

Canadians Stage Exhibition

Splendid display of machinery and accessories at Royal York course in Toronto. Ontario Greenkeepers' Association is sponsor

By J. H. EVANS
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Photos by Legge Bros. and Jones

“WE’LL have a place in your next exhibition,” was the assurance given by C. A. Carter, sales manager of the fertilizer division of the Canadian Industries, Ltd., to W. J. Sansom, Bert Hawkins, Howard Lloyd and other greenkeepers and course superintendents on the Royal York golf course on September 9 when the second exhibition of golf course equipment and material for course maintenance had been brought to a successful termination.

The assurance given by Mr. Carter was typical of the attitude of others representing different firms who attended the exhibition. His is the critical eye of business seeking an avenue through which to market its product with success and with economy.

Realizing the significance of the combination of greenkeepers, Mr. Carter decided on an earlier opportunity to cultivate the greenkeeper of Ontario and extended him an invitation to visit the company's plant in Hamilton in which a large sum has been invested with a view to securing a grip on the fertilizer market of the Dominion.

The general endorsement of the value of the exhibition which followed on the heels of the Canadian

National Exhibition was the outstanding feature of the show given on the Royal York course. A similar show was held in 1928, but was allowed to drop in 1929. It was taken up during the late Spring as a possibility for 1930 and brought to an end as a financial success insofar as the association was concerned. The greenkeepers' association left the exhibition with several hundred dollars' profit.

Mr. Carter's vision of a valuable adjunct to his business in a golf course equipment exhibition was illustrated in the opinions of aggressive salesmen who, in a lean year, have struggled for business. The salesman as he heard club secretaries discuss the merits of different types of machinery, the Worthington, the Toro, the Pennsylvania and other tractors and mowers with a view to purchase for 1931 felt that the show might have been held with greater and more material success earlier in the season.

There was only one discordant note to be heard during the day. The gathering included national representatives of United States firms marketing their products in Canada, of Canadian firms, club secretaries who were seeking ideas as to how they



RICE LEWIS & SON, LTD., HAD ONE OF THE LARGEST EXHIBITS AT THE ROYAL YORK EXHIBITION
At the right is a Pennsylvania 6-cylinder tractor. On the left is the Staupe tractor. Both are popular in Canada.



WORTHINGTON UNIT EXHIBITED BY
JOHN C. RUSSELL, MONTREAL

might replace their equipment with efficiency and economy, the greenkeeper and his assistant and also the technician. The technician, one of a small group in the gathering of 200 keenly interested in the maintenance of golf courses, could not make up his mind if the show was a success, but was willing to advance the opinion that it provided at least an outing for the greenkeeper.

QUEBEC GREENKEEPERS JOIN NATIONAL

IN ADDITION to the favorable comment advanced by hard-headed business men from another angle the show was a success. Mr. Sansom extended an invitation to representatives of Quebec greenkeepers to attend the exhibition. The invitation was accepted and before they had left the course they had joined the National Greenkeepers' association.

The policies of Quebec and Ontario greenkeepers are different. Efforts in Quebec consist of cooperative purchases and assistance to the local greenkeeper when he requires it given by an experienced official. In Ontario, success has attended the in-



IDEAL TRIPLEX EXHIBITED BY
THE AIKENHEAD CO., TORONTO

dividual efforts of the greenkeeper. He has mapped out the program for his study classes in the winter and his work in the summer. The exchange of views between Ontario and Quebec is to be carried on and out of them is expected to come a larger organization.

Practical results of the show were the unanimous endorsement of exhibitors, a substantial profit for the greenkeepers' association, and an addition to its membership from Quebec sufficient to convince all but the keen-eyed technician of its success. It will be an annual affair, and possibly earlier in the year if the views of some are heeded who believe that it would be of more immediate value from the point of view of business to be secured.

The morning was devoted to a demonstration of sprinklers, a demonstration of motor-driven compost mixers and screens, top dressing machines, spike rollers, putting green rollers, fertilizer and hand power sprayers. The afternoon was given over to a demonstration of tractors and fairway cutting units, power green machines, putting green



TORO UNIT EXHIBITED BY GOLF LIMITED, TORONTO



ROSEMAN TRACTOR AND MOWERS EXHIBITED BY
EDWARD TIPPET, TORONTO

machines, power mowers for fairway and tee and hand tee machines.

The day was crowded with the exhibition of machinery on one part of the course or another, and as a consequence more than one club official secured an idea of what was most suited to his course for 1931.

SPLENDID LIST OF EXHIBITORS

THE firms exhibiting in the show through Canadian distributors were: Rice Lewis and Sons, distributors of Pennsylvania mowers, Staude tractors, Universal compost mixers, Jacobsen power mowers, Hardie sprayers, Sherwin-Williams Company's arsenate of lead, Gunn's fertilizers and Rennie's seeds, the MacGregor compost distributor, the Universal compost mixer, the Lark golf sprinkler, the Whitehurst roller, the Buckner Manufacturing Company's sprinklers, lubricants of the Stewart-Warner Company and the National Equipment Company.

Edward Tippet, distributor for Jacobsen power mowers, Roseman Tractor mowers and Royer compost mixers.

Golf, Ltd., distributor for Royer compost mixer, the Toro equipment of all description, the Skinner

sprinklers, Milorganite fertilizer and the National Equipment Company's products; also the Staude tractor and the Superior sprayer.

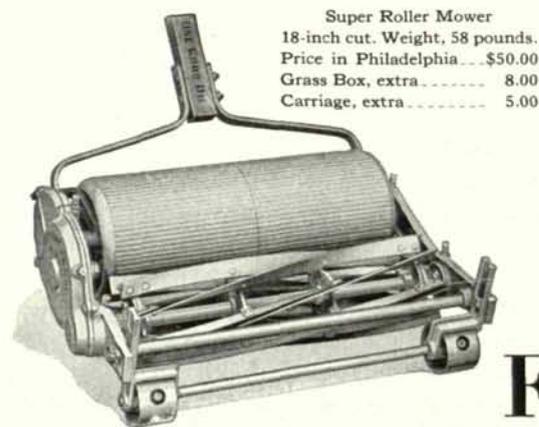
Andrewes, Mountain Company presenting Carter's seeds, The William Rennie Company and the Steele Briggs Company were also among the firms with representatives on the course.

The Worthington tractor for which John C. Russell of Montreal is the Canadian distributor had a prominent place in the show. It was handled with considerable skill by workmen and caught the eye of officials from clubs with wide stretches of fairway.

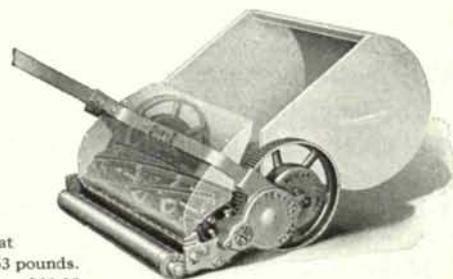
The Aikenhead Company offered the Ideal Triplex mower as a machine which could cut from 15 to 40 acres a day, clipping around obstructions as speedily and as easily as the smallest power mower.

In addition to these firms the Greenkeepers' Association enjoyed the support of Crane, Ltd., Page Hersey Tubes, the Imperial Oil Company, and the Steel Company of Canada.

The committee in charge of the exhibition was composed of W. J. Sansom, H. Hawkins, H. Lloyd, W. Kirby, F. Hamm, J. Austin, J. Stanfield, C. W. Freeman, A. McCallum, J. Abbot, J. Anderson and F. Haynes.



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