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 SEAT . . . LEATHERET
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 NO GEAR SHIFT-
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TRAVELS 36 HOLES
 FOR ABOUT 3c
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 PARKS SAFELY
 ON HILLS OR ON
 DOWNGRADES

PROS AND CLUB MANAGERS—Earn extra income! Rent Fairway Flyers to your club members at popular rates.

I think they are the best racks I have seen and are very simple to assemble.

Members Happy, Business Better

"The members have been delighted with the new shop, in fact they think it is the best improvement in the whole rebuilding program and I am sure it definitely has increased business, which is good of course, but the thing we appreciate most is to have enough room to operate and give the members the kind of service we like to give.

"The windows at the rear of the display room are the front of the work shop, which we had installed so that my boys can work in there and still see when someone comes in that needs attention.

"In back of the work shop we have ample space for club storage, after they come in off the course, until they can be serviced and returned to their proper place in the rack room.

"In addition to this I have a fine new office and space for supplies and additional merchandise on the second floor. This gives me a place to have some privacy to take care of the book work and details of running my department, of which as you know there are many. I do believe that the new set-up we have is just about as fine and efficient as anyone could want.

"We've got the greatest bunch I've heard of in any club's membership and they've all been so grand to me thru the years I want to see them have the best of everything. I think we can say we've got it in pro department facilities with our new shop."

Displays That Sell When Members Aren't Rushing

BILL JELLIFFE, widely known golf playing equipment salesman, and former pro, makes a sage pro merchandising observation.

Says Bill:

"As we all know, the biggest bugaboo that the pro has in merchandising is the fact that members are always in a hurry to get on the course and when they finish their rounds, are always hurrying to get home.

"With a very limited number of potential customers the pro must have an eye-catching way of displaying his lines of shirts, slacks, rainclothes, caps and other golf accessories. We all know the time to sell merchandise is when they are not in a hurry and about the only time this occurs is when they bring their families out

for dinner or entertainment in the evening.

"Of course then the golf shop is closed and in most instances a blank wall eliminates any sales appeal.

"Gene Root, the pro at Lakewood CC in Denver has solved this display method in a very clever manner and incidentally boomed his sales, by installing display windows in his shop inside the clubhouse. Here his latest and most attractive merchandise is displayed at all times and works for him even when the shop is closed.

"Most pro shops can be remodeled to take full advantage of silent salesman displays without a great deal of expense. Also neat and attractive displays frequently changed are a big answer to more sales and revenue for the pro.

"Democratic" Membership Basis Best for New Small Club

Organizers of a new club in a southern city of 40,000 say they immediately bumped into these problems:

1. Is it better to organize a new club to operate at first just as a golf club with locker-room facilities or shoot at a complete family club with clubhouse and pool facilities?

2. Is it better to have a new club fully financed with cash subscriptions or to go as far as possible with funds available and go in debt for part of the amount needed to get started?

3. Is there a legal way to be relieved of the federal tax on the money subscribed to buy the property and construct and equip the course and clubhouse?

4. Is it desirable to have each member of a new club subscribe for the same amount of stock, or is it better to have some members holding larger amounts of stock than others, with possibly a dues reduction for the larger stockholders?

5. Is it better to aim at exclusiveness in a club in a city of 40,000 population or are the successful clubs in communities of this size generally democratic?

An experienced professional who has served several southern clubs to their high satisfaction gave the organizing club advice to form on a "democratic" basis with careful consideration being given to pleasant and substantial character. The pro said there may not be enough active golfers in the "exclusive" clubs to maintain lively interest, and maintain the course and clubhouse in good condition.

Managers Elect Grenard at CMAA Annual Meeting

Edward M. Grenard, manager, University Club of Detroit, Mich., was elected president of the Club Managers' Assn. of America, to succeed Thomas C. McGuffey of the Missouri Athletic Club, St. Louis, at the CMAA's 28th annual convention.

The convention, held at Bellevue-Stratford hotel, Philadelphia, Feb. 9-12, came close to having the largest attendance in the association's history and was exceptionally well planned by the host chapter's country and city club managers, headed by Gen. Chmn. Daniel M. Layman of the Union League Club, and vice chairmen Fred Gleim of the Philadelphia CC and James R. Knipe of the Philadelphia Cricket Club.

Clyde S. Mingleorff of the Atlanta AC was elected vp, and Richard E. Daley, Army and Navy CC, Arlington, Va., sec-treas. The association's highly competent executive sec. Fred H. Bernet, continues on the job.

New directors are Kenneth Meisnest of the Washington AC, Seattle; Thomas B. Burness, California Club, Los Angeles; William A. Dawson, Toronto Cricket Club. Holdover directors are Royce Chaney, Albert M. Deichler, Jr.; Corwin W. Gelwick, Thomas C. McGuffey, S. T. Sheets and Edward Sandrow.

The managers' conclave as usual had a number of parties in which the supply company hosts and the managers putting on the various affairs showed how to put on "parties what are parties."

See Club Party Exhibits

Among these affairs were the trip to the DuPont CC, Wilmington, Del., with Mgr. L. E. Therien showing that in country club operations the DuPonts also are hard to beat; to the Philadelphia CC where Mgr. Fred Gleim, Jr. and his teammates of the Philadelphia chapter staged a thoroughly model luncheon with models conducting a "Keys to Charm" session, and to The Manufacturers' G&CC, where Mgr. Robert Everitt and his staff presented an excellent demonstration of how to put on a ladies' luncheon affair.

Among features of the convention were showings of films of interest to managers

which included the USGA's golf etiquette film, various films of restaurant and liquor people, and Philadelphia historic scenes.

Time was provided on the schedule for visiting many Philadelphia clubs.

Convention address of special value to country club managers included those of Arthur E. Iredell on payroll control, Miss Kathryn A. Buchan on social planning, L. E. Therien on trends in the management of personnel, of John L. Hennessy on foods of tomorrow, Joseph H. Nolin on uniform system of club accounting, Robert Trent Jones on golf courses, L. Alan Passmore on the club president's look at his manager, and Frank C. Rabold, Saucon Valley CC manager on "Is Your Club Ready for the Family?"

Harry Moffitt, PGA pres.; Paul E. Weiss, representing the Golf Course Supts. Assn., and Charles H. Patton, representing the U. S. Lawn Tennis Assn., spoke on teamwork with club managers as vital to the efficient business management of clubs whose operations are based on attractive sports facilities.

Country Club Managers Compare Notes

The round table session of country club managers had John G. Outland, mgr., Dallas (Tex.) CC as moderator.

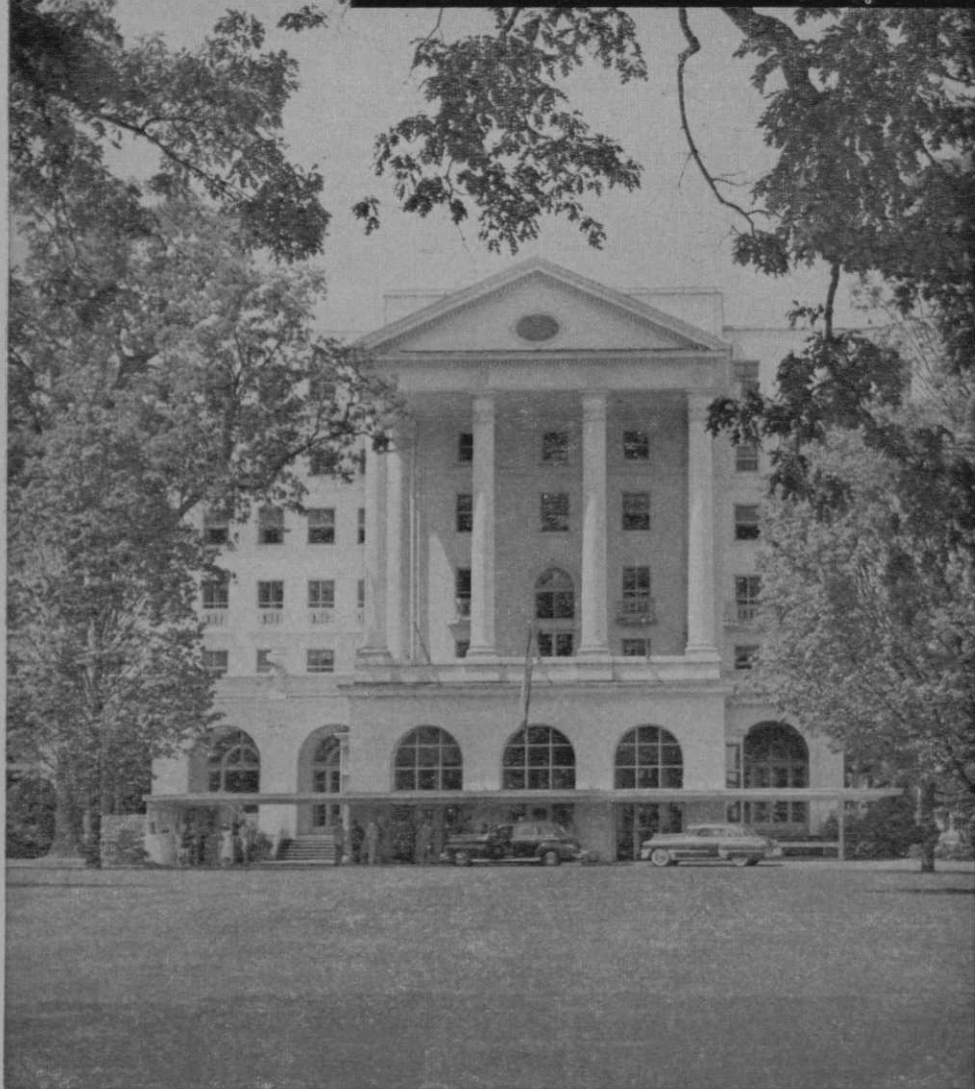
That program got off to a fine start with the talk of Carl J. Jehlen, mgr., Baltusrol GC, Springfield, N. J. on "The Organization and Operation of the National Open." Jehlen's management of the clubhouse and outdoor food, drink and other service during the 1954 National Open, set par for any big tournament.

Then the country club managers brought up their problems with golf cars which narrowed down to a confidential conclusion that most of the problems will be solved when the education of golfers proceeds to the point where some golf car users don't act as nutty as half-witted kid hotrod jockeys. Generally the car problems seem to get ironed out fairly well considering the newness of the car popularity.

There was some discussion on minimum house accounts, a subject that was first tried about 28 years ago at the Wilmette

At

The Greenbrier



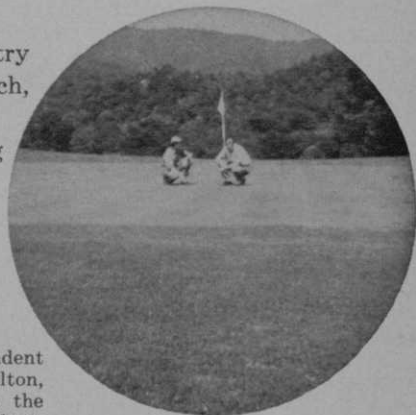
THE GREENBRIER HOTEL, White Sulphur Springs, West Virginia, is famous for fine turf. It has two 18-hole courses, the Greenbrier Course and the Old White Course, where Sam Snead is pro. There's also a 9-hole course, 20 acres of lawn plus a garden and nursery.

**... No disease attacks
on our greens since
we used Tersan[®]
FUNGICIDE**

*says Mr. Walter W. Cosby, Superintendent of the
famous GREENBRIER Courses*

Mr. Cosby used "Tersan" on the Greenbrier Course and had no disease attack during the entire summer. He says, "My foremen have asked me to use 'Tersan' and Du Pont Soluble Plant Food on our entire 45 holes next summer—for a combined plant-color, disease-control program."

This report is typical of what Greens Superintendents in all parts of the country are saying. For the control of brown patch, snow mold and other diseases, with a wide margin of safety to greens, nothing does as well as "Tersan." You'll find it convenient to add Soluble Plant Food at the same time . . . packed in 50-lb. bags, especially for golf courses.



Mr. Walter W. Cosby, Superintendent of Courses, and Mr. Robert W. Hilton, Foreman, look over a green on the Greenbrier Course, that has been kept healthy and vigorous with "Tersan."

On all chemicals always follow directions for application. Where warning or caution statements on use of products are given, read them carefully.



REG. U. S. PAT. OFF.

Order **Tersan[®]** Turf Fungicide
from your golf supply dealer

BETTER THINGS FOR BETTER LIVING . . . THROUGH CHEMISTRY

(Ill.) GC and was suggested for more extensive adoption in a GOLFDOM article then by Robert Cunningham, who with Albert Pick, Joe Roseman and Jack Croke, owned the club. The system didn't last long there but has done well at George S. May's Tam O'Shanter and at some membership-owned private clubs.

Problems of kid parties at country clubs again came up for discussion. Joe P. Tonetti, New Haven (Conn.) CC said when kids plan the parties themselves and are held responsible, things get along very well, with discreet supervision by the manager and other club officials.

Compare Flooring Experience

Floor covering, a problem of many years with country club managers, had several managers reporting their experience. The managers seem to be getting closer to the right answers, although all the answers are the same.

Informal discussions having the managers', course superintendents' and pros' associations collaborate in outlining employee welfare and retirement plans, registered progress in preparing to meet a situation that seems to be a headache in many respects for club officials unless foresighted action is taken.

The CMAA awarded its 1956 convention to Los Angeles. Dates were tentatively set as Feb. 9, 10 and 11. The present board recommended that the 1957 convention be held in New York City.

Trailblazers of Maintenance Methods Recalled

VETERAN course superintendents who keep close watch on the new developments come up with interesting recollections of almost forgotten ideas that forecast the progress registered today.

Frank Dinelli, supt., Northmoor CC (Chicago dist.), pulls out a book from his library and smilingly presents it as an early chapter in the modern practice of balancing fertilization by solid and liquid application. Dinelli's exhibit is an ad of the Eastern Chemical Co. of Boston, Mass., in the 1901 edition of "Harper's Official Golf Guide."

Imp. Liquid Fertilizer is advertised as "clean, odorless grass food for perfect putting greens." The price is \$12.10 for 30 gal. including barrel. The Imp. Nozzle and Sprayer, a proportioning brass device applied to hose and diluting the fertilizer 1 to 50, sold for \$3.

Kent Bradley, Mountain View, N. J.,

course equipment maker and distributor and formerly a supt. in New England and N. J., recalls the pioneering work of E. L. Winn. Thirty years ago Winn was pushing his Elwin Proportioner, a syphon device used by many of the old-timers. Winn also produced a tubular tine fork which was a forerunner of the modern aerating devices. Some of this old equipment is still around at clubs and occasionally is used.

Bradley recalls that the Winn rig required heavy 1 in. hose and could use only 25 ft. of it so the barrel had to be shoved across a green on boards, and the outfit required 50 lbs. pressure for operation. The Breck proportioner, popular with New England supts., was quite similar.

Kent says he was intrigued by the labor-saving possibilities of liquid fertilizer application and kept working on the idea at intervals until after World War II when he concentrated on the points that resulted in his Aquaspreada equipment.

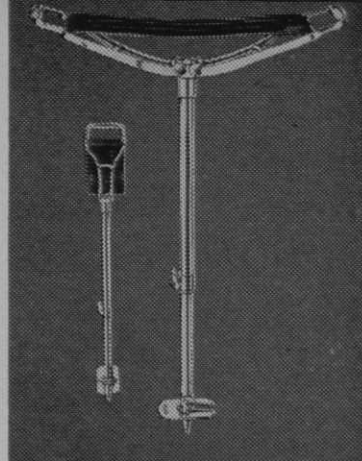
One of the Bradley experiments almost cost him a leg. He was working on a power agitator for his old club, the Passaic County (N. J.) GC, when an engine raced and a propeller flew off and deeply cut the inventor.

Bradley tells that his objective was to make possible the diluted application of superintendents' preferred solid fertilizers; if desired, in conjunction with fungicides and/or insecticides that are compatible.

In the earlier days superintendents did some work along this line by letting their solid fertilizers soak in the barrel until a pasty mixture was obtained. Lack of uniformity and difficulty of keeping the material in suspension put a halt to the use of the pioneer method.

Bradley also remembers that earlier greenkeepers had plenty of trouble with compaction. They observed that most of the compaction on their greens started at the top so they weekly or bi-weekly went over greens with a spike-discing device they hooked up to power greens mowers.

Dinelli, Bradley and others who have reviewed their early experiences with procedures that now have become practically standard operating practice, conclude that valuable time was lost by not having today's policy of superintendents, salesmen and manufacturers freely comparing their work and its results.



Nadco Sport Cane \$9.00

Silver Star Adjusta Cart. Made of seamless aluminum tubing, rolls when folded, Weight 10 1/2 lbs. \$11.97. Freight prepaid 6 or more.

Standard Adjusta Cart. Made of high grade steel tubing—adjustable brackets. \$8.40 cost. Freight prepaid 6 or more.

GOLF CARTS BY NADCO

NADCO 88 ... \$17.97

Freight prepaid 6 or more.

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Freight prepaid 6 or more.

Prices
to Pros

NADCO 77 ... \$14.97

Freight prepaid 6 or more.

NADCO 66 ... \$11.97

Freight prepaid 6 or more.

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Driving Range and Shag Balls. Quality golf ball—repainted and rewash mixed—Our most popular ball for range use—Packed 25 dozen to carton—Price \$2.25 per dozen.

Brookfield—High Compression Liquid Center Golf Balls—Reprocessed, carefully wound to size—1 dozen boxed, wrapped and cellophanned—\$3.20 per dozen. Freight prepaid on 100 dozen lots.

Driving Range or Practice Grade Golf Balls—Have slight cuts, but are fine as a pinch hit ball to fill the bucket. Packed 25 dozen to a carton. Price \$1.10 per dozen.

Bulk Reprocessed Golf Balls—Packed 12 dozen to a carton—An excellent ball for the Mrs. or beginners—High quality at a low price. \$2.80 per dozen. Freight Prepaid on 96 dozen lots.

Pro Practice Golf Balls. All \$1.10 variety, slightly cut—all blue striped. \$1.50 per dozen. Freight prepaid on 100 dozen lots.

Golf Umbrellas. Sturdy construction, assorted colors and materials. Carrying case included. Up to \$13.00 value. \$3.75 each.

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**Complete Equipment for Golf Driving Ranges and
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Management and Fertilization Practices Minimize Disease

By O. J. NOER
(At GCSA Convention)

Any discussion dealing with turf diseases must be directed toward golf courses with most emphasis on greens. Turf diseases are a major problem with them.

In lawn grass maintenance diseases are seldom serious. During bad winters snow mold is not uncommon, but serious loss of grass seldom occurs. St. Augustine grass, Zoysia to a lesser extent, and Kentucky blue grass in parts of the West are attacked by a disease which looks like brown patch. The spots are alike except for the absence of the smoky ring because cool weather does not produce wilting of the grass along the outside edges where the organism is active. Despite the similarity in appearance, it is unlikely that the causal organisms are the same. The leaf spot diseases are widespread and may seriously damage the bent grasses, Kentucky blue grass, and fescue. Merion blue grass is resistant to leaf spot, but it is attacked by rust. Management factors help keep it in check, and play a part in preventing serious turf loss with other diseases. Fungicides are rarely used by the homeowner, probably because damage is seldom severe and grass recovers of itself.

In order to minimize disease, the homeowner must depend upon good maintenance practices for the particular kind of grass and the locality. By doing that, disease troubles are seldom serious. Lime should be used on moderate to strongly acid soil. After providing for phosphorous and potash, if either or both are needed, the problem is one of nitrogen feeding. Modern practice is to use some in spring, in early summer, and again in early fall. Where snow mold is a possibility, fall applications of nitrogen should be made early and the rate should be moderate so grass can harden-off before the onset of winter.

Fungi Responsible for Diseases

The infectious diseases of humans are caused by bacteria. Fungi are responsible for the common parasitic grass diseases. The parasitic fungi depend upon living

tissue for their livelihood. They are the organisms which cause dollar spot, brown patch, snow mold, pink patch, pythium, copper spot, leaf spot, rust, etc.

Other saprophytic fungi live upon dead organic matter. The fairy ring fungus is in this class. It does not attack grass, but competes with it for the soil supply of nitrogen and moisture. Its long range control depends upon depleting the soil of cellulose material, grass stems, leaves, etc. This is accomplished by the use of a little lime and insuring a supply of air in the soil.

There are functional disorders, such as iron chlorosis which is becoming more common. Chlorosis is associated with overwetness and high content of organic matter in the humid parts of the country. An over-abundance of phosphorous in the soil is an aggravating factor. In the semi-arid regions iron chlorosis is referred to as calcium induced chlorosis because the high pH and presence of carbonates immobilizes the iron in the soil. Overdoing lime in humid regions has the same effect. The tissues of chlorotic grass are soft and tender. They are ready prey for the organisms which cause leaf spot and every other fungal disease.

Fungicides Necessary Tools

Fungicides are useful and necessary tools in the maintenance of golf greens. One shudders to contemplate what could happen without them. The toll of grass-less greens would be appalling in a bad year.

A fungicide which has been consistently good in controlled tests does not necessarily receive the same acclaim in practice. It is praised by some and condemned by others — unjustly sometimes. The kind of grass or the management program may be such that nothing will stop or prevent damage from disease. These factors are overlooked in most discussions about diseases and their control. Maintenance can degrade as well as improve a grass.

One course may be plagued with disease and unable to secure control with any fungicide. The course across the road

JOHNNY REVOLTA Says

"CLEAN CLUBS MAKE CLEAN SHOTS
-- BETTER SCORING"

Johnny Revolta (author of "Short Cuts to Better Golf") and popular teaching Professional, Evanston Golf Club and Gulf Hills, says—"There is no doubt that keeping your clubs clean during the round of play adds much to your golfing pleasure and makes for cleaner shots. The QUIKY CLUB WASHER does the trick".

Mr. Carl A. Petersen, well known Superintendent of Grounds and Buildings at the South Shore Country Club, Chicago, says: "The Quiky Club Washer is a fine companion piece to the Ball Washer and is as easy to maintain. I am sure the added service will be appreciated by all players".

A NEW IDEA — IMPROVES YOUR GOLF GAME!

... The first light-weight golf-club washer that is 100% efficient and so inexpensive Clubs can place one on every tee. It is made of heavy gauge steel, brushes—cleans club heads (wood or iron) and removes mud or clinging grass.

The QUIKY CLUB WASHER comes complete with chain and two locks to protect against theft.

Play with clean clubs *all the way 'round*—not just at the start.

Lessens the cleaning load in the pro-shop — also ideal for regular pro-shop use — takes little space. Harmless to clubs—can be used with plain water or with detergent. Easy up-keep. Brush refills available.

Write us for name of dealer in your territory.

QUIKY CLUB WASHER



Pending
Patent



\$19⁹⁵ complete with chain
and two locks.

Shipping weight: 13-lbs. Packed one
each to shipping container.

SPORTS & GAMES CO.

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has little or no disease and gets good control with the same fungicides. The soil, the grass, and the climate are identical so the difference is one of Management — with the emphasis on the MAN part.

Many years ago a Missouri club spent about five thousand dollars for fungicides and tried every known kind in frantic efforts to save the greens. They failed dismally. Every Monday the greens received ammonium sulphate at 5 pounds per 1,000 square feet in a vain attempt to control weeds by making the soil more acid. This was during the "Acid Era" in turf maintenance. The heavy sulphating made the grass so lush that it fell prey to every known disease and possibly to unknown ones. After the grass died weeds were worse than ever. A sensible feeding program was devised and used the year following. Fungicides performed as expected and the cost for the seasonal fungicide requirements dropped from astronomical to reasonable figures.

Skillful Management

Grass and people are alike in one respect at least. A person in a run-down or unhealthy condition invites disease. The same thing is true of grass. By skillful management an inferior grass may look like the best. An unsound maintenance program may make a superior grass resemble the poorest strain.

At about the time the acid theory was falling into disfavor, Mr. Joe Valentine used the nursery at Merion Golf Club as a testing ground. He applied lime on a portion of the Washington bent plot. Dollar spot struck three weeks later. There was none on the limed portion. Damage was very severe on the unlimed part. In this instance lime was the thing needed to make the grass more robust so it could resist the disease.

When Victor Larson was in charge at Minneapolis Golf Club he had no end of trouble with dollar spot on his Washington bent green. There would be a bad outbreak every three weeks. Routine practice was to apply Calo-Clor to check the disease and some ammonium sulphate to speed recovery. Soil tests disclosed nothing unusual. The answer was simple but did not come until after Victor's death. We now know that dollar spot is aggravated by too little as well as too much nitrogen. A change in the fertilizer program to insure a continuous and more uniform supply of nitrogen would have lessened dollar spot, saved fungicide, and

eliminated Larson's summertime misery.

In May, 1953 leaf spot played havoc with the grass on all the greens at a prominent Buffalo club. Damage occurred in a matter of hours. Leaf spot was the immediate but not the basic cause of injury. This fact was substantiated by the failure of two of the better known leaf spot fungicides to do any good. The grass was mostly Virginia bent and poa annua. The turf was badly matted, the soil was strongly acid from the continuous use of ammonium sulphate. Greens were low in magnesium and in potassium. By changing the management program, greens staged a quick comeback and were good all that year and again in 1954. The greens were aerified and the mat was removed gradually. Dolomitic limestone was applied generously after aerifying. Greens got more potash. The type of nitrogen was changed and the rates and interval of application were designed to furnish the grass with a continuous and uniform amount of nitrogen. The new program worked wonders on the grass and enabled fungicides to do the job expected of them.

It is only human to blame disease for everything, especially when the signs seem so plain. The examples just cited show the fallacy of that approach. Ability to recognize and evaluate these secondary causes and effects is important. Then one can devise a program to improve conditions for growth; one which will strengthen the grass and thereby help it cope with disease.

Important Management Factors

The most important management factors include use of the right grass, watering and fertilization. This triumverate usually makes or breaks the MAN of Management.

Grasses differ in their susceptibility to disease, or in their ability to resist it. Seaside is very susceptible to snow mold and would be a bad choice in regions where this disease is bad. Washington, Congressional, or one of the better colonials would be better choices because of their resistance to this disease. The old Virginia strain was among the first to suffer injury from leaf spot. Washington takes dollar spot but is more resistant to brown patch than Metropolitan. The latter is less apt to get dollar spot, but is more susceptible to brown patch. Arlington and Cohansy are very good grasses in the regions where summers are hot. The mixture of equal parts Arlington and