

An interesting discussion concerned whether or not golf cars damage courses. The "yes" and "no" sides were about equal and equally emphatic.

Freund ended the debate by suggesting that pros, supts, green chmn., etc. concede that the walking golfer, the bag cart and the golfers' car all do some damage to turf. The divot-digger also damages the turf. The practical question is how much or how little damage golf cars cause and how much revenue from the cars, if any, should be used to offset this damage or even to improve the course.

## Banker Tells Pros to Seek Needed Financial Help

*Digest of talk by W. V. Register, pres., First National Bank, Dunedin, Fla. at PGA annual meeting.*

**P**ROPER buying, selection of inventory, record-keeping and business and personal money management often may recommend that the pro consult a specialist in money. The banker is a specialist in money just as the pro is a specialist in golf.

Maybe the pro doesn't want to confide too much in a banker who also is a member of his club. But other members, having a lot more at stake than a pro, talk frankly to their banker, take advantage of his experience and make use of the lending capacity that keeps banks in business.

The pro who buys on credit actually is borrowing from the manufacturer. The club and ball manufacturers have to borrow to build up their own inventories ahead of the consumer buying season.

### Gives Club Bad Name

The pro who doesn't pay his bills gives the club a bad reputation. That's why experienced club officials look to manufacturers or credit rating organization for information on the pro's financial reliability. The member figures that he gets posted if he doesn't pay his bills and the pro also should be identified if he is slow pay.

The pro's borrowing position is somewhat limited because his collateral is his stock. The bank or the manufacturer doesn't want merchandise after it has been in pro shop stock for months.

The large amount of money pros lose each year by not taking advantage of allowable discounts doesn't do the pros'

reputations as businessmen any good.

Register expressed the belief that the biggest mistake concerning credit standing that pros make is in not answering correspondence from manufacturers' credit departments.

### Want to Help

If a pro is in financial trouble due to illness or other unexpected family expenses, or because the job is not as good as he thought it was — or could be made — the manufacturer wants to help him "get well." That's how the manufacturer will get money owed by the pro for his merchandise. But some pros get sore and get writer's cramp when asked to pay overdue accounts.

The supplier expects that bills due him will be met on the due date so the supplier's own bills can be paid. If maturing obligations can't be met by the pro then it is up to him to explain why and get the situation straightened out. Other businessmen have to do this and the pro is no exception.

### Should Have Bookkeeping System

The young pro should have a CPA work out a simple but entirely adequate bookkeeping system for him. Then it will be almost routine for the young man to keep in sound business condition.

Register advocates putting slow-moving stock on "sale" and getting some money out of it before the big selling season is over rather than have the merchandise represent frozen credit.

The banker says that the pro might ask himself the questions that a banker would have to have answered if the pro (or anybody else) were seeking a business loan. The questions are:

- (1) Is the applicant honest?
- (2) What does he want to do with the money he wants to borrow?
- (3) Is the applicant using good judgment in having the proper ratio of fast-selling and slow-selling items?
- (4) Is the applicant reasonably competent?
- (5) How will the lender get the money back and what is the lender's recourse in the event the borrower fails to pay?

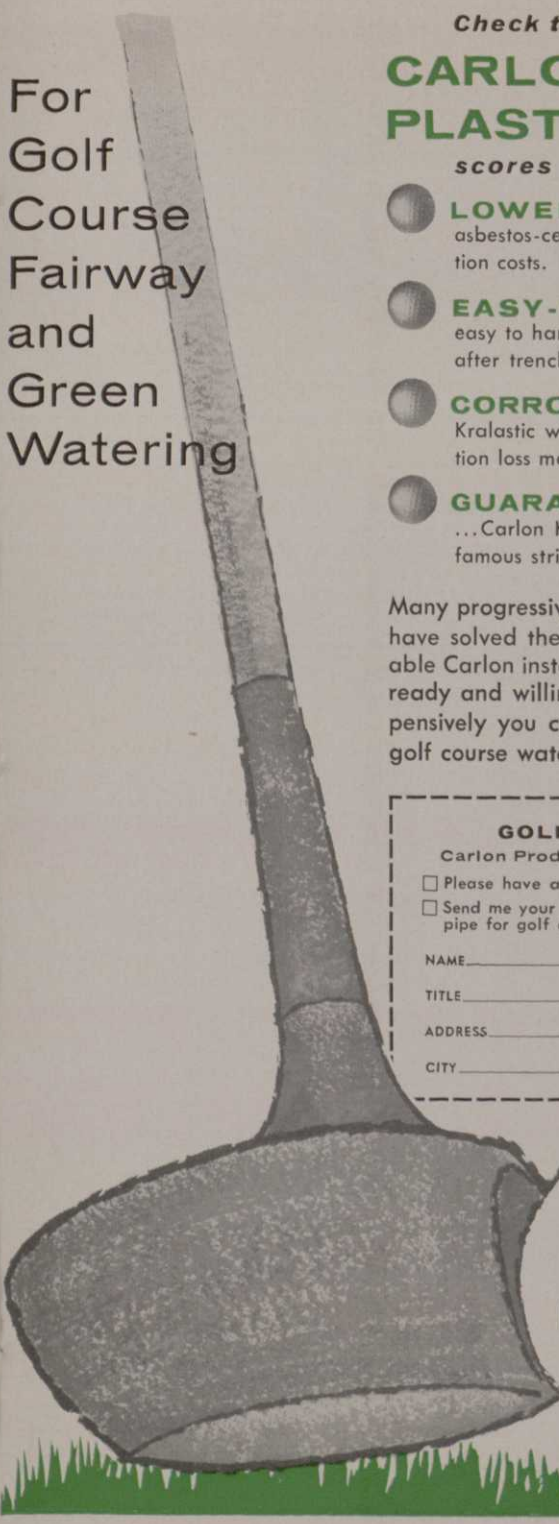
There was considerable and favorable discussion of Register's talk by pros and manufacturers. A point often mentioned in business discussions is that a great deal of the pro's financial trouble is the result of having a job "oversold" to him or because the pro fails to make a reasonably accurate investigation and forecast of what the job will yield if it is handled correctly.

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## **Sixth IGA Matches Attract Record Mexican Crowds**

By **HERB GRAFFIS**

**T**HE sixth annual International Golf Assn. pro championships again demonstrated the value of competent management in advancing the progress of a fundamentally emotional operation that could develop into being the world's best business.

The late John Jay Hopkins, founder and president of the huge General Dynamics Corp., brought into being the world wide pro competition for the Canada Cup, awarded to the country whose two-man team has the best aggregate 72-hole score, and the International trophy, which goes to the pro having the lowest score for 72 holes. Hopkins, who shot in the 90s, played considerable golf with prominent businessmen and statesmen of the U. S. and foreign countries and due to the mutual pleasure and profit of these friendly contests, established the International Golf Assn. and the international pro competition.

He engaged Fred Corcoran as tournament director. Corcoran applied the genius he employed as PGA tournament bureau manager in putting tourney golf in the big business class and the IGA became quickly and substantially operated as a forceful international sports-for-peace competition.

### **Pace Succeeds Hopkins**

Frank Pace, jr., former sec. of war and director of the budget, became president of General Dynamics and of the IGA in 1957 after Hopkins' death. Pace, an excellent amateur golfer who has qualified for the USGA Amateur, applied his immense business acumen and vitality to the IGA and backed Corcoran in extending the scope and benefits of the International organization. Part of the proceeds of the IGA competitions go into a scholarship fund. Shoichi Yoshikawa of Tokyo, who received the scholarship resulting from the 1957 IGA matches at Tokyo, now is studying nuclear energy at Massachusetts Institute of Technology.

The IGA competition started at Bea-



Winner Tex Consolover, MacDonald Park pro, putts out in Wichita's first annual Toughest Holes tournament as Tex Gwin, runnerup and head pro at Crestview CC, studies green. Tourney was played over six courses in Wichita and at least two holes at each course were played. Consolover and Gwin tied with 72s for 18 holes and former won playoff. Nine pros and assts. played in unique tournament. Total yardage was 6,780 and par was 69. Wichita TV station sponsored the event.

consfield in Montreal in 1953 with teams from seven countries. From November 20 to 23, 1958, at the Club de Golf, Mexico City, teams from 32 countries played with the Irish team of Harry Bradshaw and Christy O'Connor winning with 579. Angel Miguel of Spain defeated Harry Bradshaw with a birdie deuce on the third extra hole after the two had tied at 286 in the individual competition.

### **Galleries Get Larger**

Galleries continue to grow at the IGA championships. At Wentworth in 1956 there was a record gallery for England. At Kasumigaseki in 1957 galleries were larger than at some of the USGA National Open and the PGA Championship finals. Hundreds of Japan's most prominent businessmen and government officials watched Nakamura and Ono win the Canada Cup and Ono the International Trophy.

At Club de Golf de Mexico last fall the galleries were far larger than at any previous championships in Mexico. This year at Melbourne, Australia, Nov. 18-21, with the noted oil magnate, Walkley, heading the host organization, and with Australia's reputation for sports crowds, it is expected that the largest golf galleries in history will watch the IGA competitions.

Golf associations of the host countries do a great deal of arranging of the tournaments within the framework set up by Pace, Corcoran, Allen Siebens and these members of the executive committee of

the IGA: Norman Chandler, George L. Coleman, Henry Ford II, Marvin Leonard, James A. Linen, Lewis B. Maytag, William E. Robinson, Harold C. Stuart and Juan Trippe. No other sports organization can present a committee outranking the IGA's executive committee in international business prominence.

### Players Meet Officials

The players' banquet preceding the tournament is a gala affair. Players are introduced to top government and golf association officials, business executives and diplomats of the nation which is host to the tournament. At the 1958 banquet, held at the Country Club of Mexico City there were two former presidents of Mexico and ambassadors of 23 nations.

The Mexican Golf Assn. and the IGA committee of Mexico collaborated in conducting the Mexican operations of the tournament. In Japan the Japan Golf Assn. and the nation's largest newspaper managed the IGA tournament local affairs. The host committee has a great deal to say, in cooperation with amateur and pro authorities of other countries, in selecting men best qualified to represent their respective countries. Mexico put Hogan and Snead in that class and so did British golf authorities in 1956 when they picked Sam and Ben. That year the U. S. team won with Hogan winning the individual championship. At Mexico City Hogan finished tied for seventh with South Africa's Gary Player at 291. Snead had to withdraw because of a pulled muscle in his rib cavity just before the third round started. Hogan, Pace and Mexican officials urged Sam to quit after they'd heard the medical report. He was in a tie for third place and Hogan and Snead were tied for third in the team standing when Sam had to withdraw.

### One of Great Courses

The Club de Golf de Mexico course is one of the world's best. It was 7,216 yds. and par 72 for the IGA matches. Its condition was excellent. Accommodations for spectators and players were pleasing in the club's magnificent modern clubhouse.

Beyond any question the IGA international pro tournament is one of the world's major tournaments and in a class by itself. Hopkins' hunch of golf for fun on the top level of international business and diplomacy has been developed into a brilliant reality by Hopkins, Pace, Corcoran, Siebens and their distinguished colleagues.

Pro golf can be grateful that it was made star of the show when Hopkins and Corcoran put Hopkins' idea into action.

### Mozley, Davison Winners in Burke Writing Contest

Jack Schram, pres. of Burke Golf Co., Newark, O., recently announced the winners of the second golf writing competitions sponsored by his company. Dana Mozley of the New York Daily News won first prize of \$200 in the news division while Tom Davison of the Houston Post got a similar award for the best feature article. Other news division winners were Dan Jenkins, Ft. Worth Press, \$100 and Bud Shrake, Dallas Times Herald, \$75. Second place for features went to Roger Barry, Quincy (Mass.) Patriot Ledger, who received \$100, while the third place prize of \$75 was awarded to Bruce Koch, Rochester Democrat & Chronicle. All identifying marks are removed from articles submitted to four faculty members of the School of Journalism of the University of Illinois, judges for the contest.

The international amateur team matches for the Eisenhower trophy begun at St. Andrews last year by the USGA, R&A and other national golf associations brings amateur golf into worldwide competitive picture similar to that of the pros in the IGA tournament.

Pace, rated by many industrialists and by General Dynamics employees as No. 1 businessman of the U. S., has shown by his operations, publicly and privately, with the International Golf Assn. that he is a tremendously effective builder of international good will for the USA, governmentally and commercially. That is another high achievement for the head of the company that built the Nautilus, atomic-powered submarine, and the Atlas satellite.

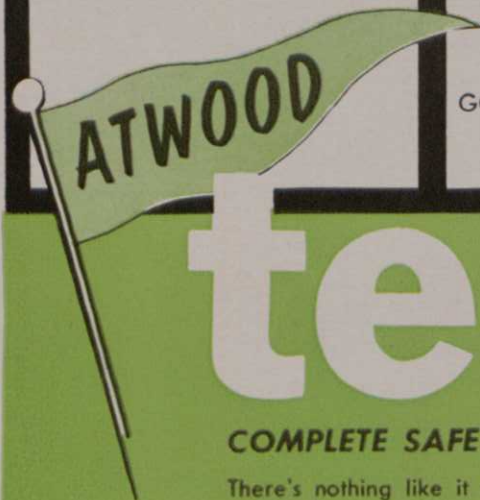
### Heart of America Officers

Heart of America GCSA has re-elected R. L. Pepper, El Dorado (Kans.) CC, pres. for the coming year. Other officers are: Dudley Day, Blue Hills, Kansas City, vp and Harold P. Henry, Kansas City, secy.-treas. New board members are John Arrowood, Cecil Smith, Henry (Bud) Elmer and Chester Mendenhall. H of A is in its 25th year and has 60 members.

### Eckstein Heads Chicago District

Charles N. Eckstein has been re-elected pres. of the Chicago Dist. Golf Assn. A. M. Gatenbey is vp; Stacey W. Osgood, treas. and general counsel; John D. Cannon, secy. and Sidney T. Jessop, ex-officio.

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## Next Stop—Chicago! GCSA Program Set

Another new attendance record is expected to be established when the GCSA holds its 30th national turf show and conference at the Sherman Hotel, Chicago, Jan. 25-30. This year the supts' group will be shooting for at least 1,500 conventioners, hoping to easily exceed the record 1,457 that attended the show in Washington in 1958. Booth space as of Dec. 30th was practically sold out with only 10 of 130 being available on that date.

Here is the education program schedule:

### January 26

1:30 p.m.—Leo Feser, chmn. Invocation, Rev. William R. Doran, Chicago. Introduction of Education Committee, Henson Maples. Official conference opening, Robert M. Williams, GCSA pres. Welcome to Chicago, Ray Gerber. Celebrity introduction, Stan Graves and O. J. Noer.

Club Manager and Supt.—Ben Sheets. Golf Pro's Appreciation of the Supt.—Tom Walsh. How's Your Enthusiasm?—M. G. Peterson. Are You A Good Boss?—William Bengeyfield.

### January 27

1:30 p.m.—Theme: Turf Research in Action. Robert V. Mitchell, chmn.

Turf Research and Its Value—Marvin Ferguson. Turf Research Progress Reports—(Fertiliz-

ers) William Martin; (Fungicides) Malcolm Shurtleff; (Nematicides) Gerald Thorn. **Progress in Techniques**—Carl Wagner, L. R. Shields and Cameron Henderson. **Professional Training**—H. B. Musser.

### January 28

10:00 a. m.—Theme: Extraneous Factors Relating to Turf Management (Part 1). J. L. Jennings, chmn.

**Progressive Supts. and Their Practices**—Sound, color movie by O. J. Noer and Charles Wilson. **Progress in Maintenance**—George Lamphair and B. P. Robinson.

1:30 p. m.—William Milne, chmn.

**Management of Bent in the South**—Charlie Danner. **Preparation & Maintenance of Southern Winter Greens**—Gene Reid. **Warm Season Maintenance**—Gene C. Nutter, L. W. Dubose, Art Snyder and Norman Johnson. **Cool Season Maintenance**—William H. Daniel, E. F. Johnson, Ed Steiniger, J. Steel and Don Likes.

### January 29

1:30 p. m.—Theme: Extraneous Factors Relating to Turf Management (Part 2). Ted Rupel, chmn.

**Landscaping for Beauty and Effect**—Clarence Godschalk. **Living with Golf Cars**—Joe Graffis, Gordon Brinkworth, James Haines, Paul Addressi and Ward Cornwell. **Basic Principles of Golf Architecture**—David Gill. **Improved Efficiency Reduces Cost**—Norman Kramer and Bob Feser. **Speeding Up Play**—Garret Renn. **The Job's Open**—D. Grant Bennett.

### January 30

9:30 a. m.—Theme: Extraneous Factors Relating to Turf Management (Part 3). Lawrence Mattei, chmn.

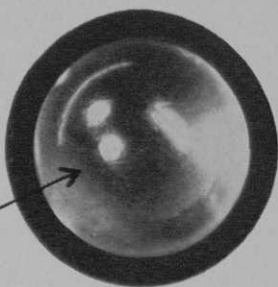
**Planning Your Service Building**—Rex McMorris. **Secrets of the Successful Supt.**—Chet Mendenhall, Charles Shiley, Paul F. Leix, James Brandt and J. Kidwell. **What's Your Problem?**—O. J. Noer.

**Conference Summary**—Charles Wilson, James R. Watson, Jr., William H. Daniel.

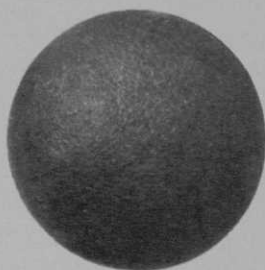
Among the items that will be discussed by the GCSA advisory committee at the national conference are: Establishment of a correspondence course in course maintenance; Endorsement of a 6-week Texas A&M turf course to be held during the winter months; Acceptance of only research-proved product advertising in the Golf Course Reporter; Decide whether the secretary's office shall be an elective one; Consideration of a proposal to control voting by delegate so as to place all district associations on an equal basis in electing national directors.

# 1959 Tourney

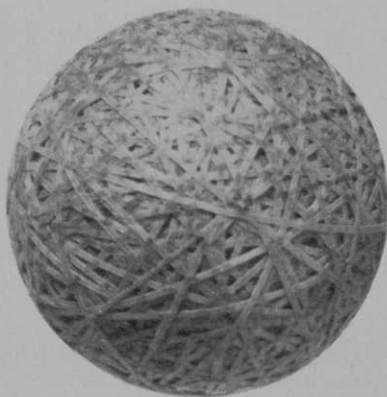
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# Book Reviews

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**Grounds Maintenance Handbook.** By Herbert S. Conover. F. W. Dodge Corp., 119 W. 40th st., New York 18. 503 pages. \$10.75.

This book comprehensively covers grounds maintenance and development from selection of land through planting and seeding equipment and management necessary to keep it in prime condition. Information is presented in 10 chapters. It includes everything from planning, scheduling and public relations through disease and insect control, soil erosion, weeds and their eradication and parking area maintenance.

Grounds Maintenance Handbook is thoroughly indexed for quick reference.

Herbert S. Conover is a Penn State graduate who serves as landscape architect for the N. Y. Power Authority in the development of the huge St. Lawrence power project. He has 28 years of maintenance experience behind him. Conover formerly was with TVA and developed much of the book's material while working for that agency.

**Golf on My Pillow.** By George Houghton. 146 pages. Price \$2.00. Published by Stanley Paul & Co., 178-202 Gt. Portland St., London W1, Eng.

This is the sixth of entertaining golf books by George Houghton, who not only is a most competent and amusing golf cartoonist, but a writer who sees golf with the eyes of the universal ordinary golfer.

The book is a collection of letters — practically a golfing diary — George writes to his son who is at a "desert outpost." There is nothing like the Houghton books to get you into the inside of English golf as your counterpart, the average English club member, sees it, plays it and enjoys it. We've got nobody like George on this side of the Atlantic.

This one is better than his big-selling "Golf Addict" books.

You'll probably enjoy it. You should.

It may be too late now to get you to buy — maybe not — but George Houghton's annual calendar for Golf Addicts, published by Country Life, Ltd., 2-10 Tavistock St. Covent Garden, London W.C.2, Eng., is one that will make you laugh almost every time you look at it. If it doesn't there may be something wrong

with you because Houghton's golf drawings are really funny. He is the best of the golf cartoonist anywhere. In case you still want a calendar the price of this one is \$1.50.

**The Encyclopedia of Golf.** By Nevin H. Gibson. 256 pages. Price \$7.50. Published by A. S. Barnes & Co., 11 E. 36th st. New York 16.

This golf history and record book deserves the welcome it will get. The last record book was the Golf Guide that Fred Corcoran edited and Barnes published a decade ago. Maj. Gibson started on the Encyclopedia about the time the Guide stopped. It is dedicated to the late David Scott (Scotty) Chisholm who supplied many of the abundance of illustrations.

Gibson has written a fine concise history of the game, especially of golf in the U. S. He has the records of USGA championships, PGA championships, major foreign and U. S. regional open and amateur championships, and a great deal of biographical material on golf's "immortals." There is considerable statistical data. Its major omission of records are those of the International Golf Assn. championships. However the book, as it is, is the No. 1 volume for the golfer who wants to have golf records and history handy.

**Golfing America.** Edited by Edward H. Hamilton and Charles Preston. Text by Al Laney. 128 pages. Price \$5.95. Published by Doubleday & Co., Garden City, N. Y.

This picture book has been worth waiting for. Pictures are in black and white and in color, of famed courses in all parts of the country and the Canadian Rockies. They are accompanied by the lively text of Al Laney, New York Herald-Tribune golf writer. The courses and the scenes are well chosen. Pictures of thrilling moments in George S. May's Tam o' Shanter tournament bring back reminders of the sorry performance of shaking this one out of the pros' schedule.

A little more proof-reading and checking wouldn't have hurt this interesting, pictorial book but the pictures more than make up for minor mistakes in type.

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## Metropolitan Officers

Jack Wallace, Upper Montclair (N. J.) CC, has been re-elected pres. of the Metropolitan Golf Assn. for 1959. Also elected with him were: Gus Benedict, vp; Gordon Stott, secy.; and Philip H. Hartung, treas.





# Haig Ultra '59

## PROGRESS REPORT NO. 1 OF A SERIES

People are always asking me what was my most important accomplishment in golf. I've had many and I'm proud of them all. Five PGA championships, two National Opens, four British Opens and match wins all over the world.

But nothing in golf has given me more satisfaction than my record as a club maker.

It's been 51 years now since I made my first club for Andrew Christy as assistant pro at the Rochester Country Club in New York. It was under him that I served my apprenticeship as a club maker. I learned to plane shafts from hickory,

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For these woods, as some of the old-timers will remember, I got \$2.25, and for a special one, I got as high as \$2.75. And the irons, with the head from England or Scotland, brought \$1.75 each.

But that was many tournaments, many years, and many roses ago. I've made a lot of clubs since that first one in 1908, and I've been proud of every one of them.

Now it is 1959 and the new Haig Ultra is ready. Into these

new clubs, I've built the precision, balance, uniformity and playing qualities you would want in your own clubs...playing qualities you can recommend to your members.

Yes, I've seen great progress in club making...great progress in every part of the club...and all of that progress has been wrapped up into the new Haig Ultra line for '59. They're the finest clubs ever to carry the Hagen name.

Made for and sold only by golf professionals, the grandest gentlemen I know.

*Walter Hagen*



# Haig Ultra



WALTER HAGEN GOLF • GRAND RAPIDS, MICHIGAN

## 1958 Turf Roundup

# Disaster Averted Where Club Guarded Against It

By O. J. NOER

(Second of two articles)



O. J. Noer

**P**OOOR weather in parts of the North, Southwest, and Pacific Northwest emphasized again the things that have been stressed frequently in the past. Good drainage, including quick surface runoff, fast downward movement of excess internal soil water and satisfactory air drainage are of prime importance for greens. Soil ranks next and is followed by the kind and strain of grass.

Where these things had been provided the supt. had a chance to avoid disaster during hot weather, especially in the places where it was associated with overwetness from heavy rains.

Loss of turf during the past summer should have answered scoffers who question the wisdom of spending the extra money needed to create ideal conditions for turf growth.

### Do It During Construction

The time to provide good drainage, the proper kind of soil and grass is during construction of a course. Unfortunately, this happens too seldom.

Reconstruction of all 18 greens is seldom feasible and is sure to meet opposition from the membership. Some clubs will authorize rebuilding of the really bad greens, or they may authorize a reconstruction program extending over several years. Resodding from a nursery disturbs play least and is feasible, provided sod is cut with a modern power sod cutter. In some instances existing sod can be lifted with a power sod cutter and relaid on the reconstructed green. There is no point in using existing turf when it contains a considerable amount of poa annua.

Resodding of a green should be a painstaking task. The sod should be thinly cut to a uniform thickness to speed knitting with the soil. The surface on which the

sod is laid should be firm and absolutely true. It takes too long to correct an imperfect, uneven surface by topdressing after sod has been laid. Good procedure is to firm the top soil layer with a roller of moderate weight. Then correct imperfect spots by the addition of more soil or by pushing soil from high places into low ones. Just before laying the sod, superphosphate should be broadcast over the surface at 15 to 25 lbs. per 1,000 sq. ft. and should be raked lightly to mix with the soil. Phosphate will encourage root formation and hasten knitting of sod.

The soil in the thin sod strips should be identical with the topsoil on the green. This can be accomplished in either of two ways. Existing soil on the nursery site can be modified before seeding or planting stolons with sand and humus. The other way is to seed or plant in the existing soil and then build an appropriate soil layer of  $\frac{1}{2}$  to  $\frac{3}{4}$  in. by topdressing.

### Sterilizing Before Seeding

Pre-seeding sterilization of the soil is common practice. This is done with Cyanamid, Vapam or Methyl Bromide. There must be a delay of several weeks with Cyanamid, and of a week or two with Vapam. Seeding or planting can proceed immediately after using Methyl Bromide. The necessity of confining the gas for a 24-hour period with a tarp or polyethylene plastic tent is the only objection to Methyl Bromide.

At Maple Lane in Detroit sodium arsenite at a total of 6 lbs. per 1,000 sq. ft. is used by Clarence Wolfram to sterilize nursery areas before planting Toronto bent grass stolons (C-15). His nursery turf is singularly free of poa annua despite its prevalence everywhere else. Briefly, the method used at Maple Lane is to prepare