, for instance, seldom run 20 per cent of the annual budget, and even if a 10 per cent saving could be chiseled out on these items it would amount to 2 per cent gross, which leaves the operation actually in the red if all costs and rights to sales service are figured up.

Manager's Analysis

The Chicago District Club Managers' Assn., in a calm and experienced study of group buying, had the following report to make:

"The chief reason for the failure of club group buying is that the various clubs are not branch houses, whose officers, directors and employees are subject to orders from the office of any association.

"With no one in authority to push the newly established bureau of standards, purchasing or whatever it is, it can only be a failure unless some real services can be rendered. What are these? Suppose we took a look around the clubhouse first. Say it is—

Towels: Whether to buy Cannon, Martex, Fields, Carsons or whose. Read the endorsement ads in any hotel paper. If 5,000 hotels with a million times the re-

quirements of our Chicago country clubs cannot decide on one, how can we?

Loins: Full loins, short loins, strip loins, boneless strips. Try and get a standard here. First, what grade, choice steer, No. 1 or cow? What menu price, what size portions, can you use all your tenders, use few, or buy more than you can strip out?

Asparagus: Run of field, choice or jumbo?

Food stuffs: The Association might attempt a weekly market list; some commission houses publish them. However, sudden heat or cold, or rain during the week causes such quick price changes that many houses have discontinued quotation sheets for vegetables, fruit, etc.

Furnishings: Chairs, carpets, towels, dishes, silver, all different patterns and manufacturers. Often purchased through members at prices from cost to handsome profits.

Course Supplies: 10-8-6 or 6-8-10, sulphate and lime, sulphate, phosphate, potash and mix 'em yourself. What is past fertilization history? Present condition? Would seem difficult to select a standard.

Seeds: Some want the best, some want price. How many send samples to seed testing laboratories to see what proportion of chaff, weeds and seeds and what is germination? The same for hose, sand, mowers, sprinklers, etc., each for a different purpose, purse and club. Occasional market price lists on course supplies that have little or no day to day fluctuations would be of value.

"Running through the whole theme are the questions of buying through connections, financial conditions, payment of invoices. 'Discrepancies in prices paid,'—with so many conditions, should think there would be.

"Personally, looks like a tough, thankless job.

"I am ready to present a concrete problem for the bureau. During a year we use from 8 to 10 barrels of general cleaning and dishwashing powders. Prices for this material vary from 6c to 12c a pound. There certainly is a 'discrepancy in price' here. Have tried Wyandotte, Oakite, Soil-ex, Proctor and Gamble's, Picks Pittsburg and have even made soft soap for this purpose.

● SPREADERS

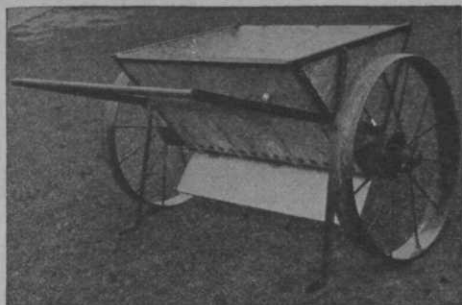
A full line of golf course spreaders, seeders and barrel sprinklers. Ideal equipment for spreading compost, fertilizers and plant foods quickly and uniformly. Handles all dry materials. Also equipment for liquid chemicals and seeding.

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"Among the lot there is one I prefer. Now what are the ingredients of each? Judging from the price of their analyses they must be different although each house representative says his will do everything the other will."

Course Suppliers' Tale

Chiseling the prices of course equipment and supplies long has been an inviting field for effort, although it is difficult for one who knows something about the supply business to present a reason for supply houses being targets. The reason certainly has not been their opulent profits during the brightest years of golf course construction.

One of the supply houses that by good fortune managed to have stamps enough to send out a form letter on buying, set forth one angle of the suppliers' case in the following letter:

"Prompt efficient service is costly; you know its value and so do we, that is why we give it.

"Just the other day several greenkeepers called and stated that the web worms were destroying their greens and wanted to know how soon we could get some Evergreen 20 and Arsenate of Lead out to them. They had to have it in a few hours as they were holding their men overtime to put it on. We had it delivered on time. They wanted service and got it.

"Supposing there wasn't any equipment house to render this service and these greenkeepers had to send to Minneapolis for the Pyrethrum extract and to Detroit for the Arsenate. There would be a delay of from two to five days before they would receive the shipment and their greens would probably be seriously damaged.

"Frankly, isn't this type of service worth

something to the Greenkeepers of the Chicago area? To have a 100 per cent golf equipment house that carries from \$50,000 to \$100,000 stock at all times during the season so that the greenkeepers can draw on these supplies at will whether their purchase is a routine one or an emergency one.

"Your golf equipment houses need your loyal support if they are to exist. They have their money invested to render you a twelve months service plus a well trained staff who know how to fulfill your requests.

"During depressing times other industries have turned to the golf clubs for business with no idea of permanency but just to 'chisel in,' sell some goods and then step out later with no idea of ever rendering a permanent service. There is even a manufacturer who calls directly on the greenkeepers to sell a fungicide and after he has made a sale, what other service can he render? None! Absolutely none and you won't see this salesman again until the next brown patch season.

"It is salesmen of this type who make a clean sale, a clean profit and a clean get away without having the expense of rendering any kind of service to the club. All they have usually is a price appeal item which can usually be purchased from your equipment house for the same price or less—plus a service.

"In the above instance the golf house has suffered the loss of a legitimate profit and the business has gone to support another industry which will never again directly benefit the service of the golf clubs themselves. The club and greenkeeper is ultimately the sufferer because he is discouraging the golf equipment house from keeping its money invested in a field that will not support them or yield a profit."

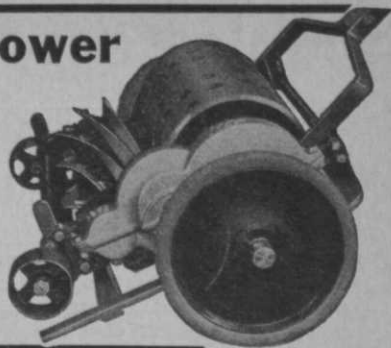
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"Heart of America" Greenkeepers Meet at St. Joseph, Mo.

GREENKEEPERS from St. Joseph, Kansas City, Topeka, Leavenworth and Wichita attended the monthly meeting of the Heart of American Greenkeepers' Assn. which was held at St. Joseph April 16. Afternoon was devoted to golf course inspection tour. After dinner at Hotel Robideaux, the usual business meeting and discussions on maintenance practices was held.

In this district, as in most others, greenkeepers are worried about the effect of rising labor costs on budgets this year and are planning in advance to do all they can to handle this problem without lowering standard of maintenance.

Interest in the association continues to grow as the turf culture problems peculiar to this district are such that close co-operation of greenkeepers is especially required.

Greenkeeping Research Journal Available to US Readers

PROBABLY the absence of the USGA Green Section's Bulletin will be lamented by enough clubs to stir up renewal of USGA memberships sufficient to warrant early re-establishment of the Bulletin. In the meanwhile greenkeepers and chairmen will be hungry for the technical reading matter of the Bulletin's excellent character.

The British Golf Unions' Journal of The Board of Greenkeeping Research has considerable valuable material in it of interest to American readers. It is published in two issues yearly; spring and autumn. Details of U. S. subscription price may be secured by writing the Director, St. Ives Research Station, Bingley (Yorks), Eng.

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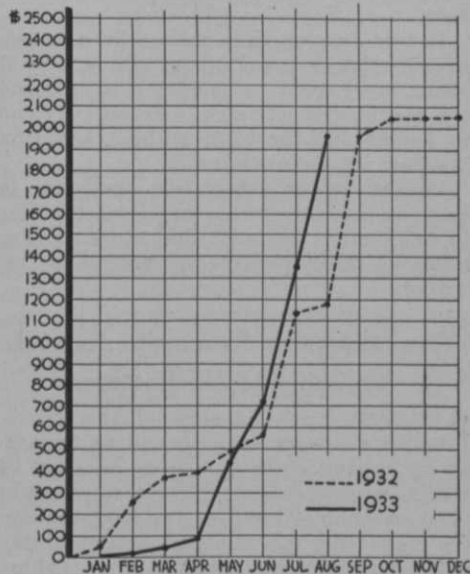
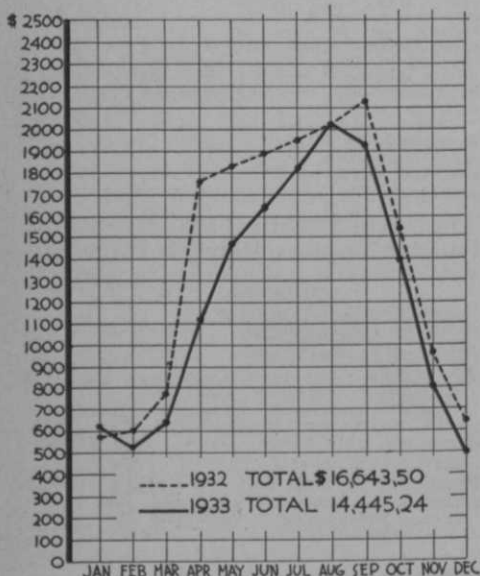
Simple Records and Graphs Are Guide to Course Savings

By EDWARD B. DEARIE, JR.

CLUBS HAVE BEEN compelled to economize on all course operations and curtail all budget allowances. There is just one solution and that is to adopt a definite plan of course management if they are to survive this golf crisis. It has been clearly demonstrated that greenkeepers who have failed to acknowledge this fact can no longer hope to maintain their positions with club or secure positions elsewhere. The man who has responded to this emergency in the face of greatly reduced salaries and course economies cannot help but feel that he has been richly rewarded in experience which he may not have the opportunity of acquiring again. In fact in a great many in-

stances the courses coming under this edict have improved greatly due to the untiring efforts and conscientious application of sound management and the elimination of a large number of non-essentials.

The history of golf course maintenance has been one of much debate and enormous waste of money and inefficiency. In the early days, greenkeeping was just a matter of guess work as to what it would cost to maintain a golf course. Such is not the case with the alert greenkeeper of today. Executive ability is one of the qualifications necessary for successful greenkeepers at all times and much more so in these depressed times. The greenkeeping profession is peculiar in that it



Use graphs to tell at a glance information that otherwise would require much figuring with pencil and paper. There are two main types of graphs, illustrated above. On the left is a "Payroll" chart, with each month's wages plotted separately. The lines arch up during the months when many men are employed, slump down during the off-season.

The graph on the right, for "Seed, Fertilizer and Chemicals," is cumulative, each month's expenditures being added to the total of previous months. Thus the line climbs as the year passes. Note that 1933's line is not yet completed; by August, expenditures have been \$1,975 as compared with \$1,180 in 1932.

Make a graph for each major item in your grounds budget, keep it up to date and you'll know just where you stand all the time.

requires men who are able to take both broad and narrow views. They must be workmen skilled in the performance of a multitude of tasks, and at the same time trained executives.

Business Knowledge Helpful.

It will pay any ambitious greenkeeper dividends to concentrate upon the development of his executive ability. It is true that few greenkeepers have had the advantage of business training prior to their greenkeeping work and they should realize that the time has come when greenkeeping is being established on a firmer business basis, and that they should fully understand the following:

- Cost-analysis.
- Budget making.
- Report making.
- Details of management.

If they would realize that they are not merely workmen or supervisors but executives they would improve their chances of success considerably.

Today the keeping of daily records by greenkeepers is recommended as it provides a basis for comparison and for more complete understanding of the maintenance problems. Such daily reports should contain all essential information regarding weather conditions, temperature and work performed upon the course. The psychological reaction of report-making on any greenkeeper is important. It accustoms the greenkeeper to dealing with figures and leads him to pay more attention to cost and the details of maintenance.

Reports Must Be Adequate.

Weekly reports should be compiled from daily reports and submitted to the chairman semi-monthly for his use at the usual meetings of the green-committee or board of directors. These reports should be self-explanatory and should provide actual insight into the operations of the course and should not be a mere meaningless jumble of figures. While lengthy reports are not desirable they should be comprehensive enough to include all necessary explanations. False pictures are often presented through inadequate reports.

Statistics are worthless unless they are properly understood and cost accounting provides a ready means for their interpretation. Annual budgets depend upon complete knowledge of maintenance cost such as provided by cost analysis. If these costs are unknown, budgets are merely guesses.

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The problems of golf course watering are by no means simple, yet no watering job is too large or too small, too intricate or too simple for Skinner System Watering Engineers to handle.

For the past quarter century Skinner has met with and carefully handled every type in every corner of the world—that's why it is advantageous to consult Skinner on water problems found in your course.

Skinner suggestions and equipment have proven satisfactory for Westmoreland of Illinois, Midland of Michigan, Portage of Akron, Ohio, and many other clubs. Skinner is unequalled, our experience long extended, our reliability unquestioned.

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FUNGOL is the Positive, Double Value Putting Green Protection. Greatest Brown Patch Preventative

The dependability and economy of FUNGOL are equal points when it comes to controlling the BROWN PATCH situation.

FUNGOL is just as certain in its action to prevent and control Large and Small Brown Patch as the rising and setting of the sun.

More Greenkeepers and Course Managers are each year seeing the advantage of also using this double duty product for eradication of earthworms, cutworms, sod webworms, grubs, etc.

The extra large covering capacity of FUNGOL is important if you are watching the money end of the business. Each pound treats 3,500 square feet of Green.

Send for complete details, application schedules and free testing samples of FUNGOL and VEG-E-TONIC.

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The Cool Food for Golf Greens. Prevents big fertilizer bills. Contains no useless fillers. Dissolves in water. Unequalled percentage of Nitrogen, Phosphoric Acid and Potash. Builds strong, healthy turf. Easily applied.

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Budgets should be self-explanatory and should be prepared in a form that they can be easily interpreted. Frequently budgets are trimmed not because of the impossibility of raising the money but because the work outlined is not understood fully. If necessary, budgets should be explained item for item and the last season cost on that particular item recorded.

Purchasing of supplies and the various commodities required for golf courses such as equipment, fertilizer, seed, etc. are an executive responsibility of the greenkeeper and I find the use of requisition blanks more efficient than verbal orders. Copies of purchase orders should be filed and recorded with the amounts required and the price or quotation shown thereon.

Graph's Aid Watchful Policy.

No budgeting facts can be presented without sufficient data on the cost of the various operations of a golf course for the past two years. These records should be recorded in a graph or chart to get a true picture of what course economy represents and until these facts are fully presented, what may appear as a saving on one golf course would be a loss to another.

The demands of the members are a vital importance in a subject of this kind, and what would appear satisfactory in one club as far as the course conditions are concerned would be entirely unsatisfactory with another club.

The recent development of vegetative bent grasses for putting greens, the present day demand for fairway irrigation, and the increasing inroads of insects and fungus diseases all bear a heavy burden on the greenkeeper before he can feel free to express himself as to what is "Real Golf Maintenance Economy."

Make Accounting Easy.

Course maintenance accounting ought to be made as easy as possible so as to be understood. Therefore make a general physical survey of your course and divide it into units and report conditions by recording as nearly as possible the last fertilizing treatments and seeding on your tees and fairways and also record the present condition thereof.

Next make a report of the condition of your greens, kind of turf, stolon greens or seed greens and the number of top-dressings and fertilizings they have had the past two years. Check traps, bunkers and rough as to their condition.

Report your drainage and irrigation conditions and file, including date of inspection. Adopt a daily working card system and keep record cards of material costs from month to month and graph these costs monthly on your chart for the twelve month period. You then have established a system of records that will definitely outline a true story of your course cost, and how your budget allowance is being absorbed from month to month and you will have a complete physical picture of your course requirements for the following year's budget. Record the past work on your golf course to determine what the future cost will be and until this has been done you will not be able to arrive at any plan of what we call, "Real Golf Maintenance Economy."

Until you know the amount of fertilizers, topdressings, seed, chemicals, water, etc. used on your course for the past two or three years, also the cost of labor and the replacement of labor by power equipment it is useless to attempt any form of economy.

Club Schedules Longer This Year

PPROMISING a longer season and more business for golf this year are the club event schedules GOLFDOM has examined.

Many clubs this year scheduled events starting in early April and ending Halloween. This adds almost three months to the usual schedules of a few years ago which had the formal opening of the competitive season about Memorial Day and the curtain on Labor Day.

Pros who might have had something to do with helping their committees make up schedules and didn't take advantage of this competitive event interest to increase business possibilities, now may do their crying in private.

One of the interesting things we noticed on the crowded schedule of a midwestern club was about 15 days marked up for golf parties run by women members. Mrs. So and So spoke for her day well in advance. She either invites guests and stands all the rap or the women go Dutch treat. She consults with the pro and uses her own head to make her party a stand-out. Business is made good at the club and competitive interest among the women is maintained high.



It's a tough life for everyone—golfers, greens committee and you, too—any time brown patch gets a start on your greens!

So a lot of greenkeepers are taking our advice—preventing and controlling brown patch with the *two standard fungicides*, Semesan or Nu-Green. And these greenkeepers are keeping out of trouble!

We recommend Semesan wherever the soil is normally fertile, although it is highly effective under all conditions. Nu-Green is recommended where fertility is lower.

For *free* turf disease booklet, write at once to Bayer-Semesan Co., Inc., Dept. A-3, Wilmington, Del.



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100 lbs. . . . 180.00
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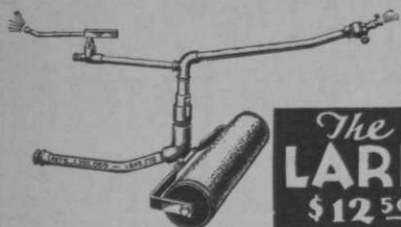
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- Speed of rotation controlled easily by thumb-screw on nozzle.
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On direct sales, the National Mower Co. will give you the best VALUE, the finest mower for the least money.

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GREATER VALUES PER DOLLAR

Write for catalog and prices on Fairway mower equipment, gangs and tractors. Thousands of NATIONAL mowers have satisfied owners covering every state.

Chairman Invited to Michigan Greenkeepers' Meetings

MICHIGAN and Border Cities Greenkeepers Association held their annual meeting at the Rackham Golf Club in Detroit, April 2.

Thirty-five members attended and it was decided to hold a regular meeting each month at which speeches would be given by visiting experts, and papers by greenkeepers read. It was also decided to keep in close touch with the State College and to work with it in advancing greenkeeping.

As chairman of green committees showed a great deal of interest last year at the meetings, they will be invited to all monthly meetings this year.

Following were elected: Pres., William Smith; Vice-Pres., John Gray; Sec.-Treas., Ross Axford; Directors, William Beaupre, Clarence Wolfrom, James Proven, Charles Prieskhorn.

A vote of thanks was given to the officers for good work during the past year, especially to Ruben Scott, retiring secretary, who for the past three years has done a great deal for the organization.—H. S.

Old-Time Greenkeeping

By CHARLES ERICKSON

NEARLY ALL of us older men know that there is always something new to learn. To bring out this point I am going to give you an idea of how greenkeepers did things in olden days, thirty years ago when I was first greenkeeper.

There wasn't very much at that time. We never tried to remodel our greens. After the greens and the course were made we just cut out the greens with a common lawn mower and then rolled them. We didn't even know enough to top-dress. If they were a little low in places we filled in by raising the sod.

If there was grass that wasn't quite so good we went out on the course, took a hand sod cutter, picked up the best we could see and placed it on our greens. Then we had to roll them. I made a roller out of cement, it weighed 900 pounds, but the committee told me it wasn't heavy enough. We finally got a heavy fairway roller, which I still use, and that weighs 2800 pounds. I had four men and we had to push and pull. A couple of our greens were very sloping, so I took a team of

horses and a long rope. The horses pulled the roller up the sloping greens, and we pulled it back by hand power.

New Sod When Old Turf Died.

We never thought of top-dressing or fertilizing. When the grass was worn out, due to much rolling, we just replaced it. This lasted for a little while, but I found out that something else had to be done. I went out in the woods and got some wonderful dirt and started to top-dress, which helped me considerably.

Our water pressure was very low because the piping was in when I came on the job. It was only $\frac{3}{4}$ -in. piping for 400 yds. so you can readily see what I was up against. We couldn't get the sprinkler to turn around, so we watered mostly by hand, which took a long time. For two greens we had to haul water; we had no pipes. Greens were as hard as a country road, but one thing I must say is that I was never troubled with worm casts.

I used common lawn mixture, blue grass and redbud, for seed in those days, and we had a mixture of crab-grass and dandelions besides that. When I wanted to thicken the grass I used a little clover because it was quick to germinate and filled in rapidly on the poor places.

Fairway Difficulties.

I had four men and four mowers, a man and a horse to each mower. It took me a whole week to cut my course. It was a slow, tiresome job. The men had to walk behind the mowers and when the greenkeeper wasn't around they took their time. That is the way things were done years ago. We never saw a clean golf course. Old clippings from the mowers were lying all over the course. Lots of times we had to take the whole crew and clean up.

We had the same trouble with the rough. After we had cut it with a hay mower, we had to rake and pile it up. Next day you could see hay all over the country. Members got their golf balls in the hay and you could hear all kinds of language, and we couldn't blame them.

We greenkeepers have to study our problems all of the time. We have to know a little of everything. We have to be blacksmiths, tanners, carpenters, bricklayers, stone masons. We have to be able to take care of all the little details that come our way. We also have to keep on the look out for brown-patch, scald, worms, ants, in fact all diseases of grasses. In other words, we are doctors of the green.

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75c - \$1.00

Dinner

\$1.00 - \$1.60

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From 50c

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Stop Brown Patch, Destroy Clover, Kill Angle Worms USE TONAGREN

Tonagren No. 1 is a scientific product that is used on many of America's finest golf courses. It has a double acting effect that destroys clover and stops brown patch. Tonagren No. 2 is a splendid preparation used to destroy angle worms.

The use of these two products will insure perfect playing greens throughout the season.

Write for prices and descriptive circular.

P. & M. TONAGREN COMPANY
6324 Brooklyn Kansas City, Mo.



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Improvements have been made in sprinklers, the same as in other equipment. Sprinklers that were considered "good" only 4 years ago are now out of date.

The new Patented Perfection Spray Disc Nozzle has revolutionized irrigation. This new nozzle assures perfect distribution and constant slow turning whether the pressure go up or down.

And, incidental to these unparalleled achievements, came larger coverage, longer life and simpler, more fool-proof construction.

Perfections are cheaper, too, from only \$7.50, giving a coverage up to 75 ft., to \$14.00 for the new No. F15, for a coverage up to 120 ft. circle.

NOW is the time for you to find out for yourself what Perfections are really like.

DON'T DELAY—Write us today—Tell us if your pressure is high, low or medium, and we will be glad to send you a Perfection on 10-day free trial, subject to your approval.

PERFECTION SPRINKLER CO.
Plymouth Michigan



Green Section Bulletins Discontinued for 1934

AUGUST, October and December, 1933, issues of the *Bulletin* of the Green Section of the USGA and Index for 1933 have been issued.

There will be no *Bulletins* during 1934 due to lack of funds. Clubs failed to keep up USGA membership to extent necessary to finance Green Section *Bulletin* publication and to continue much of the other vastly important work of the Section.

Any of the clubs that have not belonged to the USGA and paid the \$30 annual dues are advised to see if they can get their hands on the October and December, 1933, Green Section *Bulletins* especially. They contain some technical articles that are worth so much more than \$30 a year to at least 3,500 golf clubs it's mystifying the clubs don't grab at the bargain.

Green Section advisory service for 1934 will be confined to member clubs of the USGA, giving them easily more than a \$30 a year edge in maintenance over non-member clubs.

Waffle Iron Brush Makes Excellent Boot Cleaner

PARTIALLY dried mud and caked dirt is a mean thing to readily remove from shoes. A broom or the usual stiff brush will not satisfactorily make the grade. The unavoidable covering of soil is often at-



tacked with sharp, clumsy tools which damage and injure the leather and strings. Get common ten-cent waffle iron cleaners and keep them handy in the tool house for the greensmen and the valet room for the members' shoes.

The steel bristles on these cleaners nicely spread out, but are stiff enough to remove practically any kind of mud or dirt which has dried. They are, however, pliable enough not to cut or injure leather.