

New clubhouse at Toy Town Tavern course at Winchendon, Mass., where Gene Mosher has been pro for 20 years and John Packard is mgr. . . . Sports Turf Research Institute (Britain's equivalent of the USGA Green Section) to hold machinery and implement exhibit July 1 and 2 and will exhibit all aspects of its research station's activities.

Jerry Gianferante, appointed to pro job at new Wildwood CC near Louisville, Ky. . . . Jerry, at top grade Eastern clubs before he came to central region last year to be on staff at Indian Hill Club (Chicago dist.) . . . Betty Bush now playing pro at L. G. Palmer's Lakepointe CC, Detroit, Mich. . . . She'll make women's circuit events . . . Her husband, Eddie, who taught her and developed her into star class, is pro at Woodmar CC, Hammond, Ind.

Big birthday party for Shirley Bolt, Tommy's wife, at Town Tavern, Augusta, Ga., during Masters' . . . Camille Gairoard and Frank Mitchell, Kroydon executives, hosts to the affair for the lovely Shirley . . . Chicago Daily Fee Golf Assn. planning big junior golf promotion program
(Continued on page 90)

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JUNE • 1953

Big Work on Small Club Professional Jobs

By HERB GRAFFIS

CRAIG Wood probably has had the widest and most successful experience of any pro in playing and home club job phases of professional golf business. With a National Open and many other triumphs in his record, with club jobs from a small start to the big job at Winged Foot in the NY Met district, and as a developer of younger pro playing and home club pro talent, Craig observed, studied and learned all the way along.

He's had considerable business experience outside golf, too, which had qualified him as a competent appraiser of the pro business. Now he is running the Ford agency which he and Claude Harmon own.

During a talk Craig and I once had on pro business he said something I've never heard mentioned by anybody else in golf. He remarked that the pro who could run a small job exceptionally well always was a "man of the year" in golf.

"The very good man on the small job who may not be known outside of his own state — maybe not that widely — probably is doing more for golf than fellows who have a string of titles or who are in big jobs," Craig remarked. "He has to arouse golf interest among the men, women and youngsters in his neighborhood. He has to get them so keenly interested in the game they'll keep the club alive and growing. He has to stretch every penny farther than a record drive. He has to know how to maintain the course and often has to run the clubhouse.

Big Work at Small Clubs

"Sometimes he has to teach, tend bar, sell the right clubs at the right prices to

his members, take a turn at running the tractor, run club tournaments for men and women, teach school kid classes, speak at luncheon club meetings, be active in the Legion post, maintain good credit rating on a small volume of business, be a good friend of every member without playing favorites, be a good caddie-master, be his own assistant, be a good shot when members want him to go hunting, playing such a good game when he gets a chance to play that he can beat the best-scoring members, do pretty well in the state tournaments, practice when he can get a chance, have his wife and kids as well as himself, take an active part in community affairs, and see that club news gets in the local papers. Then he reads about pros who are getting a lot more money for less work."

Wood's comment got me talking with other professionals in big jobs about the performances of pros on the smaller jobs. Without exception the successful men at the larger clubs said it was more difficult to run a small club pro job exceptionally well than it was to successfully operate a big club pro department. They all spoke from experience.

"It's not only that the pro is learning the hard way, and on little money and with little or no help," explained the professional at one of the large midwestern clubs, "but the members, too, are learning. At a big club you have members who know golf, who have money, and who have been educated to know that the members are expected to buy from the pro in providing the revenue necessary to



Wm. (Sonny) Ryan in attractive shop he built at end of grill room at Madison (S. D.) CC.

conduct a first-class pro department.

"At the smaller clubs the pro has to build golf and golfers. He and his members are governed by the fact that smaller town incomes aren't at big city levels, so both the pro and the member have to get more fun for their money and learn how to make whatever money is available do the most work.

"The small town pro job is the best possible training for handling a big club job very well. The main changes in moving to the big job are not being 'clubby' with the members and not being scared about the increased size of the business and the money involved. Good judgment, sound personality, constant study, and carefulness in handling money, solve the problems of a fellow growing from a small town to big city job in golf," this veteran concluded.

Enthusiast on Small Town Job

I recalled these conversations as I read a letter from Wm. (Sonny) Ryan, pro at Madison (S.D.) CC. Madison has a population of about 6,000. According to Ryan the 160 members of the club are the liveli-

est bunch of golf enthusiasts you'd ever see. Five years ago they hauled rock on working parties and built an attractive clubhouse.

The team idea sticks out of Ryan's letter. I've noticed that is always present when a man who is making good at a small town club tells about his work. Ryan wrote: "All these men deserve a lot of credit for the club's great progress in a short time. We've got a nice clubhouse and our greens are as beautiful and as fine as any in the Northwest." That's what makes the successful small town club pros click. They are sold completely and fervently on their clubs. But the main reason for that is ambitious, enthusiastic working members. I've seen some good, experienced older pros go to small town clubs and flop on the job because the clubs haven't aggressive, hopeful leadership making use of the pros' experience and effort.

Ryan says: "Our members are live workers. Our president, Wally Klein, and our directors, Delbert Laughlin, Jock Mc-

(Continued on page 73)

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Paul Hahn, Master of Trick Shots, depends upon the uniformity of Dunlop Maxflis for his exhibitions. He plays both Maxfli Greens and Reds.

Keep Bent Greens Great Year-round in Arizona

By DEAN SMITH

WHEN the Arizona CC golf course, five miles east of Phoenix, was laid out in 1946 the green committee decided to use the same greens plan employed at most of the other central Arizona courses. That meant having Bermuda greens from April to September and a combination rye and bent from November to April.

But between mid-September and late November, there was a costly and inconvenient period of greens renovation and planting during which temporary greens were in use. Neither the golfers nor the green committee liked the changeover period, but the history of carrying any green on a year around basis on courses in the Phoenix area had been one of failure in the long, hot Arizona summer.

For the past three years, however, ACC Pro Willie Wansa and Course Superintendent J. D. Woodward have had outstanding success in maintaining Seaside bent greens 365 days a year.

"We haven't lost more than 6 square feet of grass on the entire course — 18 greens — during that time," Woodward declares. "I'm convinced we've found the answer."

The first experiment with Seaside bent at ACC was carried on in 1949 with one green, the ninth. Woodward rebuilt the green, using 75% sand and 25% top soil and seeded it with 28 lbs. of seed per 3,000 sq. ft. late in September. Two hundred lbs. of Milorganite was applied to the green after the seeding. Fifteen lbs. of sulphate of ammonia, combined with 50 gal. of water, was sprayed on the green once every three weeks. Later the sulphate of ammonia was applied at shorter intervals.

The grass did very well, and fertilization was continued through April when the weather became too warm to allow continuation of the sulphate of ammonia applications. About that time the first trouble appeared, a mild attack of brown-patch. Woodward sprayed the green with a solution of a pound of Tersan to 50 gal. of water and the fungus started

to clear up. Increasing the dose to 2 lbs. per 50 gal. got even better results.

During the first winter the green was watered three or four times per week, but the watering was increased to nightly waterings during hot weather. Watering consisted of a 25-minute sprinkling, and Woodward later found that the green did better when water was eliminated two nights a week even in mid-summer.

The bent continued in excellent condition through the summer, the only noticeable difference being the depth of root. Winter measurements showed roots going 4 to 6 inches deep, but the depth in summer measurements shrank to about 2 inches.

Wansa and Woodward were convinced by July of 1950 that the time was ripe for changing all 18 greens to Seaside bent and they succeeded in selling the idea to the club green committee, headed by Corb Smith. On August 1, the other 17 greens were plowed up and the project was under way.

Eliminating Bermuda

The first big problem was that of killing the existing Bermuda. They had gotten a good kill on a test patch shortly before with sodium TCA 90%, so they used 50 lbs. of it with 50 gal. of water on each green. Ten days later they repeated the dosage and obtained almost a complete Bermuda kill. In mid-August they raked off the dead Bermuda, hauled in a mixture of 75% sand and topsoil for each green and mixed it with a 3-inch layer of peat moss.

On Sept. 28 they started seeding the bent, using 30 lbs. to the green and raking it into the soil with wire rakes. They applied 100 lbs. of Milorganite per green, kept the greens wet, and in eight days the grass was up. The greens were ready for play by late November.

Woodward made one interesting observation about the early growth of the grass — that the greens areas which received a little less water grew better than those kept thoroughly soaked. He

decided to reduce the watering to three or four times a week as soon as the grass was up.

During the period between planting and maturing of the greens they were sprayed with Tersan to eliminate fungus growth and fertilized with Milorganite and sulphate of ammonia. They were also topdressed with sand, silt, and mulch. Fertilizer used up to the start of the 1951 summer season was sulphate of ammonia and 16-20.

Brownpatch first showed up on May 28, but it responded to treatment with Tersan and there was little fungus trouble all summer. The greens went through their first summer with flying colors, and there were congratulations aplenty for all concerned with the experiment.

Change Fertilization Formula

By December, 1951, however, several of the greens were in poor condition. So Woodward applied one lb. of iron sulphate and 2 lbs. of calcium nitrate in a mixture and repeating the application at two-week intervals. He continued the procedure for two months with good results and at the end of the period the grass seemed much tougher and more able to withstand constant play.

One of the continuing maintenance problems is that of Bermudagrass getting a start on the bent greens. Seed from the fairways blows onto the greens and is carried there on the feet of golfers. Once it gets a toehold, it spreads rapidly. The surest solution to the problem at Arizona CC has been the three-times-a-day inspection of greens, during which maintenance personnel dig out Bermuda runners by hand.

Woodward maintains a nursery near his maintenance shop and he believes it has helped keep his greens problems to a minimum. Whenever an inspection reveals loss of even a few square inches of grass, the bare section is removed with a cupping device and replaced with healthy bent sod.

Now, almost three years since the greens were changed over to Seaside bent, Woodward, Wansa, and the club membership in general are convinced that it's the answer. It requires exacting care, and it may require some experimentation to find the best maintenance procedures at each course with its particular climate, soil conditions, and water. Arizona CC has done its experimentation now, and Woodward thinks they have most of the answers for that course, at least.

Must Readjust to New Conditions

By **CHARLES BASKIN**
Country Club of Waterbury, Conn.

The vital affair of making golf course work more attractive is not altogether a matter of money, although we can't hope to get men who are much good in course maintenance unless we come a lot closer to meeting factory wages. We also have to provide year-around employment for the men's good and our own. It is a common experience at golf courses to have to lay off good men in the fall. Then they get factory jobs at more than the golf course pays and never return.

One way of making course work more attractive is by mechanizing and making the work as light as possible. I find that the average worker doesn't mind riding a tractor or following a power mower but he's not happy doing manual work.

About a third of the man-hours necessary in golf course labor can be supplied by boys on vacation from high schools and colleges. There is need for more discussion among superintendents and chairmen about enlisting, training and supervising the most desirable type of lads for this work. It's going to figure more and more in course maintenance and we are going to have to make it a routine matter to be thoughtfully handled instead of considering them an emergency supply of labor from which only the minimum of simple and essential work can be expected.

In our work program now chemical treatment and aerification are just about as much standard practice as mowing and watering. This has made obsolete the old platform of budgeting. It certainly has affected our entire work program and I believe that we will see developments in aerification that will have far-reaching effect on maintenance work and results.

The superintendent always is exploring something that may bring him closer to the perhaps unattainable goal of perfection in every detail of the course. He says he is compelled to strive toward this goal by the insistent demands of his players. But frankly I believe that it is the demands superintendents make upon themselves to get the perfect course that has been the main force accounting for the great improvement in golf course condition. The players wouldn't have known what a perfect course might be if the superintendents hadn't been striving day and night for the ideal.



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TODAY IN SPORTS EQUIPMENT

Course Records that Help You Do the Job Better*

By CHARLES SCHALESTOCK

Supt., Farmington Country Club, Charlottesville, Va.

Golf course records are as much a part of the duties of the golf course superintendent as maintaining high-quality turf. As a matter of fact, well-kept records make it possible to do the work much more efficiently. Perhaps, in our intense desire to acquire and assimilate technical knowledge on matters pertaining to turf culture, we tend to minimize or overlook this very important aspect of our administrative responsibility! We are not concerned with a complex system of keeping records. That would require the assistance of a secretary. A golf course superintendent does not have the time nor a secretary to make out elaborate reports and records. He must confine his paperwork to essentials. Conditions prevailing at various clubs are not always similar; consequently it would be most difficult to lay down hard and fast rules in outlining a form of record for universal use. Whatever form of record you use, make certain to record all essential information.

For obvious reasons, it is poor practice to rely on memory, in the administration of business. Directing operations of a modern golf plant is big business. This is not meant to be a comprehensive discourse on the subject, but rather an outline of the more important aspects of it.

The superintendent is primarily interested in a simplified system of keeping records that will help him to do an efficient job, and enable him to furnish complete information to club officials at all times.

The records can be divided into two categories: Permanent and Operational. The former should consist of plats and photographs, showing sizes and locations of all areas and installations. The plats should show the sizes and locations of greens, tees, aprons, fairways, roughs, traps, water areas and woodland. They should also indicate all installations including: buildings, swimming pools, tennis courts, work shop, water lines, irrigation and drainage systems.

To manage turf efficiently, one must

have a well calculated plan, blue-print, tools and the ability to organize and coordinate the forces of labor. Without the last mentioned qualification, there can be no successful management program.

Going back for a moment, let us consider inventory of equipment. A case history of each piece of equipment should be kept. This will enable you to appraise the current value of it. Depreciation and parts replacement costs should be analyzed, with the view of retiring the equipment when the repair costs become prohibitive. No Cost Analysis is possible if accurate records are not maintained. The case history of equipment should include the following information: Name and identifying number, date purchased, original cost, estimated life, depreciation rate; also the following data on repairs: — Unit, part number and name, cost, date installed and labor.

Inventory of Supplies

Inventory of supplies is a very important part of your records. A critical shortage of supplies and materials at an inopportune moment can prove to be disastrous. Certain chemicals are often needed at a moment's notice. A periodic check of your inventory will enable you to maintain an adequate supply. Apart from this operating advantage, there is an economy factor. Some materials, those that do not deteriorate should be purchased in bulk and at a time when the market is most favorable. With your background of past experience, and records of materials purchased in prior years it should be simple to estimate your needs. As an illustration let me cite the following case. A few years ago, the international situation resulted in a semi-war economy. The price of mercury practically doubled over-night. However, long before this developed, the trend was unmistakably evident. Many superintendents procured two years' supply before the rise in price. This foresight made it possible to save over \$500.00 on one item.

A carefully planned tentative work schedule can and should be outlined at the beginning of the year. Such a sched-

*Paper presented before GCSA annual Turf Conference