

An Open Letter from the Jacobsen Manufacturing Company

JACOBSEN MANUFACTURING CO.
PIONEER MANUFACTURERS OF
Lawn and Putting Green
Power Mowers
RACINE, WISCONSIN

Mr. Superintendent:

An investment of half a million dollars in plant, equipment, and inventories, staffed with an alert aggressive engineering department and the finest skilled mechanics in this industrial center of the country, has been devoted almost exclusively to the production of grass cutting tools for over twenty years.

This complete production unit has never been satisfied to be just an assembly plant of such materials as would most easily lend itself for profitable operations. Therefore, it designs and makes practically every component part used in its products.

In tune with the social progress of our great country, it operates its plant in complete harmony with its unionized employees who enjoy the highest wages and salaries in the lawn mower industry.

And, for the protection of our democracy, it is further committed to contribute as much of its plant and facilities to our program of National Defense as may be desired by any part of our military services.

With a sound one price policy based on the most efficient manufacturing and selling methods and due cognizance of the rights of the local dealer, it condemns the practice of taking worn out and worthless equipment in trade for new.

This institution, with its many employees is busy twelve months of the year building up large stocks of hand and power mowers ready for your use as soon as the grass turns green in the spring.

Having committed ourselves to be a complete source of supply for all essential grass cutting tools, we solicit your patronage on a "full value" guarantee.

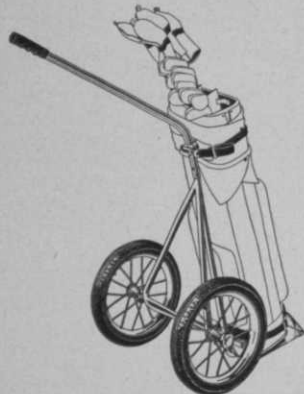
May we send you our new catalog showing improvements and developments to offer for 1941.

Cordially yours,

JACOBSEN MANUFACTURING COMPANY
C. D. Jacobsen
President

Kaddie Kart

PATENTS PENDING



IT
RENTS
FOR
250
PER
ROUND

WE WILL FINANCE YOUR FLEET

ANNOUNCING 1941 MODEL

Streamlined, 1941, dreadnaught construction. Exchangeable parts with bearings packed in oil for years of wear.

SPECIAL two inch wide-tread puncture-proof tires, especially constructed for golf course use, approved by highest authorities. Incapable of damage to finest bent greens.

SPECIAL PRIVATE CLUB MODEL—PORTABLE

Semi-collapsible model for storage in small spaces. Professionals can reap harvest by selling to your members or renting.

ORDER EARLY

Last year we had difficulty delivering. The factory was 30 days behind on orders till September 1st. Kaddie Kart is made of high-grade steel. We are at the mercy of the steel industry. Order now!

SHIPPED DIRECT
FROM FACTORY TO YOU

KADDIE KART CO.
105 N. CLARK STREET
CHICAGO, ILL. U. S. A.



SUPER MINERALITE

A multi-element, double-purpose product designed expressly to meet modern greenkeeping conditions and exacting budget requirements.

4
REASONS

1. Preventative applications cost but 1. 9/10c per 1,000 square feet.
2. Controls active brownpatch at a MAXIMUM cost of 27 1/2c per 1,000 square feet.
3. May be applied by any method—day or night. It will not burn—no watering-in required.
4. Aids nutritional disturbances, too.

100 pounds.....	\$110.00
50 "	60.00
25 "	32.50
10 "	13.00
5 "	6.50

COMPARE!—both costs and results

Manufactured by

AGRICULTURAL INSECTICIDE CO., Inc.
BELLE GLADE, FLORIDA



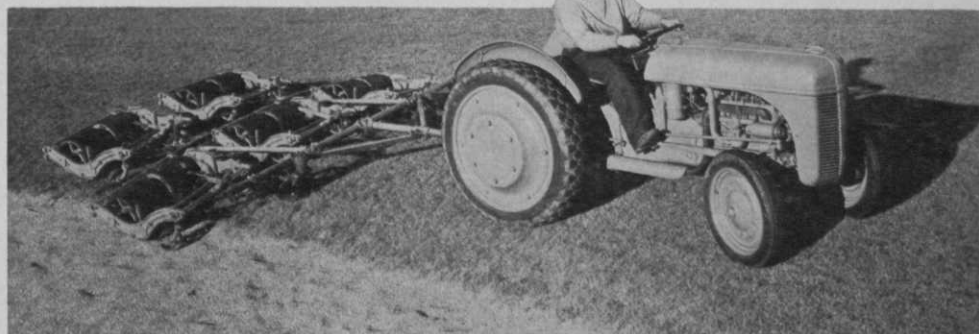
• Write for this new catalog showing Hardie Sprayers in many sizes and models for spraying greens, trees, shrubs, applying liquid fertilizer and other uses. The line includes specialized models for use with golf and fairway tractors. The Hardie Mfg. Company, Hudson, Mich., Portland, Ore., Los Angeles, Calif., New York City.

HARDIE
DEPENDABLE
SPRAYERS

THE GANG MOWER THAT

Out-performs THEM ALL

QUALITY • DESIGN • SPEED • THRIFT
DURABILITY • SERVICE • HEALTHY TURF



ROSEMAN *Challenger* MOWERS

CHECK this list against your present gang mower!

YES NO

1. Do you mow your rough with a 5 gang mower requiring but 1/5th the labor, gas, oil and expense of a sickle bar mower?
2. Can you mow your rough with your present fairway gang without jumping, skipping or sliding when the going gets tough?
3. Can you mow in early morning, on wet grass, and on sandy ground without skidding or leaving wheel marks in the turf?
4. Can you convert your fairway mower into a rough mower, and vice versa, in 15 seconds?
5. Can you mow your mound work and bunkers without scalping?
6. Can you let two-thirds of the end unit on your mower hang over the edges of traps, when mowing, without gouging — thereby eliminating costly hand trimming?
7. Have you eliminated the expense of operating and maintaining much specialized equipment?
8. Are your mowers designed and built to run at HIGH SPEED?
9. Do your mowers improve your turf—or do they just cut grass?
10. Will your present mower give efficient service when 18 to 20 years old?

If your answers to the above are 100% in the affirmative you are one of the many satisfied owners of the new 30" Roseman Challenger Gang Mowers. If your "yes" percentage is not 100% you should investigate the many exclusive advantages of—

Write for full details—today

ROSEMAN TRACTOR MOWER CO.
CRAWFORD, CENTRAL & RIDGE ROAD
EVANSTON, ILL.

Manufacturers of
ROSEMAN MOWERS SINCE 1915

ROSEMAN MOWERS

PAUL RUNYAN

CLUBS

BY

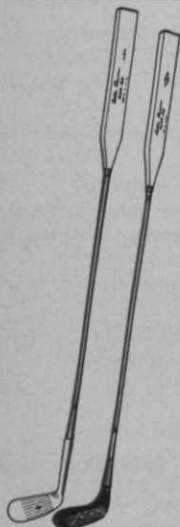
BRISTOL

—Sure Bet for a Big, Broad Grin of Pleasure!

**BRISTOL-BUILT
PADDLE-GRIP PUTTER
AND APPROACH IRON**

Exclusive with Bristol—Paul Runyan's amazing new grip automatically forces the correct "hinge" action so vital for accuracy on and near the green.

These clubs are a sure-fire inducement to buy complete sets of Paul Runyan woods and irons—and you can prove it in your own shop!



ALREADY Pros by the dozen are wearing a big, broad grin of pleasure! They're the ones who stock and are selling the new 1941 Bristol-Built Paul Runyan Clubs—Paul Runyan stamped clubs are *distributed only through Pros.*

Just give your members a chance to handle the exclusive new Paddle-Grip Putter and Approach Iron. Watch 'em take a new interest in the game—and in your shop! And that means steady, increased sales of the full line of Bristol-Built Paul Runyan woods and irons!

Write today for full details and prices on the grandest line of Paul Runyan clubs ever offered.

BRISTOL-BUILT**CLUBS**

MADE IN BRISTOL, CONNECTICUT, BY THE HORTON MANUFACTURING COMPANY

Amateurs, Beware!

Golf solons, at annual meeting, clarify amateur code and warn simon-pures to obey the spirit of amateurism, or take the consequences

AT the 47th annual meeting of the USGA, held Jan. 11, the Executive Committee reported 1940 was a satisfactory year both for golf and the affairs of the association, with few new trends of importance.

Highlight of the meeting was the announcement that regulations pertaining to amateur eligibility have been extensively revised, after careful, long study by the USGA. The spirit of the old simon-pure code is retained, but there are added clarifications.

Amateur standing has always been lost for accepting compensation for instructing the game. The USGA now outlines specific taboos, including either oral or written instruction, demonstrations or pictures, whether to groups or individuals. Exempt are full-time faculty members of recognized institutions of learning who devote only a minor part of their duties to golf instruction, and limit their instruction to the institution's students.

Okay Nominal Prizes Only

Henceforth, amateur tourney prizes of unusual money value or capable of being readily turned into cash are to be frowned on, as are merchandise certificates which do not limit the purpose to which the orders may be put. Especially reprehens-

sible, in the eyes of the USGA, is the practice followed by some winners of collecting certificates during a season and cashing them in a bunch for wearing apparel, etc., instead of using them for golf equipment or other specified articles.

The code was somewhat relaxed in one respect—hereafter players wishing to regain their amateur standing will need to go through a probationary period of only two years instead of three, as heretofore, before making application to the USGA.

Gain in Income

The USGA's four championships had large entry lists and excellent galleries, with the result that net tournament income for the year was \$28,700 as against \$22,400 in 1939, a gain of better than \$6,000. Income from broadcasting rights at the championships was \$7,500 as against \$5,000 the year before, thus adding \$2,500 more to the income side of the ledger. Dues (\$24,000) and miscellaneous income (\$1,100) were not greatly different in the two years, so that the total income of the USGA was \$61,136.55 in 1940 as against \$52,479.96 in 1939.

On the expense side, the association spent \$26,000 for administrative and general expenses (\$2,700 more than in 1939), \$27,000 for the Green Section (\$2,500 up

Minnesota Greenkeepers Assn. held a merry winter carnival at the Country Club, Minneapolis, Jan. 17. Joe Rush, pres. of the organization, Art Jensen, v-p., Stan Graves, sec., and Victor Larson, treas., headed the gala assembly of greenkeepers and their wives, club officials and other friends who defied the wintry blasts of the north countree in holding the annual midwinter party.

from 1939), and donated an ambulance to the Royal and Ancient GC of St. Andrews, Scotland, which cost \$1,350. The golf ball testing machine, on which the USGA spent \$5,000 in 1939, required an additional \$1,800 for its completion this year. Research work on golf balls and clubs amounted to \$1,500, an item not included in the 1939 statement. Total expenses amounted to \$58,879.91.

Net result of the year's operations was to add \$2,256.64 to the USGA's surplus, to bring it to \$84,500.80.

Election of officers was a routine matter; all 1940 incumbents were returned to office for another term, with Harold W. Pierce (The Country Club, Brookline, Mass.) retained as president. Personnel of the Executive Committee will be the same for 1941 as in 1940.

Interesting excerpts from the various committee reports follow:

Rules of Golf—" . . . golfers generally have taken more interest in the Rules than hitherto . . . during year committee issued 180 formal decisions and opinions and many informal ones . . . 32,000 copies of Rules booklet disposed of . . . committee has decided not to attempt any revision of the Rules until it is possible to consult with the R&A, in the interest of uniformity of play here and abroad."

Championship—" . . . regret war conditions which caused cancellation of Curtis and Walker Cup matches . . . 4,680 players (59 more than in 1939) entered USGA's four championships . . . Public Links had entry of 2,601, largest field in history . . . admission receipts for Open largest since 1930 . . . limiting Amateur field to 150 (instead of 170 as in 1939) permitted whole field to play both rounds of qualifying competition, proved popular and will be continued . . . effective in 1941, all former Open champions will be exempt from qualifying rounds (as is true of Amateur and Public Links), and for 1942 the exemptions for performance in the 1941 event will be reduced to the low 25

and ties (low 30 heretofore) . . . 1941 championship dates: Open, June 5-7, Colonial Club, Ft. Worth, Tex.; Amateur, Aug. 25-30, Omaha (Nebr.) Field Club; Public Links, July 14-19, Indian Canyon GCse, Spokane, Wash.; Women's, Sept. 8-13, The CC, Brookline, Mass.; Intercollegiate, June 23-28, Ohio State Univ. GC, Columbus, Ohio."

Implements and Ball—" . . . manufacturing specifications on scoring or ribbing of iron clubs evolved to become effective Jan. 1, 1942 . . . ball testing machine, built for USGA by Research Foundation of Armour Institute of Technology, has been used to test performance of many dozens of golf balls; results are being carefully compiled and studied, but no report planned for a time . . . eighteen clubs of various types and design submitted to committee during year rejected for non-conformity with traditional design."

Amateur Status and Conduct—" . . . fifty-seven golfers applied for reinstatement to amateur standing during year, of which 16 were denied and 41 accepted."

Membership—" . . . number of member clubs same in 1940 as a year ago, 816 . . . quality of membership has been improved by shortening period for which club may be in arrears for dues . . . in 1940, issued booklet describing USGA's functions and aims and distributed 9,000 copies to clubs (member and non-member), the press, PGA and GSA members, district golf bodies, etc. . . . sent questionnaire to 3,250 non-member clubs asking why those clubs did not belong to USGA."

Sectional Affairs—" . . . increased committee to 51 members; no section of the U.S. is without representation . . . now cooperating with Amateur Status committee in investigating matters involving amateur standing . . . during year, each member sent questionnaire to various associations and member clubs in his district, asking opinions on a uniform system of handicapping for entire country; from data collected, no definite recommendations arrived at, but material collected has been turned over to USGA committee on handicapping for attention."

International Relations—" . . . continuance of war has suspended usual activities of this committee . . . fully equipped ambulance given R&A Golf Club of St.

(Continued on page 57)



Locust Hill's attractive clubhouse is a winter mecca for its members

ADULT GAMES are key to Locust Hill's success in pulling winter attendance

By **HERB
GRAFFIS**

THERE is a country club in New York state that has a full membership roster, that has an excellent clubhouse paid for, that makes a sound financial showing in a metropolitan district on dues that (with tax) don't exceed \$7.15 a month, that is open the year around, and that has more monthly revenue from December to May than during the summer season.

It listens impossible, but such is the condition of the Locust Hill CC, Rochester, N. Y.

Locust Hill is something to study. The golf club operating and management picture is changing. That's natural, inasmuch as the golf club is of a nature to be quickly and strongly affected by changing social and economic factors. The golf ball changed from feather, to gutta, to the Haskell general type of construction. Clubs have changed greatly in design and construction. Course design and maintenance methods have changed. It isn't logical to act as though the nature of golf club operating policies and methods were immune to change.

Locust Hill was built in 1925. It is not the most "exclusive" club in its district, but it gets the largest attendance. With its sound financial position, its year-a-

round entertainment program, and its emphasis on big value for the members' recreation dollar, Locust Hill can be—and is—very choosy about membership qualifications.

Its present membership is about 285, representing a class that has a highly desirable combination of lively good fellowship and good credit rating.

An "inside" on the development of the Locust Hill winter program is given by Dr. Theo. C. Blatau, president of the or-



**THEO C.
BLTAU**

ganization. The Locust Hill year-around program solved for that club the winter resignation problem that puts many clubs

behind the 8-ball at the start of each outdoor season.

"Our year-around schedule at Locust Hill," says Dr. Blutau, "started a few years back when some of us restless dubs, hating to see the end of the summer season and the closing of the club, petitioned the board of governors to keep the club open for winter activities. We were given a flat 'no'. Reason: 'Expense—heat, light, janitor service, watchman, snow removal, barkeep, etc.'"

"Undaunted we proposed to underwrite the expense personally as far as we could go. . . . We did. And we stayed open from election day in November until the regular season started. We paid all expenses, returned the amount advanced by the underwriters and turned \$770 over to the club treasurer!

"We've never been closed since and our profit now is more than double per month the amount we turned back for the whole year then.

Provide Many Attractions

"Our first move was to modernize our bar, give the grill room a cozy atmosphere, and put in good grade wines and whiskey. We kept our bar prices below those of the downtown hotels and night clubs and our members were attracted to the club nightly. They were certain to find a familiar, congenial crowd there.

"Realizing that sensible people cannot entertain themselves entirely with bibulous occupation, a committee was formed to procure adult games and to provide other forms of sport.

"A trip to Abercrombie and Fitch produced an indoor English lawn bowling game with weighted bowls that roll beautifully on our lounge room rug. Young and old alike are seen kneeling and coaxing the bowls to better performance with many an order for refreshments hanging on the outcome.

"A shuffleboard court was painted on the concrete floor of our pro-shop to which many an inseparable foursome from the more balmy months carried their grudge fights each Saturday afternoon throughout the winter.

"A game room was built on the second floor. The proceeds came from one of the two stag parties held each winter. Three hundred men attend these affairs and plenty of entertainment is provided. Two pool tables, one billiard table, a ping-pong table and poker tables were installed in the room. A two-way speaker system was connected between this room and the bar.

"The best attraction of all is a full size badminton court constructed in the men's locker-room. Lockers are removed and stored in the attic December 1st and from then until April 1st the court is so busy that starting times must be reserved. Other games dot the grill room and more are being sought all the while. Adults are children grown large and they all love games.

"The Entertainment Committee then stepped in to finish the job. Dinner dances are planned for every other Saturday night with a new chairman for each dance (usually man and wife). The dances are cheap enough to attract the members and the profit comes from the money spent in the grill room. Keeping the club open in the winter also allows plans for a New Year's Eve party, Christmas party, Easter, Halloween and other holiday dances. The children are entertained at a gigantic Christmas party and two junior dances for 'teen age are scheduled, one being held during the winter.

"The Ladies Association serves Sunday night suppers on the alternate weeks when no Saturday night dance is scheduled. A novelty act or stunt is staged for entertainment and each chairwoman strives to beat the performance of preceding weeks. These Sunday night parties usually break up by 10:30 or 11 o'clock.

Pot Luck Suppers

"The most popular evening is the weekly Thursday night "Chef's Night". The chef cooks what he pleases and everyone turns out to eat it, 'pot luck'. The chef now has a year around job and the problem of keeping him is easier.

"When the weather is right, sleigh-rides are planned. Hare and hound chases over the hills and through the woods are great fun. These are planned on the spur of the moment. Treasure hunts and scavenger hunts have been favorites in the past.

"We had a bowling league but badminton replaced it.

"We formed a trapshooting league with three of the other local golf clubs. Shoots were ticketed for one Sunday morning per

Minnesota Golf Ass. now requires any club bidding for the State Amateur championship be a member of the USGA. State group members and officials are of the opinion that strong organization is important to golf, and that it is the duty of all private clubs to belong to the USGA.

Reasonably priced Sunday night supper is a popular institution at Locust Hill.



month during the winter. They are well attended. Coffee and doughnuts are furnished by the club gratis. We are also fortunate to have a game preserve adjoining our club property although we do not own it. Many of our members hunt some game during open season. It is not a bit strange that their steps lead to Locust Hill grill for a Tom and Jerry when the snow is deep and the going is tough.

300 Attend Bridge Parties

"The Ladies Association sets aside one day each month throughout the winter for a bridge party. These are well attended, with from 200 to 300 players usually present. The profit from this enterprise goes to buy necessary equipment for the Ladies Lounge or locker rooms and sometimes it helps obtain little luxuries that the club proper does not deem necessary. They also engage women lecturers such as Dorothy Fuldheim and others, and members bring enough guests to swell the ladies' treasury.

"The greatest contributing factor to a successful winter program is to provide games—Games—MORE GAMES."

Locust Hill keeps its members informed on what's going on at the club by a flow of bright announcements, usually mimeographed and inexpensive but cleverly written. The competition among committees responsible for the various events keeps them all on their toes to turn out a crowd.

One of the announcements characteristic of the zip the Locust Hillers put into their stuff, is that of a Southern supper. It was simply mimeographed and signed by the 30 couples comprising the committee.

It read:

"Honey"

Come Sunday, November 10th, we all are goin' to have a real ole Southern cooked suppah. The chahm of De Ole Southland will sure fill all the crannies and nooks of old Locust Hill.

Cain't you just see yo self sitting down to a mess of fried chicken, yams and fritters? It beats all how our mouths do water just to think of it.

And say the music you will heah will soothe your ole savage breast sho nough.

Right off aftah suppah you can just sit down to a game of bridge with three other honies—if you all want to. Lan sakes alive if you play right well could be you might win the cutest dog-gone prize you evah did see.

Why don't you treat yo self to a powerful good time and come out with a whole shebang of friends? You all won't go away mad.

Suppah — yum-yum — 7-9 with music. "Bridge Brawl" — right aftah.

Price 75c (most next to nothin)

Locust Hill members have an annual booklet, "This Is Locust Hill," in which the official and operating personnel, the club activities, and the rules and regulations which the club keeps to a minimum, are set forth. This booklet is primarily intended for new members. Locust Hill believes in continuously selling itself to its present members and issues attractive pamphlets setting forth the attractions of the club.

Superintendents '41 Meeting

Four days of well-planned activity, attendance, augur well for an out —

BY the time this issue of GOLFDOM reaches its readers, the fifteen annual National Turf Conference and Equipment Show of the Greenkeeping Superintendents Assn. will be getting under way in Detroit—the town that played host to the first national greenkeepers convention fourteen years ago. The 1941 convention is being held on four days—Tuesday through Friday, Feb. 4-7. The Book-Cadillac Hotel is conference headquarters.

The convention program will get under way Tuesday morning, February 4, when Mayor Jeffries of Detroit gives the official welcoming address to the assembled greenkeepers. The remainder of the day will be devoted entirely to the exhibits; more exhibit space, incidentally, has been reserved for this convention than for any other show, according to Show Committee Chairman Don Boyd.

The first session of the educational conference will be held Wednesday afternoon, and the first membership meeting is scheduled for that evening. Annual greenkeepers banquet will be held Thursday evening, February 6, at 6:30 p.m. The meeting will be concluded Friday, February 7, with a second membership meeting in the morning (at which time GSA officers for 1941 will be selected), and the final educational session will be held that afternoon.

Shave Is Chairman

Convention general chairman is the veteran Herb Shave, supt. at Oakland Hills (Detroit) CC. Other committee chairman and their assistants are: Educational committee—Herb Shave, chairman; Bruce Matthews, Ben Bertrand and Hiram Godwin. Welcoming committee—Clarence Wolfrom, chairman; Ward Cornwell, Roy Jones and Jim Provan. Banquet and General Entertainment—Dave Kennedy and Reuben Scott. Official host for this 15th annual conference is the Michigan-Border Cities Golf Supts. Assn. Clarence Wolfrom is president of this group.

Toastmaster at the annual banquet will be Harvey G. Campbell, vice-president of

the Detroit Board of Trade. Those at the speakers table will include Edgar A. Guest; Edward L. Warner and J. Standish of the Detroit District GA; William G. Burton, chairman, Detroit Green Section committee; Mayor Jeffries and Herb Graffis, editor of GOLFDOM.

The complete educational program for the convention follows:

WEDNESDAY, FEB. 5

2:00 P.M.

"Weed Control in Fairways and Rough," (Illustrated), by Fred V. Grau, agronomist, Penn State College, and H. C. Purdy, supt., Toronto, (Ont.) CC.

3:00 P.M.

Henry G. Weaver, director of consumer research, General Motors. Will select own subject.

3:30 P.M.

"Public Golf," by H. L. Bancroft, supt. city parks, Lansing, Mich., and Reuben Scott, supt. Detroit Municipal golf courses.

4:30 P.M.

"Landscaping the Golf Course," by Bruce Matthews, supt. Green Ridge CC, Grand Rapids, Mich.; Cleveland P. Grant, nationally known wild life lecturer and photographer. Motion pictures in natural colors.

THURSDAY, FEB. 6

2:00 P.M.

W. J. Cameron, Director of Public Relations, Ford Motor Co. Cameron will select own subject.

2:30 P.M.

"Insect Pests and Their Control," by Prof. Ray Hutson, Michigan State College.

3:30 P.M.

"Soil Germs, Their Role in Compost and Special Fertilizers," by Prof. M. L. Turk, Michigan State College.