



Fred Haas watching the International Fairway Tractor cut grass with a power mower which it operates through the power take-off.

**"I consider the FAIRWAY Tractor the finest piece of golf-course machinery I have ever had in my charge."**

That's what Fred Haas, professional at the Colonial Country Club, New Orleans, thinks about the International Fairway Tractor.

Since September, 1934, the Fairway Tractor has been working on this club's course and adjacent property—about 100 acres in all. Besides cutting the fairways, rough, and ditchbanks, it is used for hauling fertilizer, topdressing, and sand, and for other work.

"Our soil is naturally very rich, and grass cutting rather than grass growing is our problem," says Mr. Haas. "During rainy spells, the course often remains

quite wet. For that reason, we find the pneumatic tires especially valuable. When mowing the fairways, the tractor travels at an average speed of 10 miles an hour. The Fairway burns about a gallon of gasoline an hour. In hard pulling, the fuel consumption is about  $1\frac{1}{4}$  gallons. We only change oil every 100 hours and do not add any between changes. The tractor is easy to operate, is quiet, starts easily, and does not overheat."

Let the International Fairway solve your power problems. Ask the nearest Company-owned branch, or authorized industrial dealer, for a demonstration.

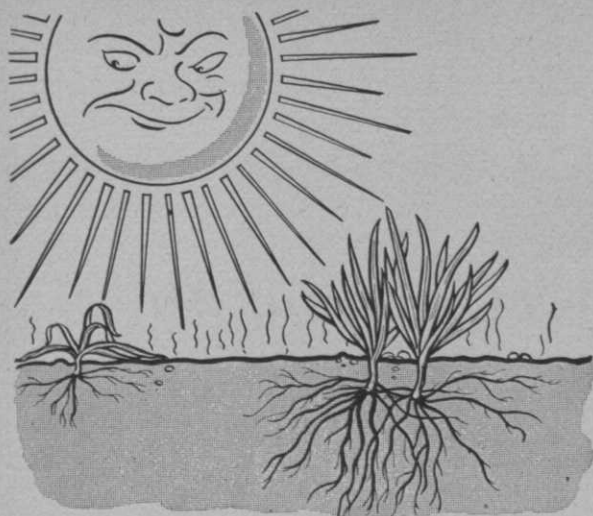
## **INTERNATIONAL HARVESTER COMPANY**

(Incorporated)

606 So. Michigan Ave.

Chicago, Illinois

# **INTERNATIONAL HARVESTER**



**DROUTH  
KILLS  
YOUNG  
TENDER  
GRASS  
PLANTS  
FIRST**

**Only Sturdy Plants with Deep Root Systems withstand Hot, Dry Weather**

**I**T is less expensive, far better, to Milorganize than to constantly re-seed. Milorganite develops sturdy plants, helps them to spread out and fill bare spots.

**Invest Your Financial Increase in a Winning Fight Against Drouth**

Give the strong grass plants a chance. Milorganize this fall. No one knows what next year's weather may bring. But whatever it is a Fall Feeding of Milorganite will give your grass a running start, rebuild your burned out turf, add strength and vitality to fairways and greens.

**THE SEWERAGE COMMISSION  
MILWAUKEE WISCONSIN**

**YOU CAN'T FIGHT  
DROUTH WITH  
SPINDLY-ROOTED  
GRASS PLANTS**



**MILORGANITE**



## "The Perfect Curtain of Water"

produced only by BUCKNER equipment, is one of the reasons why government specifications for sprinkling equipment read "BUCKNER or equal".

Over the past twenty-two years BUCKNER has pioneered in the introduction, or perfected the design of every important development in the irrigation field. Naturally BUCKNER sprinkling equipment and systems are the standard by which all others are judged. Always specify BUCKNER... Make reservations now for your copy of the new BUCKNER Catalogue.

### BUCKNER MFG. CO.

Fresno, California

Eastern Division 33 West 60th St., New York, Circle 6-3067

## CUREX

Used as a preventive for  
SNOW-MOLD

Will save time and  
money next spring.

Apply late in the fall  
using same method as  
for Brown Patch.

Increase quantity to 1½  
lbs. per green

Your dealer can supply you.

### CUREX, Inc.

521 Fifth Avenue  
NEW YORK, N. Y.



### SPIKE DISC

LAWN & GREEN  
CULTIVATORS  
(Patented)

For Greens,  
One Handle  
Model  
(Illus.)  
\$27.50

With Two  
Handles  
\$30.00

Tractor  
Model for  
Fairways  
\$120.00

"Use Regu-  
larly," Say  
Authorities

### ALL TURF NEEDS AERATION

SPIKE DISC'S slicing cuts can scarcely be seen but they open the soil keeping it healthy and permit moisture, seeds and top dressing to penetrate—results that please the golfer and do credit to the greenkeeper.

Leading clubs use spike discs frequently for good greens and fairways.

Details, Prices at your Golf Equipment Dealer or

JOHN H. GRAHAM CO., Inc.

113G Chambers St., N. Y., Sales Agents—268 Market St., San Fran., 565 W. Washington, Chicago  
Manufactured by Stoner-Maurer Co., Monroe, Mich.  
Successors to Wilder-Strong Co.

Also makers of Dunham Water Weight Rollers



Send For a  
**FREE COPY**  
of

EVERY golf course official should have a copy of this book handy. It contains the answer to many questions on turf maintenance. It's a text book on pest control. Sent free upon request, and includes a subscription to other timely "Lawn Care" releases.

**Scott's**

LAWN SEED—CREEPING BENT

O. M. SCOTT & SONS CO.

96 MAIN STREET

MARYSVILLE, OHIO

**SAVE DROUGHT DAMAGED GREENS**

with a Wichita Compost Grinder



Golf Courses and Parks that have suffered the ravages of drought and summer heat need perfect compost and lots of it.

**THE WICHITA COMPOST GRINDER** (Shredder and Mixer)

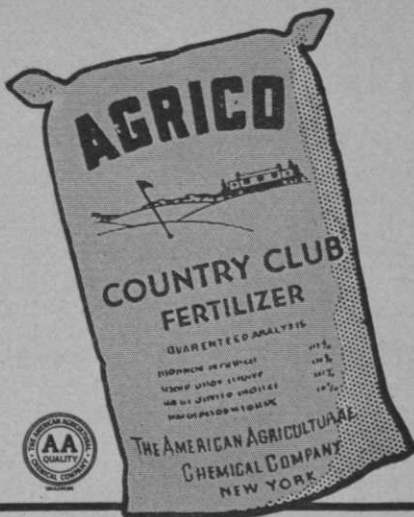
gives it to you at the lowest cost ever heard of. In one operation it grinds,

shreds and mixes any compost mixture, manure, chemicals, peat moss or stringy materials, sod, etc., to any degree of fineness desired. Handles wet or bulky material with ease.

T. H. Riggs, Miller of Kansas City says: "I have a Wichita here at Blue Hills and in the past few weeks have ground with it 75 tons of the finest compost I've ever handled. The Wichita is a wonder." Four models and sizes take care of every need. Also investigate our new High Speed Screen. Write for illustrated folder and low factory prices.

See Our Display at the **PARK Executives' Convention Cincinnati Sept. 21-23 Booth 25**

**W-W GRINDER CORP.**  
DEPT. D—WICHITA, KANSAS



**"always superior"**

—says Tom Dawson, of Tamarack

Many well-known clubs use Agrico Country Club Fertilizers exclusively. Let Tom Dawson, of Tamarack Country Club, Portchester, N. Y., tell you why:

"We have used 'Country Club' Fertilizers exclusively for the past 8 years, both on fairways and putting greens, and the condition of the turf fully justifies our belief in this material. I have made comparative tests with other fertilizers—but 'Country Club' always proves superior. Its gradual, long-lasting effects are particularly noticeable."

A statement like that means something. This Fall use Agrico and see for yourself. Three grades—specially formulated for Fairways, for Putting Greens, and for Lawns and Fairways—each with exactly the right amounts of Nitrogen, Phosphorus and Potash—carefully balanced between organic and inorganic Nitrogen—and extra plant foods needed to maintain healthy, vigorous growth. Agrico is sold in Metropolitan New York area by Arthur D. Peterson Co., Inc., 420 Lexington Ave., New York. Also sold by this Company's sales offices in principal cities.

**Agrico is Manufactured Only by The AMERICAN AGRICULTURAL CHEMICAL Co.**



**AGRINITE**  
**ALL-ORGANIC TURF FOOD**

Judged by results, AGRINITE is the best value in high-grade, all-organic fertilizer on the market today. When a complete fertilizer isn't desired, Agrinite is the most economical and effective plant food available. Send for details—address Arthur D. Peterson Co., Inc., 420 Lexington Ave., N. Y. C.

**ASK FOR DETAILS ABOUT THIS ALL-ORGANIC TURF FOOD**

# 1/6 the labor

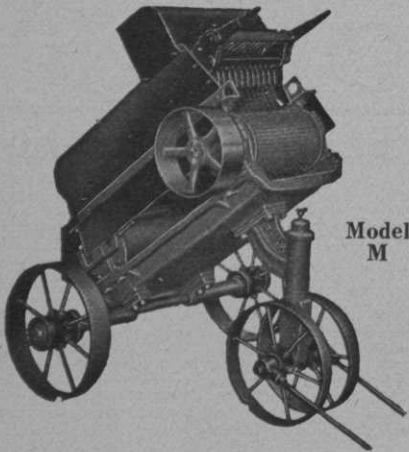
-- says this

Pittsburgh, Pa.

Our operation shows that two men can screen in one day the same amount of material that these two men screened over the vertical machine in three days. We would, therefore, say that the amount of labor necessary is about one to six.

WESTMORELAND COUNTRY CLUB,  
Wm. M. Frank, Chr. Grs. Comm.

— ROYER user!



Model  
M

## Investigate the ROYER

... if you want to save time, labor and material in making compost.

Get your information direct from the clubs using ROYERS if you want proof of compost savings backed by actual, accurate cost records. Let us send you a list of users—today. You'll get a quick idea of how much more it is costing you to make compost without a ROYER.

*Sold thru leading  
Golf Equipment Dealers*

**ROYER**  
**FOUNDRY & MACHINE CO.**  
158 Pringle St. Kingston, Pa.

## FOR BETTER TURF

SEED THIS FALL  
with  
**WOODRUFF'S  
GRASS SEEDS**

LOOK FOR



The Sign of Good Seeds

GRASS SEED DIVISION

**F. H. WOODRUFF & SONS**  
MILFORD, CONN.

BRANCHES AT

BELLEROSE, L. I.  
ATLANTA, GA.

TOLEDO, OHIO  
SACRAMENTO, CALIF.

## NELSON

*Portable and  
Underground  
Sprinkling  
Equipment*

Every sprinkler requirement can be met perfectly by some item in the complete Nelson line. Nelson equipment is standard on golf courses throughout the country. Years of specialized sprinkler manufacturing experience insure long life and perfect operation.

Complete information on all types, either permanent or movable, will be gladly sent on request.

**L. R. NELSON  
MFG. CO.**  
Peoria, Illinois



"Stream-Flo" Quick Coupling Valve and Sprinkler. Covers evenly areas 100 to 225 feet in diameter.



THE  
"OLD FAITHFUL"  
Sprinkles evenly up to  
125 feet.





**A BIRD'S-EYE VIEW . . .** which shows the striking contrast between the green, irrigated fairway, compared with the brown, dry rough.

This summer has clearly emphasized the necessity of irrigated fairways. The leading clubs realize that their survival is dependent upon adequate watering.

**SKINNER  
SYSTEM**  
OF IRRIGATION

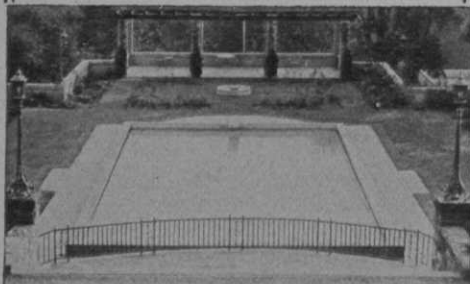
Fall and winter is the opportune time to mature your plans.

The Skinner System Planning Service is at your command. It represents twenty-five years of irrigation experience.

*Write us for our Golf Manual. It is most comprehensive, interesting and helpful.*

**THE SKINNER IRRIGATION COMPANY**  
415 CANAL STREET TROY, OHIO

**GRAVER**



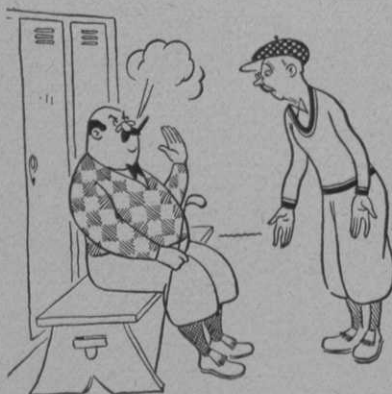
**A SANITARY POOL**

The popularity of any swimming pool depends largely on the condition of its water. If you plan a new pool or to remodel an old one, get the Graver book on Sanitary Pool Water, also information on modern design, construction and operation of indoor and outdoor pools. Graver has equipped hundreds of successful private, club and municipal pools.

Send for Free Book Today

**GRAVER TANK & MFG. CO., Inc.**  
New York, N. Y.                      Catasauqua, Pa.  
Chicago, Ill.                              East Chicago, Ind.

**ONE ALIBI LESS**



They can't say worm casts spoil their putts after you sprinkle the greens with Diworma. Up come the worms to die—angle worms, night crawlers, even wire worms! Rake 'em up: that's all. Fights brown patch, too. Economical? Very! Please write for details and ground maintenance manual.

**THE C. B. DOLGE CO.**  
WESTPORT, CONNECTICUT

**S**WIFT'S Special Golf Fertilizer 12-6-4, 6-12-4 and Vigoro, the Complete Plant Food, have all proved their worth and economy on hundreds of golf courses. Used in combination or alone, depending entirely upon your problem, these fertilizers produce wonderful playing turf at low cost. Let a Swift representative assist you in working out a feeding program.

**SWIFT'S  
SPECIAL GOLF  
FERTILIZER**

GUARANTEED ANALYSIS  
 NITROGEN 6.00%  
 PHOS. ACID AVAILABLE 12.00%  
 POTASH (K<sub>2</sub>O) WATER SOL 4.00%

MANUFACTURED BY  
**SWIFT & COMPANY  
FERTILIZER WORKS**

**VIGORO**  
*Complete plant food*

Swift representatives make a complete test of your soil without cost or obligation to you. This information permits them to work out a feeding plan to meet the exact needs of your greens and fairways.

**Swift & Company  
Fertilizer Works**  
 U. S. YARDS, CHICAGO

**SWIFT'S  
SPECIAL GOLF  
FERTILIZER**

GUARANTEED ANALYSIS  
 NITROGEN 12.00%  
 PHOS. ACID AVAILABLE 6.00%  
 POTASH (K<sub>2</sub>O) WATER SOL 4.00%

MANUFACTURED BY  
**SWIFT & COMPANY  
FERTILIZER WORKS**

**KILLS ANTS,  
SOD WEB WORMS**  
*on Greens,  
Lawns, Gardens*



**Harmless to Humans,  
Animals and Birds**

Red Arrow Garden Spray effectively controls ants and sod web worms, yet will not injure the turf or affect the fertility of the soil. Red Arrow is a concentrated pyrethrum extract combined with a special soap. Simply mix with water and apply with any type spraying apparatus. Red Arrow is safe to use—harmless to humans, animals and birds—and has no poisonous or irritating fumes. Also kills many varieties of sucking and chewing insects on flowers, vegetables and fruits. Ask your supply jobber or write for complete information.

**MCCORMICK & CO., Inc.**  
 BALTIMORE, MARYLAND  
**STANDARDIZED PYRETHRUM AND  
DERRIS INSECTICIDES**

**SAVE MONEY**  
*by using only*

**Grass Seed**  
 of "Known Quality"

Write for new market prices on Triple A Bent, Seaside (Coos Co. Strain), Southern German, Rhode Island, Colonial, Astoria Bents and other Grasses and mixtures for fine turf.

*Late Summer or Early Fall  
Sowing is Best*

**"GOLF TURF"**

Our booklet on making and maintaining **TURF** free on Request.

*Stump & Walter Co*

132-138 Church St. (Cor. Warren St.)  
 NEW YORK



# Tommy Armour asks: "Can ye doot any longer?"

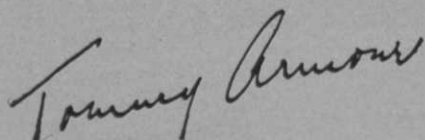
Two full seasons without a solitary break in our air-tight "pro only" policy and our pro business quadrupled in this short time.

Now with the glorious sales record of my Silver Scot Woods and Irons to back us up, the "pro only" policy sticks forever.

For 1937 we have added the new Silver Scot Hy-Power line at \$5.50 in the irons and \$7.00 in the woods.

The same perfect models with Hy-Power shafts and sold to pros only.

The boys will be around to show them very shortly.



THE CRAWFORD, MCGREGOR & CANBY CO., DAYTON, OHIO  
 CHICAGO SEATTLE LOS ANGELES NEW YORK  
 FINCHLEY BLDG. TAFT BLDG. SPRECKELS BLDG. 11 PARK PLACE

Tell us any idea for making GOLFDOM advertising more helpful

## FUND FOR THE FUTURE

By KARL  
SUTPHIN

*"Any club that disregards its sinking fund and depreciation obligations is committing slow suicide."—W. F. Wiley, president, Cincinnati CC.*

**T**HERE are too few veteran officials of clubs, which is a condition not to be wondered at, considering that the conscientious official's duties are arduous and that there is no money and seldom even deserved recognition and gratitude for services rendered. But it is exactly that lack of long experience that has handicapped club operation as a steady, substantial business.

Now that the most serious and prolonged depression of modern country club history is waning and there are signs that country clubs are entering on a period of greater and broader usefulness than any ever presented before, it is high time that the outstanding lesson of the depression be plainly recorded for the benefit of club officials who were lucky enough to escape the worries of guiding clubs through that miserable and lengthy storm.

The big, vital point in proper operating policies for a club that was made emphatic by depression experience was the matter of adequate, faithfully maintained reserve accounts. Clubs that regarded sinking funds and depreciation accounts as sane and sacred enjoyed a security that presents them now in even better shape than at the start of the depression. Other clubs, whose inexperienced officials shunted the pay-days on bond issues and replacements to some administration that would follow to harvest the crop of misery, have suffering still ahead of them. Fortunately, generally improved conditions prob-

ably will set them in the clear eventually, but their salvation certainly is no fault of negligent, overly-hopeful previous administrations that borrowed from Peter to pay Paul and found that Paul was a hard-boiled collector.

### Budget System Was Life-Saver for Clubs

Going over early issues of GOLFDOM we take pride in the manner in which GOLFDOM so persistently and strenuously campaigned for the budget system of operation that it became almost general among clubs making even the motions of business operation. Budgeting did do a lot to put a check on the inexperienced enthusiasms of untrained officials and, by sharply reducing the practice of annual assessments, helped many clubs get in condition to weather the depression tempest.

But the shortcoming of most budgets is that they are operating budgets — they miss caring for the capital aspects of budgeting, the items of interest, amortization and depreciation. When interest payments come due, when bonds must be retired, when equipment must be replaced and a club lets its trade account payments slide to take care of the first mentioned

three urgent items, that club begins to pay for its bad policy by having to pay higher prices or accept lower quality on whatever trade purchases it makes on a cash basis in the future. Because exchange of credit information on clubs is a rather tedious matter, some clubs have been able

---

"Our depreciation fund has been of considerable assistance at certain times, enabling us to borrow to tide over emergencies."—Theodore Wright, president, CC of Buffalo.

---

to avoid, for a time, the penalties of bum credit, so that astute, hard-working managers and greenkeepers have been able to make proper purchases from sources that don't know the whole story.

However, exchange of credit information is getting on an organized basis slowly but certainly in the golf business, and the faults of an administration that is deficient in its financial operations in the not distant future will plague the guilty administration instead of its successors.

#### Reserve Funds a Boon to Foresighted Golf Clubs

It begins to appear that there will be a drastic curtailment of the usual convenient policy of borrowing from the sinking fund accounts, and that there will be a decided extension of the practice of setting up clubhouse and course equipment depreciation funds in the execution platforms of next year's officials.

The reform is over-due. There have been too many demonstrations of the wisdom of maintaining adequate reserves to admit of any argument against the policy, even in the cases of clubs that are operating on the narrowest of margins. W. F. Wiley, president of the exclusive Cincinnati (O.) CC, and a country club official of long experience, comments:

"Any country club that disregards its sinking fund and depreciation obligations is committing slow suicide. A club is necessarily a business and unless it is conducted by approved business methods, based upon experience, it is predestined to failure."

In Cleveland, where the depression struck early with a sickening thud, the officials of the famed Mayfield CC have been pondering on the fixed charge problem with the earnestness and ability that brought Mayfield nicely through the panic. Says Carl C. Gibbs, Mayfield's president:

"Failure to make provision for reducing funded debts by establishing sinking funds and setting up reserves for depreciation during prosperous times is largely responsible for the embarrassing financial situations that golf clubs experienced during the depression and, for that matter, are now experiencing.

"I am quite sure that many clubs during the past four or five years could have gotten along very well on their income, notwithstanding the fact that generally speaking there was a marked reduction in the number of members, if they had not been burdened with interest charges on bonds, bank loans, etc.

"While we have not evolved any definite plan as yet, there has been considerable discussion at our board meetings relative to setting aside each year a certain percent, if not all, of the initiation fees from new members for the purpose of reducing our bonded indebtedness. We have met all of our payrolls and current bills promptly, and have only had occasion to make two or three small assessments. We have had, however, to refund some bonds that were issued several years ago, for which some provision will have to be made. In the meantime, of course, interest will have to be paid, and this requires careful management to keep our expenditures within our income."

#### Constitution Assures Sinking Fund Maintenance

Leaving nothing to chance, foresighted officials of the Country Club of Buffalo, noted veteran club, made constitutional provision for a sinking fund. This long-

---

"The success of sinking funds rests entirely in their being available for the purposes for which they were created, and the only way to assure this is to make it utterly impossible for them to be touched by anyone for any other purpose."—S. W. Izard, chmn. Finance Committee, Blue Hills CC, Kansas City.

---

view financial policy is worth considering as an amendment to the constitution of many clubs.

Reports Theodore Wright, president of the club:

"It has been the policy of the Country Club of Buffalo, in fact one of the articles in its constitution makes it mandatory, to apply all membership admission fees to a sinking fund for reduction of the mort-