

you were there... what does it mean?

By Herb Graffis

Parading up and down the aisles at the Fontainebleau peering at what the technical guys have dreamed up over the past year, some of the nice guys who make that green turf stay green buttonholed me and filled me on some of the things that are on their minds and what is happening in the world of turf management. Can't say I remember who said what but it seems to me the comments came approximately in the following order and this is what seemed to be the ups and downs of the supers.

1. Anything that will do the job to a high standard and reduce labor requirements and expense is worth the money at a first class course.

2. Labor problems actually are causing nervous crackups of competent conscientious superintendents. Then other course troubles pop up.

3. Despite costs of modern watering and other expenses of progress, labor costs continue to be between 60 and 70 per cent of private and public courses all over the country, just as it was 30 years ago.

4. Chemicals and fertilizers and the turf scientists are coming up with better answers to their problems than the experts are to the labor recruiting, training and management headaches.

5. Golf course equipment is too well built; it lasts too long. Much of equipment 15 years or older in golf course maintenance is obsolete and could be thrown out and replaced with equipment saving

enough time and payroll to make it a bargain.

6. Heavier play calls for more and faster equipment.

7. Gang greens mowing is coming back. The almost forgotten Worthington Overgreen has some interesting successors of various types. Superintendents and architects will be arguing about this equipment. Eventually the players will awaken to the problem.

8. Looks as though crabgrass control is here; providing you have well-trained men to apply the right amount of the pre-emergent treatment at the right time at the right temperature. And *Poa-annua* control with the same "Ifs" looks possible.

9. Topdressing is here again.

10. If your watering system is more than 10 years old, it probably isn't what you want these days.

11. Newer, or even different, strains of grass rather than chemical or watering and drainage treatments may be the answers to fairway problems that continue to baffle superintendents.

12. Lend-lease of equipment to do important intermittent jobs at courses is growing fast. Mid-Atlantic area supers for several years have been borrowing and using equipment under a program organized by a few superintendents. They have been getting excellent results on their courses at savings.

Manufacturers who may worry about lend-lease beating them out of sales learn it's a demonstration that makes sales as each first class club wants its job done right now

—and weather doesn't allow much leeway in course operation. Smaller clubs which otherwise wouldn't have a chance to see the value of lend-leased course maintenance equipment are given ideas of improvement and buying.

That was the same sort of program that taught acceptance of modern agricultural machinery.

Many times we have been criticized by manufacturers for running stories and pictures of devices from ingenious supers that now have become almost standard equipment and which manufacturers later made, in quantity, and better.

13. Modern standard operating procedure calls for vacuum-cleaning, leaf sweeping, trash collection, neatness of course accessories and smart layout and construction of golf car paths just as much as for the comparatively modern procedures of aereating and verticutting. Golfers expect supers to present a scene where every prospect pleases.

14. Some of the newer equipment shown at the GCSAA exhibition at Miami Beach, superintendents said, looks very useful, but is too heavy for use on new courses, which seldom are finished before they are put into play. Unsettled naked fairways, erosion, bad contours and rocks aren't for the great new machinery.

Most of the new courses are short of money when they're opened and the equipment buying program is choked from the start.

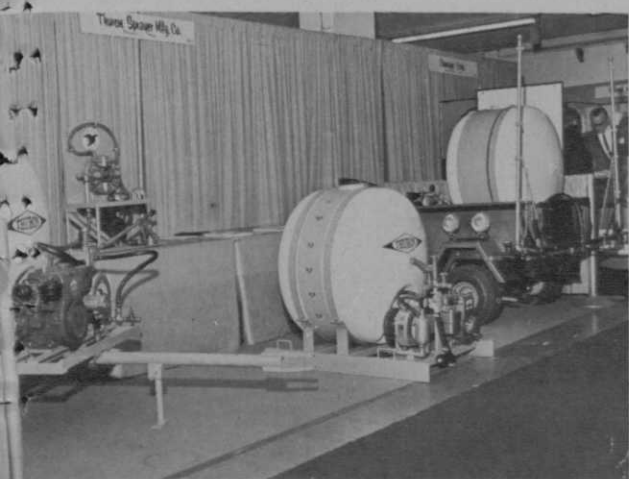
15. There are so many elements in the act of buying golf course equipment, no wonder the programs are as loose as they are. The super, changing green chairmen and other officials, the officials of public courses and parks, the owners of fee courses and real estate development-golf projects, the architect and even members who think they are agricultural experts want to influence buying. That's an old story, but it's a story that confounds the vast problems involved in buying golf course maintenance equipment.

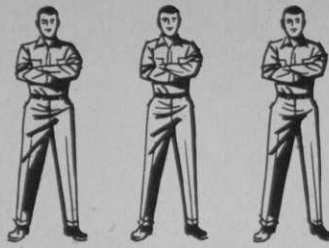
Good thing for GCSAA revenue from sale of exhibit space and for us in selling advertising space that buyer education in golf is an everlasting job. □



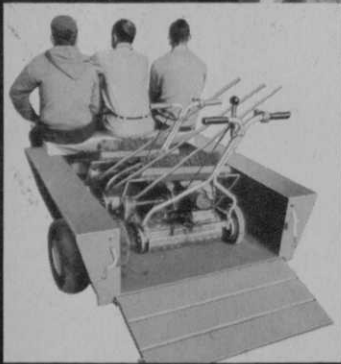
Both business and pleasure occupied the attending superintendents at Miami for the 40th annual meeting







ALL THIS

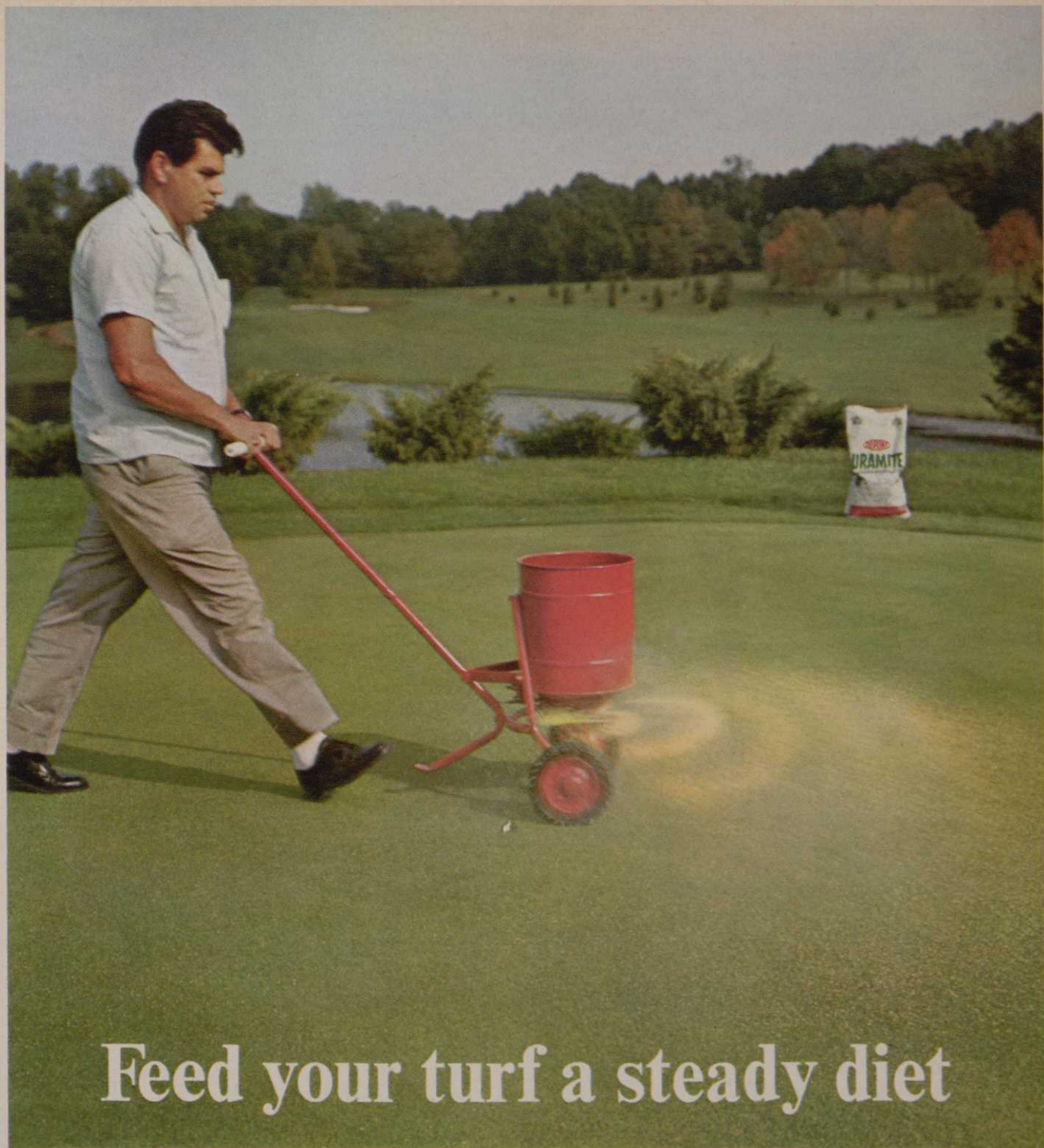


Ranger-23

COSTS LESS THAN \$1000

see your equipment dealer or write to:

SMITHCO Inc.
11 WEST AVENUE, WAYNE, PA. 19087



Feed your turf a steady diet

Uramite® ureaform fertilizer was designed with your turf and you in mind. It's easy to use and economical, too.

A STEADY DIET of nitrogen from "Uramite" means no leaching, no burning, and no excessive growth...all these with fewer applications, too. "Uramite" is highly concentrated (38% nitrogen) for less storage and less handling.

Join the superintendents across the country who are enthusiastic users of "Uramite" for dense turf and uniform growth. Order the fertilizer designed with your turf (and you) in mind...order "Uramite," granular or sprayable, today. You'll be glad you did!

To prevent and control diseases from damaging your turf, use Du Pont Parzate® C zineb fungicide and Tersan® OM turf fungicide. They will control diseases and will not injure the tenderest grasses—even under adverse growing conditions.

For full information on "Uramite," "Parzate" C, "Tersan" OM, and other dependable Du Pont turf products, consult your golf course supplier... your service agency.

With any chemical, follow labeling instructions and warnings carefully.



Better things for better living
...through chemistry

For more information circle number 262 on card

**LOOK
FOR
THIS**

ORGANIC



NITROGEN

tag to be sure
that the nitrogen you buy
is **NITROFORM**...
developed especially for
economical and efficient
feeding of turfgrass.

NITROFORM® is the organic nitrogen
that makes fertilizers go further.

Product Advantages

- Slow-release nitrogen.
- Nonleaching nitrogen.
- Easy-to-use powder and chip forms.
- Nourishes all types of turf.
- Builds a nitrogen reserve to sustain turf through the hot and/or cold weather.

Operating Economies

- Saves storage and handling with fewer bags needed to maintain nitrogen requirements.
- Fewer applications cut labor to maintain top-quality turf.
- Matures seedbeds fast, keeps turf healthy, with more efficient feeding and with fewer applications.



**TURF & HORTICULTURAL PRODUCTS
HERCULES INCORPORATED
WILMINGTON, DELAWARE 19899**

For more information circle number 258 on card

STH69-5R

VIKING adds a NEW DIMENSION to the world of golf



THE RUGGED performers from Viking are setting the pace on golf courses all over the world. They have earned their reputation for unequalled performance and dependable day in – day out trouble free operation. Viking offers more because there's more in Viking to offer.

For information on valuable Distributor territories, circle Reader Service Card or write to Carl Shellhouse, Vice President, Marketing.

ENDURANCE built by seasoned craftsmen, Viking delivers the performance others promise. Whether you are thinking of a fleet or a single unit, Viking is the soundest investment you can make.

Make the profitable move to Viking—where craftsmanship and dependability are a way of life.

VIKING *electric golf cars*

THE VIKING CORPORATION, P. O. Box 3628, South Bend, Indiana 46628.



For more information circle number 270 on card

buy popular demand

Fore '69. Mulligans and Lady Mulligans in fabulous Corfam®. The perfect blend of Mulligan's flexible comfort and support with DuPont's remarkable man-made shoe material. So water-repellent it won't even water spot. So tough it resists scuffing and cracking. So easy to clean, just a damp cloth keeps them looking like new.



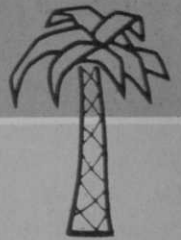
But Corfam® isn't the only reason to buy Mulligans in '69. Mulligans are ready for play right from the box. Never need breaking in. Because Mulligans don't have a stiff inner metal plate like other golf shoes. Instead, Mulligans have a flexible spike support vulcanized right into the sole. Bands of metal hold the spikes securely in place, provide the kind of "dig-in and swing" support today's power golf requires, with the kind of walking-shoe comfort every golfer welcomes. And Mulligan's vulcanized sole keeps feet dry by sealing water out . . . you'll play in comfort whether you're caught in spring rains or tee it up in fall dew. Styling? A dash of monk strap . . . a square toe . . . a wing tip . . . they're all yours in the Mulligan and Lady Mulligan swing to fashion. Buy popular demand . . . at pro shops or sport departments, everywhere.


MULLIGAN'S®
and LADY MULLIGANS

WEINBRENNER SHOE CORPORATION, MILWAUKEE, WISCONSIN 53201

For more information circle number 155 on card

**one of golfdom's leaders
wants your pro shop
on its circuit**



**the
Palm Beach[®]
sports division is
selling exclusively to pro shops**

*Reg. T. M.
Goodall Sanford
Incorporated

We've a nationwide sales team that's setting records in Pro Shops like yours with renowned Palm Beach* golfwear. For one of our men to give you the complete schedule write, wire, call or drop in on Bill Yetter, sales manager, Sports Division, New York showroom, 1290 Avenue of the Americas, (212) 581-7520. We'd like you on our circuit.

For more information circle number 186 on card



Tops
in sales...
Club Sox
by **Reliable**
of Milwaukee
fully washable
knit of 100%
Creslan Acrylic

These Club Sox aren't just golfing partners. They're business partners. Designed for instant sales—with style golfers go for.

Come-on-strong colors and springy, long-lasting fit. Knit of Creslan acrylic, they're fully lined to better protect a golfer's woods. Great for golfers... for gifts... for prizes... from Reliable.

Creslan acrylic is a product of American Cyanamid Company, New York, N.Y.

CYANAMID

Creslan[®]
LUXURY ACRYLIC FIBER

For new catalog of golf accessories, write:
Reliable of Milwaukee, Box 563, Milwaukee, Wisconsin 53201

For more information circle number 271 on card