

**NOW... Your "Choice" of**

*Internationally Famous*

## **ARDCO ROTO-WERL SPREADERS**

*A Spreader For Everyone — for Every Purpose!*

Compare these Spreaders with any rotary Spreader in the world for uniform distribution

**MODEL AG-1**  
**GOLF COURSES**  
**PARKS**  
**INSTITUTIONS**  
**AIRFIELDS**



**MODEL TD-1**

**GOLF COURSE GREENS,**  
**TEES, CLUB HOUSE**  
**GROUNDS**

*"A Perfect Mate" for the Small Garden Tractor*

**MODEL B-1**

**"BARO-SPREADER"**  
**GOLF COURSE GREENS,**  
**TEES, CLUBHOUSE**  
**GROUNDS, NURSERIES, ETC.**

*A Wheelbarrow, Fertilizer Spreader, Seeder, and Salt Spreader. (4 in 1)*



**SPREADERS**

**WEST POINT, PENNSYLVANIA**

### **ARDCO ROTO-WERL SPREADERS**

**Box 113, West Point, Pa.**

Please send detailed information on  
**ARDCO ROTO-WERL SPREADERS**

NAME .....

ADDRESS .....

CITY ..... STATE .....



### BENT GRASS STOLONS

- Washington (C-50) • Cohansey (C-7)
- Congressional (C-19)
- Arlington (C-1) • Toronto (C-15)

True to Name, Weed and Seed Free!

Send for Free Literature

We Ship Anywhere in the United States

Phone: KE 1-0361

### HIRAM F. GODWIN & SON

22366 Grand River Ave., Detroit 19, Mich.

A Reliable Source of Supply Since 1920

Grass  
is always  
**healthier**  
where  
there  
is

**SKINNER**  
irrigation  
from TEE  
to  
**GREEN**

The SKINNER IRRIGATION Company  
415 Water St., Troy, Ohio

Classified Ads • P. 94

## Crabgrass Annoys Turfmen

(Continued from page 20)

Product preferences, assuming that granular prices are 1/3 higher, brought these replies:

A. Of the 59 percent who prefer liquids	No. of Mentions	Per cent of Mentions
Price	155	33
Easier application	107	23
Equipment on hand	64	14
Faster	41	9
Better distribution	36	8
Cheaper application	26	6
Better results	24	5
All other	16	2
	469	100

B. Of the 38 per cent choosing granular	No. of Mentions	Per cent of Mentions
Easier application	63	21
Cheaper application	47	16
Equipment on hand	45	15
Better distribution	32	11
Faster	28	10
Longer lasting	25	9
Safer (other plants & men)	20	7
Better results	19	6
All other	15	5
	294	100

### Problems Listed

Under the heading, "Problems Encountered in Using Chemicals", the supts. listed the following:

	No. of Mentions	Per cent of Mentions
Inexperienced applicators		
or lack of help	126	19
Weather	80	12
Drift	72	11
Timing and finding time to apply	68	11
Uniform distribution	55	9
Burning desirable grasses	55	9
Golfers (busy course)	54	8
Proper dosage	44	7
Lack of proper equipment	43	7
Price	28	4
Safety to men	22	3
	647	100



It's unanimous... *Certain-teed "K&M" is OK!* Above (kneeling, l to r) Joe Tagnon, Golf Course Superintendent, Ashbourne Country Club, and Al Crebbs, President, Farm & Golf Course Supply Company; (standing, l to r): Ed Hennessey, Certain-teed Sales Representative and Martin Sharpe, Chairman Greens Committee, Ashbourne Country Club.

## “WE'RE 100% SOLD ON OUR IRRIGATION SYSTEM OF 'K&M' ASBESTOS-CEMENT PIPE!”

Ashbourne Country Club in suburban Philadelphia is among the latest of the fine clubs that are headed for big savings and finer irrigation with Certain-teed "K&M" Asbestos-Cement Irrigation Pipe.

Golf Course Superintendent, Joe Tagnon reports, "We're impressed at how smoothly the whole job was installed." And Martin Sharpe, Chairman of the Greens Committee adds, "The grounds weren't scarred up with a lot of heavy equipment and we have tremendous capacity of water from a new system that is in the ground to stay!" That's true! With "K&M" Asbestos-Cement Irrigation Pipe you can forget rusting, flaking or clogging. This pipe is top quality asbestos cement!

Certain-teed "K&M" Asbestos-Cement Pipe is easily handled . . . and quickly joined with the exclusive "K&M" FLUID-TITE® Coupling that is life-time tight while allowing a 5° deflection at each joint. Lines can be readily shunted around trees, traps and other obstacles. The higher the water pressure the

tighter the coupling, which also shrugs off the most obstinate roots.

Let us send full details. And be sure to ask your contractor's opinion, too, on savings and performance of Certain-teed "K&M" Asbestos-Cement Irrigation Pipe. Certain-teed Products Corporation, Dept. ACP, Ardmore, Pa.



ASBESTOS-CEMENT IRRIGATION PIPE

# ELIMINATE FUNGUS

with our "GUARD-ALL"  
amazingly effective

newest broad-spectrum turf fungicide!

## ELIMINATE SILVER CRAB GRASS!

use "KRO-FOOT-KIL"  
for speedy, long-lasting control!

write for our free brochure and information on our  
COMPLETE LINE for EVERY TURF NEED or PROBLEM

**AMERICAN LIQUID FERTILIZER CO., INC.**  
and **ROKEBY CHEMICAL COMPANY**

p.o. box #267

MARIETTA, OHIO

phone 373-1394

**Do it BETTER...  
FASTER...  
CHEAPER**  
with **Shaw DU-ALL**  
the SAFE, TOUGH, RIDING MOWER



7 hp.  
--- 28", 32" cuts

Du-All breezes through any cutting job—light or heavy, finest grass or tallest weeds.

**Safety Built** . . . No tilting on hills; equipped with brakes, non-skid steel deck and protective skirts, extending below the blades. Optional electric equipment.

**Power plus for pulling** . . . Trailer Mowers, Dump Carts, Trailers, Lawn Rollers, Aerators, Snow Plow-Dozer.

FREE! Illustrated Folder. Write Today!

SHAW DIV. BUSH-HOG MFG. CO., SELMA, ALA.

Although this survey was made with the primary intent of sizing up the chemical market, the firm which conducted it also included a question on the application of fertilizers. For the U.S. as a whole, the supts. reported the following use:

Nitrogen — lbs./acre 105.7

Phosphorus — lbs/acre 59.1

Potassium — lbs/acre 53.1

Number of applications — 2.6

Per cent using fertilizer — 81

The South is the largest user of all three elements. Supts. in that section of the country use 169 lbs. of nitrogen per acre, 107 lbs. of phosphorus and 99 of potassium. The Southwest rates second in nitrogen and the Transition area in both phosphorus and potassium. Most frequent applications of fertilizer also are made in the Transition zone with the South rating second.

### Midwest Field Days

The annual Midwest regional turf field days will be held Sept. 10-11 at Purdue University, Lafayette, Ind. Work that has been carried on in crabgrass control and investigations of the performance of bluegrass will be highlighted.

# Improved Cole Trees for 1962

*Patented modern varieties and all of the best old standards refined by expert breeding and cultivation*

The Original Bowhall Red Maple at right is typical of the "new look" in healthy, vigorous trees available to you in wide variety and ample quantity from the Cole Nursery Co.

For many years Cole has specialized in the development of new trees and improvement of old favorites to meet modern landscaping trends. One of the most important features of our advanced, cost-saving, mechanized nursery methods is the promotion of dense, compact root growth on all Cole trees and nursery stock.

If you want dependable high quality in up-to-date trees that will live and flourish, write for our catalog or ask for a special quotation on your specific needs. We accept wholesale orders only.

## THE COLE NURSERY CO.

Phone **ELmwood 2-3121**

HEADQUARTERS: 2000 W. Jackson St., Painesville, Ohio  
CIRCLEVILLE DIVISION: Old Route 23, Circleville, Ohio



**ORIGINAL BOWHALL RED MAPLE.** This late Fall photograph shows the prolific branching and symmetrical, upright form of this low-branched, 20-foot lawn specimen. With low branches removed it is an excellent colorful variety for street planting in limited space.



**WIDE SPACING** in and between nursery rows gives these Bowhall Maples plenty of room to develop top and root growth without crowding.



**COLE'S SUNBURST** (Plant Pat. 1313) is one of four modern Honeylocusts with distinctly different characteristics of size, shape and color developed and patented by Cole. The two-color Sunburst at left, with its brilliant yellow branch tips, has a spectacular effect in any landscape.

# Rainmaster Cuts Costs Most. Specialized Automatic Sprinkling for Golf.

MOODY

"Rainmaster"

MOODY SPRINKLER COMPANY, INC.  
5449 North Peck Road, Arcadia, Calif.

## San Diego Muni Courses

(Continued from page 26)

vited the USGA to hold the U.S. Open there in 1965 or 1967, and the California Public Links week-long tournament will be held at Torrey Pines South this month.

There are 25 employes, including 19 in maintenance, at Torrey Pines. Mowing and watering also are continuous here. No reservations are required to play on weekdays; reservations are made each Monday and Tuesday for the following Saturday and Sunday.

Even so, about 25 per cent of the week-end starting times are kept open so singles and doubles have little trouble getting on. This fact is not lost on many golfers who come down from Los Angeles and outlying cities to play San Diego's fee courses.

### Private Firm Builds Clubhouse

A private concern is building a new clubhouse and 70 motel units at Torrey Pines and expects to have them completed by the middle of the month. All players will have access to the clubhouse, Olympic-size pool and other facilities.

In its first five years of operation, Torrey Pines had 618,023 paid rounds and more than \$1 million was turned over to the City of San Diego's general fund.

Veteran pro Frank Rodia, who has held both private and fee course positions, heads Torrey Pines' five-pro staff. Says Rodia:

"Fee courses get heavier play, but I've found they spend less than private club players for pro shop goods on a per capita basis. Where I sell a \$19.95 sweater here, it may have been a \$60 one in a private club. In the old days we didn't sell clothes in our shops. The pros were clubmakers, teachers and club sellers, and also had to know something about greenkeeping.

### Competing with Downtown

"I believe pro shop people can sell at the same price as downtown sporting goods stores and still make a profit. There's this difference, too: A fellow buys a set of clubs downtown, uses it five or six times and wants to trade it in. The downtown people usually don't take trade-ins. We pros should stress the advantages of dealing with the pro shops. If the guy had been fitted properly for clubs, he wouldn't be wanting to trade them in so soon. And I want to stress there's nothing sold downtown we can't sell at the same price for the same profit."

## GOOD ROADS MULCH-VAC SWEEPER



Leaves are everybody's problem! For fast, efficient removal of debris, and wet or dry leaves use a towed B-25 Mulch-Vac which can cover more area more efficiently than men using other methods. The debris will be collected by the Mulch-Vac, mulched, and then deposited in a four cubic yard cage attachment. If desired, leaves can be vacuumed, mulched and then automatically re-spread as natural fertilizer.

GOOD ROADS MACHINERY CORPORATION • MINERVA, OHIO

Also—Snow Plows, Ice Control Spreaders and Chip Spreaders



The Municipal (downtown) course is one of San Diego's oldest layouts. It has 27 holes and gets steady play with about the same reservation setup as Torrey Pines.

Head pro Harry McCarthy's shop recently was enlarged and beautified. McCarthy says, "We have added 300 feet to the shop and believe business will improve correspondingly. We have four new showcases and the lighting has been improved." McCarthy gives about 450 lessons a year besides overseeing the shop.

#### Green Fee Gross \$200,000

Muni had 163,800 paid rounds for the fiscal year ending June 30, 1961, and the current fiscal year should be about the same. Green fees grossed \$200,000 in the 1961 fiscal year. Maintenance is handled by 13 men, fairways are mowed twice weekly (the greens three times a week). Patrolling is a problem, though, because the course, situated in the middle of town, is not fenced. Twenty-five people, not counting the leased restaurant operation employees, operate Muni.

Carlton Oaks Country Club in Santee, a San Diego suburb, is another links recently opened to public play. It's owned by Bill Mast, Los Angeles developer. Charlie Rizzo is head pro.

It's a river-bottom layout cut out of brush and tall trees, and on the order of Cottonwood, offers many excellent shots. As at Cottonwood, the architect has made good use of existing trees in building a challenging layout.

#### Clubhouses on Boards

Carlton Oaks has a par 72, lots of dog-legs and some spectacular water shots. Cottonwood and Carlton Oaks have clubhouses on the drawing boards. Carlton Oaks eventually may revert to private status.

In addition to the courses named, San Diego County has four other public courses and four public pitch-putt places where the fee player can sharpen his game.

A new \$750,000 Par 58 public course is under construction in Mission Bay, and another course of that length will be built soon by Sam Snead and associates in the northern section of the city.

There also are six "semi-public" courses where the fee player usually can get on; seven private courses, where fee players often are guests of members, and two regulation and two short courses restricted to San Diego's many service people, active and retired.

## Cut Sharpening Costs!

with a NEW

**SIMPLEX  
"150"**



- LIGHTER
- MORE COMPACT
- LOWER PRICED

Simplex "150," the newest portable lapping machine, reconditions any hand, power, or gang reel-type mower with lapping compound . . . keeps mowers in top condition between sharpening jobs. Couples to either side of mower; gang mowers need not be unhitched. Weighs only 30 pounds—easily carried right to the job. G-E 1/2 hp motor with reversing switch for quiet, dependable operation.

Write today for FREE folder.

### The FATE-ROOT-HEATH Company

Dept. G-8

Plymouth, Ohio

## DAVIS SPECIALS!

### DEL MONTE GREENSRAKE

For removing runners and dead grass from greens. Rake has fine, stiff wire tines. Available with or without dolly.

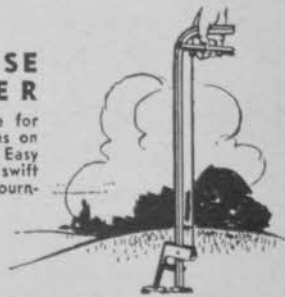


**\$30.00**

### BALL BRUISE REPAIRER

An ingenious device for repairing ball bruises on fine putting greens. Easy to use, it does a swift repair job during tournaments.

**\$11.00**



Write us today

**George A. Davis Inc.**

5440 Northwest Highway, Chicago 30, Illinois

Lewis Line



## ✓ NEW LEWIS WASHER

- ✓ Proven Paddle Action
- ✓ Wear Resistant—cast aluminum alloy case, nylon brushes
- ✓ Maintenance-Free
- ✓ Economically Priced
- ✓ "Piggy-Back"! New Lewis washers can be dual-mounted
- ✓ NEW CATALOG—describes complete Lewis Line.  
Send for it today!

CONTAINER DEVELOPMENT CORP.  
MONROE STREET • WATERTOWN, WISCONSIN



Grounds of the new national headquarters of the American Society of Agronomy, being completed in Madison, Wis., were a testing plot for establishing grass quickly. (It put in an appearance, by the way.) In the photo are (l to r): Dr. Edward Engelbert, head of the U. of Wisconsin's soils; Charles O. Finn; Rex Harper; G. H. Chidester; Dr. A. E. Peterson, associate professor of soils at Wisconsin; and Dr. Matthias Stelly, executive secy. of the American Society of Agronomy.

## Labor Problems Aren't A Golf Monopoly

(Continued from page 28)

edly could be expanded to cover the page. The few questions above, however, could serve to determine what the supt's attitude is toward the persons with whom he works and his job. If, in giving honest answers, he flunks this questionnaire, you can be just about 100 per cent sure that he has a labor problem. How could it be avoided?

Many persons who work in a supervisory capacity become too arbitrary. They may begin to demand perfection even though they may not have been perfectionists when they were working as underlings. What they lose sight of is that every job on a course can't be handled perfectly — too many elements are working against it. Another thing to keep in mind is that the perfectionist often is a thief of time. Ninety per cent is well above passing. Why not settle for that?

### Let Them Make Decisions

I am not a psychologist, but I am a great believer in allowing the people under me to make some decisions on their own. The reason: It gives them confidence in me. In the final analysis that is what I want more than anything else. If they mistrust me, or get the impression that I am too demanding, or feel that I don't give them credit for having enough intelligence to do some things on their own, then they are going to start undermining me. When they start that, you have to marvel at their ingenuity, treacherous though it may be.

GOLF RANGES  
MINIATURE COURSES  
PAR THREE  
GOLF CLUBS



Complete Line of Golf Balls,  
Equipment and Supplies.

Free Illustrated Catalog On Request

**EASTERN GOLF CO.**  
2537 BOSTON ROAD, BRONX 67, N. Y. Dept. G

Tell Them You Saw the Ad  
in GOLFDOM



I have put quite a few things up to my staff simply because there is more than one way of doing most jobs, or more than one sequence for carrying out a series of jobs. By talking over some of these things with your employees, it is surprising to learn how many different operations around a course can be smoothed out. In addition, it gives you an idea of which employees have given their jobs and, for that matter, the whole maintenance operation, more than just casual thought. It tips you off to which men you can depend on in an emergency or when the pressure is on.

Most employees want to be graded as to the kind of work they turn out. If you obviously never pay any attention to them, they are going to start wondering if some bright morning or evening the axe isn't going to be suddenly lowered on them. Either that, or they are going to suspect that you're hidden behind a tree or a clump of bushes and are spying on them.

Why not review the employee's production record frequently. Is he giving you quality work? Does he have the right attitude? Have him fill out a work sheet every day. He may not like it at first,

but eventually he will realize that it saves him having to explain where every minute of the day went in case you ever decide to ask him. Whether he admits it or not, that work sheet makes him feel just a little more secure.

As far as you are concerned the work sheets that employees fill out shouldn't be used for gestapo purposes. You should analyze them with the idea of constantly improving the maintenance operation at your course. And, don't get the idea that you can't do that.

Finally, be frank with the fellows who work for you. If the work sheet or your observations indicate they aren't giving you a reasonably honest day's work, don't hesitate to talk it over with them. Who knows, they may be victims of the schedules you have laid out for them? Maybe they have to hide out back of the fourteenth tee or throttle down that tractor because you haven't assigned them enough work to keep them busy through the day. When you discuss these things with them, be sure it is in private. The only time you should speak where their co-workers can overhear you is when you have something complimentary to say to them.

## THE IMPORTANT NAME TO LOOK FOR WHEN YOU BUY A GOLF BALL

Self-confidence—confidence in the equipment—both vital to good golf! And **you** can point with confidence to the name "Worthington" on any golf ball you sell. Worthington knows golf balls—and how to make them **from core to cover**. We've specialized in golf balls since 1904—pioneered most of the major developments since that time. Golf balls aren't just another sideline with us. So whether the ball carries the famous Sweet Shot label, or some lesser known name on a lower priced ball, the Worthington name assures your golfer that he **can** hit it with confidence. As always—every Worthington ball is **guaranteed** to meet the most exacting performance specifications, to give the very maximum in distance and durability that can be built into a golf ball today.

PREMIER NAME IN GOLF BALL DEVELOPMENTS SINCE 1904



**Worthington**  
GOLF INC.

SUBSIDIARY OF VICTOR COMPTOMETER CORPORATION

Pack a plentiful profit in NEW

• SPORTS SACKS

• POM-TAM CAPS

• CLUB SOX

**SPORTS SACK** — the handiest, hand-somest "hold all" for tees, balls, cosmetics, etc. In leather-looking vinyl... red, black, white, pink, blue, banana, lilac, champagne. Sug. Retail, \$3.

Popular **POM-TAM** knit Cap — 1 size fits all. Orlon or wool. Attractively bagged. Bright and light colors. Sug. Retail, \$2.

Write for  
literature  
and details

**RELIABLE Knitting Works**  
Milwaukee 5, Wisconsin



• Knit orlon **CLUB SOX** for No. 1, 2, 3, 4, 5 Woods. Red, Black, Gold, Green, White, Pink, Sky Blue, Sapphire with 2-tone Pom. Packed bulk any assortment, or Gift Bagged in sets of 4. Sug. Retail, \$1.75 each Sox.

## Merry Christmas

(Continued from page 30)

around it, using it as a lure to bring gift buyers into their shops.

One who has used it for several years, and with notable success, is Jim Fogertey, the shopmaster at Sunset CC in Sappington, Mo. But Fogertey's sales effort isn't fixed on the guide or catalog — it revolves around its use.

### Many Ideas Tested

Over the years, Jim Fogertey has tested dozens of ideas for conducting his Christmas gift sales campaign. He has retained what he thinks are the best for his own operation, but that doesn't mean that he is standing pat on all of them, or doesn't recognize that some of them can be improved upon. Both Jim and Golfdom would like to hear from other professionals if they think his program has weak points, or if he is overlooking anything that should be included in it.

It is as Fogertey says: "Like practically all pros who have used the Christmas shopping guide, I feel that a new and very profitable selling season has been added to the calendar for us. In 1961, our gift business easily topped that of 1960, which

had been a record year. It has been like that through the years — each new season bettering the previous one.

"But still I'm not satisfied," Fogertey continues. "As far as I am concerned, I only have been scratching the surface where Christmas business is concerned. Patronage by my members is good, but it isn't what it should be. I have tried most of the selling ideas that are supposed to be in the book, but that doesn't mean I haven't overlooked quite a few that have been used successfully in other shops. I'd like to have them called to my attention."

### Christmas Sales Campaign

Here is an outline of Fogertey's complete Christmas sales routine including tooling up for it:

• Gift wrapping paper in about 10 different colors is purchased along with ribbon in green, red, white, gold, light green, etc. Ribbon comes in  $\frac{3}{4}$  and  $\frac{1}{4}$  inch widths and in 100 yard rolls. The paper is bought in reams or  $\frac{1}{2}$  reams or in packages of six different color rolls to a carton. Invest in a bow-tying machine if you don't already have one.

• Greeting cards are purchased to be attached to all gifts.