

NEWS OF THE TURF WORLD



"Powder Blue" Nitroform® Ideal for Introducing Penncross Bentgrass Seed into Putting Greens by Hydroseeding

TIMING of the actual overseeding is important. The principle is to introduce seed at a time when *Poa annua* and existing bentgrasses will be weakest and least likely to compete with the tiny seedlings. This may be in early spring when turf is experiencing a shortage of nitrogen, or in late summer after *Poa* has "gone out" and before it has started to germinate for its fall growing period. This timing will reduce compaction and provide opportunity for rapid root growth.

CULTIVATION of the turf is essential, followed by dragging and sweeping. If an Aero-Thatch is used, it should be operated in two directions to reduce thatch and provide pulverized soil to partially cover the seed. If any aerifier is used, there should be several passes made in different directions, followed by vertical mowing and spike discing to provide shallow pits for the seed. A Greens-Aire may be used once over followed by multiple spike discing and vertical mowing.

LOADING THE POWER SPRAYER—In this hydroseeding technique we can use any good standard power sprayer. So far as can be determined, there has been no damage either to the seed or to the most delicate parts of the sprayer.

The following steps are important:

1. Remove all screens to avoid clogging.
2. Load the tank with 10 gallons of water for each 1,000 square feet of surface.
3. Add Powder Blue Nitroform at the rate of 1 pound for each 1,000 square feet while agitator is running.
4. Add a teaspoonful of any good detergent to reduce surface tension and to help bring seed into suspension.
5. Add $\frac{1}{2}$ (never more than $\frac{3}{4}$) pound of Certified Blue Tag Penncross bentgrass seed for each 1,000 square feet. Continue to agitate.
6. Equip discharge hose with pistol grip garden hose nozzle to cover the area with a coarse spray and to avoid clogging.
7. Spray the prepared greens surface uniformly with the agitated suspension. The blue color provides an excellent guide for uniform distribution.
8. Using a rosette nozzle, rinse the green with clear water from irrigation system until the blue color disappears. Sprouts may show in 3 to 5 days if conditions are favorable for germination. Keep surface moist for a week to 10 days. Severe drying can kill the germinating seeds. Play may continue if desired.

COMMENTS—The process just described has been used successfully by two clubs in Wisconsin and one in Virginia. Germination in 3 days was reported in one case. One-half pound of Penncross seed gave a uniform pattern of 35-40 seeds per square inch.

Presented in the interests of better turf by Fred V. Grau, Consulting Agronomist

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HERCULES PRODUCES "POWDER BLUE" AND BLUE CHIP® NITROFORM® FOR PROFESSIONAL USE



Bermuda grows right back through the blacktop if excavation is shallow.

To prevent this unsightly growth, the trench should be dug to a depth of four inches. The soil then should be sprayed with sodium arsenite at 1 to 2 lbs. per 1,000 sq. ft. to sterilize it. Next, a two-inch layer of stone should be put down and the blacktop poured over this.

On the second hole at Ponte Vedra, cars have worn a path along the right side of the tee. Since this tee is a wide one, club officials are considering running a blacktop path down the center and using each side of the tee alternately for play.

Offer Bonus Money to Bring Name Players to West Events

Western states sponsors of golf tournaments have banded together to insure getting more big name golfers for events played in Denver, Seattle, Portland, Bakersfield, Calif. and at the Hotel Sahara in Las Vegas this fall. The organization is known as the "Big Five."

In addition to putting up the regular tournament prize money, the Big Five is offering \$19,000 in bonus money to the top 10 professionals who take part in all five tournaments. Points will be awarded according to the way the players finish in the different events and the pro who compiles the highest number will get an extra stipend of \$5,000. There are nine other point prizes ranging from \$3,000 to \$1,050.

To be eligible for the bonus money, a pro must play and finish all five tournaments. If he doesn't survive one or more of the second-round cuts, however, he still will be in the running for the extra point dollars. Participation in the Big Five plan is voluntary.

The Western States tour begins with the \$30,000 Denver Open, Sept. 6-8. Other stops include: Seattle Open (\$30,000) Sept. 13-16; Portland Open (\$25,000) Sept. 20-

23; Sahara Invitation in Las Vegas (\$32,000) Sept. 27-30; and Bakersfield (\$30,000) Open, Oct. 11-14.

There's Only One Way To Keep A Record: Write It Down

BY EVERETT L. QUEEN
Supt., Wichita (Kan.) Country Club

My worst headache in golf course management was of my own making. I was trying to keep a mental and not a written record of all the things a supt. has to do and wants to do in maintaining his course in top condition and correcting its built-in defects.

What to do—when—how much to use—what'll it cost—how will I have to switch the labor around—what's most urgent—what was it the chairman wanted done "right away"—what was it the president wanted done "yesterday"—what was it Mrs. X said about the women's tees—what was that hunch I had about what might be causing the trouble on the third green ????

I had so many of those ideas, so many suggestions, so many orders and so many jobs I wanted to do pouring into my head that they were jumbled up, overflowing and, to say the least, confusing.

Not Unusual

My situation was one that is not unusual with a superintendent. There are periods when he should be two or three men instead of just one with the headaches of two or three.

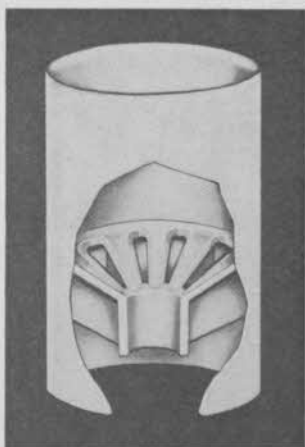
But my cure was simple enough. I got into the habit of writing a daily diary in which I recorded my problems and how they should be and were solved.

With that diary as a starting point, I developed a protective screen by having suggestions and instructions presented to me in writing. That eliminated headaches for other people as well as myself.

Club Manager Fund

Section chapters have contributed about \$1,000 to the scholarship fund that the Club Managers Assn. of America set up last spring. The fund has been established to aid in the education of future club managers. Selection of recipient schools is being handled by the CMAA except where a chapter contributes an amount sufficient to select a specific school.

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Price Cutting Is Poor Solution in Selling to Women

By HERB GRAFFIS

What accounts for the big variation in women's business done in pro shops?

That's a question to which professionals have to find an answer to keep growing in the golf business. Women take more than 60 per cent of the lessons but their buying at pro shops isn't anywhere near that percentage. Women golfers need a good deal of prompting to develop the habit of patronizing the pro shop — and they need it right away.

We recently asked some pro businessmen: "What have you found is the most important thing in persuading women golfers to buy at the pro shop?"

Reasons for Success

Professionals who have done well in this, report these reasons for their success:

1. Interest developed in individual or class lessons;
2. Convenience of the shop;
3. Merchandise well displayed — and in stock;
4. Competitively priced merchandise and apparel;
5. Advice of other women.

The sequence above is based on reports from 58 professionals in various parts of the country. The primary reason for women's buying differs at various clubs. Only four professionals reported that competitively priced equipment and apparel is the No. 1 selling point. Obviously, women's "shopping" is not always with an eye to what is cheapest.

Tony Henschel, professional at Westborough CC (St. Louis dist.), says that "competitively priced" merchandise brings women's business to the shops when it is known that prices of quality brand apparel are the same as at other first class retail outlets. He notes: "A colorful and clean shop with smart display attracts women, but even if merchandise is priced right there must be top service from an informed pro shop staff."

The woman golfer knows in a general way, for example, that her pro knows a good deal about golf clubs but not many women have much of an idea of what vast differences there are in various types of clubs.

Women "bargain hunters" have pros puzzled. Often the pro discovers that a woman thinks she has bought clubs and a bag outside at a bargain price when she could have gotten the same number of clubs, probably of a higher quality, and a better bag, for less money at the pro shop. The pro's big task is to get the word around that he can match outside prices and add what is called the "pro shop premium", according to Gordon Richards of Overlake G & CC in Medina, Wash.

Richards points out that the free service of the pro to his customers (tees, instruction tips, minor repairs, arranging for caddies or golf cars, conducting tournaments, caring for members' guests, etc.) constitutes a substantial bonus value added to pro shop purchases. The male golfer usually is aware that these services involve an obligation to allow the pro a chance to make a good income, but the woman who is fairly new to golf should be educated to the fact that these services are premiums given to her for her loyal patronage.

A Woman Discusses Women

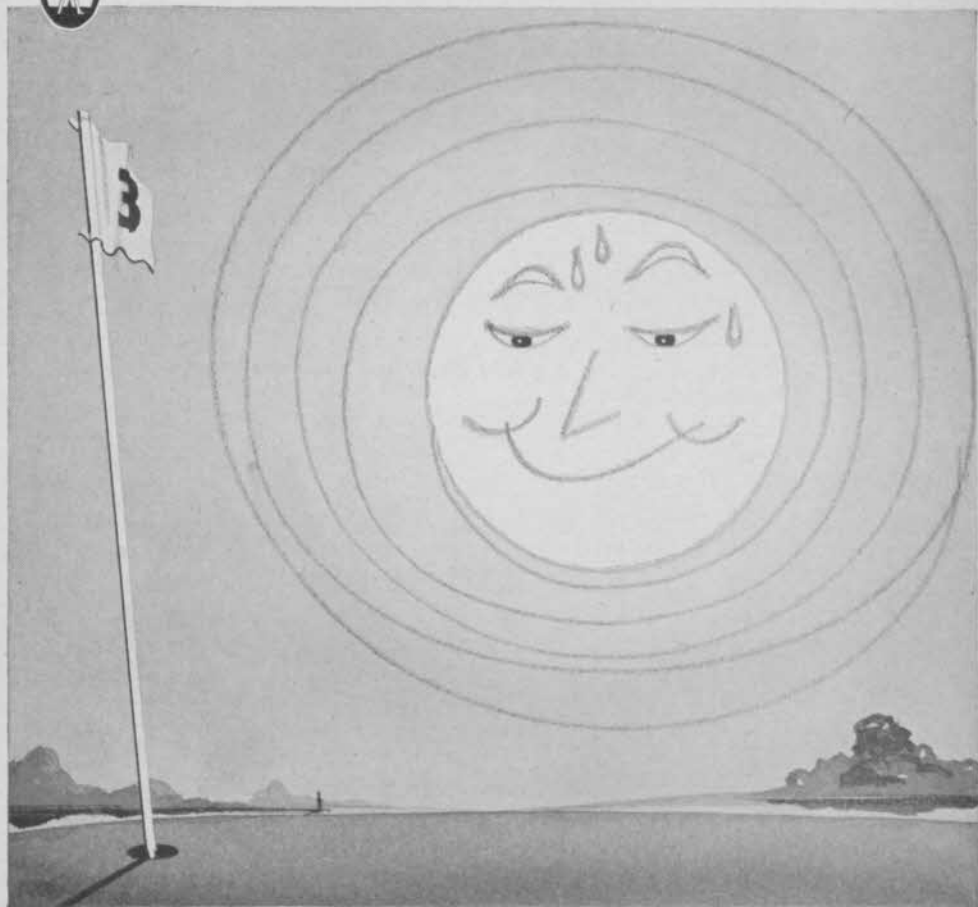
An illuminating summary of the pros' position in selling to women golfers is presented by Ann (Mrs. Gordon) Leishman, wife of the professional at the River Road CC, Louisville. She remarks: "The most valuable factor in serving the woman golfer is the professional's informed and sincere personal interest in her, based on his study of her as a golf pupil.

"Women at our club are aware that they could buy shorts and blouses elsewhere for less than they might pay in the pro shop. But they know that pro shop merchandise will hold up longer — and fit much better.

"There always will be women golfers who will buy inexpensive golf apparel and playing equipment. Cutting prices for this minority is cutting the throat of the pro business. The pro is further ahead to either ignore this type of buyer, or to try to win her over through courteous service. The point is that price cutting is the worst possible solution."



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Booe Succeeds Hall as PGA Caribbean Tour Supervisor

Bill Booe, former Yale University football and golf player and a regular on the tour in 1957 and 1958, has been named supervisor of the PGA's Caribbean circuit. He succeeds George Hall, who has resigned to devote more time to his duties as the PGA treasurer and to his job as professional at Cornell University GC in Ithaca, N.Y.

In his new assignment, Booe, a native of Bridgeport, Conn., will supervise the winter tournaments that are played in Panama, Venezuela, Puerto Rico and Jamaica. Assisting him will be Manuel de la Torre, professional at the Milwaukee (Wis.) CC.

Retains Club Job

Booe will continue as professional of the CC of Northampton in Easton, Pa. Since 1956, he also has had pro posts at Fairchild-Wheeler GC, Bridgeport, Conn., and at the Oyster Harbors Club in Oyster-ville, Mass. Before deserting the business world for golf, Booe was a purchasing agent for seven years for a Bridgeport corset firm. In 1955, Bill went to the semi-

finals of the USGA Amateur where he lost to E. Harvie Ward, who won the title that year.

At Yale in 1948, Booe, a place kicking specialist, booted 22 consecutive extra points.

Students Carry Putters for Soil Tests at Kansas State

Students at Kansas State University are walking around carrying putters in their hands. They are taking every opportunity to slip over to the experimental green and work on their putting stroke. Their participation is being encouraged by Ray A. Keen of the school's horticulture dept. He is trying to get as much traffic as possible on the green to further compaction studies his dept. is making. The green contains soil mixtures with from 65 to 100 per cent sand. Different sections of the putting surface have varying sand content and Keen wants to determine which percentage is approximately the right one. He thinks it is very close to 85 per cent.

Buyers' Service • P. 95

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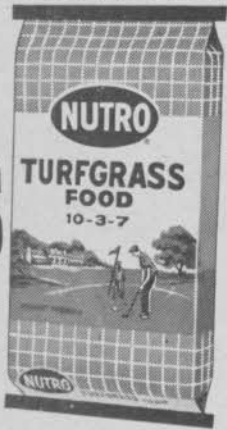
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NUTRO TURFGRASS FOOD, one of the many NUTRO pelletized plant foods, meets the special requirements of greens superintendents faced with high phosphate conditions on greens, tees and fairways. Ten units of nitrogen — 25% in Urea organic form — plus ample phosphorus (3%) and potash (7%) assures a complete feeding. **NUTRO TURFGRASS FOOD** also contains MN — MicroNutrients required for healthy plant growth.



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Noer Foundation Study to Appear in Sept. Golfdom

A four-color insert summarizing a study of "Leaf Symptoms of Nutrient Deficiencies", carried on at the University of Wisconsin through the sponsorship of the O. J. Noer Research Foundation, will appear in the Sept. issue of **GOLFDOM**.

The study was made under the direction of James R. Love of the soils dept. at Wisconsin and will be described in both text and photos. K. M. Shah, a graduate student from India, assisted Love.

The purpose of the study was to develop major element nutrient deficiencies in Seaside bent, Merion Kentucky bluegrass and Pennlawn creeping red fescue and observe their effect upon turfgrass growth as well as detect the visual symptoms in the leaves of the plants.

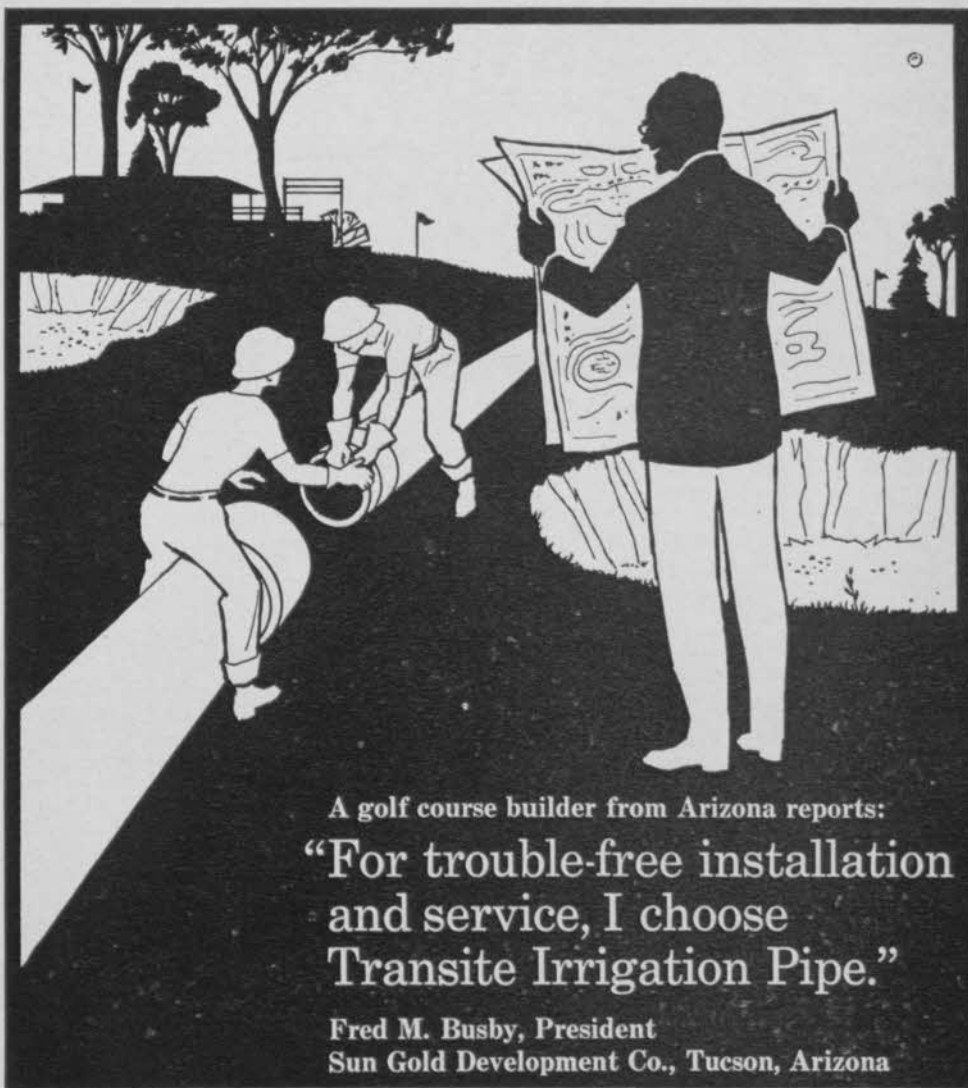
Reprints of the insert will be made available in lots of 200 or more at a price of \$90 per 1,000, or at \$11 per hundred for 200 to 900 copies. A purchaser can have his or his firm's name imprinted on page 4 of the reprint at an additional charge of \$6 per 1,000.

Orders should be mailed to **GOLFDOM**, 407 S. Dearborn st., Chicago 5, Ill. The deadline for placing orders is August 20th.

Roger Larsen, supt. of Maple Bluff CC, Madison, Wis., will make a similar nutrient deficiency study at Wisconsin University this fall. It, too, is being sponsored by the Noer Foundation and will enable Larsen, a graduate of Iowa State University, to obtain a Master of Science degree. He will work with six trace elements — iron, copper, zinc, manganese, boron and molybdenum.

Another study of the effect of nitrogen sources upon the frequency and severity of turfgrass diseases is now being carried on at Iowa State U. under the joint sponsorship of the Noer Foundation and the Milwaukee Sewerage Commission. Also planned for the future is a study of soil testing methods.

Directors of the Noer Foundation plan to increase the fund's principal so that it can be used to support at least two turf students in graduate work. Contributions are tax exempt and should be mailed to the Foundation treasurer, C. O. Borgmeier, 5440 Northwest Hwy., Chicago 30.



A golf course builder from Arizona reports:

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**Fred M. Busby, President
Sun Gold Development Co., Tucson, Arizona**

“Building a golf course to wind its way through a 700-home development is indeed a challenge. This was the case when the 18-hole course for the Rolling Hills Country Club Park in Tucson was designed by William F. Bell of Pasadena, Calif.

“Among other problems, it was extremely important that the irrigation mains be installed quickly and simply. Further, the pipe chosen had to be one requiring little or no maintenance over the years. Transite Irrigation Pipe filled the bill on all counts.”

For the whole Transite® story, write to Johns-Manville, Box 362, G-9, New York 16, N. Y. In Canada: Port Credit, Ontario. Cable: Johnmanvil.



JOHNS-MANVILLE





Turf Talk

by Bob Miller

Many superintendents have asked me if fungi become resistant to turf fungicides. I have never seen any technical literature reporting that this occurs and no one at Du Pont has ever seen it happen in the laboratory.

"Semesan", the first organic mercury turf fungicide, was developed in 1923 and it is still an excellent disease control chemical after 39 years. In recent years, Du Pont has developed other fungicides for specific disease control with maximum safety to turf.

TWO-WAY PROTECTION—"Tersan" 75 and "Tersan" OM are two examples. "Tersan" OM is a combination of "Semesan" a mercurial fungicide and "Tersan" 75, an organic sulfur. This effective combination gives quick knockdown of diseases from the "Semesan" plus long-term protection from the "Tersan" 75, with optimum safety to turf.

We have tested "Tersan" OM at 1 lb. in 5 gallons of water per 1000 sq. ft. on bent grass at 90°F. This rate is 5 times greater than that recommended for preventive spraying. Yet there was no turf injury. You'll find "Tersan" OM is easy to use. It's pre-mixed, conveniently packaged and compatible with most insecticides and fertilizers.

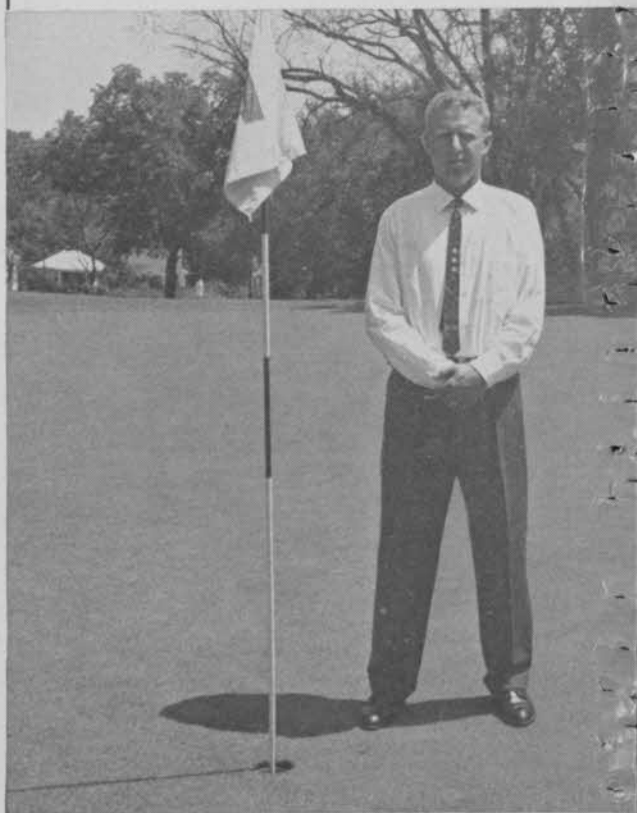
ADDED PRECAUTIONS—Normally, fungicides are used for disease prevention. But if conditions are extremely favorable for disease outbreak, it may be necessary to increase the concentration of the fungicide and reduce the intervals between sprayings. This *does not* mean the disease is resistant to the fungicide. It simply means added coverage is needed to assure a protective barrier against disease organisms.

The growing of vigorous, healthy turf requires good soil, proper pH, adequate feeding, good air and water drainage plus weed and insect control and reliable turf fungicides.

You, as superintendents, know good turf is not grown by accident. It takes planning and hard work.

Bob Miller

More superintendents report greener all seas



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