

FIRST CAME STEEL ... *then* COP-R-LOY

Greens Committees who look ahead for returns on irrigation investments are invited to consult leading engineers who use COP-R-LOY Pipe. This is the famous copper alloyed steel pipe pioneered by Wheeling ten years ago. It has established a new standard of durability in pipe — for more dependable performance and for more economical operation through longer years of service. Wheeling Steel Corporation, Wheeling, West Virginia.

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REG. U. S. PAT. OFF.

Pipe



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IT'S WHEELING STEEL

ECONOMIZE with



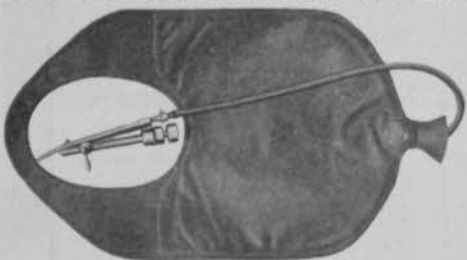
PERFECTION SPRINKLERS and ONE-MAN PROPORTIONERS

For 1938 Perfection Sprinklers will be improved with a new "Swing" type of Nozzle Turning Speed Adjustment to eliminate the necessity of adjusting the arms. It is simple, effective, and no increase in price.

Perfections will give you the utmost in Large, Even Coverage, Long, Continuous Service. The Simplest Turning Speed Adjustment and the Lowest Prices of any high grade sprinklers made. Perfections satisfy in every way.



And! Do Not Overlook the NEW



ONE-MAN PROPORTIONER

The Latest Contribution to Labor Saving Devices for treating Greens and Fine Lawns for Brown Patch, Worms, Grubs, etc. Also for Distributing Soluble Fertilizers, Weed Killers, etc.

Greenkeepers and Dealers everywhere are unanimous in their praise for this new device and it is certain to soon come into general use.

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It will actually save, in time alone, several times its cost in one single season.

It will pay you to Budget for Perfection Products in 1938.

Manufactured and fully guaranteed by

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PLYMOUTH, MICH., U. S. A.

Modern

WEAPONS

to Fight Turf Enemies

- No. 1.** CALO-CLOR for small and large brown patch, snow mold and earthworms. Regular brand applied dry—SUSPENSION Calo-Clor for liquid application—3 oz. to 1000 sq. ft.
- No. 2.** CALOGREEN—Reg. U. S. Pat. Off.—for small brown patch. Also comes in SUSPENSION grade.
- No. 3.** CORROSIVE SUBLIMATE—standard U. S. P. Grade.
- No. 4.** AURAGREEN—gives greens brighter, fresher color and wards off brown patch.

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ROOT All-Purpose SPREADER

Makes your most inexperienced helper an expert—in top dressing, seeding, or fertilizing—because of its years-ahead accuracy and efficiency. Locked Feed Set and "Finger Touch" Control assure perfect application. No "pileup" at start or finish. Triple roll agitation. Full width feed. Heavy duty construction. You're paying for it—why not have it?



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at lower cost.*

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for complete details

THE ROOT MFG. CO.

1051 Power Avenue
Cleveland, Ohio

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**THEY'LL HAVE HIGH
 SPRINKLER COVERAGE HERE!**



**J-M TRANSITE PIPE on your irrigation system means
 delivery capacity stays up... pumping costs stay down**

ON THE GOLF-COURSE irrigation system being laid above, internal corrosion will never decrease efficiency. That's because J-M Transite Pipe, an asbestos-cement product, is being used.

Mineral in composition, this modern material assures permanent freedom from the internal corrosion that soon forms inside ordinary pipe. Hence, Transite's initial high delivery capacity—and the resulting high sprinkler coverage—continue undiminished through the years. And pumping costs remain at an absolute minimum.

Then, too, Transite Pipe is strong, exceptionally resistant to corrosive soils and in-

herently permanent in character, thus providing an unusually high degree of assurance against maintenance expense.

Golf courses throughout the country have found that irrigation systems cost surprisingly little when Transite is used. Because of the simple assembly method employed, installation is a rapid affair, easily and economically done with unskilled labor.

Why not write now for all the details on this modern, money-saving water pipe? Send for our Transite Pipe brochure. Address Johns-Manville, 22 East 40th St., New York City.

Johns-Manville TRANSITE PRESSURE PIPE

THE MODERN WATER PIPE FOR GOLF-COURSE IRRIGATION SYSTEMS

• Use QUICKMAIL Coupon No. 3 to answer this ad •



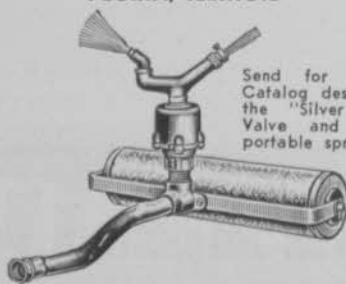
The most modern quick-coupling valve for fairway sprinkling

the NEW NELSON "SILVER TOP" VALVE

With removable Valve Cylinder and Supplementary Shut-Off

- Operating valve removable from top of casing without disconnecting from water main or disturbing turf.
- Supplementary shut-off closes automatically when valve is removed. Saves draining main. Permits other sprinklers on line to operate without interruption.

L. R. NELSON MFG. CO.
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Send for Nelson Catalog describing the "Silver Top" Valve and many portable sprinklers.

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with a guarantee of
SATISFACTORY SERVICE.

**CHAMBERLAIN GOLF FLAGS
ARE FADE PROOF—SHRINK
PROOF—and WEAR LONGER.
BETTER LOOKING, TOO!**

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MOWERS



A new type Sickle Bar Mower for cutting hay and weeds in rough.

Before purchasing any mowers, it will pay you to write us and have our complete mower catalog on hand.

Power, Fairway, Greens mowers, Tractors.

ATTRACTIVE PRICES

Write for Catalog



NATIONAL MOWER CO.

839 Cromwell Ave., St. Paul, Minn.

Answer above ad with QUICKMAIL No. 9

YOUR TURF PROBLEMS

... and their solution

QUESTION: Our course, in northern Indiana, is on a light-colored, heavy soil. Fairway turf consists of Kentucky blue grass, with a few scattering weeds. Grass is thin, but coverage is uniform. Soil reaction is pH 6.5 to 7.0, available phosphorus is medium to high, and available potash very high. Re-seeding and topdressing have been advised. Is this the best procedure?

ANSWER: No; re-seeding and topdressing will not materially improve turf. This method is altogether too expensive to justify serious consideration. The real answer is simple — a definite fertilizer program.

Although re-seeding may seem logical, it is hardly reasonable to expect young seedlings, with meager roots, to compete successfully with established grass for the limited supply of plant food. Therefore, unless needed fertilizer is supplied first—re-seeding is almost sure to fail. On the other hand, re-seeding enthusiasts neglect or overlook the fact that existing grass will spread and thereby form dense turf — providing the soil contains ample plant food.

Re-seeding is a gamble on heavy soil, even though fertility is high. With each rain, the light seed is floated out and carried away, or it lodges in adjoining clumps of grass. This cannot be entirely prevented by topdressing.

Aside from the necessity for covering seed, topdressing is often advocated to eliminate small "cuppy" depressions. These automatically disappear as the grass thickens. By introducing crabgrass and other objectionable weeds, topdressing has ruined, rather than improved, many fairways.

Re-seeding is justified only when fairways are practically devoid of turf, or where it is necessary to introduce a more desirable grass. Then cross-seeding with an alfalfa and grass disc seeder is the best method, for this machine

cuts the seed into the soil and hence eliminates the necessity for topdressing.

Your problem is simple in every respect. Re-seeding and topdressing can be dismissed as unnecessary, because turf, although thin, consists of Kentucky blue grass, which is ideal for your locality. Since soil tests eliminate the necessity for using lime and potash, and show the supply of available phosphorus quite high, nitrogen feeding is the key to increased turf density.

Light gray color of soil is further evidence of an acute nitrogen shortage. Nitrogen exists in the dark-colored organic matter, so light colored soils are low in humus and in this vital, growth-promoting element also. Hence, improved turf depends upon generous nitrogen feeding until desired density is obtained; then quantities can be reduced somewhat.

For the next several years, use a good organic fertilizer, such as Milorganite, at 700 to 1,000 pounds per acre in the spring, and at 1,200 to 1,500 pounds per acre in the fall. Besides supplying ample nitrogen, Milorganite will also provide sufficient phosphoric acid, so the use of phosphate is not necessary.

Some water soluble nitrogen fertilizer can be used also, if desired. Use from 100 to 200 pounds per acre of ammonium sulphate, with the lower rates suggested for Milorganite.

• • •

Tell us about *your* Turf Problem. The facilities and services of our Soil Testing Laboratory and Field Agronomists are at your disposal, within reasonable limitations.

Turf Service Bureau

THE SEWERAGE COMMISSION
MILWAUKEE WISCONSIN

feed with **MILORGANITE**
THE ORGANIC-NITROGEN TURF FERTILIZER



Pabst is brewed so that you may serve it,
confident of the approval of your patrons.
It has been so . . . for five generations.

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Golfdom

The Business Journal of Golf

M A Y , 1 9 3 8

Vol. 12  No. 5

PUSH PROMOTION AGAIN

ANOTHER season of golf PROMotion is energetically under way, financed by leading manufacturers of golf playing equipment. Last year the campaign was an unqualified success for the pros and the manufacturers, among the high spots being the introduction to golf of approximately 200,000 high school students, none of whom previously had played the game.

In numerous cases pros contributed their services free as high school class instructors in order to give the students and the physical education departments and the faculty heads of high schools a sample of expert golf instruction, with the eventual objective of getting paid pro golf instruction into the schools. This, also, was a definite successful detail of the PROMotion program, for pros who employed the required selling ability and energy were able to secure welcome added income by making school instruction connections.

A result of the PROMotion campaign was to greatly increase favorable publicity for pros because of the helpful and experienced services they contributed to the development of the youngsters. The kids boosted the pros around town and at their homes. The free class lessons, or group lessons at nominal rates, that many pros gave children of club members, also was pushed to excellent advantages. Again this year diplomas will be available,

at no cost, for pros to give to youngsters who complete the course of class lessons. These diplomas are to be signed with the instructing pro's name and that of the youngster to whom the diploma is awarded.

Many pro and amateur golfers noted that during the past winter golf got considerably more newspaper publicity beyond the tournament news than ever before has appeared in the papers. This also was an achievement of the PROMotion campaign which supplied clip sheets twice a month to more than 1,000 newspapers and press services. The material in the clip sheets was written to get over to the public the idea that pro service to the public extended beyond the point of tournament appearances, and in that manner the PROMotion clip sheet took care of the great need that non-tournament pros have of publicity.

This year the high school, private, and public course class instruction sheets showing the fundamentals of the golf swing, again are being distributed free to pros and to high school authorities. Newspapers that conduct public golf les-

son series in cooperation with pros also have made extensive use of this material which was compiled by Frank Sproggell, chairman of the PGA publicity committee.

A new feature of the PROMotion plan, put into effect this year, is a campaign directed to the heads of employee welfare departments of large corporations. The idea of the campaign is to get these executives to push golf play among their employees, thus making more instruction jobs open for pros and boosting play for daily fee and municipal courses.

Another bulletin has been sent out to high school authorities urging that prominence be given golf in the athletic programs of the schools.

Other PROMotion material will be issued from time to time during the summer. The campaign goes into its second year as the first planned, well-financed move to educate the public to the benefits of golf play and to the service of alert and well-qualified pros in bringing golf's benefits to adults and youngsters. The campaign serves as market extension and insurance for the game.

Inquiries concerning details of the campaign, or suggestions that might be applied in further PROMotion should be addressed to Herb Graffis, 14 E. Jackson Blvd., Chicago.

Many Improvements at New Britain, Conn., Municipal Golf Course

NEW BRITAIN, (Conn.) golfers who played the city's Stanley Golf course during the past two weeks noticed important improvements had been made on the layout, work largely the result of energetic plans formed last winter by Val Flood, veteran pro at Shuttle Meadow Club in New Britain. Improvements included the erection of a large maintenance and compost building and the installation of more than a mile of drainage canal in soggy areas near the 15th, 16th and 17th holes. Flood, who has been very active in the work of the municipal course, designed the compost and maintenance building in addition to laying out plans for the drainage system.

The new building, which is valued at \$12,000, had all its interior wood taken from a pile amassed when a barn estimated to be over 125 years old was torn down on another section of the Stanley tract. The stone used for the exterior was collected from a ledge near the course and

IT'S SPRING

By FRED C. PLYLER

*Pro-Greenkeeper, Livingston Plk. Muni. GC
Jackson, Miss.*

GREEN is the grass of the broad
fairways
Sweet is the call of the gay bright
days
Gone is the winter of our discontent
Before a spring that's heaven-sent.

What matter now if a putt should
miss,
There's more than the game on a day
like this,
When birds are nesting and wild
flowers bloom,
To wave away all mortal gloom.

Who cares if a drive be hook or slice
Or if you putt four times or twice;
Do not your club to water's depth
fling,
It's the course and not the score,
makes spring.

So from its dark confinement your
golfing outfit take
And from your brain and brawn the
rust of winter shake,
Forget the taxes, woes and wars, en-
joy your fellow men,
Pursue the par that you won't get, for
it is spring again.

the labor provided by the WPA. The cost of the building to the city was only \$800.

The drainage system is quite unique. Four-inch tile is laid in the bottom of converging ditches; the tile is covered with a layer of stones, then a layer of straw, then topsoil and turf. All clay dug out was carted away. The course will also have four new holes this summer to replace the 1st, 2nd, 3rd and 4th now in use, but they will not be officially used until July when the New England Public Golf assn. comes here for an annual tournament.

Children's Camps Are Opportunity— Something for golf clubs to look into as a possibility for adoption is the boy and girls' camps for children of the members of the Denver AC. The camp is 42 miles from Denver and it is well equipped and operated. Its camp directors are among the best available for this work.

ONLY THE FINEST

By HARRY FAWCETT

Manager, Lake Shore C. C., Chicago

WHEN we discuss the relation of club management with food, we must ask, what is a club? We consult Webster, who answers: "a club is an association of persons for the promotion of some common subject, especially one jointly supported and meeting periodically. Membership is usually by ballot and carries with it the exclusive use of a club building or apartment." Now the essence of most club managers' difficulties is in those few words—"one jointly supported" and exclusive use. The exclusive use which most clubs promise and which by right ought to be the expectation of the member makes problems of management only to be paralleled in the private home and in no way comparable with the hotel or semi-public club with which some house chairmen have so often compared club management. "Jointly supported" is another will-o-the-wisp—scarcely ever encountered by the club manager.

If we were to have the ideal club—and I submit this in all seriousness as the solution of most small clubs' problems—hire a manager whose ability and integrity are known and at the end of every fiscal year assess each member equally for the cost of operations.

Food Sold At Loss

It is a well known fact that most clubs furnish a superior table at a price lower than commercially possible. If our club members do not know this or will not recognize it, at least club managers in the last analysis must admit its truth. Therefore, the member who uses the club's dining facilities the most benefits the most.

When I broke into this business we had one form of education. I was understudy to an old English steward—versed in the old tradition that an apprentice must be humbled. Humble me he did. Day after day he sent me to the most menial tasks. Often I peeled bushels of potatoes. Many the Saturday night I was sent to the

kitchen with the honeyed words to "see what I could do to help," only to find that I had to split two barrels of lobsters. Other nights I made Welsh rarebits, scrambled eggs for various supper dishes, in fact, did everything in the kitchen. Once, during a strike, after I had succeeded to the management of the club, I handled the range for more than three days without our members ever finding out that their beloved chef had gone.

How many men today can do it? Only this winter I have stepped in and prepared an entire banquet menu from soup to nuts because I wanted to show those working for me how it should be done. I don't enjoy the work. It's hard. I burn my fingers at times. But when I get through I know that my members are getting better food than they ever had before, and I know that to be true, not because of egotism, but because I have educated myself.

Now, how can you educate yourself? If I were starting out today I would save every penny until I could go to Cornell University, where the untiring efforts of Thomas D. Green, President of the American Hotel Association, have established the only course in America today which makes it possible for the student of hotel or club business to approximate the apprenticeship found in European countries. Here an American citizen or the son of an American hotel or club manager can learn not only the fundamentals of the hotel and club industry, but also the advanced courses.

Best Food Always

One valuable thing I acquired in the teachings was that one cardinal principle imparted to me long ago by that (now deceased) wizard of food accounting, Fred G. Baudissin—"buy only the best." The

best repays the buyer by returning the lowest food cost.

There are many who will question that statement at first listening. Perhaps I should cite a few instances. Well, 4 to 6 bacon is the best bacon produced. Don't take my word for it. The next time you buy bacon in the strip ask for a 4 to 6. If you don't find it has a more pleasing taste than the bacon you have been using, then I am wrong. However, long experience tells me you will be like thousands of others. You will be wondering why you haven't been buying that particular weight all the time. It is assumed, of course, that you are buying a good bacon, such as Armour's Star or Swift Premium.

A Lesson In Bacon

All right, let's say that you are paying 35c per pound for the same. If you buy 6 to 8 you will pay 33c per pound. Now both strips, as you know, are the same length. That is to say the 4 to 6 strip and the 6 to 8 strip both cut out the same number of slices. A 4 to 6 strip averages five pounds and cuts exactly the same number of slices as a 6 to 8 strip, which at 2c per pound cheaper averages 7 pounds at 33c per pound or at a total cost for the strip of \$2.31. The total cost of the 4 to 6 strip cutting out the same number of slices being \$1.75. This is just one example of the best being cheapest. Don't forget too, that when you are considering the above saving, that the slices from a 4 to 6 bacon are a lot more tasty and will bring you much more commendation on your food quality than those from the 6 to 8 strip.

Take butter, of which you should be more careful than any other item entering into your catering picture. What does the best cost? 45c per pound. "Too high" you say. "I can get it for 43c a pound—tub butter, but as long as I have to cook it into scrambled eggs, coffee cake, rolls, whatever it is, what's the difference? What a sap I am to pay someone 45c when I can get the same high grade butter, the difference only of being in a tub, for 2c a pound less."

All right, you take the 43c butter and I'll take the 45 and if our business is identical I will have a lower cost than you, for this reason: for many years and through many tests I have taken five pounds of 43c butter and five pounds of 45c butter, put both of them in a stone

jar in the bain marie and melted them down. After melting I have repeatedly found in tests that my 45c butter after removing the whey, cost me per pound less than than the 43c butter having a larger percentage of water. It is also true that the 45c butter usually has a finer taste or a taste more free from outside deleterious influences than the butter purchased at 43, and certainly than the butter purchased at still lower prices per pound.

There are some clubs in which it is wrong to use Virginia Hams. These memberships do not know or appreciate the difference between a Virginia Ham or a packing house ham. If it is your lot to manage such a club then your problem is to provide for them the fare to which they are accustomed. Do not waste your time if you have been used to better things trying to bring your club members' desires up to your former standards. Rather find the standard of catering to which your people are accustomed and then give them the very best that can be produced within that limitation.

It just happens that my service for the most part has been among the very wealthy, who demand the extreme in fine food. Where we expected to get but two portions from a three pound chicken most restaurants would get at least four. I was amused not long ago to read an article where a manager complained or rather explained that his control sheet showed that he had only 18 orders instead of 24 from a 12 pound turkey. I wonder if he feels any better when I tell him that we think it unusual if we obtain more than eighteen orders from a 12 pound turkey—in fact, I wonder if he has tried himself, as I have, to actually carve that many presentable portions out of a 12 pound bird.

And a Test With Eggs

I always buy the top notch eggs the market affords. Perhaps you think you can save money by buying second grade at two or three cents the dozen less. Well try this experiment for yourself and then see—take one dozen of the finest eggs that money can buy. Break them all into a container of known weight. Break now a dozen second grade eggs into a similar container and weigh them. Now take a piece of paper and pencil and divide into the cost of each dozen the relative number