



THE
BIG NAME
IN LAWN MOWERS
AFTER THE WAR
WILL STILL BE . . .

JACOBSEN

Jacobsen has always built lawn mowers of outstanding quality, and this in-built quality is being demonstrated today as never before. Many of them, 20 years old, are still carrying on—doing a good job during these days when new mowers cannot be had. Meanwhile, Jacobsen 2-cycle engines in war work are proving again the excellence of Jacobsen engineering skill.

When we can again turn our efforts to peacetime production, you will be able to get the Jacobsen Hand and Power Lawn Mowers for which you have been waiting. You will want Jacobsen Mowers because the war has proved their ability to give better service for more years.

There's a Jacobsen for every size and type of lawn.

Keep on buying
WAR BONDS



Cooper's "CHAMPION"

BUILT TO LAST FOR
THE DURATION

Soundly engineered — simple sturdy construction — precision-built — no dead weight — easy to operate — unusually long life — a thoroughbred in action.



COOPER
"CHAMPION"

COOPER MANUFACTURING CO.
MARSHALLTOWN . . . IOWA

SKINNER SYSTEM OF IRRIGATION

... makes your course
independent of RAIN

Now is the time to get information on the Skinner System Planning and Engineering Service and make plans to keep your course fresh and green all summer long. Write for catalog and details of Skinner Service. No obligation.

SKINNER IRRIGATION COMPANY
415 CANAL ST., TROY, OHIO

★
Send for
CATALOG
No Obligation



Ky., is to be a public golf course adjacent to Iroquois Park.

Barrett bill, which provides that New York caddies 14 to 18 years of age may caddy outside of school hours without work permit, does not change minimum ages for caddie work, which is 14 years outside of school hours and during vacations, and 16 years during school days.

A salute to Tom O'Hara of the Denver CC. Tom, originally a New Englander, is in his 50th year as a caddie-master. . . Chick Evans credits Tom with being the first to establish a definite program of caddie instruction. . . Colonial CC, Fort Worth, Tex., has a waiting list that, at 1943 rate of resignations, would require more than three years to take into the club.

Removal of some meat items from the rationing program isn't working out well for many clubs. Butter, cheese and the rationed beef will require more than the points that are left. . . Labor Day bonus, in addition to the Christmas bonus, has been voted by Denver CC directors to be paid to employees. . . Demonstrations of the Navy's swimming instructions are being featured at country club pools.



A SOURCE FOR IMMEDIATE SUPPLY

Davis customers continue to find our ample stocks of materials, supplies and accessories a dependable source for what they need when they need it.

You'll save much time and temper by calling on Davis first. Get our complete catalog . . . no cost . . . nor obligation . . . it's FREE.

GEORGE A. DAVIS, INC.
5440 Northwest Highway
CHICAGO

Woodmere (L. I. N. Y.) GC members have bought \$1,091,000 in War bonds. . . . Elmo Tocci, the club's foremen under pro-gkpr. Jack Pirie, is back via medical discharge after 20 months in Army air forces. . . . Golf Monthly, Edinburg, suggests that a national golf museum open to the public be established at St. Andrews as Royal and Ancient exhibit visits are restricted to members and their guests.

Ted Ray's estate was £25,671. . . . He left his British and U. S. Open medals to the Jersey museum. . . . Vardon's estate was £11,000. . . . British PGA for the third successive year shows a deficit. . . . Of 1,540 members the British pros have 470 in the armed forces and 265 in police, home guard and other civil defense forces.

Cpl. Andy High, former pro, is teaching golf at White Lakes CC near Topeka, Kan., to Army pals of his which gives him a long day. . . . Trevor Wignall, noted British sports-writer, who has covered many tournaments and other sports events on this side, writes that he is having many reunions with American sports figures now in the U. S. Army in England. . . . Trevor says softball as played by American soldiers has caught on so the English kids now are going strong for it.

Royal Canadian GC at its recent annual meeting decided "so long as war conditions continue" the Canadian annual golf championships will not be revived. . . . Dr. A. W. Matthews of Edmonton was elected pres. of the RCGA. . . . Sports Trader & Exporter, London, Eng., say "only one part of the golf trade is showing any life and it is bringing dealers quite a nice turnover." The bright spot is in collecting and selling used and reconditioned balls.

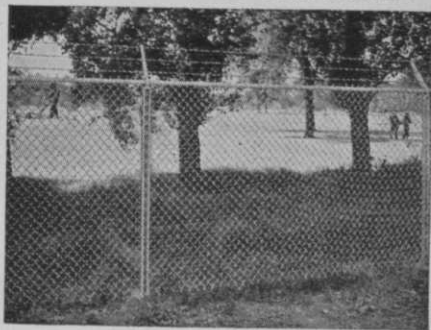
Neosho (Mo.) conducts a tournament for Camp Crowder soldiers. . . . Harvey Breaux, Pan American pilot, late flying the run from Balboa, joined his partner, Russell DeCarteret, at Miami (Fla.) CC on the sixth tee. The team won the annual four-ball event. . . . Reading, Pa., has started an industrial golf league. . . . Lawrence Mattei has bought the Kingsboro GC, Gloversville, N. Y.

Roney-Plaza hotel interests headed by J. Myer Schine, Gloversville, N. Y., have bought the Boca Raton (Fla.) club which has two great golf courses. . . . Pvt. Donald Gardner former Chicago district and Missouri pro, is now learning the hole out with field artillery weapons.

PAGE FENCE

-Since 1883

• AMERICA'S FIRST WIRE FENCE •



Pattern for Tomorrow

● Do your plans for the future include protection against trespassing and vandalism—for security of beauty and privacy? Safeguarding property is the major function of long-lasting Page Chain Link Fence. Skilled service in erecting and repairing are the functions of responsible, local Page Fence firms. Write for FENCE FACTS and we will send name of Association member near you. PAGE FENCE ASSOCIATION, Headquarters: Monessen, Penna.

A PRODUCT OF PAGE STEEL & WIRE DIVISION
AMERICAN CHAIN & CABLE CO., INC., BRIDGEPORT, CONN.

TIMELY TURF TIPS

Right now clubs should forget fairway fertilization. Milorganite fed courses will not fare too badly without being fertilized for a year or two. After the war, or when fertilizer is more plentiful, fairways can be restored quickly—with Milorganite alone—or by using Milarsenite first to curb weeds and clover.

Greens and tees should not be neglected. They should get enough fertilizer to ward off disease and maintain dense turf. Some Milorganite will be available for this purpose, but if you can't get all you need, please remember that MILORGANITE, too, has gone to war . . . for increasing food production and for building turf on airfields.

THE SEWERAGE COMMISSION


Dept. B-34

Milwaukee, Wis.

MILORGANITE for BETTER TURF



First in the Dominion of Canada



In Canada's prewar years from 1935 on, every major golfing tournament was won by a player using True Temper Shafted Clubs. Included in this list was the Canadian National Open, and Sectional and Provincial Tournaments throughout the Dominion. Today, True Temper Golf Shaft facilities are devoted 100% to air corps and tank corps requirements. When golf equipment can again be manufactured True Temper's shafts will be available on the finest clubs of the finest makers. The American Fork & Hoe Company, Cleveland 15, Ohio.

TRUE TEMPER

STEP DOWN

*Golf Shaft of Champions
the world around*

TRUE TEMPER FIRSTS

- First in Power
- First in Durability
- First in Beauty
- First in Balance
- First in Tournament Victories

Produced only by the Makers of True Temper Products, Cleveland, Ohio

Able Green-Chairmen Are Club keystones

By "OLD SOD"

IN THE YEARS I have been in charge of the grounds at my club, which is one of the better known ones in the east, more than a quarter million dollars have been spent for maintenance. I think the waste has been at the minimum. Possibly ten per cent of that money has been thrown away on work that later had to be corrected, but even some of that was spent for experiments which, if they had been successful, would have saved money for the club, so I think of that loss as a necessary risk of the business.

Without trying to evade responsibility for my own mistakes I am sure that at least 75% of the preventable waste has been the result of action taken at the insistence of my chairmen. Despite that I am sure that I have had better green-chairmen than you could have found at 80% of the first class clubs in this country. They all have been very successful businessmen. It wouldn't be wise, and probably not fair, for me to make it possible to identify them. That is the reason I don't want my name or that of my club mentioned in this article.

Their mistakes have been made in the conviction that they were doing something very much for the good of the club. They seldom got any favorable mention for the many hours they spent working for the club for nothing so it wouldn't be justice to show them up for their mistakes. Besides I want to hold my job, and even any suggestion of a paid club employee correcting or criticising an amateur club worker for the club would be a dangerous violation of the formalities.

But, as I review how few mistakes we have made in view of the fads that have swept golf course maintenance I have a great respect for the conservatism of the chairmen I've had. Many chairmen are so eager to make a showing they rush into enterprises that they can forget after they finish their terms, while the greenkeeper

has to stay on reaping the harvest of trouble until he finally loses his job and has a blot on his record for something that he had to do under protest.

At the present time good greenkeepers are hard to get. There are many clubs that need men to replace fellows they have lost to war industries at higher wages and year around employment. But about the only way a good experienced greenkeeper can be secured now is to hire him away from another club at more money, and the greenkeeper as a general rule is not in the habit of changing jobs. From talking to quite a few greenkeepers who are making good in war factory work, getting more money for fewer hours, less worry and simpler and more certain conditions of production and job-holding, I have learned that the only thing that will bring their valuable experience back into golf is their liking for outside work.

Also from these greenkeepers who have been working in war factories, I have learned that the greenkeeper-chairman relationship after the war will have to be different than it often has been. The green-chairman is going to have to know more about his job.

Already the green-chairman has a job requiring more specialized knowledge than any other unpaid club official, and a responsibility that is the foundation of the whole club. If the golf course isn't attractive then the club hasn't much of a chance to succeed. It is asking too much of a businessman who takes on green-chairmanship as a sideline to devote much time to getting even an elementary knowledge of modern turf maintenance methods. Greenkeepers have tried their best to get chairmen to attend greenkeeper educational meetings but seldom have much of a turnout of chairmen.

Consequently, about the best that can be expected in the greenkeeper-green chairman relationship is to have the chairman

confident of the greenkeeper's ability and judgment, to encourage the greenkeeper to speak freely, and to see that the grounds maintenance gets proper consideration in decisions made by the club's board.

But is that really the sound situation for a club that has an investment of from \$500,000 to nearly a million dollars, as many of the better clubs have? Is the sharp limit placed on the greenkeeper's authority in getting needful work done with the unlimited responsibility he has to accept for the conditions of the course?

In my neighborhood are two clubs that were about the same class. One of them had a greenkeeper I think was one of the most competent, hardest working men in the profession. He was an agricultural college man and kept right up with the developments in greenkeeping by spending his own money going to the conventions, meetings and short courses and by reading everything he could having to do with turf culture, landscaping, tree care and machine and business management methods he could apply to his course.

But he had the bad luck to have self-important chairmen who thought that because they shot in the high seventies and were doing very well in their own business, had to show their superiority over the greenkeeper in everything. He wore himself out and became discouraged trying to tell his chairmen what the course needed. He knew what was coming so he moved to an important and well paid job out of golf before the course condition got miserable.

At the other club there was—and is—a greenkeeper who's a good man but who readily admits that his former neighbor knew more about course maintenance and did better on less money. However this other fellow had the good fortune to have two fine men as chairmen during the past six or eight years. They were men who were smart enough to know that they didn't know much about turf management and they'd talk over things thoroughly with the greenkeeper. The greenkeeper is a cautious man and the chairmen would have to draw him out and encourage him to make a decision. But when the decision was reached, they'd carry it through the board and see to it that work was continued.

The course where the better qualified greenkeeper was now requires a major operation of weed eradication and needs to bring its greens back to former condition. That work is going to call for a lot of time and money. The other course has been getting better every year even during the war.

The course where they had bad luck in appointing green chairmen has been able

to keep its membership roster in fairly good shape because it is very conveniently located. But there has been a steady turnover of members and the class of members has steadily deteriorated so that my guess is that about three-quarters of the members are people who are war-rich and who wouldn't have been solicited as members of the club before the war. The other club—the one that has been getting its course in better shape—has a waiting list and it still has class. Regardless of what changes there may be in society as the result of the war you can bet that class will continue to be a strong selling point in club membership.

Figuring the loss the deteriorating club suffered in having to eliminate transfer fees and in reduction of initiation fees during the past five years, it is reasonable to assume that the slump directly resulting from the course getting worse, was around \$60,000. The income situation of the wisely-maintained course in initiation fees, green fees and other items that could be credited to the condition of the course, showed a five-year improvement of around \$40,000.

So in the case of two courses that could be fairly well compared you have a difference of \$100,000 that is accounted for by a difference in green-chairmen.

This way of looking at the importance of getting the right green chairman isn't original with me. It came out one night when my chairman and I were talking things over and got on the subject of how we could work together and handle our respective duties for the best interests of a club which, like other clubs, is composed of members who don't know the first thing about the job of course maintenance.

I told him that greenkeepers were making a lot of progress with the mysteries of grass, disease, insects, fertilizer, weeds and weather but that the chairmen still were as much of a mystery as ever to the majority of greenkeepers. Therefore, I told him, I didn't know what to say to him about selling our story of what the course needed, to the board. We always get along well because we don't try to tell each other what to do; me because I don't want to bother him any more than I have to, and he because he will get all the money he can from the board for doing the job.

He told me that he had got a booklet about what the club official should know concerning the pro job. The pro job, he said, is mainly a personality and selling performance and does not directly involve much of the club's money, inasmuch as the pro generally is paid a moderate guarantee and has to make the rest of his income by lessons and shop sales. So, according to my chairman, it isn't difficult

for a man who has been a club member or official for years to know what pro is or isn't doing a good job for the club.

But, he continued, the greenkeeper is responsible for the spending of from \$8000 to \$18000 of a fairly good club's money for course maintenance a year, and if the course isn't in good shape its bad condition is quickly reflected in a drop in all departments of club revenue.

And, to make the greenkeeper situation still more important, there are very few chairmen who can tell before it's too late whether or not a course maintenance department is operating as it should.

"What golf needs now and will need even more after the war ends" is more education of the green chairmen in what the fundamentals of the greenkeeper's job are, and how the green chairman can best fit in," said my chairman.

That checks with what a former greenkeeper now in a war factory told me last winter. He said, "If the superintendent of our department didn't know any more about his job than my chairman last year knew about his, the government would take a beating in our plant. If I ever get back into golf I am going to try harder to get my chairman interested in knowing something about greenkeeping, even if he is doing his job for nothing."

I am afraid that this article won't do much good in improving the chairman-greenkeeper situation, for the chairmen who are very valuable to their clubs are doing what they can to learn what course maintenance is all about, and the chairmen who know it all, can't be told anything. Their clubs will simply have to wait until these chairmen get tired of their jobs and won't stand for re-appointment.

Chicago Event Aims at 50Gs for Veterans

★ Chicago DGA has set financial par for its Victory National championship at Edgewater GC, June 28 through July 2 at \$50,000, with wounded veterans of World War II being beneficiaries. Pres. Lowell Rutherford of the CDGA and his aides have been hammering at the \$50,000 target so strong that if it isn't reached it won't be missed far.

Distribution of the proceeds is to be made through the American Women's Voluntary Service and Bundles for America. Rutherford says:

"Inasmuch as we plan to use the net proceeds for facilities not provided by the government budgets for recreational facilities for wounded veterans of the armed forces both the AWVS and the Bundles for America who are familiar

with the needs of these men will be of great assistance to the committee. Their work takes them into the hospitals in this area and they know the recreational needs of the returned soldiers."

In 1942 the Chicago District Golf Association, together with the PGA and the USGA, raised \$22,500 which was equally divided between the Navy Relief Society and the United Service Organization. Money raised at last year's Chicago Victory National championships at Beverly is being expended for putting greens for the veterans of Hines and Downey hospitals. This work is now underway through the cooperation of the Midwest Greenkeepers Assn. whose members are devoting their time without charge to the supervision and construction of these putting greens.

Watch Trees' Effect on Drainage System

★ Alex Campbell, Sunnyside CC, Waterloo, Iowa, in telling about the value he's received from short courses in solving the difficulties of wartime course maintenance reminds greenkeepers to look to trees in many instances where they're having drainage trouble.

Campbell says "From the height and spread of a tree you can pretty well determine how its root system is, and in numerous cases you'll find that drainage trouble is caused by roots plugging your tiles." Alex adds his authoritative testimony in support of the opinion of many that short course ideas have benefitted clubs so greatly that expense of short course attendance should be an item of every maintenance budget.

Fruit, Poultry, Eggs, and Pigs Are Club Sidelines

AN OLD ORCHARD acquired when Alderwood CC, Portland, Ore., acquired its property, was put into shape and now yields a yearly crop of pears and apples bringing in from \$250 to \$800 annually. Members get first preference on purchase of the fruit. Fifty more fruit trees were planted this year so members in the future may eat fruit as they play.

Last year the club bought a brooder and 700 day-old Rhode Island Reds. They kept the club supplied with poultry. Mgr. A. H. Craig says the club gets from the pullets it kept as many as 140 eggs daily. This being more than the club can use the remainder is sold to members.

The club also raised a few hogs last year. It now has about 20 adult rabbits among its live stock.



How to Build a Job in Pro Golf



By DON YOUNG

(Concluded from May GOLFDOM)

"The next morning I was waiting for Mr. Conrad when he walked in his office.

"You're early," he greeted me.

"Yes," I told him, "and I'm here to do business. But first I'd like two questions answered. First, just what in the world is wrong with that golf club? Second, I can't understand your tolerant attitude while holding a cinch foreclosure investment considerably below what that layout is worth even for farm land?"

"Son," said Mr. Conrad, "there isn't a thing wrong with that golf club that the right man, who knows his job, couldn't correct. We of course made the mistake of many other clubs during the lush era and over-expanded and over-financed. The depression set us back on our heels and when the going got tough our pro left us. He was a good man but couldn't stand rough going. We hired another one—who proved to be a stinker. You saw the result yesterday with your own eyes.

"As to the mortgage, I realize my obligation as regards the bank's investment. However, this is my town. I expect to die here. And as a citizen and business man, I am aware of my civic duty and obligation toward this town. In this case I find my civic duty foremost. That club in the past has been a fine golf club and a credit to the community. It can be made a finer club than it ever was in the past, not only of high value to the community but a real civic asset, as important in its relation to our community life as schools, churches, and business houses. This town needs that club, needs it more now than ever before. I'm firmly convinced it is worthy of even further investment. All it requires is the right man for the job. Whether you are that man or not, I frankly confess I do not know."

"I handed him the plans I had drawn up. He read them slowly and carefully, then reached for his hat. 'Come along,' he said. 'Let's talk to some of the boys.'"

"We spent two days interviewing and arranging a meeting of every man in town who had ever held a membership in that

club. We insisted that every man bring his wife. Mr. Conrad opened the meeting with a speech.

"Ladies and gentlemen," he said, "I have spent two days of my time arranging for this meeting, the purpose of which, as you know, is to discuss what possibly can be done to save our country club. My bank holds a \$15,000.00 mortgage on that club which falls due next January, and in view of the club's present condition and the public's interest toward it, I can assure you foreclosure will be made unless suitable arrangements are made previous to that date. If foreclosure is made, it will have proved a very profitable investment for my bank.

"However, from a strictly personal viewpoint, I wish to say I am willing to go the limit to prevent that foreclosure, but in doing so I must be firmly convinced that you people want that club and are willing to suffer and sacrifice a little to get it back. You are being given an opportunity tonight to make your decision. If your decision is favorable toward the club, show me 100 signed memberships for next year and you can depend on me to the limit.

"In relation to this proposition, allow me to introduce Mr., a golf professional who I am convinced is the key to the whole situation. I suggest that you listen to what he has to say, discuss deeply and intimately the problems he presents to you, and deliver me your decision two weeks from today. I'm stepping out of the picture at this point. From here on the meeting, and its consequences, are in your hands."

"Well, I got up there and harangued those people like a soapbox statesman, and I must confess I was amazed at the results I got. Those people were sincere in wanting that club. What they lacked was leadership and 'know how' and they seemed to accept me as the man who could furnish those qualities. Before the meeting ended they had dissolved their old Board of Directors consisting of 12

Master Strokes in Styling



That's what you'll say—what your members and guests will say—about every Tourney sport shirt, and every other Tourney garment that appears within eyeshot, or, fortunately for him, embraces the torso of one proud possessor. Masculine as a meerschaum pipe, triumphantly tailored, and offered in a wide range of new fabrics, patterns, and colors, you'll sell every Tourney item that you can get your hands on . . . and you'll sell it for a splendid profit. Consider seriously the post-war possibilities in this grand line.

Tourney Sportswear

REG. U. S. PAT. OFF.

SHIRTS • JACKETS • SWEATERS • HATS

MACGREGOR GOLF, INC.
DAYTON 1, OHIO

STYLED BY
MacGregor
THE GREATEST NAME IN GOLF

men and elected a new Board consisting of three. This was done at my suggestion and explanation that I wanted three sound business men who really wanted to serve as directors and would take an active, every-day interest in the job. One was to handle the finances, the second the golf course and play, and the third the clubhouse and related activities. I went into my suggested program with them thoroughly, which resulted in a scheduling of a meeting two nights later at the City Hall, with representatives of every civic organization in town present.

"The following day I spent two hours with the editor of the daily paper and not only obtained his enthusiastic cooperation but arranged for a strong two-week's publicity campaign at no charge. As a result, everyone present at the City Hall meeting was mentally well-prepared for what would take place. Every minister in town was present as well as committees representing the city council, the school board, the parent-teacher's association, and every civic and luncheon club in town.

"This town, like many others of its size, had a juvenile social problem on its hands—with no apparent solution. I believe I sold 'em back their country club that night on that basis alone. I explained how, although the club was a private one, we proposed to make it a real civic institution, serving directly or indirectly every single person in the community. The meeting closed with the stamp of approval from every church and organization represented. Two weeks later we presented Mr. Conrad with a new membership list of 112 members, and in turn were rewarded with not only a mortgage renewal but an additional \$5,000.00 loan.

"All this time I had been so engrossed in the job that I had given no thought to my personal relation to it, but one night as I lay in bed it suddenly struck me that I had shouldered a tremendous obligation toward that community. I don't mind telling you I was appalled at the thought, but I had gone too far now to turn back.

"There were a few things I insisted on being written into the new by-laws of that club. One was that no child, after entering high school, was to be considered a part of a family membership. Instead, we presented the children of each member with a participating membership at no charge, which was valid until they graduated from college or dropped out of school. This sounds a little crazy, but it enabled us to present like memberships to children of parents financially unable to belong to the club, which under any other circumstances would have sounded like charity. This placed all the youngsters on a common basis, and no participating

membership could be revoked except by a majority vote of the club membership. That made every deserving kid in the community a member of the country club, whether their folks had a nickel or a million dollars.

"Another important point written into the by-laws covered the problem of complaints and suggestions. A padlocked 'complaint box' was made available in the clubhouse and members were not only requested but urged to use it. Complaints and suggestions had to be filed in a sealed envelope with the complainant's name and address on the outside. This box was opened at the general club meeting every two months and action taken thereon by the entire club membership. Unsigned or verbal complaints were completely ignored. No department head employee of the club could be discharged, nor any club official relieved of his office, except by majority vote of the membership, and at least 60 percent of the membership was required to be present before a vote could be taken. We make these general club meetings an excuse for a holiday event every two months and rarely have less than 80 percent of the membership present.

"An additional important by-law was the required meeting every 30 days of the three-man Board and myself. No meeting could be held without all four present, and if any one of the four could not meet on the specified date, an alternate satisfactory date was arranged. No complaints of any kind could be discussed at this meeting, it being necessarily confined to club business and administrative matters.

"One of the first investments we made with a portion of that new \$5,000.00 loan was to remodel the clubhouse and arrange an attractive place for dancing and small parties. As soon as it was ready we opened the clubhouse for dining and dancing three nights a week, gave it strong publicity to the membership, and encouraged the youngsters to come out and let off steam. Within 60 days we had every juke joint operator in those parts howling about business. We installed a heating system and kept the clubhouse open all winter. Both skiing and skating were available on the grounds and the club not only did a whale of a business that winter but showed a nice profit during a season it had normally been closed.

"I knew I was on the spot that first year and had to deliver the goods or I was through in pro golf forever. So I went right through with the program I had laid out to them and didn't miss a lick. The school board formally approved golf as a part of the athletic program and the entire administration of the job, as well as the teaching, was turned over to