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is selected, tested and triple cleaned right in our own plant. It's the economical seed for championship turf. We sell direct to you.

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(1) Fertilizes (2) TopDresses (3) Seeds

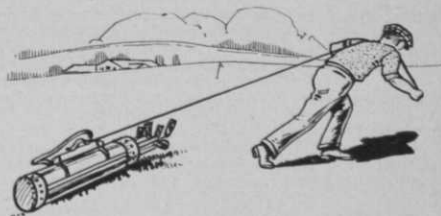
It's the *only* spreader with the patented Lock Feed Set, Finger Touch Control and Triple Agitation that provides a brand new standard of spreading accuracy. Handles all brands of commercial fertilizer—with no burn at start or finish lines. Fast precision distribution of fertilizer, top dressing or seed even in the hands of the most inexperienced workman. Quality heavy duty construction throughout.

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Over 500 golf courses have improved their greens with better top dressing prepared with a Royer Compost Mixer and Shredder.

Shovel tough, hard, knotty sod, humus, manure or sewage sludge into the hopper and out comes fine, velvety particles. Sticks, stones and trash are removed. Material is discharged into trucks or wheelbarrows or on to piles.

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It's going to be a "birdie" year for golf—be ready for members and patrons with rich, easier-to-keep greens. Get the facts on the Royer today—12 models from \$250.00 up.

Model "H"



ROYER FOUNDRY & MACHINE CO.  
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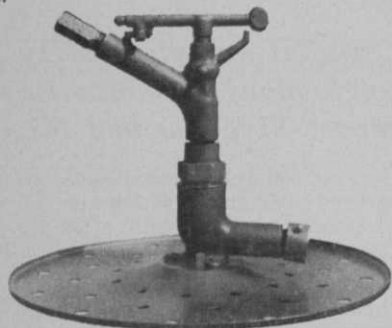
# A Message to all Greenkeepers

Your sprinkler troubles are over. No longer will you spend hours each day "fixing" or "adjusting" your sprinklers to keep them going around.

That is true if you buy the latest Perfection with the new, simplified, guaranteed, positive non-clog, non-stop, slow turning drive.

Experts agree that this new driving mechanism is the most simple, rugged, fool-proof, understandable and practical ever devised and you will agree, too, that it is the answer to sprinkler perfection.

The new Hot Galvanize Dipped Disc Bases are far better than any others, the prices are lower by actual comparison and every sprinkler is guaranteed for even distribution, greatest coverage and perfect performance.

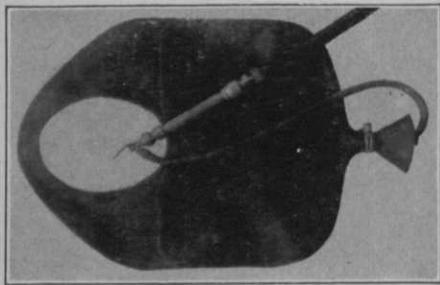


Tell your dealer you want to try a new Perfection first or write direct for 10 days free trial.

Don't let any salesman tell you that he has the best unless he has these new Perfections.

When asking for trial state the water pressure it is to operate on, at the sprinkler, or send for folder with full particulars first.

AND! DON'T FORGET THE POPULAR



FULLY-GUARANTEED  
ONE-MAN PROPORTIONER

Said one Greenkeeper at the recent Show at the Greenkeepers' Convention in Detroit, pointing at a Proportioner on display, "that thing is worth its weight in Gold". And that was only one of many flattering reports from users.

You cannot afford to be without this most excellent convenience that will actually save, in time alone, several times its cost in a single season.

Save your Greens the easy way from Brown Patch, Worms, Grubs, Weeds, etc., or apply soluble fertilizer.

Manufactured and fully guaranteed by

**PERFECTION SPRINKLER CO.**

PLYMOUTH, MICH., U. S. A.

## G. S. A. HIGH LIGHTS

by Ryan show that better than \$500,000 is being spent yearly by the Bureau of Plant Industry and Department of Agriculture for the improvement of cultural methods for the tobacco crop, with less than \$4,000 being allotted for turf research. There is also a lot of money expended for tobacco insect research under other federal divisions and numerous state experimental tobacco funds. Records do not show any funds earmarked for turf research other than the study of pasture grasses that have no connection with strains used for golf courses, cemeteries, parks, playgrounds and highway erosion projects.

With better than \$200,000,000 being spent annually on fine turf development the greenkeepers feel that an alliance of the recreational, park and golf groups is advisable. Ryan's report indicated that turf problems also confront airport officials who are seeking desirable information on grass for runways. He stated that

## HOW TO IMPROVE GREENS and FAIRWAYS

Use Spike Disc before reseed-ing, fertilizing and top dress-ing. Its knife-like blades cut unnoticeable slots to the root areas. By light sprinkling the seed and fertilizer are settled into the slots and not washed away by flooding rains or high winds. Inquire of your dealer or send for leaflet.



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Also Dunham Water-Weight  
Lawn Rollers

Knife-like blades cut neat slots to root areas.

### SPIKE DISC

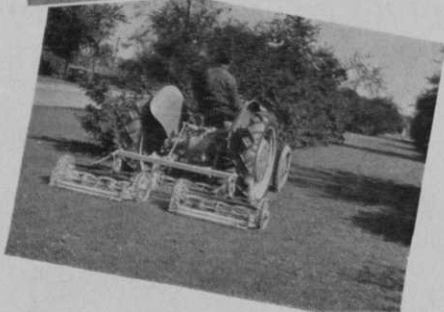
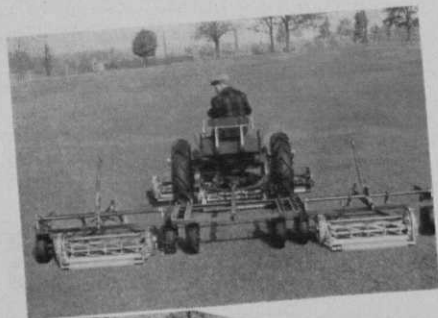


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Model No. 32  
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These special frame combinations are designed for use with various makes of low-cost lightweight tractors. They can be furnished in sizes to carry three, five or seven cutting units, depending on the make of tractor with which the mower is to be used.

Ideal Bulldog Mowers provide economies second to none in the fairway mower field. Up-keep costs are reduced to a minimum. Write for full details on the special frame combination today—ask also about the standard Ideal pull-type gang mowers. There is no obligation.

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..... when they  
first show their heads

Don't wait for weeds to get started in sand traps and on fairways! Get in a supply of Dolge Weed Killer now—and be ready to nip the weed invasion in the bud.

Poison ivy, nettles, thistles, burdock, milkweed,—all such rank growths give up the ghost for good when Dolge Weed Killer goes into action.

**Order Now — Be Ready!**

Get in an adequate supply of Dolge Weed Killer, and keep ahead of weeds.

## WORMCASTS AND BROWN PATCH AHEAD!

Diworma brings worms to the surface, where they die dead as doornails. None left in the ground to attract ants. And at the same time, Diworma prevents brown patch—and controls it after it once gets a start. Don't let it start—keep your fairways free. And banish worms from your greens effectively and economically.

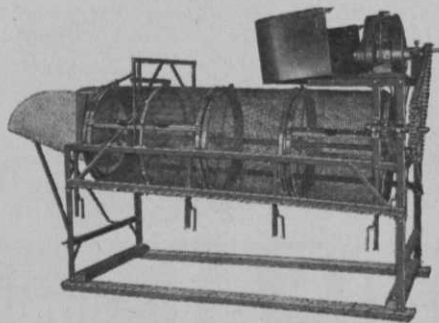
**THE C. B. DOLGE COMPANY**  
Westport, Connecticut

## G. S. A. HIGH LIGHTS

the war in Europe has proved the vulnerability of concrete runway and that Germany is using turf, deciding that it offers a better landing surface and less of a target from the sky. He exhibited figures showing that 10,000 miles of highway erosion turf projects are involved, along with 1,000 square miles of golf courses and better than twice that area in parks, playgrounds and cemeteries.

By official decree the GSA also went on record as protesting to the USGA about classification of full time greenkeepers as golf professionals and barring them from amateur competition. They pointed to the recent decision of the ruling body of golf that permits school and college coaches and faculty members to teach golf and still retain their amateur standing as being parallel to their own case. The greenkeepers feel that they are the victims of an unfair classification, and Norman Johnson, Supt., Medinah CC (Chicago district), was appointed as chairman

## Converse Rotary SOIL SCREENS QUICKER - MORE UNIFORM TOPSOIL and COMPOST



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DESIGNED FOR ALL-PURPOSE MOWING. Roseman mowers are designed to mow your course in a manner, and at a cost, that no other mower can equal. The ability of the exclusive design of the new improved Roseman Roller-Mower to mow both roughs and fairways, as well as the tops of bunkers, lips of traps, tees, and aprons of greens—thereby eliminating most hand labor and specialized equipment—is revolutionizing golf course maintenance.

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In short, the Roseman Roller-Mower is designed and built to mow your course **AT THE LEAST POSSIBLE COST**—it will do just that.

*Proof of Roseman ability to cut your costs: to those persons interested in truly reducing their operating costs, orders for Roseman Mowers will be accepted on the sole condition that the new Roseman will definitely prove its superiority, will reduce your present costs, and will outperform all others.*

Write for full details

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Manufacturing since 1915



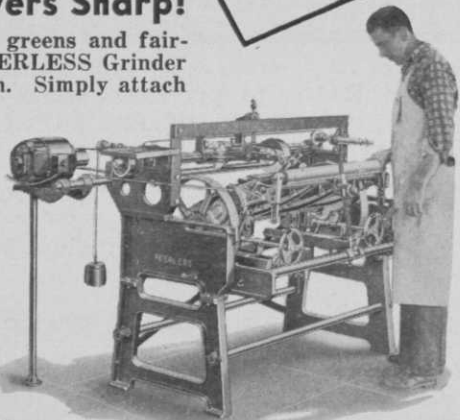
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MODEL H  
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**Better Built**—Positive Action—Wind does not affect rotary motion. Scientifically designed and built of finest materials for longer, trouble-free service. Fully guaranteed. Parts available, if they eventually become worn.

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## G. S. A. HIGH LIGHTS

of a committee to negotiate with the USGA concerning this difference of opinion.

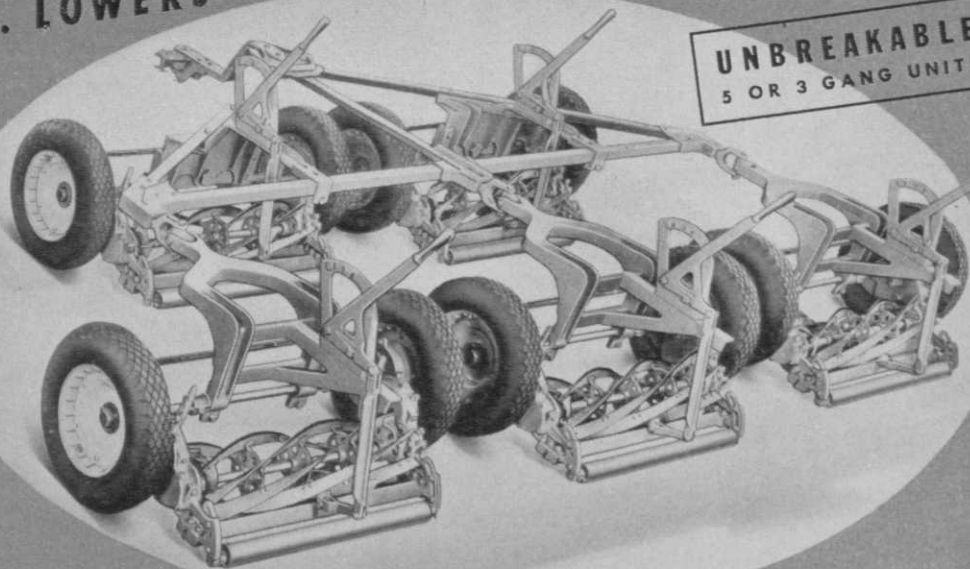
Informal discussions among scattered golf supts. from all sections of the land show that the selective draft service act and recruiting of able bodied men by essential industries, is going to seriously effect established maintenance programs. An increase in the use of motorized units was evinced by purchases from the exhibit floor and a concensus of opinion from leading superintendents indicated a tendency to reduce the maintenance of sand traps.

National publicity given the GSA convention as the result of the able efforts of Charles Burns, head of its publicity bureau, again showed other golf departmental organizations how to do a good job of acquainting the public with business problems of golf and the men who are solving them.

**DON'T MISS PAGE 63**

# Scores Best Both Ways

1. LOWERS COSTS 2. IMPROVES FAIRWAYS



UNBREAKABLE  
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## NEW **F & N** FAIRWAY MOWER

● *It scores best* because it's engineered and built so well. Has many patented features to bring your mowing costs down to a minimum. All the result of more than 50 years' experience in building precision grass-cutting equipment.

It scores best because it does such a fine job. Wins praise for you from all who play your course—praise for fairways so beautifully cut. From every standpoint, here is a champion—on the fairways of golf courses from coast to coast—a really dependable performer. You can rely upon it year after year . . . Many improved and patented features make the new F & N fairway

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To keep old or inadequate equipment on the job, it costs you money for labor and repairs. Decide now to apply that money on the purchase of this new and modern equipment—and save money . . . Available with or without pneumatic tires. Mail coupon for information, prices.

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# Is the Golf Picture Due for a "RETAKE"

What the 'new order' in club operation will be, is not definitely known, but it's certain to include more emphasis on better golf business management

By **HERB GRAFFIS**

"IN another ten years the jobs of golf pros, greenkeepers and managers, as we see those jobs now, may cease to exist except at clubs in the smaller towns.

"In another 15 years the metropolitan district golf club in the form we now see it may become virtually extinct."

Those startling statements were made by one of the nation's most widely known golf authorities. His official position is such that for reasons of discretion he prefers to be anonymous in connection with remarks that warn of a drastic change in the plan of private golf club operation.

Private club officials who are steering their own businesses through revolutionary changes also have expressed the opinion that the operations of private clubs are heading for a general overhauling.

What the new deal, or the new order, in private golf club operation will be, none feel sure enough to forecast. But all qualified officials and department heads of golf clubs who have given thought to the matter agree that the complexity of the private golf club membership, financial and operating problems are such that they

demand the full-time attention of a competent specialist.

And of such men there are but very, very few in the field at present.

It is interesting to this writer to hear, in getting around among golf club officials, the constant popping up of this problem of management. It's particularly interesting because some years ago there was a period of talk in golf about the general-manager idea, so the current discussion about unified management is nothing new. But now it's stronger than it ever was before for the simple reason that changes in the entire national living plan are occurring rapidly.

The success of the general manager plan as adopted at numerous of the larger clubs has been completely dependent on the man, rather than on the plan.

Some general manager experiments have been flops. The man chosen was lacking in executive ability, strength, diplomacy, or knowledge of other departmental operations, or in the authority granted him.

Some general manager experiments, too, have been costly to the clubs that made

them. They resulted in departmental jealousies at the club and there was hell and money to pay all around.

There are clubs at which general management has been installed unofficially due to the intelligent and harmonious relations between department heads. Among clubs where this writer has seen such management in operation to the mutual advantage of department heads and club members, the Philadelphia Country Club and Oakland Hills in the Detroit district stand out as two particularly noteworthy examples of the fortunate clubs at which such condition prevails.

There are general managers appointed who are making conspicuous successes of their jobs, although initial period of general management was not smooth. These men have been club managers, pros or greenkeepers prior to their appointment as general managers. Their appointments have served to demonstrate one thing, that the general management opportunity is open to qualified candidates from each departmental field.

And in at least one especially successful case the general manager who has taken a prominent Eastern club through a perilous situation and put it on a strong, smart operating basis, is a man with only sketchy previous experience in any phase of club management. The job he's done often is cited as Exhibit A for the general manager plan.

#### GM Idea Here to Stay

Few can wave aside the general management idea as a temporary hunch. The increasing bewilderment of the private clubs confronted with changing conditions among their class of members plainly seems to call for the expert services of men whose business is golf club management of an all-embracing scope.

At this point another widely-travelled and knowing golf authority may be quoted. He says:

"The PGA, the GSA, and the CMAA, representing at least important groups of pros, greenkeepers and managers, are asleep with the boat that carries them all headed toward the rocks.

"There should be a national organization concerned with the general business management of golf. In such an organization the greenkeepers', managers' and pros' associations should be represented, and the purpose of the organization should be the study and coordination of departmental activities for the more efficient conduct and progress of the clubs.

"Each association at present is doing a good job in its limited way. Each organization sincerely desires to serve the clubs while advancing member interests.

#### Co-ordination Needed

"But what good is it if the PGA helps its members to do better jobs of selling supplies and lessons, if the GSA develops its members into better maintenance of courses for less money, and the CMAA elevates the standard of clubhouse service, if the clubs as a whole are losing out?

"Among the pros, managers and greenkeepers it's now the old story of 'united we stand; divided we fall'.

"Club officials and members see and hear department heads at their jobs knocking each other, generally because of ignorance—not jealousy or fear of their jobs—and these people who are paying the bills condemn the whole lot of department heads as deficient in those business and personal qualities that produce the co-operation the club desperately needs.

"It's time that these major associations in the business phases of golf snap into it, realize and act upon their mutual responsibilities. Otherwise, the bigger jobs and greater incomes resulting from the inevitable growth of golf, will go to but a few of the department heads who are in the picture at present."

The criticism is blunt. It may be that the situation is viewed too darkly. But, in discussing this suggestion of active coordination of the three national golf business departmental organizations with golf club officials in six representative cities recently, I've heard only the hope that the associations would apply themselves collectively to the many problems of the private golf clubs' apparently impending change of life.

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#### PRESIDENTS

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