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FERTILIZER COMPOUND

"...helped our greens take heavy play,
hot weather and high humidity
better than any greens in my
30 years' experience"

Reports **"Hank" Hennings**, Superintendent
Rock Island Arsenal Golf Club
Davenport, Iowa

Mr. Hennings uses Du Pont "Uramite" for the base of his fertilization program. He applied "Uramite" in the fall of 1955—10 lbs. per 1,000 sq. ft.; and in the spring of 1956—15 lbs. per 1,000 sq. ft.

His July 1956 report continues: "We now have gone through over a month of hot weather with temperatures as high as 95° and humidities up to 75%. As can be seen, all greens are in excellent condition in spite of two tournaments this week in addition to

the regular heavy play. The players from the four competing clubs in the tournaments commented that these are the outstanding greens in the vicinity. They, too, liked the uniformly good texture and color.

"We have not had one attack of fungus to date, and it appears my regular treatments are more effective. I credit this to the healthier turf resulting from the strong root system and greater turf density that has developed since I first applied 'Uramite' last fall."

FREE BOOKLET shows the efficiency and economy from using Du Pont "Uramite." Use this coupon to get your copy.

The nitrogen with built-in control

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- Please send me your full-color booklet.
 I would like the name of the nearest supplier of "Uramite."

Name _____

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City _____ State _____

Municipal Lease

(Continued from page 88)

or in a fair percentage of the invested capital in a period of stress.

16. Payment should begin at the point where estimated profits begin; a minimum payment may be desirable.

17. No payments should become due until income begins; a little extra time at the beginning of the lease costs little and may be a great factor in aligning cooperative interest.

18. Provisions for securing an operator should be based on operational experience, knowledge of the whole of golf course and club management, on character of the lessee; not primarily on price bids.

19. Time may be extended in the lease in place of capital outlay in any reasonable amount.

Pro Has Obligations

(Continued from page 38)

cheap as the few cheap members I've got.

When I reviewed my situation — my members and their attitude toward me and my business, and my own attitude toward them as customers — I recalled something said by an old Scot who gave me my first job as his assistant.

The great, old fellow remarked: "Blame somebody else for what is your own damn fault. It saves you the strain of getting smart."

The way I now look at this matter of members' loyalty in buying from me is to think first about what special things I have done to deserve and develop buying loyalty that makes mine such a good business. I'm emphasizing the importance of this attitude to my assistants.

I am confident that it will mean better business for me and for the club and more enjoyment for the members.

Canadian Open

The Canadian Open Championship, scheduled for July 10-13 at Westmont G & CC, Kitchener-Waterloo, Ont., will be held in conjunction with the centennial celebration of the city of Waterloo and Joseph E. Seagram & Sons, Ltd. Seagram has raised the prize money to \$25,000 to keep the Open in the big tournament class.

Tell Them You Saw the Ad
in GOLFDOM

Lean Over Backwards to Avoid Elimination in Flying Hills Blind Bogey Tournaments

There's a great deal of enthusiasm for the blind bogey tournaments Frank Rodia stages for his members at Flying Hills GC, El Cajon, Calif. It isn't unusual for as many as 400 or 500 clubswingers to get into the events because it's tough to get eliminated, there is a lot of fun involved and Frank makes things even more interesting by offering a substantial supply of clubs, shoes, sweaters, etc., as prizes.



Frank Rodia

The blind bogey usually runs over a period of four weeks. Players pay an entry fee of 50 cents and choose their handicaps so that their net scores will fall between 70 and 80. At the end of each week a number between 70 and 80 is drawn and all players having the same net as the number drawn, qualify for the final playoff. A player may enter the tournament as many times as he wishes, taking a different handicap for each occasion if he cares to, in order to qualify for the playoff.

On playoff day survivors play an 18-hole blind bogey round. On this occasion, handicaps also are chosen before starting time, a number between 70 and 80 is picked out of the hat, and players with nets that match it become finalists. An 18-hole putting contest decides the winner among the finalists. There are plenty of consolation prizes to salve the wounds of those who don't quite reach the final putting phase and, of course, all finalists are handsomely rewarded.

Housekeeping Hints

(Continued from page 44)

Each green has its own border landscaping. Rises about the greens are gentle. The bunkers of yesterday are out of place. The harsh lines of old age have given way to the fine contourings of youth.

This contouring of the shoulders of the greens and traps is the essence of the modern course. It is the golfer's challenge. It directs his play, yet challenges his skill and determination to accept a problem and solve it as adroitly as possible.

Seattle Gives Coin-in-Slot Starter System A Tryout

By VERNE WICKHAM

Now, it has appeared again in the form of a coin-in-the-slot starter.

On the first tee of the short nine at Jackson Park Municipal GC in Seattle, Wash., there's a device that looks for all the world like a coin-operated parking meter — only it kicks out a combination golf ticket and score card!

The first tee of the recently opened Par-3 course at Jackson Park is rather far



Pat Lesser, Seattle's famed amateur star, inserts "green fee" in golf meter at Jackson Park Par-3.

removed from the first tee and pro shop of the standard 18. Seattle Park Board officials were faced with a problem of whether to build a new starter house for the Par-3 or sell tickets at the pro shop and let the golfer shift for himself. They solved the problem by installing the coin-operated starter at the first tee of the new nine. The golfer inserts 50 cents and out comes a numbered ticket. The score card is on the back.

The mechanical starter is about 10x14x6-ins. and is serviced by a concessionaire on a rental basis. The machine is loaded with scorecards in the morning and emptied in the evening. It was installed in May, 1956, and so far has collected green fees from more than 7000 golfers. There has been no vandalism and a few golfers, who didn't know how the machine worked, left their fees on the top of the box. The green fee rate and instructions are posted on a sign above the machine.

The golfers are more or less on the honor system as to rights on the tee. The ground crew checks tickets during the day. When the ground crew leaves, rangers from the big course occasionally check the Par-3 to see that all is in order.

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and new built-in
YELLOW!

U. S. Driving Range Balls have been acclaimed all over the country as the *best* range balls on the market. They're made *just* for driving ranges. Extra-tough, they take everything in stride—fight off scrapes and cuts. Offer plenty of playability plus durability. Come in a choice of colored stripes—or the new all-yellow ball. The yellow color is built in—all the way through. Can't wear off. This "high-visibility" yellow makes it much easier to find. Cuts down on pilferage, too. Ask your U. S. Sales Representative to show you the complete line of U. S. Driving Range Balls!



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Promotions Build Business at Phoenix Range

By DEAN SMITH

JACK LEDWON, whose promotional knowhow has built the Camelback golf range in Phoenix, Ariz., into a thriving business, knows how to get maximum mileage out of a turkey.

Twice a year, at Thanksgiving and Christmas, he has run turkey drawings for his driving range customers. The plan, with Ledwon's followup ideas, has been so successful he is looking for excuses to run it in the spring and summer, too.

Ledwon works it like this: When a customer pays for a basket of balls, he is given a ticket on the turkey and asked to sign a registration book giving his name and address. When he returns he is given additional tickets for each basket he buys. Signing the book again is not required.

"The drawings build business two ways," Ledwon explains. "First they encourage more play, since every additional ticket gives the customer more chance of winning the turkey.

"Second, and perhaps more important, it gives us a mailing list. We have our own mimeograph machine and send out postcards to persons on the mailing list every time we have a sale on equipment, whenever we stage a special event or for almost any good reason."

Monthly Mailing Program

Ledwon is thinking of starting a monthly mailing program soon. Regular reminders in the mail, he believes, will bring people in that much more often.

"When we draw the turkey winner, we make quite a big deal out of it," Ledwon points out. "We take the winner's picture with the turkey and post it prominently in the shop. It shows people we really did give away a turkey, and the pictures bring questions from new customers who want to know what they're all about. Any con-



Besides doing a lot of promotion work to bring his Camelback range to the attention of Phoenix golfers, Pro Jack Ledwon gives plenty of lessons. Here, he instructs Mrs. Hubert Merrywether, wife of Arizona state senator.

versation starter like that is a good thing since you want to be on easy speaking terms with all your patrons."

Do mailings help?

"You bet they do!" Ledwon declares. "We get a close-out item, for example, and send out cards on it. People start coming in and asking about the merchandise right away."

The turkey drawings are but one phase of Camelback's energetic promotional program.

Two other major promotions are staged each year—the junior golf program and the Lions Club hole-in-one contest. Both build business for Camelback range, located in one of Phoenix's better residential sections.

Gets Juniors Started

Ledwon announces his junior golf instruction program through newspaper stories in October, and attracts as many students as he can accommodate on his 30-tee layout. He divides them into two age groups—10 through 12 and 13 through 15—and offers a free lesson each Saturday morning through December.

The kids get the instruction free, but pay for the balls at 50 cents per basket. It pays off at the cash register, since most of the youngsters return several times a week to practice and many buy clubs and other equipment.

What's more, their parents often become

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Write for complete information on Red-E Tillers, Mowers and Tractors, too — sold and serviced for 35 years.

- ✓ Large Capacity—up to 3 tons or 1½ yards, 3 sizes.
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- ✓ Single or dual wheels, pneumatic or semi-pneumatic tires.
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- ✓ Welded, rugged X-frame construction.

RED-E TRACTOR CO.

Richfield 34, Wis.

interested, too, and soon dad is out hitting balls and shopping for equipment. Ledwon estimates that two-thirds of his students take up the game with real seriousness.

The hole-in-one event is staged in March under the sponsorship of the Phoenix Lions' clubs with proceeds going to the Lions' Sight Conservation fund. Last year a \$500 prize was offered for a hole-in-one along with numerous special prizes donated by merchants.

A 60 x 80 green was recently built at the range, using 36 yards of sand and topsoil. The grass cover is 2/3 Australian rye and 1/3 Seaside bent. Rings six- and ten-foot in diameter are drawn on the green to provide incentives for special prizes.

During the two years the contest has been conducted, \$8,000 has been turned over to the sight fund and the event is snowballing in interest. The Phoenix press gives the contest good publicity.

Ledwon and his assistant, Leon Pounders of Omaha, Neb., both PGA pros, have built up a busy teaching schedule and the range's overall business is on the increase.

Ledwon started the Camelback range in 1953 after four years as an assistant pro at Encanto GC, Phoenix's municipal course. He obtained a quonset-type steel building

for his golf shop and has been improving the grounds each year.

With his promotional flair, Ledwon hopes to continue building his range into one of the Southwest's finest.

Grau's Answer

(Continued from page 63)

Actually the introduction of a stronger bent grass can help materially in reducing Poa annua. Penncross creeping bent is a stronger grass than Seaside. As soon as you can obtain some, I'd suggest you begin to introduce it into one of your Seaside greens so that they can become stronger and more resistant to the invasion of Poa annua.

Q. What strain of bentgrass seed do you recommend to be used this spring in reseed-ing our greens and "froghair" to help combat Poa annua? (N.M.)

A. On the greens I recommend Penncross creeping bent seed, using 1 lb. per 1,000 sq. ft. following thorough multiple spiking in order to get the seed down into turf. Follow with a light topdressing and keep continually moist for 10 days to two weeks in order to get the grass established.

For the frog hair or collars, I suggest that you give one of the fine strains of bermudagrass a thorough trial. Ugandagrass is one that

'We reduced mowings by 80% with MH-40'

says manager of leading golf course



Hard-to-get-at bunker edges and roughs controlled easily

A major Long Island golf course uses MH-40, the growth regulator, to really get results. "We've reduced mowings by 80 per cent. I estimate MH-40 could save us about 160 man hours a season," says club superintendent.

With MH-40, you too can slow the growth of grasses of your roughs and reduce cuttings to as few as twice a season. Think of the savings in labor and equipment.

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producers of seed protectants, fungicides, miticides, insecticides, growth retardants, herbicides: Spergon, Phygon, Aramite, Synklor, MH, Alanap, Duraset.

I can suggest with confidence because of its fineness, similarity to bent and ease of maintenance. Another might be Sunturf, somewhat coarser than Ugandagrass but a good strain for this purpose, so far as we know. Genetift is still another fine strain.

Q. Will bermudagrass grow in this latitude? What other grasses do you recommend to stand the heat of our summer seasons in areas which are relatively unshaded? (S.D.)

A. Bermudagrass might possibly do some good in South Dakota in a very sunny spot with adequate fertilization, but the chances are against it. The season is so short that you wouldn't get much satisfaction even if it did grow.

Two cool-season grasses which stand summer heat well, when adequately fertilized and managed, are Merion bluegrass and Kentucky 31 fescue. You did not state intended uses of grasses you would like to plant.

Q. We have a clover problem with our greens. It seems that in the spring it isn't so bad but as the season progresses we can see a definite increase in clover. I've come to the conclusion I'm not fertilizing right. I had a soil test run and this is what the test shows: Phos. 30, Potash 8 and Nit. 4. How is that in accordance with what it's supposed to be?

At present I am doing as follows: Aerating and verticutting once a month and applying 33 per cent nitrogen every two weeks at the rate of 4½ lbs. per 1000 sq. ft. What else should I use, if anything? I don't keep my greens too wet if I can help it. But the grass on the front 9 seems thin and has no root system. My back 9 is altogether different — very little clover and a good healthy grass and root system. Of course, like most public courses, our front 9 gets 3 times the play the back 9 does. We have Arlington bent grass on the greens. (Mich.)

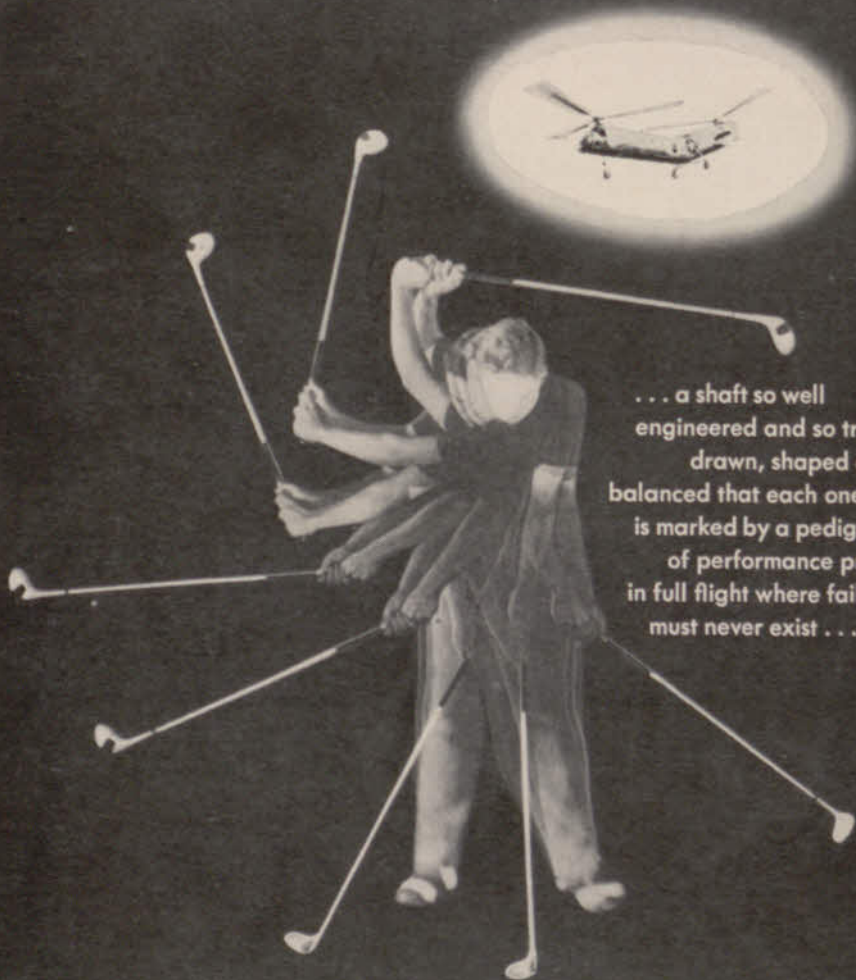
A. In giving the results of the soil test you neglected to state the pH value or lime requirement. This is important. The pH value of the greens should be about 6.5 for best results.

Without knowing the method in which the soil tests were run, I would say that the greens lack potash. You seem to be using adequate quantities of nitrogen. I would suggest that you apply 60 per cent muriate of potash at two pounds to 1,000 sq. ft. when you apply nitrogen. Apply limestone (dolomitic) to bring the pH up to 6.5 if the soil test shows acidity below 6.5. Clover may be coming in as a result of thinning of the grass from disease.

Q. I am having trouble with C-1 Arlington bent greens. It tests 7.6 pH. Don't you think this is running too high? I use ammonium sulfate (2 lbs. by bulk to 1000 sq. ft.) but it has very little effect. I was wondering if I could use ammonium phosphate also to increase acidity. This green looks bad as it has light green and dark green spots scattered over it. I use Vigoro and Milorganite as complete fertilizer. (Kans.)

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is marked by a pedigree
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A. My first reaction to your problem is that your applications of ammonium sulfate are either too light or you may not be applying frequently enough. I would advise against using ammonium phosphate because your combination of Vigoro and Milorganite already is giving you more phosphorous than you need. You did not say how often you apply the complete fertilizer. I would suggest confining it to spring and fall, using sulfate through the season at double your present rate.

The light green and dark green spots indicate that you might have grasses in your green other than Arlington (C-1). If you have used any seed (Seaside) or if the Arlington stolons nursery made seed before you planted the grass, this would account for the spots.

If water you are using contains lots of lime and if you are using lots of water to soften the greens it would explain results. Actually pH 7.6 is not too high for bent but at that level some of the trace elements will be tied up. You may do well to try ferrous ammonium sulfate to correct any possible iron deficiency. Two to four lbs. sprayed on one green will give you a good indication in a short time of whether it will help your situation. Arlington bent is not one to do well under heavy watering. It thrives on heavy nitrogen feeding and in being kept on the dry side.

Swinging Around Golf

(Continued from page 34)

his death had been accountant at Woodbury CC, Springdale, Conn.

One of those things that seldom happens, a deuce on a par 5 hole, was seen at Glen Arven CC, Thomasville, Ga., where John H. Walter is pro . . . Yeah, the same John who is one of Ike's pros . . . W. R. Bowers, playing with four other fellows, hit tee shot about 250 yds., then belted a 3-wood the rest of the route on the 470 yd. hole.

A lot of golf clubs and associations have been campaigning to move congressmen to favorable action on the Tom Curtis bill for relieving sports clubs of 20 per cent tax on improvements . . . Campaign isn't nearly won as there's still plenty of work to be done, especially on members of Senate Finance committee.

USGA General Counsel and committee doing valuable job now on club tax situation which certainly is murderous on national and local basis . . . USGA circular to member clubs advising of tax developments noted that Internal Revenue Service issued Rev. Ruling 56-620 to effect that payments for club cleaning and storage are not subject to tax if payments are made by members to the pro as an independent contractor or concessionaire, but if the club operates pro dept. cleaning and storage service for a period of more than six days it is subject to tax . . . Internal Revenue also has ruled that minimum charge for food and beverages over a

certain period is subject to the tax even though the member more than uses up the charge.

Jimmy Crossan, back from winter in Pasadena for another year at Grand Forks (N. D.) CC . . . He's got Tim Hazebrook, former baseball major and minor leaguer, as his asst. . . Sundown CC, Scottsdale, Ariz., issues very attractive and informative brochure with Charter membership applications . . . The new club is rapidly filling its roster . . . Jules Platte, at Knollwood Club, Lake Forest, Ill., in summer, is Sundown pro.

Springfield, Mo., Park Board planning 9-hole course in southwest section of city . . . Springfield's Grandview 18-hole muni course is in the northerly section . . . Amateurs at some of the events on the tournament circuit are complaining about having to pay same entry fee as pros . . . Bermuda with three 18- and two 9-hole courses in 22 square miles has bigger percentage of golf area than any other country.

Dick McGeorge, who quit sports writing to become publicity man for Bob Stranahan's Champion Spark Plug Co., is co-chmn., Press and Publicity committee, for this year's National Open at Inverness . . . Phillip Perault, contractor, and associates of Northampton, Mass., plan to build 9-hole course . . . Golf boom in Caribbean continues despite labor, water, soil and political problems . . . In Caracas, Venezuela vicinity, 13 courses are being built, reflecting growing interest in golf in South America.

Waterbury, Conn., Park Supt. James J. Curtin recommends building new 18-hole course . . . City of New York kept Dyker Beach, Clearview, Mosholu and Silver Lake courses open last winter and opens its other six courses early in April . . . Westchester County, N. Y., has five public golf courses but County Planning Commission says the courses can handle only one-third the people who want to use them.

Jimmy Demaret and Jack Burke plan a school for young pros at the Champions' CC which they are building 15 miles north of Houston . . . Jimmy and Jack plan to have famous playing and teaching pros as guest professors at the school . . . Pete Burke, 1956 PGA Seniors' champion, now pro at Cold Spring Harbor (N. Y.) CC, succeeding Jack Mallon, for whom Pete worked as an assistant for about six years.

Al Schardt, well know Western N. Y. supt., has been busy on some fine design and construction work on Gowanda (N. Y.) CC new 9-hole course, and new greens for Wanakah CC, Hamburg, N. Y. . . . Montgomery County (Md.) mgr., M. L. Reese, recommends building \$200,000 course.

Elmer Voight, pro at Sunningdale CC, Scarsdale, N. Y. in summer, is back at the club after his first winter as pro at Estate Carlton course, Frederiksted, St. Croix, Virgin Islands

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The Greens Air Special quickly proves its value in improving turf and its safety, ease and efficiency of operation.

Precisely cuts and ejects cores from perforations of $\frac{1}{2}$ in. diam., to depth of 3 in. or more, 2 ins. apart. 30,000 holes to 1,000 sq. ft. at rate of 5,000 sq. ft. in 2 hours.

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... Last winter Voight brought to the island the first clubs the Cruisians ever had seen... Island was a stop for Columbus... Native Negro kids going nutty about golf... Amusing slant on the introduction of golf to the Virgin Islands was the natives' reaction to hearing Voight say "Keep your head down,"... They thought he was saying "Keep your head on" and regarded the advice as wildly comical... There's now a calypso number with that title.

Lot of job switching by supts. in one southwestern district where course maintenance is work for a diligent expert laboring long hours... Reason for changes is low pay... Supts. do better working at service stations... Course staff difficult to recruit because factories and ranches pay better.

Those 3 in. single column ads being run by Twin Lakes Golf School and Club in the Miami (Fla.) Herald are pulling business... Willie MacFarlane is pro there... The ads tell of the range's customers' experiences while practicing... Middleweight champ, Gene Fullmer, preparing for May 1 title bout with Ray Robinson, has his training headquarters at Chicago's Tam O'Shanter CC.

When Ted Kroll concludes his eight-month, 23-state exhibition tour for George S. May late in April, he will have travelled 75,000 miles and earned \$63,000 for 63 matches... Rounds played at Asheville, N. C. municipal course doubled between '52 and '56... In '52, the number was 7,506; in 1956, it zoomed to 15,194... Presque Isle, Me., citizens stepping up efforts to bring golf to their community.

George A. Jacobson, Jamaica, L. I., dir. of Commack Hills CC, leading fight against public officials who are cause of established courses being razed to make room for parkways and other so-called improvements... He charges it to poor planning and says it's impossible to build a course with any assurance that it won't be uprooted in 5 or 10 years.

James M. Edgar named pro at Hanover CC, Abbottstown, Pa., succeeding Ron Hess, who resigned to accept position as mgr. of Tamarack CC, Greenwich, Conn... Edgar's father, Art, has been Chambersburg GC, Scotland, Pa., pro for years... Al Balding resigns as pro at Credit Valley GC, Erindale, Ont., to concentrate on playing pro circuit... Charles Collins moves from nearby Sedgewick GC to take over pro post at Mahopac (N. Y.) GC.

With opening of the fifth course this fall in Bethpage State Park, Farmingdale, L. I., residents will make further claims that they are living in the golf capital of the world... The new addition will be known as the White course... The others are Black, Red, Green and Blue... Miami, Fla., Jr. C of C urging city to build another course even if it has to be located outside city limits...

(Continued on page 130)