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**“With bent greens this far south, I must have a fungicide
I can depend on . . . Du Pont ‘Tersan’ 75 does the job”**

says **CHARLIE DANNER**, *Greens Superintendent,
Richland Country Club, Nashville, Tennessee*

“I’ve been using ‘Tersan’ 75 combined with ‘Semesan’ for eight years with very satisfactory results,” continued Mr. Danner, superintendent for the past 20 of his 30 years at the Richland Country

Club, which has 300 playing members. “My disease control program includes a weekly spray from late April through late September and twice weekly during adverse disease periods.”



SUPERINTENDENTS EVERYWHERE report that Du Pont “Tersan” 75 thiram fungicide gives effective, economical protection of fine turf by preventing large brown patch, dollar spot, snow mold and other important fungus diseases. “Tersan” 75

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BETTER THINGS FOR BETTER LIVING . . . THROUGH CHEMISTRY

Danger in Guessing Amount of Revenue Pro Jobs Bring

By **HERB GRAFFIS**

HOW much is a pro job worth? Club officials rarely come close in guessing, even if pro department accounts are billed through the club. But the officials can't be blamed for their wild guesses as pros themselves don't seem to be able to estimate very closely what another pro is making on a job.

The result of this inability to approximately figure in advance the probable net income of a pro job accounts for many jobs being "oversold" to young and inexperienced pros and to gullible older ones. It also accounts for some clubs taking over the operation of the pro department with the misleading hope that the pro department, well managed, will make up part of the loss of other departments of the clubs.

One time I asked the pres. of a large and wealthy club what the club made out of operating its pro department, which it had done for years.

Money Lost Here

"Make?" he laughed. "We lose money. We lose so much that only a club like ours could afford the extravagance."

I looked over the bags in the racks of this rich club. Even a casual view indicated an average of clubs so old that the members weren't getting the advantage of modern equipment which they certainly could afford and which really should have been sold to them. But, as long as humans are human, the chances are slim of a pro saying, "Honestly, Mr. Smith, you ought to have some decent new clubs that fit you," when there is nothing in the sale for the pro, and in the pro-club arrangement a tacit suggestion that the pro refrain from trying to sell equipment.

Pros Helped Make Golf

That's a peculiar situation that has developed, fortunately in comparatively few cases. Good thing it didn't prevail at the beginning of golf when the pro, by mainly paying his own way, making and selling clubs, balls and bags and giving lessons, made it possible for clubs to have pro-

professionals and hence for golf to grow.

After intimate talks and examinations of business records with hundreds of professionals, and figuring and talking with many salesmen and credit men representing golf companies, I have been unable to discover a sound basis for estimating pro department net. At jobs that are reputed to be pretty good, the pros' net earning from sales, lessons, salary, club storage and cleaning, bag cart and golf car rental, ranges from \$8 a year to \$91 per member.

One pro at a club generally believed to be one of the best in a metropolitan district showed a year's receipts of \$45,655 (including \$5600 for club storage and cleaning) and expenses of \$42,052, which included wages of \$6,482. He paid himself no salary, yet figured that his net was \$3,603. His inventory, at cost, was about \$20,000 at the start of the season.

The bar revenue at that club for the year was \$74,205.

Carry Substantial Inventory

In one section the professionals, in a recent year, found that they averaged \$11,300 (their cost) in inventory at the start of the season. This figure included a number of 9-hole courses.

It frequently is the case that apparel and shoes account for 25 to 30 per cent of pro department income. It also is not uncommon for lesson income to be 10 per cent of the pro department gross. Yet here are percentages on a volume of \$71,860, done in a recent year by a pro who is an excellent businessman and who has done much to build up his club: Clubs and bags, 57.9; balls, 14.8; shoes, 6; practice range, 6; clothing, 4.5; club cleaning, 2.5; bag cart rental, 4.6; lessons, 3; club rentals, .07.

Buying, stock control and accounting now are operations that demand no little amount of a pro's time and money. At Dunedin a veteran professional at a fine club told me that before World War II he was doing business with fewer than 20 firms. In December, 1957, he made out checks to almost 100 suppliers of pro merchandise.

Payroll Surprises President

A golf club president, a short time ago, told me that he had looked into his pro's business when the pro wanted the club to pay the expense of another young man on the pro's staff. He learned that the pro already had a bigger monthly payroll than most retail stores doing a comparable volume of business.

(Continued on page 109)



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ASGCA Officers

Howard Watson, Lachute, Que., Can. (center) was elected pres. of the American Society of Golf Course Architects which held its 11th annual meeting at the Beach Club Hotel, Naples, Fla., Jan. 28-31. Other officers are J. Press Maxwell, Dallas, Tex. (left), secy-treas., and David W. Gordon, Doylestown, Pa., vp. Board of governors includes Robert Bruce Harris, William F. Bell, (outgoing pres.), William H. Diddel, Robert Trent Jones, William B. Langford and C. E. Robinson plus the officers.

GCSA Convention

(Continued from page 44)

hours work in the evening. Golfers play until after dark anyway."

Thomas' suggested cure for this condition is to motorize everything that is now being pushed, increase the use of bigger equipment, simplify the architecture of courses wherever possible and keep alternate nines sealed off during morning hours so that the greens staff can catch up with its work.

A description of how Woodmere CC's drainage system was rebuilt in 1954 was illustrated by Kayem Oviaan. The course is only a few miles from the Atlantic, is only a few feet above sea level and until Oviaan rearranged the drainage, was constantly plagued by the inflow of salt

Excerpts from several speeches given at the GCSA convention will appear in the April issue of GOLFDOM.

water. He spent more than \$25,000 in installing 20,000 ft. of 6 and 8-in. porous wall pipe and anchored the entire system to a large drainage carryoff that bisects his course.

In enlarging on the technicalities of drainage installation, Oviaan told his listeners that best results are obtained by laying the pipe over a mixture of sand and gravel, making sure that maximum pitch is correct, backfilling to within 4 ins. of the sod line and carefully exploring the course in an effort to locate a drainage main which can be used to very great advantage.

A slide film talk, narrated by Al Crain, showed how dallisgrass at a Houston club was controlled by application of disodium methyl. Ten lbs. of this eradicator was

mixed with 200 gals. of water for each acre treated, and approximately 80 per cent of the dallisgrass was killed with one spraying. Spot treatment took care of the remaining infestation. The cost of the operation, Crain said, was about \$40 per hole. Shortly after the treatment Bermudagrass was planted and, receiving ample fertilizer applications, completely took over within six weeks.

Tuesday's session wound up with a discussion of drainage systems, the panel being composed of Bill Johnson of Grif-fith Park GC, Los Angeles, Roy W. Nelson, Ravisloe CC, Homewood, Ill., and Marshall Farnham of the Philadelphia CC, West Conshohocken, Pa.

Engineering Emphasized

In describing several installations he has made in and around L. A., Bill Johnson emphasized the importance of engineering a drainage system before it is put in. He said that no general rules can be set down for installing any course system. He is inclined to feel that installations at every course, and possibly on every hole, have to be individualized. In an aside to manufacturers, Bill suggested that some improvement can be made in sprinklers. Altogether too much water is concentrated in the center of the fallout and not enough at the edges, Johnson stated.

Roy Nelson outlined the steps he took in improving the watering system at his former club, Golden Valley in Minneapolis. Before tackling the job he made a very thorough check of the old facilities and then talked to as many irrigation specialists as he could in order to get suggestions for improvements. He made a study of his water delivery rate, compiled friction losses on a size of pipe basis and went thoroughly into the matter of various nozzle sizes, hose sizes, pipe distribution, rate of fall and distribution of

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sprinklers. In addition, he figured how many sprinklers one man can tend in an eight-hour day.

"All this preparatory work was necessary," Nelson said, "because I not only had to stay within the allotment set aside for the improvement but keep an eye on future costs. When we got around to making the installation the work went fast because we had made the necessary preparations. I was well satisfied with the system, because, as it turned out, it was capable of giving just about everything we asked of it."

Hints on Greens Watering

Marshall Farnham's remarks were confined to observations he has made in the watering of greens. Over the years he has kept a quite complete record of how bent reacts to various applications of water. He told his audience that he concluded some time ago that supts. generally don't real-

ize that greens can't absorb water as fast as is generally supposed, and that much damage is done by trying to speed up the watering process.

"Not only should we avoid trying to concentrate too much water on a green in a given time," said Farnham, "but we should strive for the longest possible interval between sprinklings. Under normal conditions, I recommend two or three days. Perhaps the secret lies in how well we treat the grass roots. To absorb water properly the roots must have air. If we allow compaction to interfere with the normal intake of air, then we are going to have trouble."

Enlarging on his views on absorption, Farnham said that last year he made experiments in watering Kentucky Bluegrass and found that when the normal sprinkling rate is doubled, water absorption by the plant is actually reduced.

All About Greens Theme Of Wednesday's Session

On Wednesday, the theme of the session was "Keeping Up-to-Date" and dealt for the most part with maintenance of greens. Speakers were: Tom Mascaro, pres. of West Point Products Corp., West Point, Pa.; Robert Trent Jones, golf architect; Dr. O. R. Lunt of UCLA; Ardyce R. Twombly, supt. James Baird State Park, Pleasant Valley, N. Y.; Dr. James Watson of Toro Manufacturing Corp., and James M. Latham of the USGA green section.

Tom Mascaro's talk dwelled on the excesses committed by the supt. as well as his failings. Speaking on growing grass the hard way, Tom called attention to the sins of overwatering, overfertilizing, the misuse of equipment and chemicals, failure to keep drains and irrigation systems from becoming plugged and similar failings as the "unaccounted-for" items that run up the cost of maintaining a course. He said that supts. probably are only indirectly responsible for many of these shortcomings, but added that if they would take the time to properly train their employees these deficiencies could eventually be corrected.

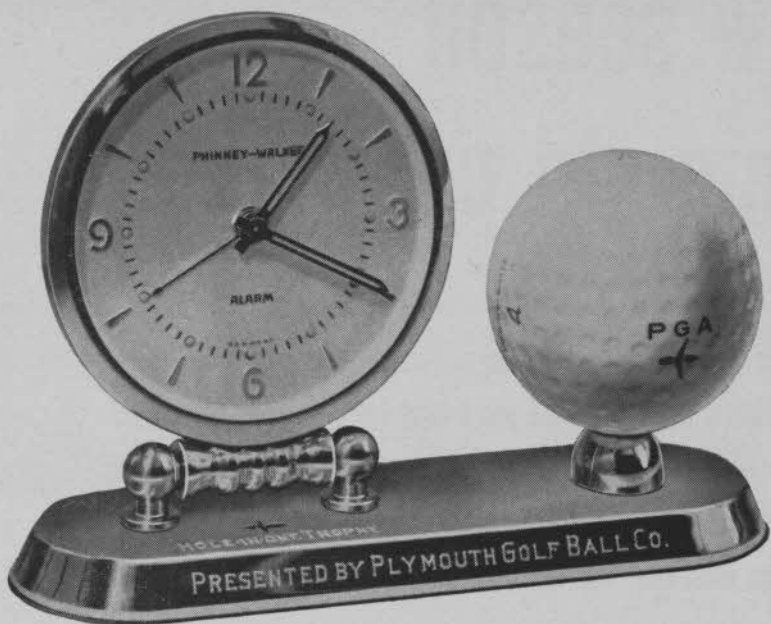
Shows Finest Greens

Using slides, Robert Trent Jones traced the history of green construction from the early days of the Scots and the English. In passing, Jones noted that early American attempts to copy British greens usually produced inartistic messes, but he add-

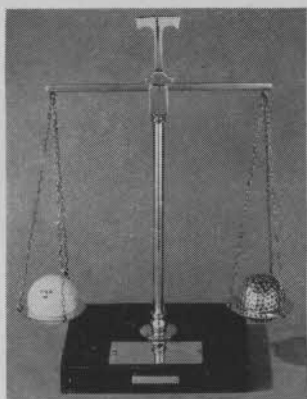
ed that even today attempts to duplicate greens result in, at best, only approximations. Jones showed greens at the Royal and Ancient, North Berwick, Pine Valley, Cypress Point, Augusta, Oakland Hills and Pebble Beach, citing their design as architecture in all its glory.

O. R. Lunt spoke as an apologist in defense of using a high percentage of sand in green construction. He said that he has long advocated sand as the best possible building material because it has high infiltration capacity, precludes shallow roots and, if the layer is deep enough, has great resistance to compaction. Charts shown in conjunction with his speech brought out the latter point. Where sand is used to a depth of 15 ins., the compaction angle is very shallow, but it becomes quite sharp when the layer is reduced to 8 ins.

Greens built with about 88 per cent sand, 4 per cent clay and 8 per cent organic matter in the Southwest where topsoil usually is quite poor, Lunt pointed out, have stood up remarkably well. He recommended using material whose grain size is from .5 to .25 mm. Water saturation studies made in conjunction with the use of various grains show that the .5 mm grain is ideal but that anything above .25 mm may give rise to serious aridity conditions since water does not completely penetrate it.



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Inexpensive installation, no up-keep costs. Circulating air permits drying of moisture, dew or rain, without damage to bag fabrics and leathers. Keeps golf bags looking new, eliminates scuffing and sliding of conventional racks, keeps clubs in proper bag at all times. Complete bag visibility allows attendant to immediately find misplaced bag.

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sizes; installations available in lengths up to 20 ft. Future expansion no problem — simply bolt additional units into place.

Adds to the appearance and efficiency of your club storage department. Facilitates tidy housekeeping in the storage area. Fosters member and employe pride in the pro shop's operating efficiency.

Units are easily assembled to fit any space of any design; may readily be added when additional club racking facilities are needed.

Simple-to-assemble instructions accompany each Bag Rack unit.

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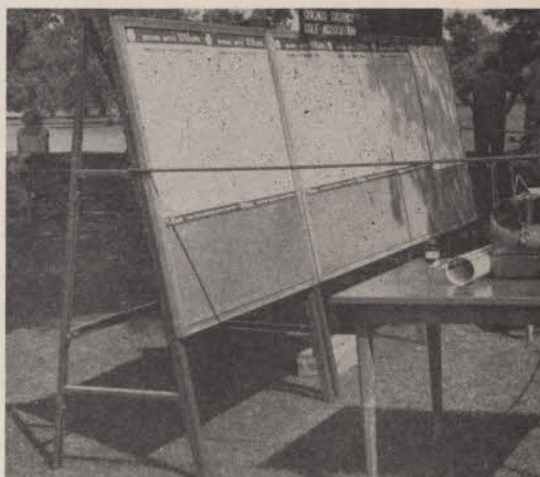


Stores
Bags
Upright
In Plain
Sight
•
Orderly,
Quick,
Safe,
To check
Bags In
And Out.

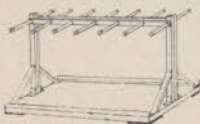
Power Bag Storage Racks are designed to fill the needs of an expanding club for years to come. These racks are adjustable for heights, and the spindles are adjustable laterally to properly store older type bags, the new style round bags, or any bag styles of the future.



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Both Ardyce Twombly and Jim Watson spoke on problems connected with the renovation of greens.

Twombly advised the supts. that great care should be taken in the diagnosis of what appear to be faulty greens because in many cases such conditions can be corrected with only slight changes in maintenance procedure.

"I know of a couple cases," said the Pleasant Valley supt., "where greens have been plowed up and completely reconstructed because somebody decided the patient had to be killed to effect a cure. If a little more thought had been given to finding out what was really wrong, the condition could have been corrected through ordinary maintenance. An enormous amount of work might have been avoided."

In diagnosing a troublesome green, Twombly said he checks the following points: Irrigation, compaction, matting, air circulation in the vicinity of the green; type of turf; the possibility of chemical injury due to disease.

Twombly also warned the supts. against going ahead with reconstruction work without having adequate funds to complete it and the necessary labor and equipment to see the job through.

Jim Watson also told the supts. to use restraint in renovating greens, especially when thought is given to tearing up and rebuilding them. If rebuilding is necessary, he said, it is wise to find out

everything possible about the newest methods in green construction and to base the renovation program on the latest research and field information.

In trying to determine what is causing greens to go bad, Watson suggested that a good rule of thumb is to first check the incursion of tree roots in the subsurface. "More trouble than you realize is caused by roots," Watson explained. "Many times trees are so far removed from greens that little thought is given to the possibility that they may be taking too much out of the soil or even fouling up your drainage system."

In renovating, Watson is a strong advocate of thorough sterilization, heavy fertilization in the early stages and the use of stolons for quick restoration of turf.

Jim Latham's speech dwelled mainly on U. S. turfgrass history. Specialized work on grass, the USGA green representative said, started about 73 years ago, although the Rhode Island agricultural station, which started to take an interest in matters related to grass in 1889, is generally considered the "father of U. S. turf culture." The USGA came into the picture shortly after this, but it was 1920 before the various states started setting up agencies for turf research and observation work. Country clubs, Latham said, have made great contributions to the development of grasses, probably out of all proportion to the amount of money they have been able to put into such undertakings.

Thursday's Talks Explored More Management Topics

Herb Graffis, GOLFDOM's editor, was the leadoff man at the Thursday's gathering. He was followed by Elmer G. Border, supt. at the Olympic Club, San Francisco, who spoke on labor management; Marion I. Luke of Augusta National, who told of the headaches connected with preparing for the Masters; Earl F. Yesberger, North Olmstead (O.) GC owner, who described his methods of operating and maintaining a 9-hole course; and Dr. Jesse A. DeFrance, University of Rhode Island agronomist, who spoke on new developments in turf fertilization.

The days of the supt. as "golf's forgotten man" are past, said Herb Graffis, GOLFDOM's editor, in talking on the economic status of the supt. "If he is 'forgotten' now it is his own fault. The shortage of supts. and competition for

well qualified men to take charge of heavy new investments in courses has the supt. spotlighted," Graffis added.

He told of a survey he'd made among green chmn. to determine the basis of a supt's salary. He got no definite data on adjustment of salary to value of the course, budget or local wage scales, but did get considerable information from the chmn. pointing to awareness of the supt's ability, versatility and responsibilities and to realization that examination should be made of the club's capacity to pay better in a number of instances.

Graffis quoted a superintendent who accounted for unreasonably low salaries for course head men by saying, "Executives are paid salaries; laborers are paid wages. A man in charge of a course who doesn't show management ability can't expect executive pay."