

When this famous South African Club was nearly forty years old, in 1928, it was played by a keen golfer, the Duke of Windsor—then Prince of Wales. Subsequently by royal letter the dignity and status of the Club were recognized by permission to use the proud prefix, and the Club became the Royal Johannesburg Golf Club.

The scene of many amateur and open championships, and the location of the 1946 National Golf Championship of the South African Golf Union, the East Course of the Club totals 7176 yards with a Standard Scratch (par) of 74.

Today the Royal Johannesburg Golf Club owns two fine courses and extends over some 400 acres. Worthington Mowing Equipment is found to be highly efficient keeping the courses in the excellent playing condition demanded by Dominion golfers.

For full information about how Worthington Mowers can solve your grass cutting problems—call your nearest distributor, or write direct to Stroudsburg.



WORTHINGTON MOWER COMPANY

STROUDSBURG, PENNSYLVANIA

Division of Jacobsen Manufacturing Company

Established 1914



Golf School Teaches Pro

(Continued from page 34)

him the best of service, (if the item is not in stock, make an attempt to get it), and give him all the value possible in teaching the game.

A married couple, (both pupils of mine), went to Manila for three years. Before they left I contacted Manila, and as soon as they are desirous of playing golf there, all they have to do is to go see the pro friend of mine I introduced them to, and I

am sure they will receive the best of attention.

In the event any of my pupils leave for a golfing vacation, I usually give them an introduction to the pros they would come in contact with, and rest assured should any golfer come in my place with a word from an out-of-town pro, they will be given every service.

Then we have the ladies to think about. My wife, a fine Texan, and a good golfer, greets my feminine clientele with ease. A sound golfing conversationalist, Mrs. Schofield takes care of the wife while I am busy teaching the husband how to 'break 100'.



Ray Gerber

MEMBERS REJOICE AT GOLF ON GRASS, NOT WEEDS

By WALTER E. MAAS, Green Chmn.
and

RAY H. GERBER, Supt.
Glen Oak CC, Glen Ellyn, Ill.



Walter Maas

Beyond doubt one of the most enthusiastically endorsed course maintenance results ever presented to our club's members has been the successful outcome of our 2, 4-D application. With fertilization to assure prompt filling in of the spots vacated by weeds the improvement of golf turf after 2, 4-D application was almost beyond belief, and certainly beyond our brightest hopes.

We had more than our share of dandelions, plantain and buckhorn but after one application of 2, 4-D one really must look rather sharply to discover any of these weeds on our course, with the exception of the places where it was impossible for us to reach with the large boom of our spraying device. Possibly our results, for some reason or another, surpassed those normally attained but we followed recommended standard practice.

Fairways that once were the worst on our course now are our best. The grass spread rapidly when the weed competition was removed.

The bad lies that usually call for skill beyond that of the average player no longer exist. It's our opinion that the tendency to play "improved lies" is not only a bad thing for the spirit of the rules of the game but is a check to the development of the game of the average country club member. Now we have no

more bad lies and all members play their shots with more confidence than ever was possible on weedy fairways.

One point about this 2, 4-D job that especially appealed to us is that we now are not compelled to mow the rough so frequently to keep new crops of weeds coming all over our course. With the difficulty of getting labor and the high cost of labor we figure that it will be only a comparatively short time until the cost of the entire 2, 4-D application will be offset by the saving in reduction of rough mowing costs. Another point, not often thought of in connection with 2, 4-D application; is that its elimination of weeds in the rough makes finding of golf balls much easier, thus answers one argument often made for abolishing the rough and doing away with a testing and valid feature of real golf architecture.

Another maintenance practice we have been able to follow this season is that of mowing the greens 6 times a week. This certainly has helped in getting our greens back to their best pre-war standard.

NEED SUPPLIES?

See Page 83

FEED **VIGORO!**



— have better greens and fairways!
— establish a more favorable reputation
for your club!

● It's simple to keep your course in good condition... it's good business, too. Because every golf player likes to play on healthy turf... putt on velvety greens. So feed Vigoro, complete, balanced plant food

...and feed it regularly. You'll be amazed at the results—rich, thick grass that means more golfers playing on your course. Order your supply of Vigoro today.

SWIFT & COMPANY

PLANT FOOD DIVISION • CHICAGO 9, ILLINOIS



Pro Shop to Help Pro Serve His Members

By **ELMER SCHACHT**

Professional, Ridge CC, Chicago District



When pros, club officials and architects are considering pro shop location and planning they may find the accompanying rough sketch of my shop at Ridge CC of help. As a shop for efficient operation of the pro department and convenient service to members I believe mine is about as well designed as any I've seen.

My shop is probably one of the most ideally located shops in the entire district, being on the first tee.

The path from the clubhouse to the first tee terminates at the large porch which is connected to the shop. The practice putting clock is also next to the shop. This clock is a very busy spot throughout the entire summer because the large porch that we have is used as a loafing place for a great many of the members after they have finished their dinner. This porch is also used by all of the golfers waiting their turn to start playing.

Change Displays for Women

I try to keep my display room well filled with all kinds of golf merchandise, including quite a complete stock of wearing apparel. I keep as much of this merchandise displayed on tables and stands as I possibly can. Some time in the past an old merchandiser reminded me that goods well displayed are half sold. We change this display at least every week and sometimes oftener. There have been times when the displays were changed 2 or 3 times a day, depending on the type of play we might have.

On any Ladies Day the men's apparel is moved out and a special feature of women's shirts, sweaters and socks is displayed. Our ladies' play is unusually heavy, about 4 mornings a week. On these mornings we do our best to see that the women know that we have something for them to buy. Before noon these displays are again changed to men's items.

I have been exceptionally fortunate in being able to keep on hand good quantities of golf equipment and wearing apparel during the last few trying years.

I also try to keep my shop well lighted at all times. To this end, I am planning a complete more up-to-date lighting system for next year.

My club storage room is connected with

the display room and this is most desirable. My sales force are continually going over the club racks, finding "leads" for new club sales. We have a well equipped work bench so that we can take care of any repairs we may be called upon to do.

It is important that a golf pro have assistants capable of doing this work. Most new club sales are started through one's assistants being sick and tired of looking at some of the old, dilapidated clubs that some country club members insist on using.

As you can see from the accompanying diagram my shop is 44 ft. long by 22 ft. wide. The front half of this building is used as the display room and the rear half for the club racks. In one corner of the club room is a stock room about 8 feet square. All the walls of my display room are covered with shelves for sets of clubs. The north wall has a row of hooks for a complete display of golf bags. Display cases and tables almost fill my floor space, which means that I do not have sufficient lounging space. However, the large porch takes care of this situation to a great extent.

Poor Locations Mean More Help

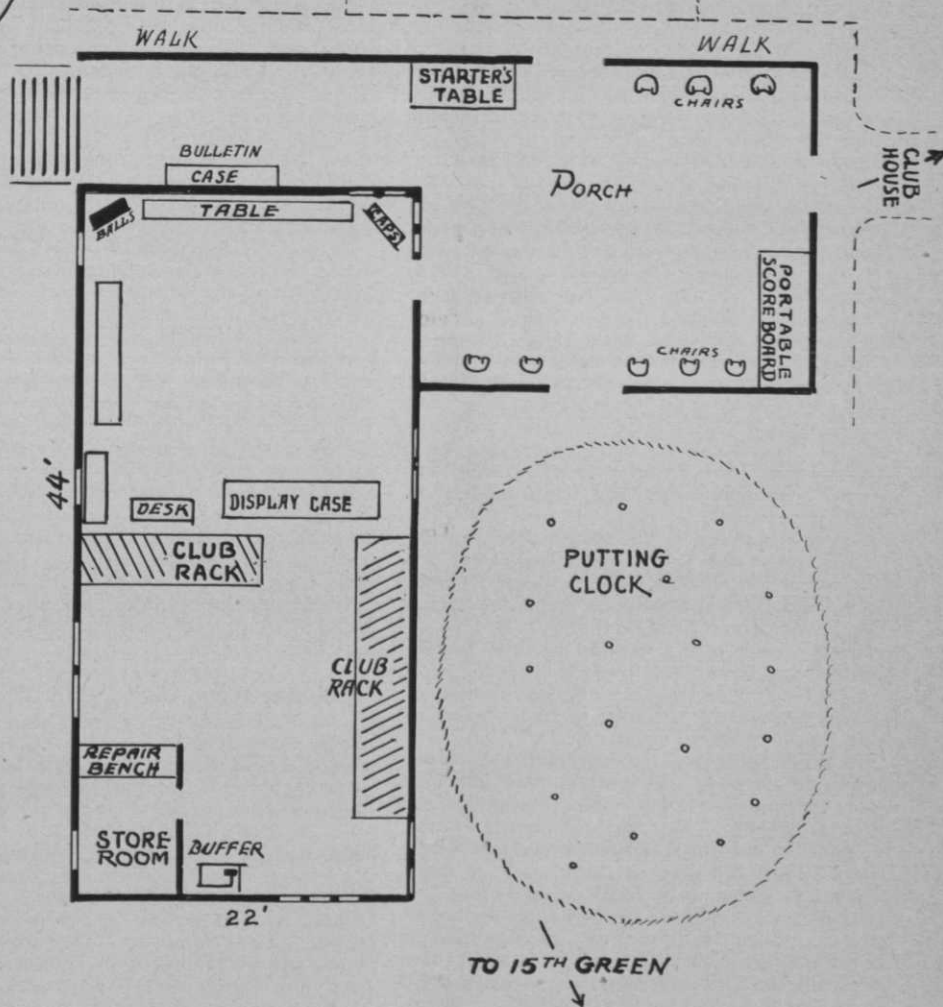
One of the commonest faults of pro shops is that they are not located in the right place. Many shops are stuck in some out of the way place and the golfers can go directly from their locker rooms to the first tee without ever getting near the pro shop. This alone means a large loss of sales. Another very bad fault is having the club racks located in a separate building. This means that the golf pro must have almost a double crew to service both buildings.

Another bad fault of some golf pros that I have seen and known is that they will put some youngster in charge of their shop while they are out teaching or playing. In my estimation, it is most important that a golf pro have assistants who are old enough and well enough versed in the golf business to talk to the members in an intelligent manner.

Another very bad fault that country clubs make is to provide a space about 10 feet square and expect their golf pro to do a good job. This is impossible. Lighting systems are also much too inadequate. At

9th GREEN

FIRST TEE



each club where I have been located in the last 20 years, my first job has been to triple the lights that were originally there.

I try to run my shop the way I like to see a sporting goods or haberdashery store look if I go in there to make a purchase. If

the floors are dirty, the show cases are dirty, and the windows are dirty, then I turn around and walk out. I am sure most country club members feel the same way when they walk into their golf shop and see that it is ill kept.

First MRTF Field Day

Approximately 140 people assembled at the Soils and Crops Farm at Purdue University Oct. 22 for a tour of the turf plots and a review of the current research work. The tour and review were under the direction of Drs. H. R. Albrecht and G. O. Mott. The plots contained 66 strains and varieties of bent grasses that were planted in the spring of 1946 to test fairway characteristics. These bent grasses were clipped at fairway height during the summer of 1946. A number of them were superior to others under this treatment. None

were treated to control disease since strains tolerant or immune to disease were to be given every opportunity for showing of unsuitable characteristics. Turf Superintendents attending were given the opportunity of rating the fairway bent plots. Considerable work has been done at Purdue on 2, 4-D tolerance with reference to these strains of bents in the plots. The strains that showed tolerance to 2, 4-D applications are being watched and will be further reported.

In the hope that some day better bent grasses can be propagated by seed rather than by stolons,

studies of seed habits of bent grasses are being started. All grasses in the nursery are being classified according to their capacity to set seeds. Progeny tests of such tests will be made to find out how much the better strains will segregate or "break up" in the seeding progeny. A Blue Grass resistant to zonate eyespot is being sought. A few strains are showing some promise. At the present time the Zoysia grass planted at the Soils and Crops Farm has not done too well; however, hope is still held for its use as turf for tee surfaces. Alta fescue is proving promising and is adapted for use where traffic is heavy. At present studies are being conducted in height of cut and these results will be announced later. The grass seems to be very promising for landing strips, road shoulders and athletic fields. Some of the better selected strains of creeping fescues were outstanding.

A visit was made to the Purdue Golf course where tests are being conducted by Dr. Hoffer on the use of Es-Min-El. Es-Min-El is a product produced by the Tennessee Corporation containing all the minor elements. Applications have been made using minute quantities on the putting surfaces. The group displayed much interest in these tests.

After a luncheon in the north ballroom of the Purdue Memorial Union, the meeting was addressed by Dr. Norman Volk, Associate Director of the Agricultural Experiment Station and Head of the Agronomy Dept. at Purdue. Dr. Volk's subject was Purdue's Part in the MRTF. He warned the audience that research is a time taking and tedious process and not to expect immediate results because the time element is so necessary for sound research endeavor. Dr. Volk also touched upon the origin of the Foundation and the many days spent by the Agronomy staff in beginning the program. It was evident from the figures that he presented that the membership of the Foundation must be increased. At present, funds from membership dues are not adequate to study the problems that are necessary in turf work today.

Volk paid tribute to Drs. Albrecht and Mott for the excellent work they have done in spite of the handicaps of finance, help and material. Dr. Volk discussed the introductory issue of the Midwest Turf News and Research which is the official publication of the MRTF. He stated that it would be published four times a year, on the first of January, April, July and October. The introductory issue was available for distribution to all in attendance, and created favorable comment.

It was quite evident from the audience reaction that Dr. Volk's talk had stirred the group and several volunteered to find out why their club was not a member of the Foundation. Announcement was also made of a three year fellowship to the MRTF by the Purdue Research Foundation.

Marshall E. Farnham, President of the Greenkeeping Supts. Association, spoke on the cooperation program in turf. Mr. Farnham traced some of his experiences with various groups and stated that the GSA was dedicated to cooperation in all its phases. He urged district and state associations to investigate the possibilities of starting turf research and extension programs in their respective states.

Ed Cale, Office Chief of Engineers, War Dept., Washington, D. C., outlined that agency's work in the use of turf in military construction. Cale traced some of the early work done by the Engineers and the difficulties encountered and reported that tentatively a program is being set up for Purdue University in relation to turf runways. These investigations for the study of turf will be on the granular aggregates compacted to high densities. Dr. Mott will handle the agronomic phases of the project and Prof. K. B. Woods of the Indiana Highway Research Board will handle the engineering phases.

Dr. Fred V. Grau, Director of the USGA Green Section, spoke on the technical developments in turf, outlining some of the new work being undertaken for turf improvement in the technical field. Grau also conducted the panel discussion on problems presented by each one in attendance. Each person in attendance was asked to rise, state his club and either present a brag or a gripe. A consensus of the audience's reaction showed that fairway problems were No. 1, especially with reference to variety of grass to be used. Weed control also was a popular item. Clover in greens received some attention and removal of leaves from fairways and greens also was discussed and is becoming an important phase in fairway and green renovation.

The last feature of the session, after the panel period, was a movie showing 2, 4-D and DDT work.

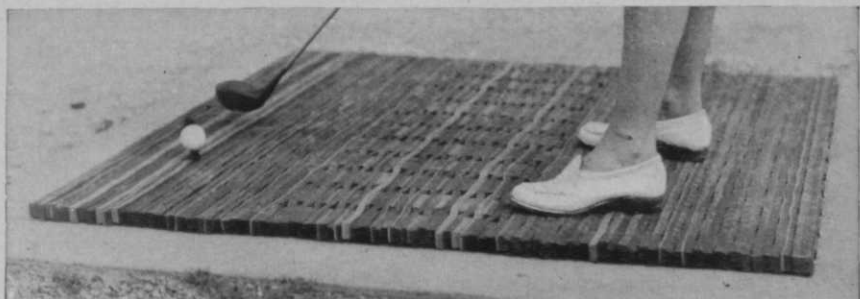
Mashie Wins Annual GSA Tourney

Emil Mashie, Onwentsia GC., Lake Forest, Ill., won his third consecutive GSA championship over the well conditioned Country Club of Indianapolis layout October 21st. Mashie's morning round was 32-35-67 and in the afternoon he shot 36-39 for a 75. Ernie Jacob of South Hills CC., Pittsburgh was the closest pursuer, rallying for a 71 in the afternoon after a 79 in the morning round. Par for the Country Club links is 70. Denton Carlton, assistant to Pete Coval, host turf superintendent, placed third with 152, ten shots off Mashie's pace. 70 players took part in the tournament with entries coming from as far east as Pittsburgh and as far west as Kansas City and as far north as Minneapolis. This was the Association's 4th annual championship, which had been discontinued during the war years and now reinstated because of the popular demand of the membership.

The Cleveland District GSA won the team championship and had an average of a little over 79 strokes per player in the four-man team event. The prizes were plentiful and presented at a dinner following the play at the Country Club. President Marshall Farnham of the Greenkeeping Superintendents Association, acted as master of ceremonies. 110 attended the dinner, including many members from the Country Club of Indianapolis. President Cooley of the host club welcomed the golfing turf superintendents.

Details of the tournament were handled by the Indiana Greenkeepers Association in cooperation with Stan Graves, chairman of the GSA Tournament Committee.

**Driving Range Operators say
this new Tee Mat is the finest ever made!**



THE NEW MELFLEX
HEAVY DUTY AIRPLANE TIRE
DRIVING RANGE TEE MAT

Smoother playing — Firmer footing — Longer Lasting

Melflex, employing the highest grade material ever used in tee mats, has set entirely new standards in driving tee playability, safety and maintenance economy.

The war-born rubberized material in the new Melflex Mats was made to withstand the sudden impact of tons — it's from the carcasses of heavy bomber plane tires. *That's your assurance of long lasting service!*

WILL IT STAND THE GAFF?

YES! — and then some. The material used in Melflex Driving Mats is the same which, as heavy duty airplane tires, endured the terrific "WHAM!" of our heavy bombers in landing.



Courtesy: General Tire & Rubber Co.

Melflex Mats are weather proof; will not warp or fray; non-slipping, wet or dry; reversible to provide four different driving areas. FULL 1 IN. THICK. 48 IN. WIDE by 60 IN. DEEP.

Practice range and public course operators of long experience checked their design and construction. *That's your assurance of maximum playability and maintenance economy!*

For 16 years Melflex has specialized in underfoot products that safeguard the traffic of millions daily. *That's your assurance of sure-footed safety for players!*

Plan now — to handle next year's record play with utmost smoothness and economy. Melflex Mats on every tee will do it. And, you'll save money and get quicker delivery by ordering direct from Melflex.

Write for literature covering Melflex complete line of golf club products: Safety Step Treads, Standing Mats and Aisle Runners, Scraper-Type Mats, Cuspidor Mats.



A Melflex Molded Rubber Tee Mat will soon be available. A round, heavy duty mat providing for both rubber and wooden tees. Watch for our announcement of this new mat in a later issue.

MANUFACTURERS SEE BIG YEAR IN 1947

THE HAIG TELLS WHAT HE HAS FOR PROS

By WALTER HAGEN

The way the situation impresses me is that on the one hand the country is getting over the war-time effects on civil life, and on the other, there is a greatly increased interest in sports participation. People seem to have learned they soften up a lot by merely looking on at games and now they want to at least put in part of their recreation time by actually playing some game or other.

This movement of what has been aptly described as it "Pays to Play," is indeed fortunate for golf, and the golf professionals in particular, for in a measure it provides the opportunity of returning to them the crop of business they as individuals by their free clinic classes and the PGA through its rehabilitation committee, have done so much to promote. Like all unselfish efforts, this bringing of the game to the attention of new people is being rewarded with dividends.

Along with this "play more" movement, it seemed to me most opportune to apply what had been long in my mind the policy of supplying the Hagen line for sale through golf professional shops exclusively. It was fortunate that the opportunity to carry this policy out came through my association with the Wilson Sporting Goods Co. This year's operation under this policy has proved to all of us that our program is sound.

Having in mind this increase in golf interest our people in the Grand Rapids plant, along with myself, have been engaged in seeing the golfers will get the kind of equipment through their profes-

sionals which will enable them to become skillful and at the same time get the maximum enjoyment from playing of the game. I am happy to tell you the 1947 line is the finest ever to bear my name; it gives me a great deal of personal satisfaction to know it will only reach the golfers throughout the country from the golf professionals.

I look forward to 1947 and the succeeding years with great expectations, for with the material shortages becoming more and more relieved we expect to service our professional trade with increasing quantities of merchandise for mutually profitable operations.

The 1947 "Haig" model woods and irons incorporate scientific improvements initially developed and held in reserve during the war years. These advancements have been blended into clubs of attractive appearance and playing ease never before achieved.

The new "Haig" woods have heads of Strata-Bloc construction which are power weighted and fitted with dynamic shafts. This Tri Balance model carries the famous All-Weather grip.

The new "Haig" irons are the most modern design in iron clubs. The "goose neck" hosels give the blades a pronounced offset, which feature promotes increased backspin for better ball control of distance and direction.

For 1947 special attention has been given to women's clubs, and it is confidently believed the "American Lady" wood and iron models will be found the finest ever offered for both championship and everyday play.

(Continued on page 70)

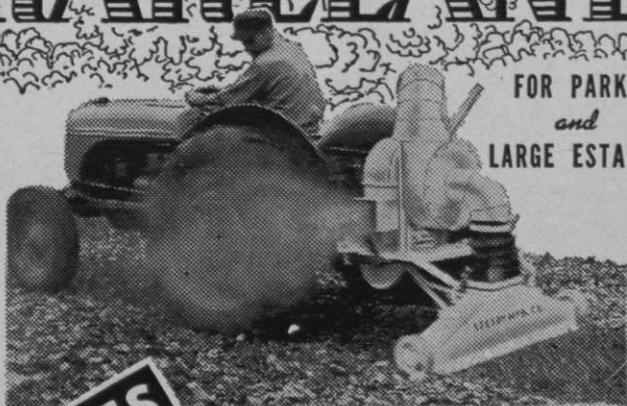
THIS BUILDING IS COURSE WORK AID

This maintenance equipment garage, workshop, and office of Cliff Deming, supt., Aurora (O.) CC is a definite factor in efficient course maintenance work. It's located between the 9th and 11th holes and screened from play and view. Central location and its own roadway facilitates receipt and distribution of supplies, equipment and maintenance personnel.

The building is 20 ft. by 50 ft. All machinery is stored under cover when out of use. A third of the building is partitioned off for comfortable and inexpensive heating in the winter. Equipment includes a mower sharpener, drill press and other tools enabling Deming's staff to do most of the sharpening, repairing and painting required. The shop has a wooden floor which Deming says is preferable to concrete, being warmer. A large workbench with good light and a tool board aid work. Roomy storage is provided for chemicals and other smaller supplies. Oil storage is in the garage. Deming says the building has far more than paid for its cost by its service during the 13 years it has been erected.



Speedy POWER-VAC RAKELAND



FOR PARKS
and
LARGE ESTATES

**SAVES
TIME
SAVES
MONEY**

**PROTECTS
SOD. *Enriches* SOIL**

- IT RAKES • IT VACUUMS
- IT PULVERIZES THE LEAVES
- IT FERTILIZES THE GROUND

All In One Operation

ROTATING RAKE TINES, GENTLY
LOOSEN THE LEAVES FROM THE
EARTH.

A POWERFUL VACUUM SUCKS THE
LEAVES INTO A HAMMERMILL WHERE
THEY ARE CRUMBLLED INTO TINY BITS.

THIS PULVERIZED LEAF POWDER IS SPRAYED BACK ONTO THE TURF,
WHERE IT SETTLES AROUND THE GRASS ROOTS FORMING A PROTEC-
TION FOR THE SOD AND A PERFECT FERTILIZER FOR THE SOIL.

MANUFACTURED BY

SPEEDY MANUFACTURING COMPANY
710 SOUTH FIFTH AVE.—SIOUX FALLS, SO. DAKOTA

Our golf club line for 1947 is composed of 5 new woods, 4 new irons, and auxiliary clubs.

The now famous Trophy Plus and International golf balls will be available in increasingly larger quantities in 1947 than was possible in 1946.

A brand new caddie bag line designed specially for pro shop sale will be ready for early spring delivery, as will a very complete line of golf clothing and sundry items.

XMAS GIFTS, SPRING STOCKS, SHOULD BE PRO THOUGHTS

By J. C. BRYDON

V.P., Worthington Ball Co.

The golfing year of 1947 should be the most successful and profitable in the history of the game for golf professionals, clubs and owners of golf courses.

The increase in play this season over 1946 at most courses is from 20 to 30 per cent. Shortages of equipment, balls, tees, and accessories this year held back 1946 from being the biggest ever although the dollar volume reached an all-time high.

Golf pros should start planning now for the 1947 season, placing orders with manufacturers for their normal requirements. The wise pro will take in stock during the winter months a certain percentage of his requirements in golf equipment, balls, etc. so as to have on hand a representative stock for the spring opening. By doing so the professionals will not only assure their members of balls and equipment to open the season, but start the season with a little more money in the till.

The 1947 pro has success practically in the bag! 1947 will be the biggest in history so take in the merchandise you are financially able to handle and be ready for it.

Don't miss Christmas selling this year. Get ahead of the downtown merchant, and take orders now for Christmas delivery from your members. What could be a more pleasant surprise for Dad, Mom, Junior, and Sis than a dozen good quality golf balls below the Christmas tree on Christmas morning? Your members will bless you! See that your members buy their golfer friends something in the golf line even if it's only a pair of golf socks.

Yes, everyone could have sold more merchandise in '46, but if sufficient merchandise was dumped in every golf pro's lap, where would he be? —Longing for the old days of shortages! Such is life! The shortage of golf supplies has done the golfer a lot of good—he'll appreciate his golf pro more than ever.

The golf pro is to be commended for his cooperation with manufacturers during the

1946 season. He has appreciated the difficulties of manufacturing, material shortages as well as shortage of labor. 1947 should see an upper trend in merchandise available. It is the policy of our company, whatever the amount of crude rubber allocated to golf ball manufacturers, to use every effort to increase the percentage of our output for selling to the golf professional.

PRO TO HAVE GREATER BUSINESS AND RESPONSIBILITIES

By L. B. ICELY

Pres., Wilson Sporting Goods Co.

It is my opinion the immediate 5 years ahead will bring an unprecedented increase in golf participation and therefore a corresponding expansion of business activity for the golf professionals.

As a result of careful studies, it is my firm conviction the golf market for goods and services will far exceed in these oncoming years the growth for any similar preceding period. It is for this reason the Wilson company is applying the wartime stored-up scientific developments to the implements of the game and has added to its facilities for the manufacture and distribution of greater quantities of quality golf merchandise.

With this confidently expected increase in participation and resultant volume, it seems to me the professionals, both individually and collectively, might well continue their efforts of specialization in every phase of their business activities, not the least of which being a close study in the growing demand for men's and women's apparel for the game.

There are great opportunities ahead of the golf business and with them there will be for the professionals, as with ourselves, greater responsibilities; they will be many and varied but of them the most important will be the rendering of customer satisfaction, and here by the close contact and intimate knowledge of the requirements of each club member the professional has the particular advantage—and I would add responsibility—of suiting the customer and thereby rendering ready satisfaction.

The expansion of business activity insofar as golf clubs are concerned will be influenced by two important factors: viz., outfitting of new people taking up the game and the replacement of outmoded equipment. The extent of the latter can be gauged by the fact that progressive improvements were not produced during the long interval during the war years and therefore there is a pronounced evidence of obsolescence between pre-war clubs and those carrying the scientific advantages of these post-war days. The simple fact of the new models outperforming the old time clubs—based on the simplified and improved results by