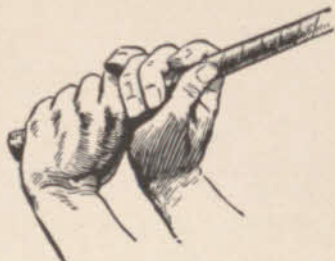


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two-weeks vacation with pay and a \$1500 life insurance policy. At Christmas time, a new high in morale is reached when this club gives a party in the main dining room with a dance orchestra and all the trimmings. At this time, a week's pay plus five dollars for each year of service is given. This is just one example of how a club recognizes the importance of its working staff.

Supt. Should Insist on Authority to Run His Dept.

By **MARION MENDENHALL**
Kenwood CC, Cincinnati, O.

Interference by the green chmn. members or other club employees can't be tolerated by the supt. in securing supplies because they are not in a position to know as well as he the technicalities of the chemicals and other materials that are needed.

For this privilege of absolute control, the supt. must become the purchasing agent for his department and handle the club's money as wisely as he would his own. When the supt. can show in black and white that he is getting the most for the club's dollar, his value is greatly enhanced.

To be a good purchasing agent the supt. must study budgets closely, but not buy quantity to the detriment of quality. As purchasing agent he must keep informed on all new products, current prices and availability of the materials he uses.

To secure best possible prices and quality of materials, the supt. must give all suppliers an equal chance to bid for his business. Written bids eliminate misunderstandings and also help to eliminate interference from members who may try to unload their products on him.

It is the supt.'s duty to keep on good working terms with the club's office. He should make a constant check to see that all gasoline tax refunds are recovered, watch for discounts and see that bills are paid in time to collect them. It is surprising how small discounts and tax refunds can add up to important money. Bills should be paid only after proper vouchers have been filled out by the supt. Thus the supt. has complete control of purchases for his dept. and it is his responsibility to see that all statements are correct before being paid.

Just a word on inventory. It should be held to a minimum except for hard-to-get items and emergency materials. Oftentimes we think that buying in quantities saves money, but does it? Long storage unnecessarily ties up large amounts of the club's working capital. If you figure this capital tied up at 5 per cent, cost of extra insurance and storage cost, you may find that quantity buying is not very economical.

Storage of materials often is haphazard. Chemicals, costing several dollars per lb., may be left on the floor in open containers

and all kinds of materials stacked together. This leads to costly waste to say nothing of possible damage to turf that may be caused by improper mixing of chemicals. All materials should be kept in properly labeled containers.

The Supt's Responsibility for Area Maintenance

By **Ray Gerber**

Supt., Glen Oaks CC, Glen Ellyn, Ill.

To tell how maintenance of the course, clubhouse grounds, parking lot, practice range and new grounds construction is performed is too detailed for the time I have. Consequently, I will refer mostly to why these various areas are the responsibility of the supt.

The supt. is chosen principally because he meets qualifications of directors and the green chairman. It is his duty to maintain the course in a condition which meets requirements of the club's members. The maintenance program should be planned so certain jobs are performed on days and during hours when play is normally light.

Clubhouse grounds should be maintained in a condition which will give each member and guest a friendly, warm welcome as they drive through the entrance gate. Flowers should be of the type which can be planted around a home and in a location where they will be most attractive. Care of trees, shrubs, walks, and lawn furniture can't be emphasized too much. There should be a sufficient number of waste paper receptacles properly maintained and fire hydrants should be painted. It is very important to keep turfgrass around the clubhouse, pro shop and swimming pool in the finest condition.

Why is maintenance and planning of the clubhouse grounds placed in the hands of the supt.? Can you name any other employee around the club who is more qualified to handle these jobs? He usually is on the job seven days a week throughout the golfing season. He knows what kind of help to hire. He usually has in stock certain items necessary for maintenance. If not, he knows where to purchase them quickly. Furthermore, equipment used for the clubhouse grounds is stored in his equipment building and is serviced there. Equipment should be kept not only in good mechanical condition, but also should be maintained in a pleasant appearing condition; nothing looks worse than an old, beat-up piece of equipment around a beautiful clubhouse and grounds.

Walks should be kept well edged. The edges of the paths should also be neat in appearance. Hedges should be carefully trimmed. There is no point in having a nice bed of flowers and then leaving the edges untrimmed. Keep flower beds in condition so that they will be a spot of beauty for all to see.

Many other specific items could be men-



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Caddy

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for certain kill of crabgrass. Supplied in liquid or powder: METHAR 80 (powder) is an extra high concentrate, 80% Disodium Methyl Arsonate Hexahydrate; METHAR 50 (powder) is 50% Disodium Methyl Arsonate Hexahydrate; METHAR 30 (liquid) is equivalent to 30% Disodium Methyl Hexahydrate . . . contains 18.9% Anhydrous D S M A

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For the control of Dollar Spot on golf courses, lawns and other fine turf. Applied as a spray or dust mixture every 10 to 14 days throughout the season. Recommended as a preventative; two applications in early spring, before the first appearance of Dollar Spot

PM2,4-D

Phenyl Mercury-2,4- Dichlorophenoxyacetate

For selective weed control in larger turf areas, such as Fairways, Lawns, Tees, Athletic Fields, etc. Kills common and fall dandelion, narrow and broadleaf plantain, chickweed, silver crabgrass (goosegrass) and crabgrass. Combining Phenyl Mercuric Acetate with 2,4-D gives the chemical both herbicidal and fungicidal properties. PM2,4-D will destroy certain weeds not effectively controlled by either chemical alone

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Added to water, ALL WET facilitates quicker and deeper penetration in all turf areas . . . especially in thatched or compacted areas. Helps the soil to retain needed water longer, prevents dew formation on greens, gives faster germination in seeded areas. Treated turf is resistant to wilt and non-toxic ALL WET saves on water and labor. It's 100% active . . . 1 gallon treats up to 80,000 sq. ft.

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tioned. All are important, because all are part of our responsibility. The club house grounds is an area in which you can sell your talents not only to the men but to the ladies.

Maintenance of the parking lot usually comes under the supervision of the supt. However, there are certain clubs where the responsibility has been delegated to the clubhouse manager.

The parking lot should be kept in good condition and give a neat appearance, free of all kinds of debris. Cracks in black top or cement areas should be repaired so that unwarranted damage can be prevented. All parking lane strips should be kept in a clearly visible condition. Bumper rails should be kept painted or covered with some other suitable material if the type of rail requires it. With all his many jobs, why should maintenance of the parking lot come under supervision of the supt.? He simply is in position to supply the manpower and equipment necessary for work of this nature. Utilizing the existing ground crew is not only economical, but allows work on the parking lot when the lot is vacated.

Maintenance of the driving range or practice range, as it is sometimes called, is to the best of my knowledge, always under the supt's supervision. The practice tee usually receives the worst punishment of any tee on the course. At an active club there are several thousand balls driven during a day, and all types of clubs are used. It is almost impossible to grow turf under these conditions. But one must do his best since the practice tee is where players like to warm up before going out on the course. The practice tee is also the place where the pro gives most of his lessons.

• The practice pitch green should receive the same attention as any regular green with one exception — the height of cut — since the pitching green usually is not used for putting purposes.

Maintenance of the practice grounds falls in line with the regular maintenance program on the course. This includes watering, mowing, fertilizing, treatment for diseases and insects, raking and edging the traps, aerifying and filling divots on the grass. Consequently, it follows that such maintenance should come under the supt's supervision.

New grounds construction certainly should come under the supt's supervision or inspection. He is the one man who will have to live with the results of new construction. For this reason, no other person will have the interest, much less the knowledge, to supervise its maintenance.

The supt. should have access to all plans and specifications if he is to fulfill his responsibilities satisfactorily. If a job has been let out on contract, no part should be paid without his approval. This should be the understanding between club and contractor before the work is begun. Regardless of whether the work is to be executed under contract, or by the club's own employees, the supt. should

check plans thoroughly before presenting them to the green chairman for approval.

Emphasizes "Why" of Training .. Rather Than the "How"

By ANDY BERTONI

Supt., Meadowbrook CC, Northville, Mich.

I am going to emphasize the Why, or the reason we should train new men, rather than the How, or the method of training new men.

Actually, there is no magic formula in training new men. Teach the what, the how, the when and the all important why of greenkeeping. You then can advance from the practical to the professional plane, depending upon the receptiveness of your protegee.

Let us throw the spotlight briefly on Bob Williams' method. In the past nine years, Bob has had five trainees. Three were Purdue graduates, one from Massachusetts State, and one had long practical experience in greenkeeping. All now are progressing in turf management. Bob employs these men for technical work such as spraying, fertilizing, surveying, and as administrative assistants. In this way they work closest to that part of the job that they will eventually be charged with as supts.

Other supts. follow much the same pattern. Many work with promising men of limited formal education. They should all be congratulated for their long range thinking. Yet, it seems to me that everyone is more concerned with the welfare and the shortage of supts. than are the supts. themselves. We simply must invite and encourage new volunteers in our profession. They must enhance and propagate it. They must start where we left off — not start where we began. Common arithmetic totals the average age of our group on the mellow side of life. We must have replacements.

We produce all types of grasses and yet we hesitate to nurture our own vocation. Do we hide our heads in our own sand traps? I say again if we don't look ahead, we shall certainly stay behind.

It becomes almost a duty to supply new supts. not only to replace the aged, deceased and retiring but to supply trained men for new courses. You are aware of the population growth. And you have heard of the added number of new courses. Where will supts. come from? Our GCSA scholarship and schools cannot produce them rapidly enough.

What happens if we do not train new men? Who will take over new courses, vacancies, etc.? Will it be the pro, whose days as a golfer and teacher are numbered and who calmly reflects that he can always fall back upon greenkeeping? I bear them less malice when I know how their loyalty is prioritized. They are far better than general mgrs. who know nothing of turf grass but reap financial rewards by the sweat of some one else's brow. Or the

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a superintendent for over 30 years, has been an enthusiastic user of "Tersan" for seven years, and now at Medinah Country Club he uses "Tersan" and "Semesan" Turf Fungicide in combination.

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HERMAN BORSHARDT, Dallas,

superintendent of the Northwood Country Club, a user of "Tersan" since 1941, wouldn't try to maintain his course without Du Pont Turf Fungicides. They give superior disease control, economically, and with maximum safety to turf.

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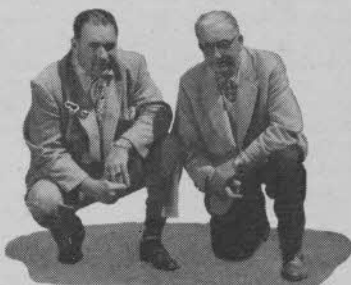


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superintendent of the Pine Valley Golf Club, has been using Du Pont "Tersan" for over 14 years on a regular preventive schedule to keep greens free of disease. He finds "Tersan" economical, easy and safer to use.

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combine over 50 years of turf know-how: Tom, Jr., at the Country Club of Virginia; Tom, Sr., Palm Beach Country Club, Florida, and Fenway Golf Club, N. Y. They agree on Du Pont Turf Fungicides for effective disease control under widely different conditions.



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Bell Heads Architects



D. W. Gordon Bell Watson

William F. Bell of Pasadena, Calif. was elected pres. of the American Society of Golf Course Architects at its annual meeting at the Boca Raton Hotel and Club, Boca Raton, Fla. in February. Other officers elected were: Howard Watson, vp, Lachute, Quebec, Can.; David W. Gordon, secy-treas., Doylestown, Pa. Robert F. Lawrence of Indian Creek CC, Miami Beach, Fla., is retiring pres. of the architects' organization.

farmer — while a good soils man, he is anything but a course supt. in his appearance, dress, action, and position in social life. And let me alarm you further, will there appear a central figure who will take over X number of courses? He is the man who lays out plans, programs, and budgets, etc. for these courses which he visits and checks periodically. We know that equipment manufacturers have slated courses in turf work for their salesmen and personnel. These are mentioned more as a possibility than a probability. We do not question their legitimacy, but it must be impressed that we must produce true sons from true parents. Our self-taught, trained personnel are such.

All golf has advanced. Clubs, balls, bags, styles, swings, theories, turf, management and equipment all have moved forward. The pros and managers have kept pace and profited. It seems all have progressed except the supt. and his ability to supply greenkeeping artists. It's time we got in step.

You will find a trainee an excellent comrade to discuss and understand problems and burdens. It is surprising how much more one can see with another pair of eyes. You will find him capable of accepting responsibility and one who can fill in for any job. The amazing and grand paradox is that you will learn far more from him than he will learn from you. Your reward will come back many times over.

Now for some advice! Teach the social aspects as well as the practical. Prepare trainees with the proper outlook as regards prestige, appearance, gentlemanly qualities and the social graces.

Another Set of Rules for Golf Cars

GOLFDOM receives numerous requests for "standard" regulations governing golf car ownership, operation and charges at clubs.

There are no "standard" regulations. Almost every club seems to have different regulations. Opinions as to whether private ownership of golf cars, ownership by the pro or club with rental to players, or leasing arrangement by pro or club, with the lessor providing maintenance, is the most generally satisfactory arrangement vary widely and according to many conditions. Not the least of these conditions concerning ownership and operation is that of being able to yell loud and tough.

Kinks are being eliminated in car construction and design. Maintenance and operating costs are being reduced. Frequently, though, the charges pros make for maintaining or renting cars leave a narrow margin.

Western Golf Assn., Golf, Ill., and Metropolitan New York Golf Assn., 40 E. 38th St., New York 16, have booklets containing compilations of golf car operating regulations and charges.

Golf cars are here to stay. Their use will increase, so you might as well consider the development calmly and for the good of all.

GOLFDOM'S observation is that any set of golf car rules is "subject to change without notice."

Among regulations that have come to our attention are those of Oak Hills CC, San Antonio, Tex. This club's rules for "scooters", as announced last fall, are:

1. Any member desiring to purchase a privately owned scooter and use it on Oak Hills CC course must first obtain permission of the board of governors and approval for his use of this scooter.
2. He must provide a place to keep the scooter at the club according to specifications set up by the club.
3. A charge of \$5.00 per month will be made for electricity, gas, etc.
4. A liability policy as specified by the club must be provided for any private scooter used on Oak Hills CC golf course.

We would also like to call your attention to the fact that as of Jan. 1, 1957, no more privately owned scooters will be allowed. The club will operate all scooters used on the course.

Two Merchandising Ideas to Keep in Mind

Warren Orlick, pro at Tam o' Shanter CC, Orchard Lake, Mich., observes that there are no clever ideas in selling that are as effective as simple, sincere personal service in which the pro never overlooks an opportunity to contribute to the golfer's enjoyment and convenience.

"Sometimes we get thinking about what we have to sell in our shops as merchandise instead of as something to increase the golfer's pleasure and health," Orlick notes.

He says that two old ideas in pro shop merchandising still are about the best for getting and taking care of golfers' business. One is that of trying out new clubs. This is done at Tam under the supervision of Orlick or a member of his staff. The trial, which is a service that can't be offered by stores competing with the pros, always closes the sale, says Orlick.

The other idea is a good stock of what's new in golf. Even just a few items in a special display keep golfers reminded that their professional is in close touch with the latest trends in the game.

Pro's Duty: Help Increase Income, Cut Down Expenses

A Connecticut pro, who deservedly has a high reputation for good judgment, tells GOLFDOM:

Increased operating costs are doing more than simply cutting the pro's profit because expense of doing business is higher. Increases in operating costs mean higher dues and thus less money spent in pro shops.

The pro these days has to be able to look at club operating figures and help officials and fellow department heads figure out ways of increasing club income without a corresponding increase in club expense.

The pro is the only real specialist in the golf business. The supts' genius extends to every field of superior turf and the manager's work extends to the restaurant and hotel fields. But the pro is for golf only. If he doesn't know how to look at figures on the club statement and visualize the picture of the unique operations of a golf club he had better start learning that part of a golf businessman's job.

Warm Winter for Al



Al Watrous (r) winner of the PGA Quarter Century tournament held in Dunedin, Fla., in January, gets trophy and check from John Inglis (l) tournament chairman. Frank Sprogl is in background. It was a big winter for Al, who also won the PGA Seniors' title.

Two New Offices for USGA Green Section

Several changes in the setup of USGA green section offices and personnel have been made in the last month. The South-eastern office is now located in the South Building, Plant Industry station, Beltsville, Md., which is also the location of the Mid-Atlantic office. James M. Latham, Jr., has been assigned to the Southeastern office.

The new Midwestern office is located in Room 241, La Salle Hotel, Chicago 2, and is under the supervision of James L. Holmes.

T. T. Taylor recently was named assistant to Alexander M. Radko as Northeastern agronomist. Northeastern's office is located at Rutgers University in New Brunswick, N. J. Another new appointment is that of James B. Moncrief as Southwestern agronomist.

USGA Rules Movie

"Play Them As They Lie," third USGA sound and color movie, is available through National Educational Films, Inc., 165 W. 46th st., New York 36. The 16mm movie covers rules of golf for fairway and rough and runs 16½ minutes. Rental charge is \$15.

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A cart acknowledged around the world as the finest ever to appear on the fairways.

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