

could be made of bargain merchandise as well as of standard price clubs, and by showing the extent of pro stocks, the pros could nullify a lot of cut-price store competition.

He points out that stores in the northern and central states start their golf selling season with a bang and move considerable merchandise. To adopt successful competitive measures the pros, Murphy says, must get together in a selling circus of their own.

Each member of a club or fee course registrant could be sent a free ticket, or a ticket with a nominal price of a dime, would entitle the bearer to admission. The combination of the leading tournament players and the home club pros not only would draw a crowd to buy, but would put the pros in strong by providing a great entertainment and education feature.

Pros' Putters May Explain Fewer Putter Sales

HERE, maybe, is something to think about. It's from the Sports Trader of London, Eng., in the Trader's department "Scottish Scraps." Under the heading "Rusty Putters," the item reads:

Why is it so few putters are being bought? About 95% of sets of golf clubs sold nowadays do not boast a putter. It appears that an old hickory-shafted, rusty-headed putter has become to be regarded as fashionable by many star players, amateurs and professional. Go to any championship and you will see this is true. For some reason or other, the public seems to object to paying as much for this club as they would, say, for a mashie; so would not the manufacturers be well advised to charge five shillings less for the putter? Surely the costings and profits could easily be adjusted.

The practice of many prominent U. S. tournament pros of using putters that look like they were picked from a scrap pile, is extending rapidly among amateurs of widely varying scoring abilities. Putter sales, formerly a rather lively season-long source of profits to pros, have dwindled.

It appears that the playing pros on both sides of the Atlantic have set a bad example for club buyers by using putters of cheap, junk-yard appearance.

BROWN PATCH AHEAD!

BROWN PATCH has been sighted! But no need to change your course — DIWORMA will eliminate this hazard.

Brown Patch can't gain headway—Diworma effectively controls it—fortifies and prevents the spread of this turf disease on affected areas.

Try this simple yet effective way—dilute at the rate of one pint Diworma in 50 gallons of water—sprinkle and your course is safe. Get your supply of Diworma, now, and be safe from brown patch.

Write for information on brown patch control, also 44 page Ground Maintenance Manual — FREE.

The C. B. Dolge Co.
Westport, Conn.

After you've taught 'em to swing, teach 'em to RELAX. This book will help you.

THE MENTAL SIDE OF GOLF

BY KENNETH R. THOMPSON

TO RELAX and to concentrate on every shot—that's the secret of winning golf. This book makes it easier than ever before to learn and to teach this important psychology of the game. At all bookstores, or send this ad with \$1.50 and your name and address to Funk & Wagnalls Co., Dept. 2, 354 Fourth Ave., New York. Illustrated, only \$1.50

LEWIS WASHERS

At Every Tee!

MULTI-BALL ROTO New Washer...ea. \$15.00

PADDLE TYPE The proven single ball washer.

1 to 10.....ea. \$6.00
11 to 20.....ea. \$5.50

G. B. LEWIS CO.
Dept. G8 Watertown, Wis.

**MOST
REMARK-
ABLE MACHINE
FOR SAVING GOLF
COURSES TIME,
LABOR AND
MONEY.**

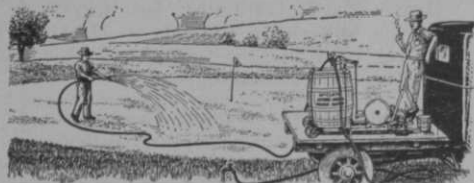
**FASTEST AND SAFEST
METHOD FOR APPLYING
FUNGICIDES AND
FERTILIZERS
TO GREENS**

McCLAIN HYDRO-MIXER

The little inexpensive outfit now doing a big job from coast to coast.

Greens treated with unbelievable speed and accuracy. Hundreds in use. Displaces expensive spraying rigs. Connects to your water system. Works on any pressure. Hand or power operated. Low cost will amaze you. Write for literature.

McCLAIN BROTHERS COMPANY - CANTON, OHIO



**CUT UPKEEP COSTS
—HAVE BETTER TURF!**

Rototiller does a complete job in ONE operation—really a greenkeeper's idea of Paradise! Major Butts Golf Course Discs introduce all the essentials into established greens and fairways, making them evenly grassed and patch-free.

Engine driven tines prepare deep, finely pulverized, completely aerated putting green foundation—fertilizer worked in evenly from top to bottom—ready for planting. Rototiller also tills soil, weeds out quack grass, and with accessories, mows lawns and rolls greens. It'll pay for itself in a hurry! Write for catalog.

ROTOTILLER
Trade Mark Reg. U. S. Pat. Off.



A deep, loose seedbed
in ONE Operation

Address inquiries to: ROTOTILLER, Inc., TROY, N. Y.

Warehouses: New York, Chicago, San Francisco, Los Angeles, Toledo

**R. H. Tractor
Wheel SPUDS**

quickest to put on or take off. Increase tractor efficiency and cultivate turf—that's why more than half the U.S. and Canadian clubs use them. Durable and low priced. All sizes for all purposes. Sample spud and circular on request; advise make of tractor and purpose for which intended.

Immediate shipment. If your Ford or equipment dealer cannot supply, write direct to

R. S. HORNER
Geneva, Ohio

MFR. OF SPUDS, FORD-SON WHEELS, ETC.



Greenkeeping Cuttings

Greenkeeping Supts. Assn. will hold its 14th annual convention and exhibition at New York City, Feb. 6-9, 1940 . . . Members of Greenkeeping assn. are answering 15 questions to determine what qualifications best show eligibility for membership in an organization of practical turf maintenance experts . . .

Iowa Greenkeepers' Assn. have voted \$100 to finance collecting promising fairway and green grass specimens; also voted \$500 toward state-wide turf research, hoping that Iowa golf clubs also would chip in . . . Minnesota Greenkeeper Assn. ranking members to take turns in weekly visits to state's isolated courses where they'll help local greenkeepers with expert consulting service.

Greenkeeping organizations discuss switching of usual meeting day from Monday. Monday is a bad day to get chairmen to attend . . . Grasshoppers and 17-year locusts have been active in destruction at many north central courses . . . Mosquito trouble lessened this summer due to cumulative effect of drainage work by greenkeepers . . . Sodium arsenite weed control results still spotty. Clovernook (Cincinnati) and Glen View (Chicago) among those having notable success with the treatment.

Minnesota Greenkeepers' Assn. buys motion picture camera. Black and white, and color pictures taken at members' courses will be shown at meetings of greenkeepers, and of club officials and members . . . Check algae by spraying with solution of 1 lb. hydrated lime and 10 gal. water; for severe cases add to this solution 3 oz. bluestone, suggests Penn State college.

Stumpp & Walter, course equipment and



Stumpp and Walter field demonstration given May 25 at Forest Hill Field Club, Bloomfield, N. J.

supply distributors, and seedsmen, have finished a great series of field demonstrations in N. Y. Metropolitan district. The demonstrations and lectures were practi-

cally valuable short courses, say green-keepers who constituted large attendance at the S&W sessions . . . Christian CC, Elkhart, Ind., by adding alternate tees to each hole of the 9-hole layout, gives patrons a "new" course to play the second time around. Tees are far enough apart to make pleasing differences in distance and shot angle.

Union County, N. J., Nominated as Top Golfing Center

By Gene F. Hampson

UNTIL a better example comes along we nominate Union County, New Jersey, as one of the top golfing centers of the United States. Reasons for the nomination are sound when one considers the hold which the game has upon the population of this Garden State sector, which covers approximately 100 square miles.

A recent survey shows that Union County, alone, boasts within its area no less than 19 golf courses while 14 others located within a 20-minute drive of its center are either partially or wholly supported by residents of the county. This does not include courses within a 20-minute ride from its boundary lines or the list could be substantially increased.

In other words, Union County has a hand in the support of no less than 33 links which represent a total of 573 holes, 333 of them in the county. A conservative estimate is that these courses attract a total of more than 6,000 golfers on a clear Sunday.

This record is established without the aid of a single large city. New York City is located within less than 20 miles of the eastern border of the county, but the Union County courses receive little patronage from Manhattan.

Of the 19 Union County courses 9 are

CADDIE BADGES—We have a number of designs in metal. Circular on request. The C. H. Hanson Company, 303 W. Erie St., Chicago, Ill.



KLEN-ZIP REMARKABLE NEW CLEANER FOR GOLF BALLS

Newest chemical for removing dirt, grime and stains. Colorless, odorless. Does not get rancid, foul or slimy. No injury to hands or clothing. No soap, alkali or acid. Write for literature and free testing sample.

McCLAIN BROTHERS COMPANY, Canton, Ohio



BUSY SEASON

But don't overlook brownpatch dangers.
Be prepared. Have the remedy on hand.

CALO-CLOR



CALO-CLOR for the prevention and relief of both kinds of brownpatch, and earthworms. **SUSPENSION CALO-CLOR** for use in sprayers. Economical—12 years of success.

CALOGREEN for "dollar" brownpatch. Calomel prepared for use on greens. Also **SUSPENSION CALOGREEN** for use in sprayers.

AURAGREEN, preventive for mild cases of brownpatch. Coloring matter imparts fresher color to faded greens.

Also **CORROSIVE SUBLIMATE**, U.S.P. grade. See your dealer or write us.

*Trade Mark Reg. U. S. Pat. Off.

Mallinckrodt

CHEMICAL WORKS

SECOND AND MALLINCKRODT STS., ST. LOUIS, MO.
70-74 GOLD ST., NEW YORK, N. Y.

CHICAGO • PHILADELPHIA • TORONTO • MONTREAL

a New BANDAGE GAUZE

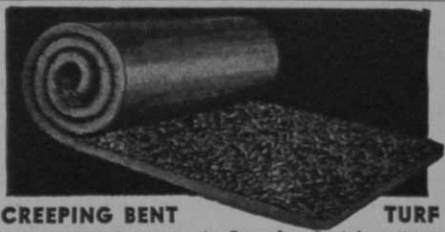
SPECIAL
SLIDE-TOP
TIN FOR
SPORT
USE!



ASK YOUR wholesaler about the Gauztex assortment and display. Eye-catching, sales-making, and profit-making. General Bandages, Inc., 508 S. Dearborn St., Chicago, Illinois.

GAUZXEX

THE SELF ADHERING GAUZE



CREEPING BENT TURF

Our true Washington Strain Creeping Bent in solid turf form makes model greens. Also in stolon form. Withstands drought like nothing else. Fully guaranteed. Used by hundreds of clubs. Comes in rolls ready to lay down like a carpet. Nursery grown blue grass sod also sold. Write for prices and samples now.

Telephone
ILLINOIS GRASS CO. Homewood (Ill.) 746
18455 Reigel Road (near Chicago) Homewood, Ill.

strictly private layouts, 8 belong to the public links classification, while 2 have semi-private leanings. Of the 14 nearby layouts which have a Union County air, 9 are private courses, 4 are for the public while 1 rates in the semi-private class.

Located in the county and operated by the Union County Park Commission is one of the finest public golf courses in the country, the Galloping Hill GC. At present boasting 27 holes, the Galloping Hill layout will some time in the future be increased to 36 holes and Park Commission officials are looking forward to the day when it will be host to the national public links championships.

In the Baltusrol course, scene of the National Open three years back, Union County has one of the finest and most exclusive clubs in the country. The same can be said for the Essex County CC which is located a few miles away. Canoe Brook CC, in the county, was the scene of the Women's National championship

in 1936, when Pam Barton, the British lass, won the title.

Then, too, the Shackamaxon CC and its island 9th green has claims to fame throughout the country. An interesting additional feature of Union County golf is the Shady Rest CC, a Negro club.

Despite the numerous courses, it is interesting to note that three of the clubs have found it profitable to turn a portion of their courses over to the public links players. Plainfield CC opened a seldom used third nine to the public divot-takers a few years back and has done exceptionally well.

Essex County CC found it convenient to turn one of its two 18-hole courses into a public layout this spring and is doing well. Locust Grove GC also solved the problem of a seldom used third nine by offering it for public play with plenty of takers.

There may possibly be other golfing centers of the United States able to beat this setup, but they will have to prove it.

Green-Chairmen: Know Your Job

An article in June GOLFDOM entitled "If I Were Green-chairman," which told how two green superintendents would go about the task of handling the green-chairman's job right, were they given the opportunity ('right' according to their observations as greenkeepers), was productive of another piece sent us by a green-chairman of a Midwestern club, who tells how he found out 'what it was all about' just by applying good, sound logic to a job he had taken without any previous knowledge of the duties he had to perform.

I WAS rather surprised two years ago when the president of our club asked me to be chairman of the green committee. I knew nothing then, and very little now, of the science of growing grass, or of soil fertilization, or its productivity, to say nothing of the various diseases which the soil may harbor. So I started on my new work and responsibility feeling that I was anything but qualified for the honor. I had two other club members on the committee, and we three tackled the job.

It seemed of primary importance to learn what this job really was, so at our first meeting we discussed the following: What is a good golf course, and why?

How should it be maintained, and why? What members should be pleased, and why? Why did members play? Why didn't some members play? Why is there a green committee? What are the duties of the green committee?

After a thorough discussion of these points, we arrived at a few general policies, and outlined a program for the year. Then we called in the golf pro and the greenkeeper and went over with them the general policies we had previously decided upon. Some changes seemed desirable, but by adding here and omitting there, we had, when we were through, a really workable program for the year, and a definite idea of how we were going to carry it out. This was not an easy task, our budget being limited to \$6,000 for 18 holes, 12' of which are rather hilly.

The full committee met each month, which meant that the pro and the greenkeeper sat in with us. We kept a set of books, and we knew just what it cost to maintain each green, the cost of maintaining the traps, how much it cost to cut the fairways, and to trim the rough. At these meetings all the cards were put on the table face up. All complaints or criticisms by members were discussed, and action taken. At first, complaints by members were numerous, but in most instances we

DOUBLE ROTARY SPRINKLER

Great Coverage • Positive Action

**Heavy
Duty
Model**
\$12.50

Does not
wash or
pack soil.



Two nozzles for great distance, volume adjustability. One stream hits the wheel and is broken into rain-like drops which are delivered in a rotating line turning as the sprinkler head turns to cover a large circle evenly. Second stream starts when the first leaves off, adding yards more in all directions.

Guaranteed
WRITE NOW
for free literature

**Double Rotary
Sprinkler Co.**

1200 Candler Bldg., Dept. A, Kansas City, Mo.

NOW READY

NEW FALL PRICES

GRASS SEED

of

"KNOWN QUALITY"

Sent on Request

Stump & Walter Co.

SPECIALISTS IN GOLF GRASS SEEDS,
FERTILIZERS AND EQUIPMENT

132-138 Church St. (Cor. Warren St.) New York

could prove to the member that selfishness was at the bottom of his difficulty, or else, that he did not have a thorough understanding of the problems involved.

After operating for two years the results speak for themselves. The course is in the best shape ever, the playing has increased over 50%, and we very seldom have a complaint. It is sweet music to my ears to hear the compliments and boosts we receive, not only for the golf course, but for our pro and greenkeeper as well. We now have 100% cooperation from these men and from all the golfing members of the club.

I think the secret of the success we have had lies in the fact that the real task of the green-chairman lies in handling men. Our greenkeeper certainly knows most of what is to be known about grass, and the pro, whether in his shop, or giving lessons, always has a good word for the course. After all, being a professional, he should know, and when he says the greens are perfect, what member could ask for anything more?

As for my part in all this, I can only say that it is and it has been, lots of fun.

Club Membership Value Seen by Golf Students' Parents

NORMAN BUTLER, pro at Springs CC, Columbus, O., introduced group golf instruction at the Upper Arlington and University high schools with such success that boy and girl students soon had golf as a popular intra-mural sport.

Butler points out that one of the strong pro build-up aspects of high school instruction is the effect on the kids' parents. These people constitute the most logical class of club membership prospects, hence employment of the youngsters as recruiting agents for the game directly helps the clubs.

The Springs pro, in telling of the extensive use of motion pictures in high school instruction in various academic subjects and sports, regrets the limited availability of golf movies. Golf PROMotion is at work with a prominent national advertiser in planning production of a golf educational picture along the lines of those used so extensively in baseball promotion. The scenario combines a story and instruction.

WELL KNOWN PRO**— Walter Keller —**

Wants winter job teaching golf

—from Nov. 1-April 15

- 30 years of age.
- 13 years experience.
- Own and operate two highly successful practice fairways in Chicago District.
- Edit my own golf magazine.
- A-1 credit rating.
- Member of P. G. A.

Inquiries invited. Address: Walter Keller, Keller's Golf Practice, 5401 Elston Avenue, Chicago, Ill.

THOMPSON & JONES

GOLF COURSE ARCHITECTS

45 West 45th Street, New York, N. Y.

Over 100 golf courses from Rio de Janeiro to Vancouver. If you are planning major or minor improvements take advantage of the training and experience of a competent golf architect. Write for our booklet, "Modern Golf Architecture."

VEG-E-TONIC

21-13-10

GOING OVER BIG!

Make your Greens look like a million. Wake up the grass roots with this rich "Cool Food" that costs very little. Tone up the turf with this safe, lasting and invigorating soluble fertilizer.

Hundreds of Greenkeepers now use nothing but Veg-e-Tonic for Putting Green Fertilization. Pays them big. Nitrogen, Phosphoric Acid and Potash of highest rating. Clean, quick, odorless and lasting. Meets all soil and climatic conditions. Wonderful results and most economical. Easily applied. Write for literature and free sample.

McClain Brothers Company - Canton, Ohio



ANONYMOUS GOLF BALLS

FULNAME for FAIRPLAY

Unmarked golf balls promote petty annoyances that do not belong to a gentleman's game. FULNAME markers now in use at thousands of clubs speed up play by preventing mistakes, give closer control over caddies—and make money. Write today! THE FULNAME CO., Station "O," Cincinnati, O.

● BENT GRASS ●

BOTH SOD AND STOLONS

Vigorous, healthy stock that develops fine, true putting surfaces. Write for full information.

HIRAM F. GODWIN

Box 122, Redford Sta., Detroit, Mich.

Iowa Greenkeepers Inspect Omaha's Courses

JULY meeting of the Iowa Greenkeeping Superintendents was held July 12 at the Dodge park course in Council Bluffs. Pro-greenkeeper Jim Canavan was in charge of the meeting, which was attended by 25 of the state's greenkeepers.

Discussion and demonstrations occupied the greenkeepers before lunch and the



Iowa greenkeepers inspecting turf at the Omaha Field Club course.

boys spent the afternoon inspecting the courses in the Omaha (Neb.) district, namely, the Omaha Field Club, Omaha CC, and the Happy Hollow course.

Newton, Ia. is host to the August meeting of the group.

WHAT'S NEW

Golfdom has acquired copies of G. A. Farley's excellent book on greenkeeping—"Golf Course Common Sense"—and as a result the book has taken its first price cut, from \$4 a copy to \$2. When this news was announced in last month's issue, scores of greenkeepers, green-chairmen, pros and other club officials sent in orders for a copy before the edition became exhausted and the book went out of print. If you have been intending to add a copy to your golf library, order soon while this price cut is in force, from the Book Dept., Golfdom, 14 East Jackson, Chicago.

Another volume of interest to greens officials and available from Golfdom's Book Dept. is "The Links," Robert Hunter's well-written and illustrated book on golf architecture. "The Links" originally sold for \$4.00. Golfdom has copies for 75c, a real bargain.

Locker-room attendants have picked up a good new selling item. It's the Flex-O-Lace shoe string that doesn't need to be tied. It's a boon for fat, near-sighted, or lazy guys. Flex-O-Lace is made by Flex-O-Lace, Inc., 307 N. Michigan Ave., Chicago.

Royer Foundry & Machine Co., Kingston, Pa., realizing the need today for a light-weight, low cost compost shredder-mixer-loader, is now offering the new "Royer Jr." for use by golf courses, nurseries, florists, etc.

Redesigned to reduce the cost and lower the weight, it is claimed that the new model retains all

LANGFORD and MOREAU, Ltd.

Twenty-five successful years demonstrate our ability to cope satisfactorily with all problems of golf course design and construction.

REMODELING

MODERNIZATION

DRAINAGE

IRRIGATION

LANDSCAPING

SWIMMING POOLS

GOLF ARCHITECTS

2405 Grace Street, Chicago, Ill.

LANDSCAPE ENGINEERS

This Helps YOUR Buying

This page is printed for your convenience in the event you are unable to find the buying information you are looking for in the advertisements of this issue. If your search is unsuccessful, tear out this page, check the items your club is interested in buying, and mail to GOLFDOM, 14 East Jackson Blvd., Chicago. Also, please fill in below the correct names of officials at your club. We want each copy of GOLFDOM to get into the hands of the proper official at your club.

- | | | | |
|--|---|---|--|
| <p>GOLF COURSES</p> <ul style="list-style-type: none"> Arsenate of lead Bag racks for tees Ball washers Bent grass stolons Brown-patch preventives Compost distributors Drinking fountains Dump carts Fencing Fertilizers Fertilizer distributors Flags (greens) Green markers (practice) Hole cutters Hole rims (putting cups) Hose, water Humus (soil conditioner) Insecticides Irrigating equipment Mole and gopher poisons Mowers <ul style="list-style-type: none"> <input type="checkbox"/> putting green <input type="checkbox"/> tee <input type="checkbox"/> fairway <input type="checkbox"/> rough Mower sharpeners Peat moss (soil conditioner) Pipe, water Playground equipment | <ul style="list-style-type: none"> Pumps (cap.) Putting cups Rollers <input type="checkbox"/> green <input type="checkbox"/> fairway <input type="checkbox"/> spiked Sand green equipment Scythes (motor driven) Seed <input type="checkbox"/> fairway <input type="checkbox"/> green Seeders Shelters (golf course) Skeet layouts Sod cutters Soil screeners Soil shredders Soil testers Sprayers <input type="checkbox"/> power engine <input type="checkbox"/> barrel pump Spike discs Sprinklers <input type="checkbox"/> fairway <input type="checkbox"/> greens Swimming pool information Tractors Tractor tires <ul style="list-style-type: none"> <input type="checkbox"/> low pressure <input type="checkbox"/> pneumatic Tractor wheel spuds Turf pluggers Water systems <input type="checkbox"/> greens <input type="checkbox"/> fairways Weed killers | <p>PRO SHOP</p> <ul style="list-style-type: none"> Bags <input type="checkbox"/> canvas <input type="checkbox"/> leather Balls <input type="checkbox"/> .35 <input type="checkbox"/> .50 <input type="checkbox"/> .75 Ball markers Bandages Buffing motors <input type="checkbox"/> A.C. <input type="checkbox"/> D.C. Caddie badges Caddie uniforms Calks Caps Clubs <ul style="list-style-type: none"> <input type="checkbox"/> Brassies <input type="checkbox"/> Drivers <input type="checkbox"/> Irons <input type="checkbox"/> Matched sets <input type="checkbox"/> Putters <input type="checkbox"/> Spoons <input type="checkbox"/> Women's <input type="checkbox"/> Juniors' Gloves Grip dressing Handicap <input type="checkbox"/> racks <input type="checkbox"/> cards Hats, duck with vizor Movie cameras, projectors Pencils, golf Practice driving devices Prizes Rain jackets Score cards Shafts, steel Sockettes Sweaters | <ul style="list-style-type: none"> Trapshooting <input type="checkbox"/> traps <input type="checkbox"/> shells <input type="checkbox"/> targets <p>CLUB HOUSE</p> <ul style="list-style-type: none"> Adding machine Athletes foot remedies Bar equipment Bath slippers <input type="checkbox"/> paper <input type="checkbox"/> wood Bars <input type="checkbox"/> fixed <input type="checkbox"/> portable Bath towels Beer <input type="checkbox"/> bottle <input type="checkbox"/> draught Cash registers Deodorants Disinfectants Kitchen equipment Laundry equipment Liquors <input type="checkbox"/> gin <input type="checkbox"/> whiskey <input type="checkbox"/> wine <input type="checkbox"/> mixers Linens Lockers Refrigerators Rugs—runners for aisles Showers Shower mixers (automatic) Soda fountains Water coolers |
|--|---|---|--|

Club No. of holes? Is course private, daily fee or municipal?

By Club Position

Address

Please fill in below. Help us send GOLFDOM free to the right officials.

PRESIDENT (or owner)	_____
Address	_____
GREEN-CHAIRMAN	_____
Address	_____
CLUB MANAGER	_____
Address	_____
HOUSE CHAIRMAN	_____
Address	_____
GOLF PROFESSIONAL	_____
Address	_____
GREENKEEPER	_____
Address	_____

Is liquor for sale at your club? Beer? Wine?

**MAKE GRASS REALLY GROW
ON PUTTING GREENS**

**SNAP AND VIGOR
FOR YOUR TURF
NOW EASY WITH**

**McCLAIN SPIKER
AND PERFORATOR**

Open up hard packed soil for quick action of chemicals and stronger grass growth. Soon pays for itself saving fertilizer and preventing turf diseases. Aeration is the thing for better Greens. Wonderful inexpensive machine. Write for literature.

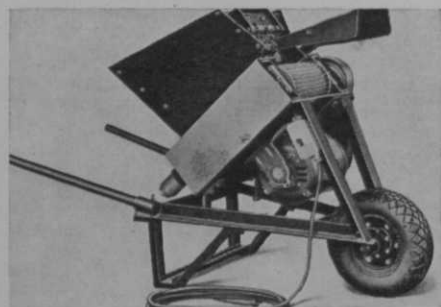


McCLAIN BROTHERS COMPANY - CANTON, OHIO

of the features of older types—thorough mixing, shredding and aerating of compost, loam, leaf mold, dried sludge and other fertilizing materials, plus the fact that wagons, trucks or boxes can be loaded in the same operation.

Capacity per hour is as much as one man can shovel; and low shoveling height, plus controlled direction of discharge of shredded material, are design features.

This new model has a capacity of 3 to 4 cubic yards of well aerated compost per hour. It is



furnished with a 110/220 volt, single phase, 60 cycle, 1,750 R.P.M. motor. Mounted on a single

SCORE CARDS
EXCELLENT THREE-COLOR QUALITY
\$2 PER 1,000

In lots of 10,000 and up
5,000-9,000, \$2.45 Per M 1,000-4,000, \$2.90 Per M

Brand new idea—pictorial golf lesson posed and edited by a top-ranking pro (Guldahl, Runyan, Snead, etc.) on back each card. For samples and details, write Pictorial Score Card Company, Inc., Dept. D, 26 Broadway, New York City.

**GRASS
SEED**

for better
GREENS
and
FAIRWAYS

Samples and Prices on Request

Send for Our Complete Catalogue of
EQUIPMENT and SUPPLIES for the Course.

MICHELL'S SEED HOUSE
Philadelphia, Pa.

GRASS SEED SPECIALISTS FOR FIFTY YEARS

pneumatic tire, the "Royer Jr." is easily wheeled about by one man, having a net weight of only 270 pounds. Complete details on the new model Royer are available from the manufacturer.

So many club officials ordered "Rules of Golf at a Glance" charts as a result of the advertisement in July Golfdom that a second printing of these ingenious charts has been necessary. Apparently pros, golf chairmen and other club executives were quick to recognize the value of the diagrams in answering quickly and understandably the many rules questions put to them daily by golfers.

Four charts, each 7x10 inches and on paper suitable for framing, make up the series—Tees, Sand Traps, Greens, Match-Play; and Greens, Stroke-Play—and the rules applying to those divisions of a golf hole are given in brief, understandable language.

It is recommended that a set of these charts be framed and hung in each of the three spots in a club where rules questions arise for settlement—the men's locker-room, the women's locker-room and the pro-shop.

For details, see inside back cover, this issue.

Caterpillar Tractor Co., Peoria, Ill., has two new, completely self-contained diesel electric sets, designed to bring low cost power and lights to golf, fishing, and hunting clubs. The units require little installation expense; inexperienced operators, and little space. These two new sleek

Three Styles of One-Color
Score Cards
of Excellent Quality are
Priced \$20 to \$25 for 5,000

Produced by a New Process they
are complete and of correct size.

Samples of these and higher priced
2-color cards to clubs on request.

JOHN H. VESTAL CO., Printers
703 South LaSalle Street - - - Chicago

GOLF ARCHITECT

SINCE 1908

Joseph W. Roseman

DESIGNING ★ CONSTRUCTION ★ REMODELING ★ MAINTENANCE CONSULTANT

 SUMMER
 PICKWICK GOLF CLUB
 GLENVIEW, ILL.

 WINTER
 ROSEMAN TRACTOR MOWER CO.
 EVANSTON, ILL.

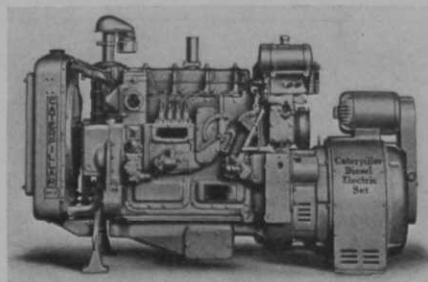
sets are of 15 and 20 kilowatt capacity. They can be set up and running in less than an hour

breaker, and from the circuit breaker to the distribution box. The light weight sets need no special bases, but can be set down anywhere and put to work.

All electrical equipment required by the sets is inbuilt, with the exception of a circuit breaker. Eliminating the need for auxiliary equipment makes these units much less expensive than usual type of diesel electric sets available today.

The two sizes are the 34-15 and the 44-20. The former set is supplied in 3-phase, 110, 220 or 440 volts at 15 KW., .8 power factor. It is also available as single phase, 110/220 volts, three-wire type; and 110 and 220 volt two-wire type at 13 KW., .8 power factor.

The 44-20 set is supplied in 3-phase, 110, 220, or 440 volts, at 20 KW., .8 power factor. It is also available single phase, 110/220 volts, three-wire type; and 110 and 220 volts, two-wire type at 18.5 KW., .8 power factor.



The 34-15 size electric set

after delivery. Only wire connections to be made are from the generator terminal to the circuit

WANT ADS: Rates, 10c Per Word—Minimum, \$2.50

Winter resorts, Southern Country Clubs and Golf Courses of all types with openings for professionals for winter months, write: Ad 802, % *Golfdom, Chicago*. A highly capable pro will get in touch with you at once.

For Sale—Ideal Putting Green Mower practically new, in perfect condition. Will sell at \$25 cash, 1/3 deposit, balance C.O.D. via any way desired. Address: *Musie Machine Company, 222 12th St., Augusta, Ga.*

Position wanted by Professional-Greenkeeper—Exceptional instructor, expert golf course maintenance and remodeling. Will also consider management of small club or any combination. Best references. Address: Ad 800, % *Golfdom, Chicago*.

Professional—desires change for 1940. Age 29; married, 12 years experience. Fine golfer and excellent teacher, P.G.A. member, good credit rating. Good references. Go anywhere. Address: Ad 803, % *Golfdom, Chicago*.

Wanted—Active golf club, ball, or specialty salesman who contacts professionals to handle manufacturer's line of golf bags. Complete protection on territory. Good Commissions. Address: Ad 814, % *Golfdom, Chicago*.

Greenkeeper—desires to make change. Highest references. Thirteen years experience in construction and maintenance of golf courses. Thorough technical knowledge. For details write: *E. J. M. % Golfdom, Chicago*.

Pro-Greenkeeper—desires 1940 position. 39 years old, married; 20 years experience. Member PGA; A-1 standing. Successful teacher, player and club-maker. No bad habits and never discharged from a club in 20 years. Can furnish best references. Willing to go anywhere. Address: *Box 354, St. Cloud, Minn.*

Pro-greenkeeper—desires longer season's work. Present position expires on September 16. 26 years old; married. High school and business college training. Three years' experience as golf professional; four years as professional-greenkeeper. Successful teacher; low-70 player. No bad habits; will furnish best of references. Would consider an assistant professional, greenkeeper or golf salesman's position. Willing to go anywhere. Address: Ad 804, % *Golfdom, Chicago*.

Golf business man wants new connection. Fine record as instructor, shop operator, greenkeeper and club general manager. Job has been an outstanding one in building club revenue, interest and reputation. Highly regarded by club officials and leading pros and greenkeepers as one of the most competent, diligent golf business men in the country. Having handled present job in smaller southern city with success, desires to advance to greater earning opportunities. Highest references. Will go anywhere on own responsibility for conference. Address: Ad 801, % *Golfdom, Chicago*.

JANSSEN GRAYBAR HOFBRAU

Lexington Ave. at 44th St.

New York City

Where golfers meet in the atmosphere of 'Old Heidelberg'—the perfect combination of a delightful eating place and '19th hole' in the heart of New York. Open Sundays.

Janssen wants to see you!

Golfdom

The Business Journal of Golf



AUGUST, 1939

VOLUME 13, NUMBER 8

HERB GRAFFIS, Editor
 JACK FULTON, JR., Managing Editor
 JOE GRAFFIS, Advertising and Business Manager

PUBLICATION OFFICES: 14 E. JACKSON BLVD., PHONE HARRISON 5941, CHICAGO, ILL.
 Eastern Representative, Albro Gaylor, 20 Vesey St., New York City, Phone Cortlandt 7-4031
 Western Representative, Rawlins & Hunt, 333 N. Michigan Ave., Chicago, Phone Randolph 6225

CONTENTS

	Page
"Munys" Boost Golf, by A. T. Comstock.....	7
Are Weeds Your Trouble? by Fred V. Grau.....	9
Drastic Treatment Brings Weedless Fairway, by E. B. Dearie, Jr.....	12
Golf Divots	13
Managers Doing Great Job Increasing Club Patronage.....	14
Cooperation Keynote Between Buyer-Seller, by C. Kent Bradley.....	16
"Reds" Makes Them Happy, by William Ullman.....	17
How About Golf's Public? by Herb Graffis.....	20
The Pro Examines His Business, by Don Young.....	24
Midlothian Honors "Haig", by 'Shorty' Fall.....	30
Greenkeeping Cuttings	32
Union County Top Golfing Center, by Gene F. Hampson.....	33
Green-Chairmen: Know Your Job.....	34
What's New	36

ADVERTISERS' INDEX

	Page		Page
Acushnet Process Co.	19	Michell's Seed House.....	38
Bayer-Semesan Co., Inc.	26	Milorganite	5
Buckner Mfg. Co.	2	Pabst Sales Company	2nd Cover
Dolge Co., The C. B.	31	Peckham, A. N.	2
Double Rotary Sprinkler Co.	35	Penfold Golf Balls, Inc.....	6
Fulname Co., The	36	Pictorial Score Card Co.....	38
Funk & Wagnalls Co.	31	Ream Nursery	3
General Bandages, Inc.	33	Roseman, Joe	39
Godwin, Hiram F.	36	Rototiller, Inc.	32
Golf Course Common Sense.....	28	Rules of Golf Charts.....	3rd Cover
Heddon's Sons, James	23	Scott & Sons Co., O. M.....	5
Hillerich & Bradsby Co.....	5	Sewerage Commission, The	5
Horner, R. S.	32	Skinner Irrigation Co., The.....	4
Illinois Grass Co.	33	Spalding & Bros., A. G.....	25
Janssen Graybar Hofbrau	39	Stump & Walter Co.....	35
Keller, Walter	35	Swift & Co.	4
Langford & Moreau, Ltd.....	36	Thompson & Jones.....	35
Lewis Co., G. B.	31	Toro Mfg. Corporation	3
Links, The	28	U. S. Rubber Company.....	4th Cover
Lytton Building	4	Vestal Co., John H.....	38
Mallinckrodt Chemical Works.....	33	Wanamaker, John	27
McClain Brothers Co.....	3, 32, 33, 36, 38	Wilson Sporting Goods Co.....	21
		Wood-Ridge Mfg. Co., Inc.....	29
		Worthington Mower Co.....	1