



NEWS OF THE TURF WORLD

SYNTHETICS DEPARTMENT • HERCULES POWDER COMPANY • WILMINGTON 99, DELAWARE



AT LEAST 20% OF THE TOTAL NITROGEN
IN THE TURFGRASS IS GUARANTEED TO
BE AVAILABLE FROM HERCULES NITROFORM
BLUE CHIP IS A TRADEMARK OF



THE ECONOMY OF NITROFORM®...

7. Seedbeds Mature Faster With Only One Application of Nitroform

Nitroform® fertilizer incorporated deeply into seedbeds, along with phosphorus, potash, and other nutrients as indicated by soil tests, represents one of the most economical practices for establishing playable turf in shortest time.

Seedbed feeding with Nitroform is a research-proved practice. In a single seedbed application a *reserve* is built that provides a continuous supply of nitrogen to the developing grass for several months in accordance with its needs. Maintenance feeding need not start until turf is in play. Thus, one avoids the high labor costs of making frequent, light applications of quickly available materials. Nitroform also eliminates the danger of burning tender young grass.

Mature bluegrass sod, started from seed, has been produced in four months with 8 pounds of actual nitrogen per thousand square feet when using Nitroform in the seedbed. In the "olden days"

it took one to two years to produce usable bluegrass sod.

Just in case anyone shudders at "all that nitrogen" in the seedbed, we wish to remind him that this is a modest rate of application. Research in progress with Nitroform is indicating excellent results in seedbeds, with several times this amount. This is a big step forward from the old rates of one or two pounds of nitrogen per thousand square feet. To a golf course architect or builder, it means that this initial application of Nitroform will result in the most rapid production of playable turf and maximum protection of the course.

Initial cost of *adequate* seedbed fertilization with one application of Nitroform nitrogen is only a little higher than minimum feeding with conventional materials. The *real saving* is effected by reducing labor and maintenance costs throughout the year.

HERCULES POWDER COMPANY

INCORPORATED

Hercules Tower, 910 Market Street, Wilmington 99, Delaware

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5N63-B

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ALWAYS GREENER
ON YOUR SIDE OF
THE FENCE...



when you specify

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water soluble
28-7-14

FERTILIZER

XL TURF SPECIAL "the perfect formula" starts to work almost instantly, feeding through the *blades and roots*. Provides better control of growth, texture and color. Apply when needed, as a maximum dosage, or for continuous controlled feeding... *it will not burn!* XL TURF SPECIAL is compatible with all Doggett Fison insecticides and fungicides, and most others... cuts your labor cost to the bone!

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Please RUSH complete information, and sample of XL TURF SPECIAL 28-7-14 Water Soluble Fertilizer.

My Name _____

Club or Course _____

Address _____

City _____ State _____

Full Cooperation Suggested

Many Clubs Audited by Federal Tax Agents

According to the July edition of the CMA Advisor, a publication of the Club Managers' Association, many clubs in the U. S. are being audited this year by internal revenue agents, some for the first time.

An agent normally calls or writes for an appointment, but he isn't required to. In making an audit, he asks for the club records and a small area in which to work. The Advisor suggests that the club manager cooperate fully with the agent but cautions against going overboard in extending courtesies. An agent is instructed to avoid any semblance of accepting favors. It may be appropriate to offer him a cup of coffee, but rules of his department require that he decline to have lunch at the club's expense.

Within Legal Limits

The agent's primary function is to make certain that a club is operated within legal limits that entitle it to federal tax exemption under section 501 (c) (7) of the internal revenue code. This states the exemption applies if the club is run exclusively for pleasure, recreation and other non-profit purposes, and that no portion of the net earnings redounds to the benefit of any private shareholder.

The agent checks various sources of income to make sure that the 20 per cent excise tax is being paid when it applies. He also checks non-member business and may ask to see reservation and guest books. Probably he will look into receipts and disbursements covering such things as the building and Christmas funds.

If the agent finds anything wrong, the Advisor points out, it doubtlessly will be because an additional excise tax is due the government, or because the club shouldn't have income tax exempt status due to its method of operation. In either event, the agent sends the club a letter describing proposed adjustments. If the club doesn't agree to these, it can request a hearing with the agent's group chief. This must be done within ten days.

If a settlement can't be agreed upon through the group chief, the club then may carry its protest to the regional

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commissioner. This must be done within 30 days. If the club isn't satisfied with the regional commissioner's decision, it has the right to submit a protest to the IRS's national headquarters in Washington.

In the majority of cases in the last year, according to the CMA Advisor, appeals that have been made to national headquarters have been decided in favor of the clubs involved. Normally, a lower administrative echelon can't reverse a ruling made by national headquarters.

In cases where an agent or group chief requests technical advice from a higher office, a copy of the facts and questions presented must be made available to the club. Reviews of decisions made by district and regional offices are said to be fairly standard in most tax situations.

Welcome the Salesman

(Continued from page 44)

2. Save money?
3. Be a better method for me?
4. Produce better turf?
5. Contribute to safety?
6. Carry authentic approval?
7. Be used by leaders in the turf field?
8. Show a need of which I am unaware?
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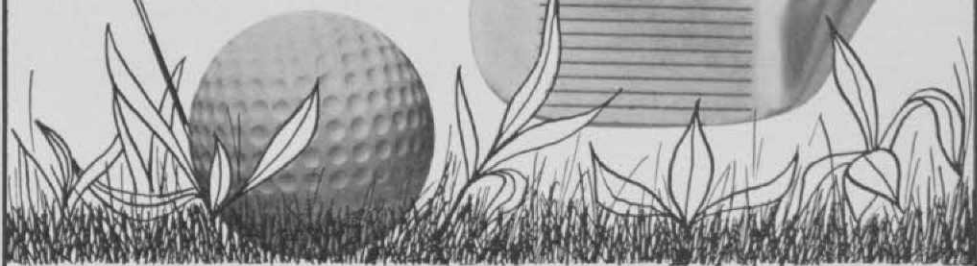
• Anything you might have learned while attending turf conferences is most welcome. You see we don't get around like you do. You see a lot of other fellows doing the same job. Someone is doing the job easier and at lower cost than I am. Tell me how it's done. If you see something in our operation that is unique, tell the other fellow. Nobody has a corner on all the ideas.

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Buyers' Service • P. 87



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LTF Liquid Turf Fungicide assures healthier greens by preventing copper spot, pink patch, dollar spot and culvularia without discoloring or harming the most delicate grass.

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Six Californians Cited at Golf Writers' Dinner



Nelson Cullenward (l), San Francisco writer, shows E. J. (Dutch) Harrison his niche in California golf Hall of Fame.

Native son Johnny Black, a three-time past winner of the California Amateur championship, and a favorite adopted son, via Arkansas, E. J. (Dutch) Harrison, were recently voted into the California golf Hall of Fame at the Golf Writers' annual awards dinner at the Los Altos G & CC.

Honors also were bestowed upon San Leandro's fast-rising team of brothers, Dick and John Lotz. Dick was feted as the state amateur champion; John, a finalist, in the NCAA appropriately was voted California's top collegiate golfer.



John Maughan

A San Francisco policeman, John Maughan, director of the Northern California amateur league and perennial grounds chairman of the Lucky International Open, was the writers' choice for "Golf's Man of the Year."

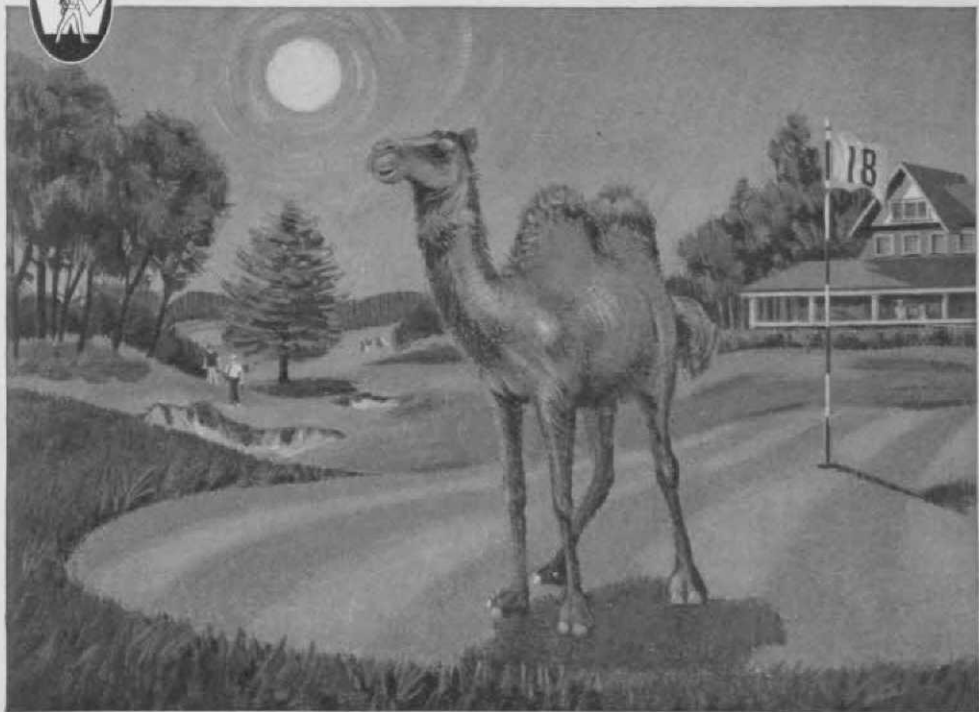
Lyle Wehrman Honored

The awards dinner also serves as the occasion to honor the top NCPGA home professional of the year. Choice of the pros to succeed Tom Lo Presti was Lyle Wehrman of the Merced GC.

Master of ceremonies for the colorful affair was veteran newsman, Jock Gamage, longtime California Golf Writers' secretary and sports editor of the Palo Alto Times.



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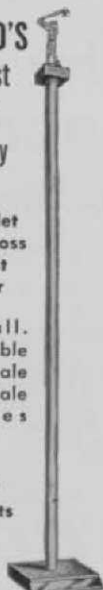


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Member's Record

Business	Personal
- Guests -	- Remarks -

Here is the back of a beverage check used at one of the metropolitan district country clubs. It eases the pain of providing necessary information now that the IRS has ruled that "free" Americans have to report practically every expenditure they make.

**PGA Seniors Film
Available for Bookings**

The 1963 PGA Seniors' Teacher Trophy championship film is now being distributed. The film is available free of charge in two versions — a 16 mm (14-minute) black and white, suitable for clubs and private organizations, and a 35 mm version (9 1/2-minutes) designed to be shown in theatres as a short subject. Both films are available through Modern Talking Pictures Service, Inc., 3 East 54 Street, New York City.

The film shows all of the highlights of the national tournament for PGA professionals 50 years of age and over. It is co-sponsored annually by the PGA and Wm. Teacher & Sons, Ltd., of Glasgow, Scotland. Herman Barron defeated some 380 fellow Seniors with a record 272 for the 72-hole tournament. Co-starring with Barron are Horton Smith the first Masters winner, and Paul Runyan.

Oak Hill Honors Tufts

Richard S. Tufts, former president of the USGA, was installed as a member of Oak Hill CC's (Rochester, N.Y.) Hill of Fame in July. An oak tree is planted to commemorate the induction of new members. Tufts is the sixth person who has been honored. He has served continuously on USGA committees since 1936 and in 1956-57 was president of the association. Tufts had a hand in the adoption of the USGA handicap system and helped start the USGA Junior and Senior Amateur championships. He is a native of Medford, Mass., was graduated from Harvard in 1917 and for many years has made his home in Pinehurst, N. C.

Priority Framework

(Continued from page 26)

consider the effects of machinery breakdowns. Almost daily during the playing season it is necessary to make minor, and occasionally major, repairs to a piece of equipment. This costs manhours as well as machine hours. The same kind of alternate programs for filling in for absentee workers has to be figured out for those days when all the machines aren't available. In some cases, improvised methods of transportation or a temporary change in such as mowing assignments may solve the dilemma. Any alternate plan, whether it involves men or machines, has to be based on the job priorities system you have established.

Another factor that may influence the setting up of job priorities or the resorting to an alternate plan is the membership. Special requests that come down from above, the occasional whims of persons who aren't satisfied with the appearance of certain things out on the course or around the clubhouse, or possibly overzealous green chairmen or committeemen, all have a bearing on the way a maintenance program is carried out. It is well known that a priority on something that seems of little import to a supt. may carry a Triple A stamp all

over it. It is a wise supt. who learns to recognize the most pressing orders, requests or suggestions that come from the front office. Yet, in fairness to the people for whom he works and as a measure of self protection, he should do everything possible to carry out members' requests.

Gets a Free Hand

Actually, four out of five supts. aren't burdened with interference or unreasonable orders or requests from the members. In some cases, those that are bring these things on themselves. Generally, if a supt. tries to give a club the best course possible with the money, men and machinery that are at his disposal, he is going to be given pretty much of a free hand in running the maintenance operation.

At Bob O'Link, our whole maintenance effort is set up under a general work priority framework that covers routine operations as well as the alternate or emergency plans that quite often have to be put into effect. In following through on it, we try to make ample allowance for the inconsistencies of the weather, absenteeism, machinery breakdowns and the other factors that certainly have to be taken into account at all times because it never can be assumed that everything is going to run smoothly for even as long as one day.

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