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course affects the laborers doing the work.

The men who do golf work do it for the most part because they like it. That is true of labor or the superintendent. This being true, it would seem that in both cases that fair treatment of the superintendent by his club and he in turn giving his men their just due, would pay off in a well kept course. Everyone who works expects and should get recognition for work well done at a fair price. He will work better if he is made a part of the whole scheme of things. He should know the cost of what he does in relation to the other jobs and duties at the club.

This last matter has caused trouble at clubs. Men working on the course don't get paid as much as the bartender or get his tips or Christmas presents. They learn what the bartender gets, and they know what he has to learn to do his job in comparison to theirs. This is just an example of what is meant by fair treatment and knowing the overall picture.

I had planned to cite actual figures of savings made by having work done by power, locating equipment at handy places on the course, bonus systems etc., but since each club has a different problem, I doubt that my conditions would benefit other superintendents. This fact leads to this thought: Since every club has different problems it is unfair for one club to say that its traps cost so much and the other club's traps cost more or less. This has always been a problem because in the manufacture of, say, bolts, they are so hard, have a certain tensile strength, have a certain size, and cost so much per, but no two courses have the same terrain, same number of traps, same size of greens, or are the same distances from labor supply.

#### Study Labor Factors

There are so many factors involved in golf course cost control and labor control that it would seem to be a good policy for the superintendent to make a list of the advantages or disadvantages he has, nearness to labor, comparative cost of his scale against factory help, working conditions, possible bonus system, year-round work, vacation, pensions after so many years work, amount of training necessary to have a good man, the varied skills a good man needs, and last and most important, the superintendent's attitude toward his labor. (Be fair on the last one, it's a toughie.)

To bring a personal touch in here; what about a man who has worked for a club for 25, 30, or 40 years — even though he is a laborer, is he not entitled to a pension? It is a problem that I believe if properly handled by the club would pay big dividends. We have it at my club—the problem, not the answer.

Not too long ago we were known as

greenkeepers. Not too bad a title I thought. Now we are known as superintendents. It is my humble opinion that the only difference is the fact that golf has become a business, and business keeps records. Now to go further, if the superintendents will show their club record systems, some of them anyway, I think we will become golf course managers with the pay and prestige that would go with that title.

### Sodium Arsenite Control Method for Poa Annua

By PAUL E. WEISS  
Supt., Lehigh Country Club, Allentown, Pa.  
(GCSA Paper)

Poa annua control with sodium arsenite really works on our course. Because of its poisonous nature it will always be a material for turf experts and not for the general public.

My method of killing the seed of crabgrass with little injury to the permanent grasses, works well with poa annua.

The long seeding period of poa annua makes it more difficult to control than crabgrass. Two or three treatments are sufficient for crabgrass but poa annua requires four or five treatments. We have eliminated crabgrass as a problem on our course, except in unsprayed areas, and in 1950 we started on poa annua using the one pound per acre treatment. We have learned how and when to use sodium arsenite and in April and May of 1951 we sprayed greens, tees and fairways with two applications of sodium arsenite, about three weeks apart. We seem to have cut down the poa annua population considerably but several years must elapse before proof is definite.

The development of I.P.C. by Jesse D. Stokes of UCLA seems to have wonderful possibilities. His method is to eliminate the plant before seed develops which is better than trying to kill the seed.

Leonard Strong of Saucon Valley CC, removed the poa annua seed mechanically in 1951. He let the seed heads develop, then cut short and removed the clippings with leaf sweepers. I saw three truck loads, mostly seed heads and stems, removed from one fairway and about 75 truckloads were removed from the course. The trucks were 1½ ton capacity with three foot sideboards. The wonderful condition of Saucon Valley fairways during the National Amateur championship, was testimony to Leonard's fine methods.

The greatest difficulty in poa annua treatment is that it must be done at the busiest time of the year and when golfers most resent any interference with play. If poa annua seed remains viable in the soil as long as crabgrass seed, we can look forward to fighting these pests for years to come. Like fleas on a dog, they will keep us from becoming too complacent.

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Famous sports announcer, recommends  
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# Southeast Appraises Its Turf Research Plan

By B. P. ROBINSON

Georgia Coastal Plain Experiment Station

(GCSA Paper)

In establishing and maintaining a turfed area, the golf course superintendent is faced with a multitude of disturbing decisions. He is directly faced with all the factors which limit or promote plant growth. Which methods to use and their application to local conditions is of paramount importance. A definite chain of thought is generally followed in reaching a conclusion: what has been done; what is being done now; and are the practices applicable locally?

A large number of plants can be used for the production of turf in the Southeast. Mild winters and an apparently adequate rainfall make conditions ideal for year-round turf production. Thus, the challenge and interest in growing grass for turf purposes have become the cornerstones for turf research and practical turf production.

Actually, the first turf research program for the Southeast was started as late as 1946. It was then that representatives of the USGA Green Section, Georgia Coastal Plain Experiment Station, and the United States Department of Agriculture decided that (1) a turf program was needed in the Southeast, (2) Tifton, Ga., was the place to start it, (3) initially it would be supported with what funds could be raised, (4) and that others would be asked to help. Within a short time, another program supported by Florida, the Florida Experiment Station, and the USGA Green Section was started at Belle Glade, Fla.

## Turf Progress

Golf clubs and associations in the Southeast were the first to be approached for support. Then, as even today, very good response was obtained. In fact, golf has done more for the improvement of turf in the Southeast than any other organization. If we consider turf improvement in other parts of the United States and the role which the golfing world has played, indeed, the continued efforts of Southeastern golf clubs and associations to obtain better turf is not surprising.

Even though the statement has gone unchallenged that "More taxpayers are directly interested in turf than any other agriculture field", it is a startling fact that only two states, Pennsylvania and

Florida, have tax-supported turf programs. This simply means that the programs now existing in the United States on turf improvement and extension are supported largely by golf. Thus, many individuals and organizations not holding stock in the supporting company are receiving valuable dividends which are being used to improve turfed areas throughout the country.

It is of interest to note, as evidenced during the October, 1951, National Turf Field Days held at Beltsville, Md., that the role of golf in the specialized agricultural field of turf is not confined to the United States, but is somewhat international in scope. Golf organizations should receive full credit for their efforts.

If programs of turf improvements now established throughout the country are to yield products of continuous value and meet the increasing demands of the turf producer, it is apparent that other institutions outside of golf will have to lend a helping hand. Turf production has been recognized as a part of the field of agriculture and accepted by agronomists and other agriculturists. The supporting arm, therefore, of this phase of agriculture should feel free to share its efforts with other organizations.

## Southeastern Problem

As in other developmental fields of agriculture or research, progress in turf in any particular area is supplemented or aided by turf improvement programs in other localities. The future of Southeastern turf depends not only on the type of program which can be maintained, but also on developments in turf and related fields within and outside of the region. With the type of growing season, climate, and soils found in the Southeast, it is seen that even though the basic principles of growing grass may be the same, we are faced with the problem of varying the procedures to meet local needs. Climate has dictated the types of plants which must be used for turf purposes. Thus, the development of better turf plants is an added task. Experimental data on weed, disease, and insect control, fertilization, adaptation, and management of grasses, and grass breeding have been obtained.

(Continued on page 96)





**This  
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BEAUTIFY your course with this **WHITE** sand that contrasts so vividly with your greens. It's a quick, sure way to give your course a smart, new look that adds prestige. ● Your members will compliment you on the wonderfully improved appearance . . . when you've filled all traps with our white rock silica sand. ● Golfers

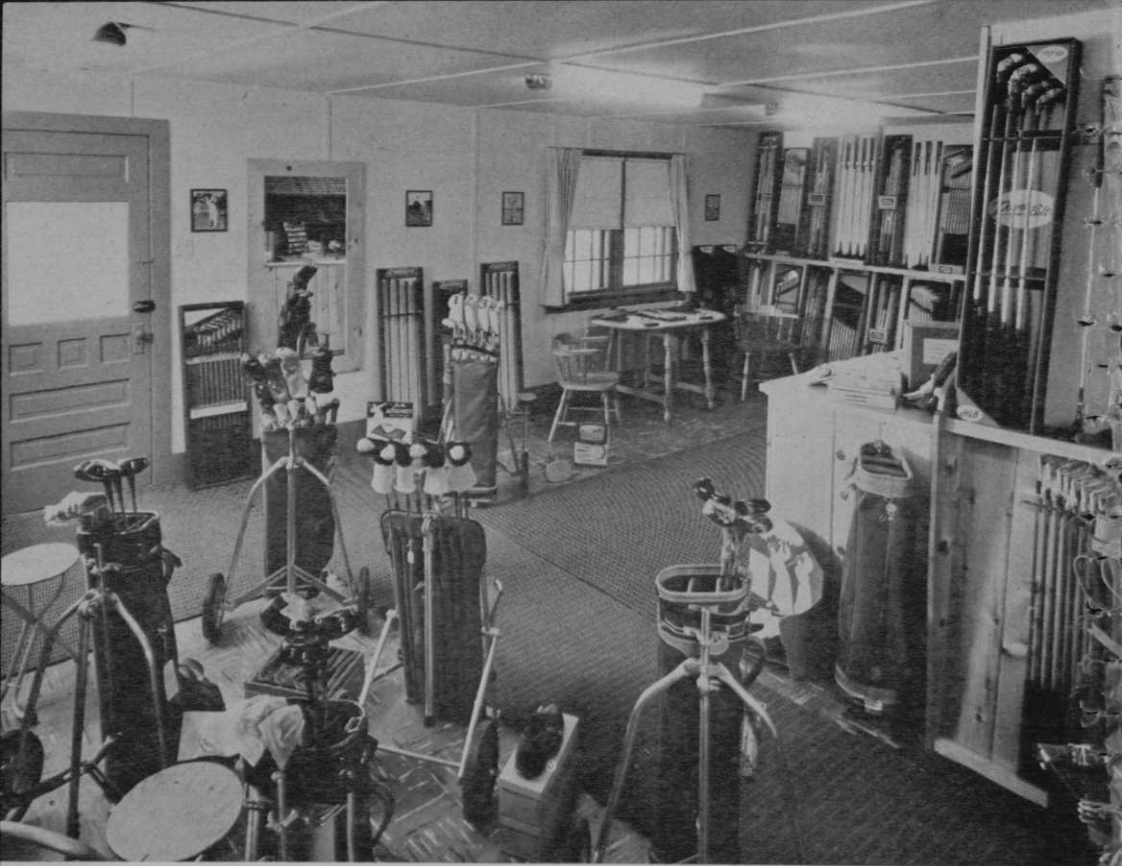
also like the way this de luxe sand "stays put" in traps and doesn't blow out like ordinary sand. ● *For Drainage, Too!* Some clubs are mixing our trap sand with loam for use as a drainage layer under the turf, to keep greens dry. ● Send at once for more information. Clip the coupon and mail it today!

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## It's Easy to Get What You Want from Jerry's Shop

By JAMES MCGUIRE

The Pennsylvania Dutch country around Reading, Rheinholds Station, and Wernersville in Berks county has been the training ground for many fine additions to the professional golfing ranks.

While the pros developed in the shops of such old timers in that section as Henry Williams, Joe Higgins, Bob Middleton, and Al Heron are all good golfers they are better known in the professional game as stay-at-home pros. Some of the boys getting their start in the central Pennsylvania district are Ralph Ebling, an outstanding one-armed golfer, Henry and John Moyer, Harry Markel, Dick Hinkle, and Jerry Diefenderfer.

Jerry Diefenderfer, the freshman of this group, has been in the Buffalo district at the Lancaster (N.Y.) CC for the past 11 years, and from all indications will be there for many years to come.

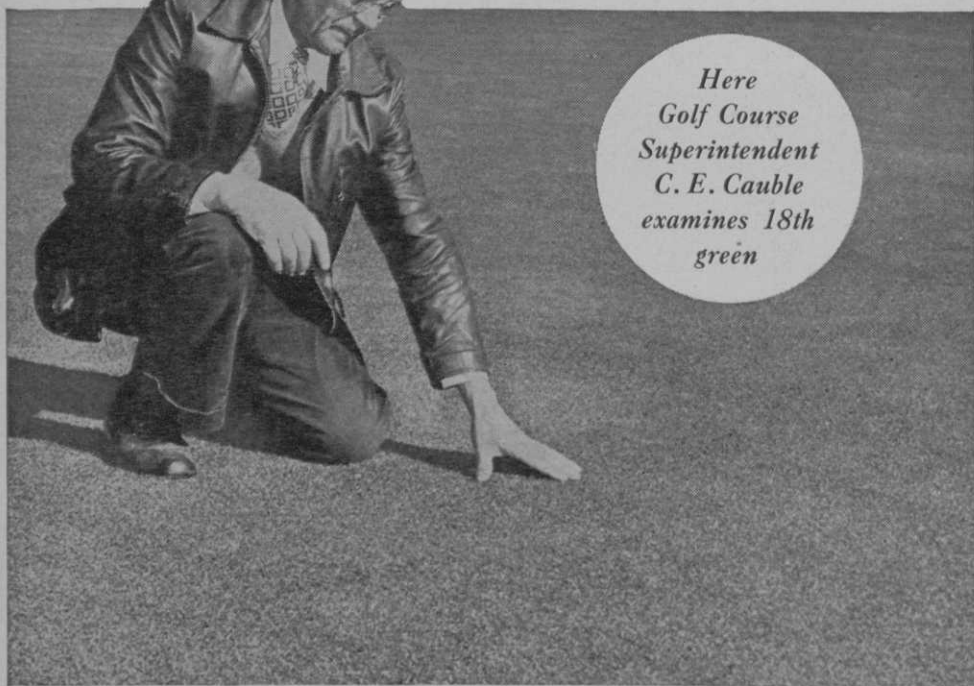
Diefenderfer started as a caddie under pro Joe Higgins at the Berkshire CC, and later caddied at Galen Hall when Higgins moved to the Wernersville resort. He returned to Berkshire CC as a caddie and in the fall of 1930 he moved to Radium Springs, the Barron Collier resort at Albany, as assistant to George Muir when the latter succeeded Joe Kirkwood as pro. When Muir passed away in 1931, Jerry took over the professional duties. Since that time with the exception of two years in which he served with the 30th Infantry division in World War II, he has had a pro shop of his own and devoted his full time to seeing that his members enjoy their golf.

It is Jerry's proud boast in catering to the needs of his 425 members that he sees every one of them going or coming on any day they visit the club for a round

**“TERSAN<sup>®</sup> does a better job  
on brown patch than anything  
else we ever used”**

*says*

The Greens Committee  
Biltmore Forest Country Club  
Biltmore, North Carolina



*Here  
Golf Course  
Superintendent  
C. E. Cauble  
examines 18th  
green*

“Before we started to use ‘Tersan,’ we quite often had a whole green go bad with brown patch. Now we find ‘Tersan’ is ideal both as a preventive and a cure. It doesn’t retard our bent grass, doesn’t discolor the green and costs less than any control we ever used before. We also find F-531 very successful for control of dollar spot.”

This picture story is another in a series of “experience reports” from well-known golf courses, coast to coast





**Smooth, soft greens are a pleasure to play** at the rolling Biltmore Forest course. Not a green has gone bad with brown patch since spraying with Du Pont "Tersan" turf fungicide started in 1943. Photo shows the 13th green.

**Handy 3-lb. package of "Tersan" 75** eliminates measuring from bulk. It's easier to handle, cleaner, more accurate, and it stays in suspension for easier spraying. The green color blends with the turf. Get "Tersan" 75 from your golf supply house.

**For exceptional control** of dollar spot, use Du Pont F-531 fungicide. It controls copper spot and pink patch as well. Du Pont Special-"Semesan" is also available for those who prefer a mercurial fungicide.

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**It takes less than 8 hours** to spray the 18 greens and putting green at Biltmore. "Tersan" is a labor saver, as well as a fine disease preventive.



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of golf, and on the busy days he is usually found on the first tee directing the traffic.

The Diefenderfer shop at the Lancaster club is one of those very well-stocked, attractive establishments that in itself would draw business, but Jerry doesn't wait for business to come in. He goes after it. He keeps reminding his members of his availability for excellent service to them and frequently, and diplomatically, reminds them by printed advertising, by advertising novelties at Christmas, and by word of mouth that he's at the club for the one big reason of seeing that they get just what they need and want for utmost enjoyment of golf.

There are no displays behind glass in the Dutchman's shop. The open display invites close inspection of the merchandise. His assistants, the Mosack boys, keep the shop in perfect order by replacing anything that a prospective buyer happens to leave out of arrangement. They have a routine of cleaning and dusting that keeps the shop and merchandise immaculate.

The non-skid matting on the floor is rolled up after each day's business and the mats and floors thoroughly cleaned. This makes somewhat more work than is necessary with customary flooring in pro shops, but Jerry and his boys consider the matting worth the effort as it protects

against skidding spikes and wears very toughly.

The photograph doesn't do the unusual ball display justice as the colorful 3-ball packaging strikes the shop visitor's eye. Not many pros would want to take a chance by taking the balls out of the dozen boxes because of their conviction that the balls in this arrangement get customers to buy a dozen balls at a time. Diefenderfer admits there's something to that reasoning but this display has sold very well for him and there isn't much out-of-the-shop buying of balls by his members.

He keeps almost all the club stock that he displays in manufacturers' boxes after experimenting and learning that members are not at all shy about removing from the boxes any clubs that happen to interest them.

Some stock he keeps in bags on the sales floor, and with those arrangements are bag carts and head covers and umbrellas so the shop traffic gets the idea of the "whole works". A sound merchandiser, like most of the Pennsylvania Dutch, Jerry knows that selling psychology favors the integrated display of clubs, bags, carts and covers. When anyone buys any unit of the display they have the subconscious feeling of having saved money by not buying the entire outfit.

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## CLASSES AT UNIV. OF MINN. KEEP GOLF GYM BUSY



The golf gym at the University of Minnesota located under the seats of the football stadium, provide indoor instruction and/or practice facilities for ten students. An average enrollment of 892 students in physical education and extension classes over the last five years attests to popularity of the game at Minnesota and accounts for busy schedule of golf instructor and varsity coach Les Bolstad shown above helping one of his many students.