

the least servicing and replacement of parts."

The University of Minnesota range opened June 18 last year—shortly before the "pest season" reached its height in Minneapolis. It was found that insects and bugs were definitely a deterrent to potential customers, particularly in the evenings. Measures for combatting this nuisance are being considered at the moment.

Regulate Traffic to Tees

To insure an orderly and business-like operation, Ryman suggests setting up the physical plant so that traffic to and away from the tees can be closely regulated. Careful planning is necessary to insure this. The control building is an integral part in this layout.

When the Minnesota driving range was first opened, participants were required to park across the road from the tees. This was soon discovered to be a mistake. The large majority of people using the range had someone with them—wife, sweetheart, friend, son, daughter, etc. Many brought their entire family. Ryman found that these spectators came along with the idea of sitting in their cars and watching the individual with whom they came hit out his or her pail of balls. In the absence of parking space adjacent to the range and affording good visibility of it, many did not come back. This has been already remedied.



GOLF HEADQUARTERS IN NEW YORK

Neal Lang, your host, invites you to enjoy television in your Park Sheraton room at no extra charge.



A Sheraton
Hotel

202 WEST 56th STREET, NEW YORK



COUNTRY CLUB RUBBER FLOOR TILE

Made Specifically To Stand Up Under Spikes and Cleats

Especially tough, long wearing rubber and cord construction cushions every step. Subdues noise. Slip-proof even with spikes. 8 colors. Comes in 9" and 30" squares. 1/4", 3/8", 1/2" thicknesses. Write today for literature and surprisingly low prices.

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() Please have salesman call, without obligation.

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Canada Trust Bldg., Windsor, Ontario
Factory: WEST LORNE, ONTARIO

TO IMPROVE YOUR SCORE

Pro-Grip
INNER SOLE
DON'T LET TIRED, ACHING
FEET SPOIL YOUR GAME.



Orthopedically designed of Genuine Air Foam rubber with specially developed, self-conforming, smooth, perspiration coating.

Helps restore foot balance and body posture. Makes walking a pleasure.

Relieves tired, tender aching feet, painful callouses and tender heels.

Relieves burning sensation on bottom of feet. Gives self-cushioning support to metatarsal arch without filling shoe.

The contour of the insole prevents crowding or any danger to the toes.

MANUFACTURER'S SPECIALTY COMPANY, INC.

2736 Sidney St., St. Louis 4, Mo.



The lights installed by the University have been a matter of slight controversy. Some interested parties opined that they were higher, more powerful, and more costly than necessary. Ryman is firm in his conviction that they must be bright enough so that anyone using the range can follow the full flight of each ball he hits. This much was learned through bitter experience—sealed lights are the **ONLY** kind. On several occasions the exposed bulbs used on the Minnesota range exploded like popcorn when hit by cold rain.

Personnel has provided no problem for Ryman. There are usually two student employees on hand to assist Dave MacMillan from opening time until an hour or so after closing at 10 p.m. No two students put in this much time, but several dove-tail their work schedules. There is a long and select list of students waiting for employment at the range.

The range, its buildings, and equipment represent an investment of nearly \$50,000, but Ryman points out that this sum is considerably in excess of the required minimum. "You know," he explains, "a large state university such as this is expected to do everything on a very high, if not elaborate scale. Then, too, land evaluations are high in this area. I suppose that a fairly satisfactory range could be started for half this amount, if necessary."

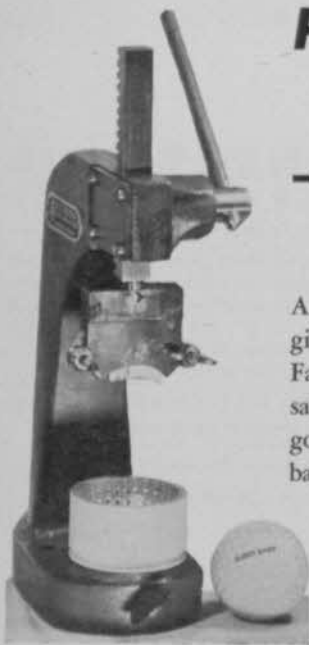
Personalize Golf Balls — and sell them by the dozens! **NAME - MARK**

A simple, easily operated machine that enables pros to give their players quick, personalized ball marking service. Factory marking results right in the pro shop. Christmas sales proved the power of personalized marking in selling golf balls in quantities. Use the same service for boosting ball sales throughout the season.

For complete information write:

NATIONAL GOLF FOUNDATION

407 S. Dearborn Street
CHICAGO 5, ILL.



In spite of the late start (June 18) in opening the Minnesota range, income averaged about \$32 to \$33 per day. Roughly 135 people per day hitting one small pail of balls (27 to 30 balls) at 25 cents per pail return this much revenue. The larger pails of 55 to 62 balls were 50 cents. Ryman figured that it required from 6 to 9 minutes to hit out the smaller number, and an average of 15 minutes for the larger pail. The above daily income made it possible to close the range the day after Labor Day with the books in black ink. Average daily costs of operation (personnel, lights, balls, tee rental, etc.) was about \$30. This does not include interest or a return on the investment.

An important source of income was the concession which handled pop, popcorn, and ice cream. Because sandwiches were available at the lunch counter in the golf course clubhouse nearby they were not on sale at the range.

The bookkeeping should not be a matter of concern to anyone, advises Ryman. He found it a very simple operation.

"We've made a few mistakes along the way and have encountered some rough spots," concludes the Minnesota athletic business manager, "and we know darned well that we still have a lot to learn, but it's an interesting undertaking and certainly a highly worth-while one in terms of the recreational opportunities it affords."

MAINTENANCE THAT MAKES

(Continued from page 71)

ways with clean cut edges, free from wash-outs. If a path becomes damaged after a heavy rain and is a constant maintenance problem, why not top with cold

Turf-Maker LAWN SEED

You can't argue with results — and Turf-Maker's popularity is due entirely to the results obtained by Nurserymen and Greenskeepers all over the country. You can depend on Turf-Maker for a deep rooted, perennial turf.

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An 11 year record of carefree service proves the popularity of its practical design and the lasting qualities of its sturdy construction

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SLOP-PROOF: saves players' clothes and tempers . . . **SAVES TIME:** it's quicker, more thorough and easier . . . **SAVES COVER PAINT:** it has no scouring bristle brushes . . . **SAVES REPLACEMENTS:** its cleaning units do not rot or warp and its cleaning chamber is rust-proofed pressed steel.

Quick - Trim - Tidy - Easily drained and refilled.

Allen Set Screws make them theft proof.

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BALL WASHER \$12.75
Tee Data Plate \$ 1.25
Waste Cont'nr \$ 2.35

HENRY TEE ENSEMBLE
with Ball Washer, Tee
Data Plate and Waste
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Send score card when
ordering Tee Data Plates.

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LIQUA-VITA

The complete Liquid Fertilizer for Golf Greens

Turf Special 12-8-4

Regular 6-9-7

Plus all Trace Elements

Its use on 700 golf courses (as long as 5 years on some) has proved its value as a greens fertilizer. Greenkeepers are enthusiastic over results. It doesn't burn — cuts labor costs — is easy to apply.

||||| A trial will convince you.

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mix asphalt. This material is easily obtainable and the work can be done with your own labor. Cold mix is more porous and does not hold too much moisture. It will not get too hard and yet in the hot weather does not become sticky.

Tile outlets in creeks should be kept open, and broken tile replaced. Creek beds should be kept free of rubbish, broken tile, etc. Keep water flowing freely to prevent it from becoming stagnant.

The entrance and driveways to the club should be neat and clean, a few flowers or shrubs in the right place makes it colorful and pleasant, good turfed areas stand out here. A member or guest will get his first impression of your club as he is driving in. This also holds true around the starting tees on the course. A little extra fertilizer around the lawns, maybe a flower bed, here and there, shade trees, bulletin board, bag racks, etc., all make the area seem more pleasant and inviting to the players.

Shelter houses should be kept repaired and painted. See that they are kept clean at all times.

I would like to mention again that we must realize the demands for specialized turf by the golfer. If we do not have this type of turf on our courses, we should present the club officials with a well-

thought out plan to make these changes. If we can't live with it, we should get rid of it. The sooner we do this, the sooner we will be recognized as experts in the field of turf.

U. of MASS. TURF MEET

(Continued from page 80)

reseeding. Final shots indicated a good catch of grass.

Retaining Labor

Greenkeeping superintendents from different types of golf courses presented ideas as to how labor could be retained by a club in competition with industry. Professor Cornish introduced the subject by stating that the need for skilled greensmen was becoming progressively larger with the introduction of new equipment and chemicals. Much of the burden of retaining labor fell on the superintendent who first has to convince his committee that the expense of training replacements is great.

Anthony Longo of Yale GC, New Haven, Conn., emphasized security. He brought up the question of insurance policies and year-round work. He discussed the skill required by a greensman in contrast to other trades. As an example, he explained the skill required in watering a green, a

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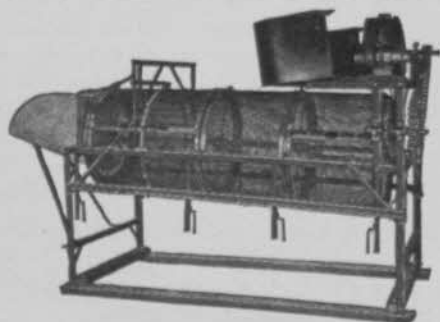
BETTER PREPARED SOIL

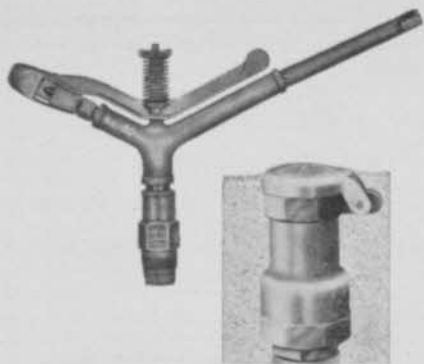
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**RAIN BIRD
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task which laymen believe is simple.

Alvin Porter of the Northfield Inn GC, Northfield, Mass., stated that small clubs had problems in this regard not experienced by larger clubs. The small course must rely largely on seasonal labor. Mr. Porter used university students as seasonal labor, and generally managed to get the same ones to work for him each summer during the students' four college years, thus requiring minimum training of replacements.

Mac MacLeod of Mt. Holyoke College GC, South Hadley, Mass., described how he could arrange his program of work between the course and college grounds so that he could retain his skilled men year around. All his men receive sick leave benefits and annual holidays. The latter usually fall, Mr. MacLeod stated, when he needs his men most, but once the holiday program of his crew is arranged, he tries never to change the dates set for each man.

Arthur Anderson of Brae Burn CC, Newton, Mass., told of his winter work and how it fitted into his labor program. He mentioned that one greensman had been working for Brae Burn for 50 years. For seasonal labor, Mr. Anderson used university students and last summer, four

universities were represented in his labor crew.

Carl Treat of Montclair (N.J.) GC, summed up the discussion by outlining methods whereby small and large clubs could retain skilled men. He spoke of security and ideal working conditions. He emphasized fairness to the men.

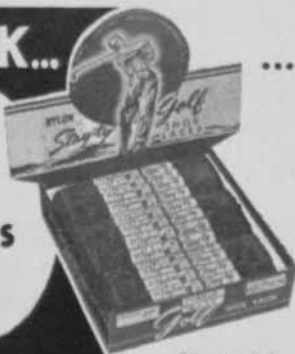
Soil Sampling and Soil Testing

Dr. Dale Sieling, Head of the Department of Agronomy, Univ. of Mass., contrasted chemical and physical analysis of soils. He discussed limitations of chemical analysis. Analysis of soils requires three operations, Dr. Sieling says. These are, sampling, actual analysis, and interpretation. Sampling is usually completed by the man in the field and requires care and thought. Randomized sampling is necessary with the sample taken from over the whole area for which recommendations are required. Labeling and packaging for shipment require attention and the sample should be accompanied by complete information. The analysis itself is a simple operation but should be carried out under direction of an agronomist. Interpretation is the work of an expert. Faulty conclusions are made frequently from these results and sometimes there is the tendency to rely on these results when the cause of

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TEE MATS

HEAVY DUTY . . . Made from select-ed rubber tire fabric. Bound with heavy gauge galvanized spring steel wire. Will give years of service under most severe climatic conditions. Pre-mium quality at a lower price. Prompt delivery. Stock sizes: 42"x60", 48"x-60", 48"x69". Special sizes on request.

FLOOR MATS (RUNNERS)

Ideal for locker rooms, pro shop, show-er rooms, grill, etc. Takes care of spike traffic. Saves floors, relieves fatigue. Made in herringbone or solid weave design. Same material as tee-mats. No wear out.

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trouble is elsewhere. Dr. Sieling noted that chemical analysis of soils is useful and has its place, but the results only tell part of the story.

Demonstration in Diagnosing

Professor Dickinson described an area of poor turf. Eight winter school green-keepers questioned Professor Dickinson and diagnosed the cause of the trouble by assembling all the facts. Troubles on other turf areas were diagnosed in this manner with the audience participating. The purpose of this exercise was to demonstrate a simple and logical method of diagnosing turf troubles that could be used by all turf growers.

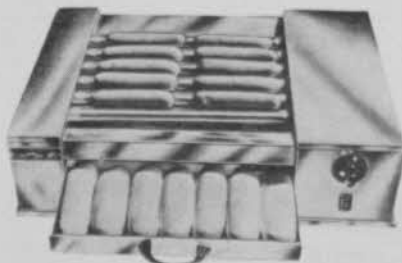
Annual meeting of the Mass. Section, New England Turf Association, concluded the two-day conference.

Homer C. Darling, pres. of the Section, presided. He outlined the accomplishments of the Section since its inception two years ago and its plans for 1950. He stressed the absolute necessity for turf research in this state. Officers elected for 1950 are as follows:

President, Homer C. Darling, Junior Hill GC; 1st vp, William Mitchell, contractor for turf construction; 2nd vp, Elliot Rogers, cemetery superintendent; Exec. Sec.-Treas., Prof. Lawrence S. Dickinson; Rec. Sec., Geoffrey Cornish.

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NEWS from the MANUFACTURERS

**"BUDD" STEELE APPOINTED SALES
MANAGER, BURKE GOLF, INC.**



Appointment of Burton (Budd) Steele as sales manager of Burke Golf, Inc., Newark, Ohio, has been announced by Pres. John T. Gillilan. "Budd" Steele is well known in the golf field, having been identified with the industry for more than twenty

years. Prior to joining Burke, he was associated with the Hillerich & Bradsby Co., Inc., Louisville, Ky., helping introduce the H & B Professional line of golf clubs up to the time of the war. "Budd" has built up an extensive acquaintanceship among golf professionals in his travels over most of the country as a manufacturer's representative, and as an avid follower of the sport, he attends most of the national events in golf each year. He has helped organize and sponsor a great many golf tournaments of national importance and is particularly well-known on the Florida circuit, where he has spent each off-season since 1930 in the interest of stimulating winter popularity of the game. In his new capacity as sales manager of Burke Golf, Inc., Mr. Steele will be responsible for promotion of Burke's complete line of clubs, balls and accessories.

FREEBURG, GREEAR, UPPED IN WILSON COMPANY

Les R. Freeburg, Kansas City mgr. of Wilson Sporting Goods Co. and gen. mgr., Lowe & Campbell, has been promoted by Wilson's board of directors to vice presidency of the Wilson organization. Herb Greear, Wilson's merchandise mgr., has been named sec. of the company, succeeding Freeburg in that capacity. L. V. (Red) Brown succeeds Freeburg as mgr. of the K. C. Lowe & Campbell store.

BALANCED BAG SALES REACH ONE-HALF MILLION

Balanced golf bag sales this year will pass the half-million mark since the lightweight bag that doesn't sag or spill clubs was introduced during the war-time caddy shortage. Pro orders for spring delivery assure that record sales volume for one

New ALUMINUM GOLF POLES THEFT-PROOF FLAGS

Our sensational new Aluminum Poles and Theft-Proof Flags save you money and eliminate most of the greenskeepers' headaches.

Poles of aluminum alloy—strong as steel—last indefinitely. Light weight prevents tilting and upset cups—cast iron ferrule cannot be battered or loosened. Plain or painted (red and white) (black and yellow)—used with either standard or theft-proof flags.

Our exclusive Theft-Proof Flags and Self-Swivels used in combination with Aluminum Poles make the best news you've had in years!

Don't miss it!

Write today for
descriptive circular
and prices.



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ACTIVO aids aeration and friability in soils . . . gives zest, energy and virility . . . increases bacterial and enzyme action, encourages beneficial soil life . . . and stimulates strong root growth. It helps counteract the "hardening" from artificial fertilizers and repeated traffic. ActiO's rich, black, velvety humus is laden with billions of Nature's own beneficial *micro-organisms*, minerals, hormones, vitamins and biotics. Use it direct, sprinkled over greens . . . or better, use it to **ACTIVATE top dressing**. Goes amazingly far. (Only a few handfuls needed for yard of dressing). Ties in with any maintenance program. Helps under either dry or water-logged conditions. Sizes \$2, \$6.99, \$11.95, \$19.95—lawn and garden supply dealers.

BETTER GREENS POSITIVELY GUARANTEED — if ActiO is used in conjunction with MANNA (concentrated plant food for liquid application), or money back! Cheapest drought insurance you can buy.

Send for FREE details today. Trial samples available to bonafide superintendents and greenskeepers.

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golf bag design. The bag is sold through pro shops at more than 3000 golf clubs.

GOLFCRAFT HAS PENFOLD BALL

E. R. Woolley, Pres., Golcraft, Inc., 1700 W. Hubbard, Chicago, announces his firm's appointment as exclusive U. S. distributors for Penfold golf balls. These balls will be sold through golf professionals only. Woolley describes the Penfold as a lively ball with a thin cover and a large, fully liquid, fine latex sac core. The addition of Penfold golf balls rounds out Golcraft's 1950 line. Golcraft woods and irons are completely described and plainly priced in Golcraft's 1950 Catalog. Accessories, including gloves and head covers, are also shown. Copies will be sent upon request.

GOLFERS' RAIN-JAC, A NEW ITEM FOR PRO SHOP MERCHANDISING

Golfers' Rain-Jac is a new product designed for all outdoor sportsmen made by Double-Jay Rainwear Co., Kansas City, Mo., from genuine Firestone Velon. It comes in smoketone, sizes S-M-L, in self-case that fits in your pocket, weighs only 12 ounces. Has attached hood which turns with one's head making it easy to follow

flight of golf ball, has large utility pocket for tees and other accessories. Rain-Jac designed to add extra hours of pleasure on those threatening days. New product is being launched through pro shops. Pros should find ready acceptance of this handy item which retails at an economical figure.

SPALDING AD TIE-UPS

A. G. Spalding & Bros., Inc. consumer advertising in Life, Golfing, Saturday Evening Post, Time and newspapers will be tied up to pro shop displays with counter and wall cards. The new Dot with Tru-Tension winding and Spalding "Custom-fit" clubs with "greatest combination of weights, lengths and shaft flexibility" are being featured in an extensive advertising campaign.

DARLEY HANDY PUMP

W. S. Darley & Co., Chicago 12, Ill. making a convenient and sturdy small pump for golf course use. Supts. have found it valuable for emergency use in water supplying, spraying and for pumping out flooded traps, other course areas and basements. Pump is described in Darley Bulletin GP101 which will be sent on request.

Now available in Black and Mahogany

"ROYAL'S" ALUMINUM WOOD

(The most durable Range Club built)

Now carrying a full line of Range
and Miniature Course supplies.

Write for Literature

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RUBBER TIRE DRIVING TEE MATS

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Size 46" x 60" and Special Sizes.

Heavy Duty — Long Lasting — Reversible

RUBBER TIRE FLOOR MATS

Custom made sizes for

Locker Rooms, Hallways, Shower
Rooms, Entrances, Grills, etc.

Our prices are highly competitive.
Bids and description gladly submitted.

MINIT MAN MATS

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A complete selection of golf trophies, cups,
and plaques for tournaments and banquets.
Immediate delivery from stock.

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WON-PUTT ALUMINUM PUTTERS

Quick Service on All Types of
Repair Work.

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2883 Poplar Avenue, Memphis 11, Tenn.

SCOGGINS' NEW CATALOG

Howard Scoggins Golf Co., Dunedin, Fla., has issued its 1950 pro-only catalog on apparel, shoes, head covers, spikes, grips, luggage, pro shop specialties and club outdoor furniture. Copy of this catalog will be sent pros on request.

WALLIE ROBB OF WILSON'S DIES AT CHICAGO

Wallace L. (Wallie) Robb, 69, for 32 years asst. to Pres. L. B. Icely of Wilson Sporting Goods Co., died March 27 in St. Joseph's hospital, Chicago, following five days' illness with a heart attack.



"Wallie" Robb

Robb was widely known in the field of sports and particularly in golf where he was assigned by Icely to the development of Wilson's advisory staff of men and women professionals.

He was born near Monmouth, Ill., Feb. 18, 1881, was active in Pomona (Calif.) Jr. College athletics before joining the staff of

the B. H. Dyas Co., Los Angeles, with which he was associated for 12 years prior to going with Wilson's. He is survived by his widow, Ella.

Wallie, in looks and mental and physical activity was so much younger than his years that his death came as a great shock to the many hundreds who knew him well. He was stricken by a heart attack Wednesday evening, March 22 and hospitalized the next morning. He regarded the attack as mild and until doctors prohibited telephone calls and visits Wallie cheerfully reported he'd be back on the job soon.

Icely voiced the sentiments of all who knew Wallie Robb, in saying, "He served the company and the industry well in his many year's with Wilson, but even more valuable was his warm and deep friendship. His passing is a poignant personal loss."

BAG BOY PRODUCED IN ENGLAND

Bag Boy golf cart produced by Jarman-Williamson Corp., Portland, Ore., is being produced in quantity in England by the A. C. Car Company, it has been announced by Pres. Bruce Williamson. The English firm, manufacturers of light cars, diesel engines and diesel trains, are said to be making 5000 Bag Boys in their first order

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Specialists, for years to many of America's largest and most exclusive courses, can best serve you, too.

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Samples to your club for the asking.

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Scoops Balls
Invisible in
Water Holes
Fits in Golf Bag
Alum. 8 oz.

SATIN
FINISH
7 Ft. — \$3.00

CHROME FINISH
7 Ft. — \$4.50

SATIN—10 Ft. \$4.50

CHROME—10 Ft. \$6.00

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HELP PREVENT BROWN PATCH with AERATION!

DO IT WITH A McCLAIN POWER SPIKER & PERFORATOR

Many courses now depending on their McClain Spikers to help keep Brown Patch down to lowest point. Low cost saved many times by fungicide and fertilizer economy. It really works.

McClain Spikers now available in both Hand and Power models. Separate Power Unit may be attached to your present Spiker if you now have our Hand Outfit. This is big news and the greatest help offered Golf Courses in a long time.



Write for Literature Today.
McClain Brothers Company
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Stolons and Sod. Washington — Cl — and other recommended strains.

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The Greens are the Foundation of all Successful Golf Courses.

and advertising them in Golf Illustrated, Sport & Country, Golf Monthly, and other publications.

PICK-UP FOR COURSE TRASH

The never-ending problem of picking up golf course litter has been greatly simplified by a mechanical picker and a specially built hold-open bag. Made of aluminum with a multi-steel-pronged head, light in weight, it will stab single cigarette butts, matches and small pieces of paper, as well as other debris. Accumulated litter is discharged into the conveniently held bag at the operators side by a thrust on the plastic handle. The bag is made of mildew and water-repellent duck, designed with a kidney shaped rim at the top to remain completely open at all times. The adjust-



able parachute harness over the shoulder and around the waist, supports the bag and will fit either left or right handed operators.

The Belmar Litter System is made by Belmar Wheel & Mach. Co., Belmar, N.J.

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