



NEWS OF THE TURF WORLD



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Nitroform is best stored in the soil—not in the barn. Reserves stored in the soil assure grass of a *continuously adequate* supply of nitrogen to build healthy, sturdy green turf. Proper balance with other nutrients becomes easier because Nitroform is uncomplicated by other elements which may be added as needed.

The economy of Nitroform is further enhanced by the fact that, dur-

ing the conversion of insoluble Nitroform nitrogen, the soil microbes are constantly improving physical soil conditions. When they are well fed, they secrete colloidal material which causes soil particles to form into firm, water-stable aggregates. This promotes drainage and aeration.

Nitroform is available in two forms: versatile Blue Chip®, and Powder Blue, specifically designed for high-maintenance turf areas... such as golf greens, grass tennis courts, bowling greens. Both Blue Chip and Powder Blue Nitroform are clean, odorless, convenient, and easy to apply.

The story of "The Economy of Nitroform" will take many more issues to tell. Meanwhile, buy and use Nitroform with complete confidence.

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Jim Potts (l) of Western Pennsylvania GA was in Bermuda recently going over with Pro Len Taylor and officials of Castle Harbour Hotel the details of bringing 100 members of the association to the Islands for a week of golf in February. Aerial golf tour has been on spring agenda of WPGA for several years.

Chevy Chase, Maryland.

The conference was completed with a rundown of maintenance method tips contributed by George C. Gumm, Ocean City Yacht & CC, Frank J. Haske, Washingtonian CC, Thomas A. Doerer, Jr. Fort Belvoir GC and Sherwood Moore, national GCSA president and supt. at Winged Foot. Alex M. Radko of the USGA green section was the moderator of this session.

The Baltimore conference of the Mid-Atlantic GCSA is conducted jointly with the U. of Maryland and has been held almost continuously every year since 1930. E. N. Cory, professor of entomology at the university and Bob Scott, Sr., Dick Watson, O. B. Fitts and Bill Leverton, all supts., organized the first clinic. Within a few years the annual conference outgrew its university quarters and was transferred to the Lord Baltimore Hotel where it has been held for the last quarter century. Cory served as the conference director until his retirement from the university in 1956. Since then, George Langford of the U. of Maryland staff has been handling the arrangements for the clinic.

"School Day" at Cornell

"School Day", the most popular feature of the Cornell U. turf conference in recent years, will be repeated at this year's gathering on Feb. 26. The 16th annual meeting will be held in Statler Hall on the Cornell campus, Feb. 25-28.

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Golf Book

Paul Runyan's Book for Senior Golfers. Dodd, Mead & Co., 432 Park Ave. South, New York 16, N. Y.

The 1961 and '62 winner of both the PGA Senior and World's Senior championships tells the man over 40 how to play better, score better and get more enjoyment out of the game than ever before. It is crammed with many fine tips covering putting, chipping, wedge shots and playing from tall grass in the vicinity of the green. Paul explains why a wood usually works better for older player even though a situation may call for a long iron. There also is a section on training and acquiring the proper competitive attitude. Runyan's book is aimed at the Senior but if it falls into the hands of players in their 20s and 30s, they will be smarter golfers for it.

British Golf Foundation Expands Nationwide Program

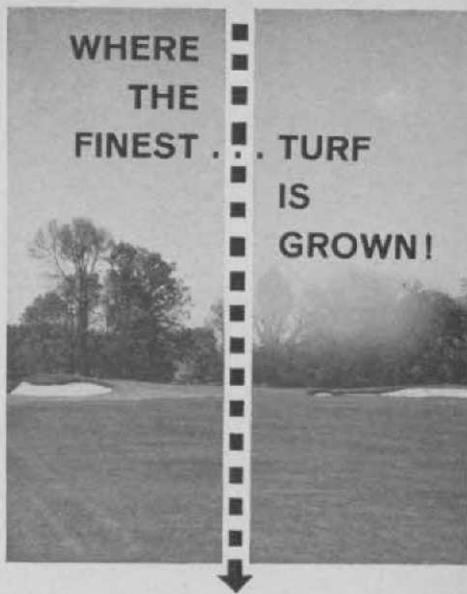
The British Golf Foundation, counterpart of our National Golf Foundation, was established in 1952 to introduce newcomers to the game and to provide them with professional instruction from the outset in an effort to help increase their appreciation of golf. At the annual meeting of the organization, held recently in London, it was revealed that nearly 9,000 pounds (about \$25,000) was spent on the instruction program in 1962, an increase of about 20 per cent over the previous year.

The bulk of funds to support the British Foundation comes from the Trade (manufacturers), private contributions, Professionals' Week and from the Golf Ball, which is construed as a donation per unit or per dozen from ball manufacturers. Donations received in 1962 were somewhat higher percentagewise than expenditures, indicating that the work of the Foundation is receiving constantly wider recognition and support.

More Courses Needed

Unlike the U. S. Foundation, which is set up primarily to further the development of golf courses throughout the country, the British Foundation does little promotion in this direction. It is recognized now, though, that the need for new courses has become so great in recent years that BGF is going to have to concentrate

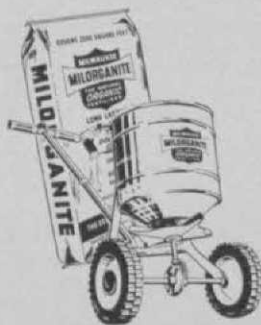
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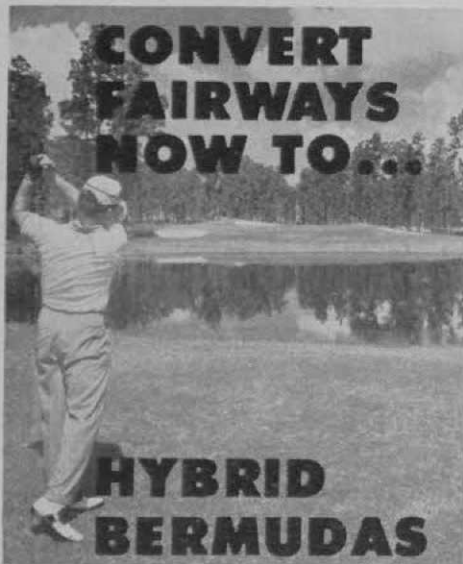
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more of its effort in helping private enterprisers build ranges, Par 3s and standard courses. This is accepted as the penalty of getting so many people started in golf.

In 1962, approximately 16,000 boys and girls received professional instruction at 650 schools. About 100 more schools were operated last year than the year before. In addition, about 5,000 workers in industry were taught golf at 287 centers. The Foundation also underwrites part of the instruction program carried on by the Ladies' Golf Union of Great Britain.

In conjunction with the work of BGF, the Daily Telegraph ran tournaments at 68 English clubs for Juniors in the summer of 1962 and it is estimated that about 1,350 youngsters took part in them.

Clark Elected President Of International Golf

Board of directors of the International Golf Association, sponsors of the International Golf Championship and Canada Cup Matches, recently elected Howard L. Clark president. Members of the board are James A. Linen, Frank Pace, Jr., Juan T. Trippe and Clark.



Clark is a past president and seven-times club champion at the Woodway CC in Darien, Connecticut. He also belongs to Augusta National, Blind Brook, Royal and

Ancient GC of St. Andrews, Scotland, and Seminole GC.

At the age of 17 years, Clark, a native Californian, won both the Southern California interscholastic tennis doubles championship and the Southern California Junior golf championship.

The eleventh annual International Golf Championship will be played at Golf de Saint-Nom-La-Breteche, near Paris, France, on October 24-27.

Clark is president and chief executive officer of American Express Co.

550 on USGA Committees

Approximately 550 persons have or will be named to serve on the 22 committees of the USGA. Appointments are made by Pres. John M. Winters, Jr. Committees cover everything from the Rules of Golf to the green section award group.

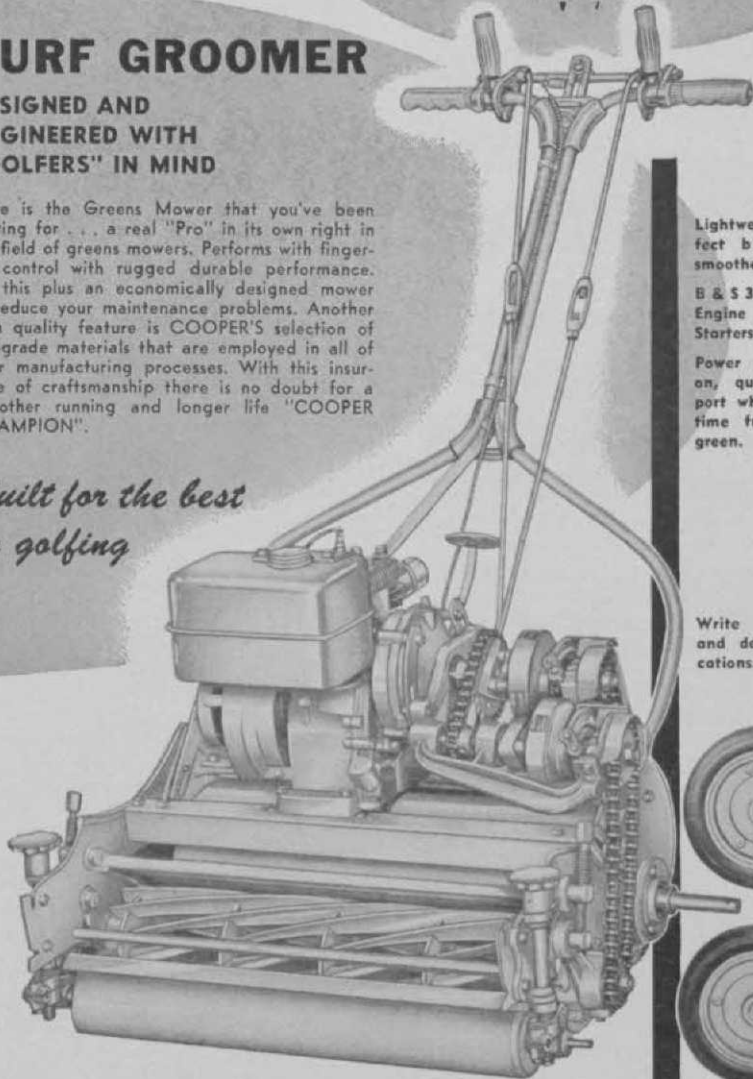
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NO COMPLEX ADJUSTMENTS

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Lesson Advice from Six Pros

(Continued from page 28)

Dutch concluded with the observation that the most difficult thing for the average golfer to learn is to finish with the hands high.

Harrison Helped Coalby

Bob Coalby recalled how Harrison, while pro at Old Warson in the St. Louis district, helped him when he was getting ready to go out as a freshman on the tournament circuit. Bob said Dutch impressed him with the importance of practice, especially around the green. Coalby told how he has found that a deliberate backswing, live footwork and keeping the right shoulder back for a reliable inside-out swing, plus carefulness about ball position at address, have added up to his doing pretty well on the tournament circuit.

References to the uncertainty of tournament circuit play were numerous. The most amusing of them came from "Ernest Joe" Harrison. Dutch said he never won a tournament that he thought he was going to win; the ones he won were when somebody else blew up. At the president's dinner, Dutch gave thanks to Horton Smith, Joe Jemsek and Waco Turner for giving him help when he needed it most.

Tammy Brook

(Continued from page 46)

CC in Jamesburg, N. J. as a private club for two years.

Traina Runs Pro Shop

The club's pro is Mickey Traina, one of the area's best known golfers. A native of New York, he played as an amateur for 10 years, winning the Bergen County titles in 1937 and 1938. Prior to that he qualified for the National Public Links Championship in 1934 and 1935. Traina turned professional in 1940 and began teaching at a driving range in Hackensack. He became pro at Teterboro CC in 1942, remaining there until 1952 when he took over the same position at Wayne CC. He came to Tammy Brook from Wayne.

Supt. is Sabato (Sabby) DeFalco. He came to Tammy Brook after many years of experience at Upper Montclair CC. DeFalco started as a caddy, worked in the pro shop and then on the golf course, serving as assistant supt. from 1947 until 1961.

The golf course was designed by Trent



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Jones to capitalize on the gentle slope of the terrain. Each hole is custom fitted into the natural contour of the land and shaped with only a gradual pull from green to tee so that players will rarely have to walk uphill. The course is 6,755 yards with a par of 36-35-71. Thirteen of the holes slope downward. Four greens surround the clubhouse.

Coordination May Be Lacking

(Continued from page 24)

up. I had a session with members of the finance committee who proved to me, on paper, that they were \$45,000 in the black at that point. An audit of the records, the mortgages, a small loan, accounts payable that were 90 days behind — all added up to their being \$90,000 in the red. We had to find a quick new source of income.

Fortunately for them, this group had over-built on a location that was unusually convenient to the downtown center of their city which, at that time, had a population of over 250,000. The natural solution was expansion of the membership to produce added income in dues and patronage of the clubhouse facility.

First we set up a budget and strict con-

trol for the operation and then proceeded to expand the membership. In 2½ years the membership went from 400 to 970. Fifty new golf members were admitted; the balance was in other classifications of membership, primarily 'social' members.

Orderly Expansion

Under the controls we had set up, the expansion was accomplished in an orderly manner. Each new block of members was admitted only after we were fully prepared to accommodate them with expanded service and food and beverage inventories. Today the club is in a very healthy financial position. While the golf season in that particular area normally extends only from March to October, the clubhouse is a busy 12-month operation.

Among the many changes we made — and we examined the smallest detail for possible added income potential or cost-cutting — was to put the accounts receivable on a current basis. The club had been running as much as 90 days late in billing the membership — and every businessman knows that the first to send out his bill is usually the first to be paid. By putting the receivables on a current basis the club was able to buy on a cash basis.