



NEWS LETTER

MARCH MEETING

JOINT MEETING WITH M. G. A.

WINTER SCHOOL CONFERENCE

THE GREENKEEPER AS A MANAGER

CARRY ON

MARCH

1933

This NEWSLETTER is published monthly by the Greenkeepers Club of New England, and sent free to its members and their Greens' Chairmen. Subscription price ten cents a copy, or a dollar a year.

GUY C. WEST Editor
312 Mt. Pleasant St., Fall River, Mass.
HOWARD D. FARRANT Business Mgr.
132 Russert Rd., West Roxbury, Mass.

March, 1933 Vol. 5, No. 3

SAWYER CONSTRUCTION CO.

Park Square Bldg.
Boston, Massachusetts
Tel. Hancock 8270

January 28, 1933.

Mr. James McCormack, President,
Greenkeepers Club of New England,
% Unicorn Country Club,
Stoneham, Massachusetts.

Dear Mr. McCormack:

I wish to compliment you and Mr. West on the interesting Newsletter of the Greenkeepers Club. The publication always brings a worthwhile message to me. Each copy is read through with a great deal of pleasure.

The enclosed check is a modest acknowledgment of my appreciation of your good will in keeping my name on your mailing list.

Sincerely yours,

C. A. Sawyer, Jr.

CAS:H

MARCH MEETING

The March meeting was held at the Hotel Statler, Boston on Monday, March 6th. We were pleased to welcome to this meeting about thirty members of the classes of the Winter School for Greenkeepers and the Mass. State College.

Professor Lawrence Dickinson presented his report of the work in Pre-seeding fertilization at the College which has been financed by the Greenkeepers Club. The work this past year was a check on the work done the previous year. This past year it was done outside whereas before it was done in the greenhouse.

When pre-seeding fertilizer is used there is bound to be some loss by leaching, especially with the inorganics.

There is the danger of having a concentrated solution in a small area, hence a killing or a toxic effect. The use of nitrogen changes the ratio of root to top to make top greater. A proper root is necessary for seedlings especially. In this year's work the boxes were subjected to the elements from the time of planting, August 28th. Very infertile soil was used, with a pH of 5.4, sort of a sandy loam, 5 inches over 3 inches of sand. Planted half to Colonial Bent and half to Kentucky Blue. Same amount of seed was put in each plot. The fertilizer was placed in the top 2 inches. The personal factor was the same for the fertilizing and for the seeding. The fertilizer was placed 3 days before seeding. The boxes were lightly watered, three waterings before seed came up, then grass shifted for itself. Instead of measuring length of root and top, they were this year weighed to ten thousandths of a gram, with individual plants counted, and weights proportioned to 100 plants. Observations were made at 3 weeks, 5 weeks, 6 weeks, and at 8 weeks. The work compared remarkably with preceding work. The two best boxes were probably the loam boxes, and it must be remembered that the loam ordinarily used on the golf course is usually richer than the loam used on this experiment. "Damping off" may be due to over-stimulant. At 42 days all showed a nitrogen deficiency where not supplied, also potash deficiency, but the ordinary loam does not show this deficiency. After 56 days or thereabouts young seedlings need fertilizer. Fertilize when plant has fine root system with plenty of carbohydrates.

Results show that no pre-seeding fertilizer is needed, but the use of superphosphate as a pre-seeding fertilizer is recommended, to get better use of the phosphorus later on. 15-20 pounds of Superphosphate to a 1000 square feet is a practical application before seeding.

At the business meeting two amendments to the constitution were proposed and will be voted on at the next meeting.

JOINT MEETING WITH M. G. A.

A meeting sponsored by the Mass. Golf Assoc. Service Section and the Greenkeepers Club was held at Braeburn on February 27th with a good attendance. Speakers included President Jaques of the U. S. G. A., President

Cross of the M. G. A., Mr. Henry Wentworth, Sec. of the M. G. A., Mr. Roger Sherman, club manager at Braeburn, Charles Parker speaking for President McCormack who was ill, Guy West, Mr. Adrian Sawyer, and Prof. Lawrence Dickinson. Mr. Rogers Dow, Chairman of the Service Section Committee acted as chairman, and the gathering was welcomed to Braeburn by President Leon Rogers of that club.

President Jaques brought out the fact that there is no thought to cut out the activities of the Green Section, they are merely curtailed through a forced cut in the budget. He spoke with optimism relative to the future of golf, and pointed out that there were many women taking up the game yearly. He recommended that clubs endeavor to maintain their courses with high standards of upkeep, and praised the greenkeepers for what they had done to lower costs of maintenance.

Mr. Cross spoke of the various activities of the Mass. Golf Association, saying that the M. G. A. was here to promote golf and intended to do so regardless of the international headache.

Messrs. Wentworth and Sawyer spoke relative to the general condition of clubs, and presented a chart showing the trend the past four years of income and expenses. The majority of clubs seem to be operating at about 78% of normal capacity.

A general discussion followed. Some fifty-five clubs were represented at the meeting, and we feel that the meeting is a good start towards solving the whole problem, as the good fellowship and co-operation which were evident show the resolution of club officials and greenkeepers alike to keep going until better times come again.

REPRINT OF SECRETARY-TREASURER WENTWORTH'S ADDRESS

at the Joint Meeting of the M. G. A. Service Section and the New England Greenkeepers Club, Feb. 27, 1933

Mr. Chairman and Gentlemen:

We had three reasons for sending you the recent questionnaire: (1) That we might formulate for you a chart of general trends (which we have here): (2) That your attention might become focused on digging out and studying

the detail facts of the trends in your own club: (3) And that you might become interested in an interchange of ideas between clubs. On these questionnaires, were questions whose answers do not form part of the substance of this particular meeting, but while at it, it seemed to us best to get all the data requested.

The individual club data is private, and we must so consider it. We were greatly gratified, however, to see the great response on the part of the member clubs, evidencing in many cases a great deal of labor. Nearly 50% of the clubs responded with various degrees of completeness: 52% of the answers coming from within 15 miles of Boston: 21% from other cities; and 27% from what one might call "Vacation Centre" clubs. 1/4 were 9 hole courses, 2/3 were 18 hole, and 3 were 27 hole courses.

As our clubs exist under a wide range of conditions, the problems facing the various clubs, although having the same qualities, differ tremendously in detail. Yet there are many problems in common in groups within the Association. There are the large Metropolitan clubs, drawing their membership from a wide area, having within themselves groups of families acquainted with one another, and thus not equivalent to one large family. There are the combined social and golf clubs serving practically a single community, like a big family, with a few outsiders drawn in because of local friendships. There are the vacation centre clubs with relatively few all the year round local members. Then there is the separation of clubs which have expensive club houses from those who have merely golf courses with practically no social phase otherwise.

It would be impossible for us to give the time to correlate and advise in detail with these various groups, but we do strongly urge you of each group to get together to compare your problems, and your suggested methods of meeting those problems. Go to the Association headquarters, and Mr. Corcoran will run over with you the list of member clubs and help you pick out others who probably have the same problem as have you, and help you make a contact with some of them. If there are any thoughts in which you think I could help, I shall be glad to have you call at my office. If it is a matter of course upkeep, house maintenance, etc., Mr. Corcoran will put you in touch with the proper man on

the Green Section Committee. But, however, you do it, we strongly urge you to get together with others having the same problems.

I do not feel it is fair, with this chart finished but yesterday by Mr. Sawyer, who has had to have made hundreds and hundreds of computations, for me to express definite conclusions so quickly. You can examine the chart, which in its four curves shows the average trends for the past five years, perhaps have already done so, and can draw your own conclusions. There are some lessons hiding in them. The chart will be kept at the Association office.

Golf is a real business to manage. One hundred golf clubs are likely to suffer from the same variety of pains as 100 members of any other business in the change of conditions from 1925 to 1933: the disease in many cases being over-expansionitis, and lack of setting up proper reserves against a serious letup in business for a while. Before me are 1929 income figures for 31 clubs, totalling \$1,375,000; quite a goodly sized business, and for the entire state the amount would probably be \$3,000,000. This of course embraces income not only from golf, but from club-houses, winter sports, and other country club functions, but it illustrates that their activities are in the order of magnitude of many important industries in the state.

What the answer to the falling off in income is to be, beyond the point of reduction of expense (this partly thru lower unit costs and partly thru simplification of activities) has not yet become clear: there may possibly need be some temporary amalgamation of activities while putting some units onto a standstill basis, just as would be done in a business having many units. It is clear that the cost of course maintenance has a fairly definite lower limit below which a club cannot go and yet retain its membership.

A study of the chart shows that the so called tramp golfer, while an important item, is not the main issue. We must look deeper than that: and, looked at as factors considered, as in determining a procedure in any other line of business. There are two important exceptions, however, with respect to golf clubs; for in some ways the golf club is a community affair and is possibly to some extent subject to rules similar to those applied to a community during depressions. Also one of my own pet

thoughts is that with the return of prosperity there will come more leisure time per person, part at least of which must be guided into play. Whether the average individual income then will be such that it can be spent on a sport like golf is something I cannot foresee. Perhaps public golf may develop in a large way, and if so, courses at present available within reasonable distances of large groups of people ought not to be broken up.

Whether or not a large increased amount of golf is to be forthcoming with renewed prosperity, ways to utilize the inevitably coming increased leisure must be found, ways which will tend to offset the increasing mechanization of the average mind which our factories and our otherwise highly industrialized civilization is developing, something which will again permit some form of self expression to the routine worker.

The guest fees of the various clubs (based on fifty) range as follows:

14 have \$1.00 but under \$2.00

30 have \$2.00 thru \$3.00.

1 has \$4.00.

3 have \$3.00 to \$5.00 depending on the time.

From the letters accompanying the reports, the lowering of guest fees this past season has not been fruitful, but disappointing, and there is a general feeling that the guest fees should not be reduced.

The reports generally stress the necessity of keeping up maintenance of courses, no matter what other sacrifices have to be made, for a man belongs to a golf club primarily to play golf.

These letters also urge the importance both for maximum income, and in fairness to the regular members, that strict rules be maintained as to the regulation of guests and visitors.

While we feel we should not give out any individual club figures, the Service Section will be pleased to give to any individual club, if desired, a comparison of its figures with the averages, or average of its class of clubs.

The reports indicate that the clubs are awakening to the fundamental necessity of finding ways to retain the present membership, some making temporary concessions in classes of memberships, time for payment of dues, etc.

How can membership be held and increased?

THE
WORTHINGTON MOWER
COMPANY
NEW ENGLAND BRANCH OFFICE
ONE STATE STREET
BOSTON

E. ROSSITER SAWTELLE

ROBERT B. BEALE, JR.

TELEPHONE LAFAYETTE 1413

Each club and its advantages must be sold over again to its entire membership, to the end that each club member will realize his benefits from the club, and himself become an enthusiastic salesman in the quest for new members.

The entire executive organization should be toned up, polished and improved, and service rendered to the club members. This campaign should be initiated by the club president and the board of directors, and heartily supported by the Membership, House, Golf, Grounds, and Entertainment Committees. Courtesy and interest on the part of employees is essential.

It should be of great benefit to have a committee of two or three loyal and enthusiastic club salesmen to confer with each member who has signified his intention to resign in order to have that member reconsider, or if this is not feasible to sell him less expensive restricted membership, if possible.

Frequent tournaments of varied nature to maintain the interest of the average and dub players are the contributions which can be made by the golf committee.

Whether the almost universal answer on the questionnaire to our question as to 1933 expectations means a similar universal use of budgets I can't tell, but if so, the managements are to be congratulated, for budgeting is an absolute requisite if income and outgo are to look like twins.

WINTER SCHOOL CONFERENCE

The sixth annual Golf Course Maintenance Exhibit and Conference was held at the Massachusetts State College Saturday and Sunday, March 11th and 12th, with some three hundred and more in attendance. The exhibits were many and varied with several thousand dollars worth of maintenance equipment, including several tractors, power putting greens mowers, fairway mowers, hand mowers, spike rollers, and many small tools and items of equipment. Other exhibits of special interest included various exhibits of the botany division with snow mold, etc., and of the agronomy division with much of interest in soils and fertilizer exhibits. Small exhibits were presented by the M. G. A. and by the Greenkeepers Club. To properly describe every item in every exhibit would tax the space in the

NEWSLETTER; it is sufficient to say that in our opinion the exhibit was more complete than any other exhibit we have ever seen along golf course maintenance lines.

The speaking program opened with four talks by student speakers. A. W. McLean of Kernwood spoke on "Labor"; M. MacFarlane on "Machinery"; L. Erb on "Iron Sulphate"; and A. Lesperance on "Greenkeeper as a Manager". These talks were well presented and brought out many points of interest. (We will present some of these talks later).

Dr. M. H. Cubbon spoke on "Fertilizers," and discussed several features of this subject as applied to golf courses. The first figure in the fertilizer ratio now means total nitrogen, not ammonia. The nitrogen is about four-fifths of ammonia. There is often more possibility of burning with a low analysis fertilizer (15% or so plant food) than with a high analysis fertilizer (40% or more plant food) when equal amounts of nitrogen are used. The best way to increase the fertility of a soil is to grow grass and fertilize it. The lack of phosphoric acid at the surface is often due to the acidity. Lime stays at the surface, acidity the same.

The Saturday afternoon program opened with a few words of welcome from the new president of Mass. State, Dr. H. P. Baker. Following this, Prof. C. H. Thayer spoke on "Soils". This speaker pointed out that about half the volume of soils was composed of pore space, filled with either air or water. The rest is composed of broken up rock particles and organic matter. Soils types are classified as fine gravel, coarse sand, medium sand, fine sand, very fine sand, silt, and clay. The soils in the field are mixtures of these soil types. Prof. Thayer spoke of the soil surveys by the U. S. Bureau of Soils, and their value in indicating what soils to expect in any locality. A large amount of sand is required to change a soil and to reduce the stickiness and its likelihood to become hard, but a little clay goes a long way to change the soil. It only takes 30% clay to make a clay soil, but it takes 80% sand to make a sandy soil. A broad definition of humus:—humus is organic matter that has so far decayed in the soil that it has lost its original character. There should be an abundant supply of organic matter in the soil. Three types of soil bacteria are of importance; those that cause the decay of organic matter, those that

HOVEY'S

COMPLETE.

- Grass Seed
- Fungicides
- Fertilizer
- Equipment
- Buckner Irrigation
- Emerald Cord Hose

Quality — as
Fine as one can
Purchase.

Dependable—
Established since
1834.

Service—Consult
Us on your turf
Problems.

Prompt Delivery
On All Orders.

No order too large
and none too small.

Phone us at
Hancock 1454-55
or Address us
At 150 Milk St.,
Boston, Mass.

... HOVEY
&
... COMPANY

change the nitrogen to nitrate nitrogen, and those who take nitrogen from the air, and make it available.

Dr. W. H. Davis presented an interesting talk on "Fungus Diseases" and illustrated it with various slides showing various fungi. Dr. Davis has isolated the fungus which causes the so-called snow-mold, and believes that the same fungus causes what we know as "dollar brown-patch".

Motion pictures of Golf in Slow Motion, Japanese Beetle, etc. were shown in the evening and followed by a question box period.

On Sunday afternoon Professor Dickinson presented a timely talk on "Maintenance and Costs". He presented the idea of a "yardstick" to evaluate golf course condition. The same yardstick should be used constantly, possibly twice a year. It must not be used to compare two courses, as a comparison of costs between courses is dangerous and unsatisfactory. Costs will discover bad points, management will correct them. The costs in the past have been divided into dollars and cents; better often to figure in labor hours, or even in percentage. Take care of the labor hours and the dollars will take care of themselves. Costs are either transitory or stationary. The stationary costs are due to management. Beware of hidden costs, as a change of chairman, new construction from the maintenance budget, etc. The idea of a fund to be set aside for the purchase of equipment was presented. The greenkeeper should have a very thorough understanding of labor saving machinery.

Prof. C. R. Kellogg spoke on "Insect Control", giving a graphic description of the fight between man and the insects, intelligence vs. instinct. The insect problem is a hard one because we do not realize that the insects are taking their "percentage" every year. Control is difficult because many insects are so small, their color often protects them, as does their adaptability, their ability to change their habits, and because they multiply so rapidly. Cooperation between all men and all nations is needed to destroy the insects.

The exhibits were in general care of the various members of the Winter School for Greenkeepers, and to them and to Professor Dickinson and his colleagues we extend our congratulations for this very splendid exhibition and conference.

THE GREENKEEPER AS A MANAGER

by Alfred Lesperance

Professional and Supt. of Grounds,
Westmoreland C. C., Wilmette, Ill.
(Paper read at Amherst Conference)

Managerial ability in my opinion is the most important qualification of the greenkeeper, for much of the time the greenkeeper must stand on his own feet. He must depend upon his own judgement.

He may know how to handle any part of his work, but unless his perspective of the amount to be done is clear, and his assignment of labor to his crew well planned in advance, he will very shortly find himself in a tangle, from which no amount of turf-growing knowledge will free him.

Greenkeepers who do not thoroughly understand turf culture usually cannot keep golf courses in satisfactory condition. Greenkeepers who are poor managers cannot operate courses economically.

While greenkeeping is being established on a finer business basis, a minority of greenkeepers are proficient in such managerial work as cost analysis, budget making, and report making. If they would realize that they are not merely workmen or supervisors, but managers, they would improve their chances of success.

Greenkeepers who are only half familiar with their courses are only half efficient.

Well informed greenkeepers are always the most competent. A daily record of operations should be kept, as they provide a basis for comparison, and for a more complete understanding of maintenance problems. Such daily reports should contain all essential information such as weather conditions, temperature, and the hours spent on each piece of work done on the course.

Annual reports should be carefully prepared by greenkeepers who will find them excellent means of informing officials of their clubs of their efficiency.

The psychological reaction of report making upon greenkeepers is important.

Budgets should be self-explanatory and should be prepared in such form that they will be easy to interpret. Frequently budgets are cut, not because of the impossibility of raising the money, but because the necessity or de-

JOHN J. NYHAN

Lawn Mowers

Sales and Service

Distributors for

Penn Lawn Mowers

120 - 122 CYPRESS ST.

Brookline, Mass.

Tel. Aspinwall 4606

BUY

YOUR SEEDS

FROM

EMERSON'S

THIS YEAR

New England's Largest

Wholesale Seed House

"Seeds Since 1865"



NACO

THE PERFECT GOLF COURSE FERTILIZER

NACO is complete and all-organic with seven forms of Nitrogen, which makes it not only a quick acting fertilizer, but one with long-lasting qualities as well.

NACO has been greatly reduced in price this season, making it even more economical to use than ever before.

Send for New Price List on all types of Seed, Supplies and Equipment, including the New Porter Tubular Tined Turf Fork.

ARTHUR PORTER, INC.

55 DEARBORN STREET—SALEM, MASS.

TELEPHONE 2317

sirability of the work outlined is not understood thoroughly.

Purchasing of supplies and equipment is another responsibility of greenkeepers.

It is necessary therefore to keep a close watch on what is offered for sale to the golf course trade and whenever something new comes to the attention of the greenkeeper he should add the literature describing each new offering to his file of reference catalogues.

Prices that are subject to fluctuations can be noted as they are received. There are many methods of filing this particular information, but the prime service such notifications perform, is to lay before the greenkeeper facts pertaining to sharp rise or fall of the market, and to predict for his benefit what may be reasonably expected within a specified time, that he may place his orders to the advantage of his club.

Hasty purchasing seldom secures low prices or satisfactory service.

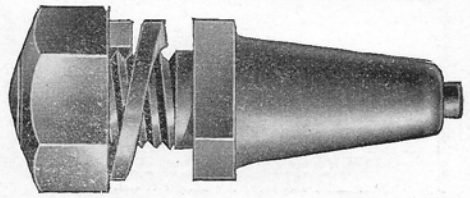
The appearance of the greenkeepers office, the condition of its files, and the methods used in keeping the records, are all constantly under the eye of the chairman of the green committee. Cleanliness, orderliness, and efficiency are quickly noted by any business or professional man, and such is the chairman of almost any golf club.

The most efficient greenkeepers will have on hand an accurate and complete map of the drainage and water systems. The areas of the putting greens, tees, fairways and traps can also be noted upon the same map.

There are many things which can be noticed on well managed golf courses that will indicate the executive ability of the party in charge.

A place will be provided in the barn for the storage of small tools and they will always be found in their proper places, clean and sharp, ready for the next time they are to be used. Large machinery will always be put away in a condition that will not delay the starting of the next job upon which they are to be used.

A place will be found, on the best kept courses, to store extra parts for machines, so as not to delay the work should anything happen to any part of the course equipment. Worn-out or discarded equipment will always be disposed of or put in a place which is out of the sight of the players.



DIAMOND

Steel Center Tractor Spud is sharp until completely worn away. Will not harm turf. Write for details.

DIAMOND CALK HORSESHOE CO.

4701 Grand Ave., Duluth, Minn.

All workmen will be instructed to pick up papers and trash as they make their rounds, and receptacles to hold trash placed at the tees will be emptied as often as necessary.

Extra poles, flags and cups for the greens, will be on hand, all painted and ready to replace equipment that may become worn or broken.

Grass clippings from the greens and tees will never be left in a pile to get in the way of the players, or to stay in a pile long enough to kill the turf under them. Many greenkeepers furnish the men doing the mowing of the greens with sacks for the clippings, which can then be handled very easily in taking them to the compost pile.

Bridges, birdhouses, shelters and benches will always be kept in repair. Paint will be applied as it is needed. Benches at the tees and rain shelters upon which the members may rest will be cleaned regularly.

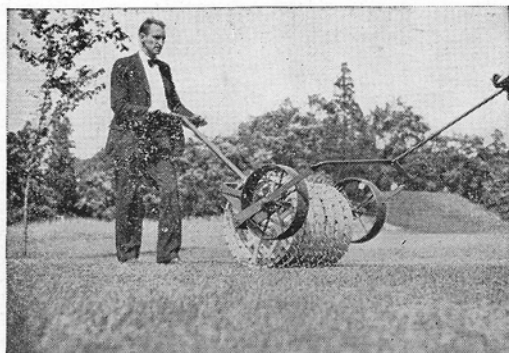
Drinking fountains and ball washers will not be allowed to become dirty.

It is impossible to maintain turf around drinking fountains and ball washers, so many greenkeepers improve the looks of these areas by applying crushed stone, or by building concrete walks in these areas.

Higher standards of golf course maintenance than ever before are being insisted upon today by the players of a private course.

There is, in my opinion, a wide field for a competent, well trained greenkeeper, who is experienced in the art of maintaining fine turf, and is a business-like manager.

SAVE MONEY
Buy a
BUEL PERFORATOR



--- For Better Greens ---

Aerates --- Perforates --- Cultivates

The Buel Perforator perfects the putting surface—
saves in labor, water, and top dressing—a very
important piece of equipment for improving and
maintaining good greens.

J. F. BUEL
Woburn, Massachusetts

CARRY ON

by Ray Granger

Greenkeeper, Newport (R. I.) C. C.

During the past few years the attention of all persons connected with the operation of golf clubs throughout the country has been focused on the many manifestations of a change in the old order of things regarding golf course management.

My attention has been attracted by the increasing number of articles appearing in various publications regarding this inevitable change, now slowly gaining momentum, and which, in the not far distant future, will prove to be of vital importance to the future status of those persons now holding supervisory positions at golf clubs.

The primary factor responsible for the appearance of these articles is undoubtedly the present period of depression, with its attendant demand for economy in all things. The situation in the golf field today presents a vivid picture of the need of evolution to a higher plane, of the antiquated methods of management. Most greenkeepers have recognized the need of a change to more sound business standards in the interests of efficiency and economy. That they are not alone in recognizing this need of new methods, is evidenced by the aforementioned articles, most of which are written by various club officers and persons who are otherwise interested in a more sound golf structure.

A current example of a sign of changing times may be mentioned in the increased desire of professionals and stewards to acquire a working knowledge of greenkeeping, in order that they may, to quote a recent item, be of more service to their clubs. That our co-workers in the pro shop and clubhouse should be interested in the future workings of their club, is perfectly natural as it should be. Having the best interests of their clubs at heart, they should be just as quick as we greenkeepers in sensing the need for a change which will react to the benefit of the clubs and golf in general.

This change of which I write, is the employing of a general manager to supervise the entire club plant. These two words in themselves, have in the past been shunned as some particularly awesome bugbear in most quarters, and were not to be mentioned out loud in any event. Times change, however, and

with more clubs each year placing their plants under the control of one operating head, the old general manager "skeleton" has lost its power of frightening us by being carried out in the sunlight. Now that this has been accomplished, let us take a more intimate look at the situation.

When the time comes for the selecting of a general manager at the average club, the officials most concerned will undoubtedly, choose their man from the time-honored triumvirate, namely the pro, the steward and the greenkeeper. I make this assumption with the knowledge in mind that in most instances a man can be selected from this group of experienced supervisors to efficiently fill the office of general manager. In making this statement I have paved the way for an argument with the type of club official who still thinks of his greenkeeper as a person who has attained the peak of his intellectual usefulness in keeping the weekly payroll straight.

In this regard I have in mind an article accorded prominent space in the current (February) issue of a golfing publication, in which the author goes to some considerable length in telling of his accomplishments in reducing golf course maintenance costs; some of the methods used being very creditable and in constant daily use by greenkeepers. However, the point I wish to bring out as being pertinent to the present discussion, is contained in the closing paragraphs of the paper in question.

The article naturally carries the authors signature but does not state the position he holds at his particular club, and it is only near the end of his discourse that his possible status is defined. From his article I would take him to be a club official of the type mentioned above, one who would be skeptical in looking for his general manager among the present employees of his club. In bearing out my supposition in regard to this gentleman, I quote from that part of his discourse where he mentions the distressing financial conditions of clubs in general due to the depression; "For those larger and wealthier clubs who can afford an expert manager or a highly paid greenkeeping specialist whose work is really managerial, the situation is not as serious as for the smaller club. In many small clubs the situation is desperate. There almost invariably the greenkeeper works right on the course with his men, and his days are too full to permit

of anything more than day to day maintenance. Assuming that he has the ability, the experience, and the inclination, it is not reasonable to expect him to work half the night and weekends on course economies and attend to daily maintenance as well.--It is a specialists job."

It is hard to picture anyone in the capacity of greens chairman in this enlightened day, propounding such ancient axioms. His greenkeeper is so busy doing manual labor on the course that he can give no time to course economies or planning for the future. After reading that I am firmly convinced that there are such things as ghosts, for surely this is a message from the dead. It does not seem possible that an intelligent chairman would think of inserting such a statement in an article designed to be of service in rationally cutting course costs. To pay a man a superintendent's salary and then have him spend his time laboring with the men under him, thereby increasing labor costs, does not resemble economy in any respect; and in this case as in all others, the need has arisen for intelligent forethought and planning beyond the daily routine requirements.

The gentleman suggests as his solution of this problem that certain groups of clubs in given localities secure the services of an expert maintenance man to advise them and help them out of their difficulties. Here again, economy is conspicuously absent, and I venture to say will not be found in that direction. When a club hires a greenkeeper today it expects him to be competent to deal with any economic problem that may arise and thereby obviate the necessity of spending additional funds for outside help.

I have mentioned the incident of this recent article because it has a direct bearing on the matter of general management from the greenkeepers standpoint. It proves to us that there are still some chairmen who underrate the ability and accomplishments of the average greenkeeper and who are in need of further enlightening in the matter. Until all clubs are made to realize the importance of the greenkeeper in relation to the whole structure of golf, the greenkeeper will not be able to share equally in an opportunity for further advancement. The work of the various greenkeeping organizations throughout the country has been of inestimable value along this line and they

will prove to be the vital power behind the future rise of greenkeepers to higher places.

I think that a great deal of good could be accomplished right now by having those in our ranks who have won through to managership, and possibly some out side authority, speak to us occasionally on the problems and developments within that sphere. Personally I think the time is ripe to vary our discussion of turf problems with those of general management.

We all have our ideas of the requirements of the general manager's position and it will be to our advantage to add to this knowledge as much as possible. We all know more or less of the duties of the pro and the steward, just as they know our duties to a certain extent. These two men possess certain advantages that the greenkeeper does not have. Not the least of these advantages is the one of close contact with the club members. The greenkeeper on the other hand, has an all powerful advantage in that a thorough knowledge of his work is a prime requisite for successful management.

At most clubs the golf course represents the major investment and is the primary reason for the clubs existence. To say that a manager, lacking greens-keeping experience, would be handicapped, would be stating the case very mildly indeed. He would be handicapped at the outset in selecting a greenkeeper to work under him. In endeavoring to fathom the ability of a greenkeeper, we immediately enter a realm where the earmarks of ability or inefficiency are not always at once apparent. A prolonged period of conjecture as to the ability of a greenkeeper on the part of a manager, through his own lack of knowledge of the work, may easily prove to be a very costly guess to the club. The greenkeeper, while working with soil, and to most people this is a hidden medium, may employ cultural practices which will have a direct bearing on the condition of the course, good or otherwise, for years to come. The manager who is not equipped to foresee and forestall any possible error on the part of his greenkeeper can hardly be successful.

The problems of bookkeeping and cost accounting usually lay within the province of the manager. The requirements in this department are also of vital importance. The experience of the greenkeeper in budgeting the golf

course expenditures and keeping his own cost records should be a great help in understanding the financial structure of the club. The degree in which he applies himself in assimilating knowledge of club financing, will be a prime governing factor in his climb to the top, for this department requires much more than a cursory knowledge of simple cost recording.

The last requirement of managership is one of varying importance, but still must be given due consideration. It has to deal with personal appearance and habits of speech and dress. The general manager must be equipped personally to meet the members of his club on a common ground of dignity and intelligence. His bearing must be of such calibre that it will lend weight to his views concerning matters of club affairs which he may bring before the board of governors.

In closing I call particular attention to the accomplishments of the greenkeeper in this regard. The transition of the greenkeeper's state of lowly subservience of past years to the present high plane of dignified culture and intelligence, coupled with the very evident high standing which the members of our profession have attained in the economic and social life of their respective communities, bears splendid witness to the fact that through the years we have kept in step with the march of time.

Carry on.

NEW BOOK OF INTEREST

A recent book which should be in every greenkeeper's library is "Soil Management for Greenkeepers", by Dr. M. H. Cubbon and Professor M. J. Markuson of the Massachusetts State College Faculty. This book is written in a manner which is both easy to understand and interesting, and contains much of the work presented by the authors in their work with greenkeepers during the Winter Schools.

Part one of this book is devoted to a study of soils and fertilizers and has much of value to anyone who is to use the soil or fertilizer. The second part is devoted to a consideration of drainage, and the material presented is of value to anyone who may be interested in this subject.

We do not hesitate to recommend this book as a very practical and helpful addition to our profession. Copies may be obtained by writing either of the authors at Amherst.

CORRECTION

We are pleased to correct a misstatement in our February issue in the outline, "Control of Weeds in Turf" presented at the Rhode Island State College by Dr. Odland. The information given under "Most troublesome weeds" was gathered by Mr. Fred V. Grau of the Maryland Experiment Station for the Green Section with the cooperation of the University of Maryland. The list of weeds under "Pastures" is also given incorrectly. It should read: Thistles, Plantains, Dandelion, Ragweeds, Rumex sp. We are indebted to Mr. Grau and to Dr. Odland for calling these mistakes to our notice.

Howard Farrant reports a busy Winter at the Country Club with various work; filling in seventeen traps, fixing over the steeple chase course, and roughing out a new green on the Primrose ninth.

We are pleased to note that the Green Section is well represented in New England, with recent appointments to its Advisory Committee of Frank Wilson of Charles River, John Shanahan of Braeburn, and C. Adrian Sawyer, Jr., chairman of the greens committee at Braeburn.

Dr. Howard Sprague of the New Jersey Agricultural Experiment Station is to be the speaker at our April meeting. We expect Mr. Herbert Jaques, president of the U. S. G. A. also to be present. Plan to attend this last indoor meeting for several months.

Doctor: "At each meal you are to have a bit of lettuce, some dry toast, and peas."

Sick Recruit: "When do I take it, sir—before or after meals?"

Don't Starve the Grass
FERTILIZE and ECONOMIZE
with
LAN - FER

(8-6-2)
 Special Golf Course
FERTILIZER

also
 Super-Phosphate Bone Meal
 Castor Pomace Chemicals
and
ARSENATE OF LEAD
write for prices.

M. F. LANSILL

Special Fertilizers
 86 CHARLES RIVER PKY.
 NEWTON, MASS.

HOWDEN

Is carrying on.
 His seeds are dependable.
 He has always served his customers
 honestly.
 And will continue to do so.
 Supplying only the best.
 Howden respectfully asks for your
 support.
 Price lists now being mailed.
 If you do not receive one—please
 address:

N. HOWDEN
SEEDSMAN

18 Glenhaven Rd.--Tel. Parkway 3467
 West Roxbury, Mass.

Now on the Market
The Queen of all Grasses

Hyper-VELVET-bent
 94% Pure - Germ. 88%
SEED
 "ten million to the pound"

PRODUCES a lush green velvety
 turf, compact, upright and fine.

TRUE in purity of species and
 consistent in color and texture.

SPREADS above and below ground
 with vigorous creeping stems.

COSTS less in quantity required to
 sow, top-dress and water.

SOLD only through reliable seed
 houses in United States and
 Canada.

GROWN only and warranted pure
 as advertised when packed by

Hyper-Humus Co. of Newton, N. J.

Write Us for Name of
 Nearest Dealer

FINEST GRASSES FOR GOLF COURSE OR ESTATE

Separate Vars. or Mixtures
 Other Materials

VER-BEST P. G. MANURE
 (7-8-2—62% Organic)

COMPLETE GRASS MANURE
 (6-8-1—70% Organic)

CASTA-POMA GRASS MANURE
 (5-6-2—65% Organic)

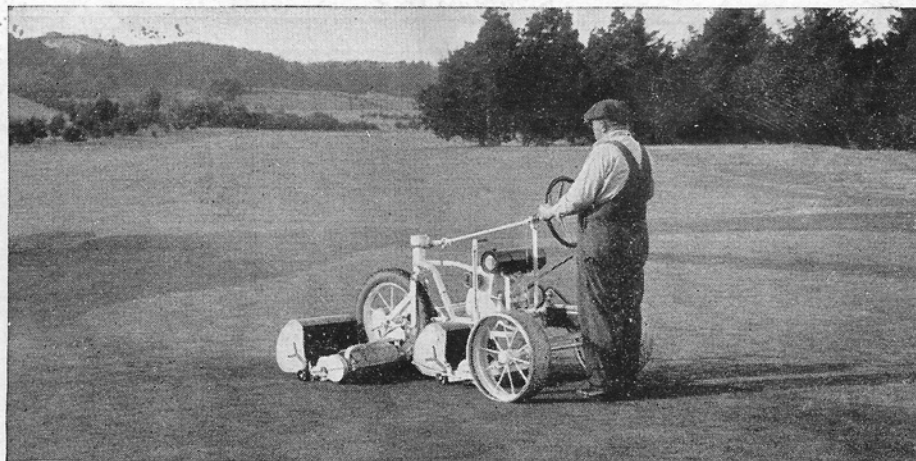
GEN-PURPOSE GRASS MANURE
 (4-8-4—40% organic)

Insecticides, Fungicides, Humus,
 Chemicals, Peat Moss, Worm
 Eradicators, etc.

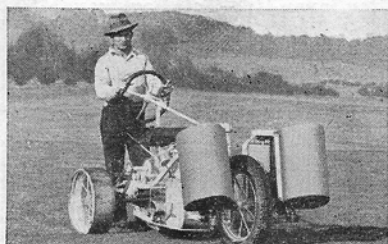
Locke Power Lawn Mowers

Collins
Seed
Service Co.

131 BEVERLY STREET
 Boston, Mass.



The NEW Toro 3-Unit Power Greensmower



Rear mower raises clear and 2 front mowers fold up for quick, easy transportation.

HERE is the latest and by far the most improved high-grade power putting green mower. Cuts a swath fifty inches in width. Greens can be mowed in one-fourth the time formerly required... without loss in quality of smooth cutting.

The three wheel feature is highly important because the two front mowers are connected to the front wheel frame and are steered by the same action which guides the machine. This permits accurate control, together with the ability to make short turns. The two front mowers being placed ahead and in direct line of vision of the operator enable him to follow the cutting swath easily. The mowers are mounted so as to provide full floating action instantly, yielding to the undulations of the ground. There is no possible chance of scalping the turf.

You can Use Your Old Toro Mowers with this New Power Unit

By simply removing the handle, your old Toro Hand Putting Green Mowers will fit the frame of the new Power Unit without any alterations whatsoever. Here is a substantial saving that makes it worth while for every user of Toro Greensmowers to convert their present single units into one large capacity outfit.

In simplicity, ease of operation, and with very definite cost saving advantages, the Toro Three-Unit Power Greensmower meets every requirement of present day conditions.

Get full information about this and other Toro Cost-Reducing Maintenance equipment in the new Toro catalog. Write today.

New England Toro Company

1121 Washington Street
West Newton, Massachusetts

OFFICE OF THE MANAGER



The Olympic Club
of Boston
San Francisco

December 28th, 1932

Toro Manufacturing Company,
Minneapolis, Minnesota

Gentlemen:-

During the past three (3) months I have had on trial at The Olympic Club at Lakeside a Toro Power Gang Putting Mower. This machine has been given an extensive trial and has been used under all conditions, both normal and wet ground, and have found it to be perfectly satisfactory and certainly a great savings in green cutting expense, - and example of this is as follows. Our No. 18 Green on the Ocean Course has an approximate area of 6500 square feet and this was cut in fifteen minutes, whereas, it would have ordinarily taken one hour cutting it by a hand green mower.

Personally, I am more than grateful to Mr. Bishop for the time and interest shown to prove the amount of time and labor that it would save. In fact, its performance has been so good that I am making arrangements to purchase three (3) more in the near future and by doing this I will save approximately \$300.00 per month in labor on the twin courses.

Also, I have discussed with several of the Clubs in the Bay area the possibility of their installing this equipment, and have advised Mr. Bishop that I will be more than pleased to cooperate with any of the Greens Committees at the other Clubs in giving a demonstration at any time.

Yours truly,
W. H. Tier
W. H. Tier, Manager,
The Olympic Club at Lakeside