BUSINESS UP, TEMPERATURES DOWN WITH AIR CONDITIONING

Volume of business done by the Richland CC, Nashville, Tenn., has far exceeded any prior month in the club's history since the installation of complete air conditioning equipment, reports manager Vernon Nelson.

The new clubhouse built on two levels contains approximately 22,000 sq. ft. of floor space. Entrance lobby, lounge, cocktail lounge, main ballroom and private dining room make up the first floor with the lower level facing the golf course containing the ladies' locker-rooms, men's locker-rooms, cocktail lounge, pro shop, card rooms and storage facilities. Full provision for air conditioning was made by the architects, Hart, Freeland & Roberts, in designing the building.

Fortunately, full use was made of the original plans when installation of the air conditioning equipment was completed and placed in operation on June 12, 1952, one of the 100° days that marked the beginning of an extreme heat wave with temperatures to run as high as 106°. Within three hours the inside temperature of the building was dropped to 74° according to Mark Young, Nashville Machine and Supply Co., who made the installation of the Baker air conditioning equipment, a temperature that has been maintained throughout the period of excessive heat.

Bentley Johnson, president of the Machine and Supply Co., says the real test of the equipment came two days after the system was placed in operation. A reception was held at the club with some 500 ladies in attendance. With this many people present and golfers preparing to play golf Saturday afternoon traffic in and out of doors was unusually heavy. In spite of this guests were comfortably cool in temperatures that remained under 74°.

Equipment installed in the Richland clubhouse consists of a Model XF6000H Baker Freon-12 compressor unit having four stages of capacity reduction and a Baker ECR-30 evaporative condenser connected to direct expansion coils. The air handling unit is a split unit and Mark Young, who was instrumental in making the installation, says the coils installed are capable of approximately 60 per cent of the compressor's capacity to serve the main floor and 40 per cent of the compressor's capacity to serve the lower floor.

The air conditioning at Richland is the biggest topic of conversation but it is comfortable at the clubhouse now when the thermometer hovers about 100° outside.

Montana-Wyoming Turf Meet
August 18, 19

Annual Turf Conference of the Montana-Wyoming Turf Association will be held at the Student Union Building, Montana State College at Bozeman, August 18, 19.

Speakers and discussion leaders include: Dr. A. R. Warden, MSC, Weed Control
Milady moans, "My lovely hairdo is ruined. Got caught in the rain. I look awful!"

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Purse-sized. Each in plastic envelope. Smart, flattering colors: Blue, green, yellow, peach, pink, rose or clear. Soft, durable Neo-Seal. Sold by many pro shops from Coast to Coast. Retails $1.00 each. One dozen in display carton. $7.20 prepaid.

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and Grass Retarding; Alfred Dixon, supt., Missoula CC; Mavor S. Boyd, supt., Hi-
land GC, Billings, and Wm. Karth, supt., Meadow Park CC, Construction of Greens; Herb Harsh, supt., Lewistown CC, Greens Maintenance; Henry Fiske, supt., Green Meadow CC. Helena, Fall Treatment of Greens; Dr. F. M. Harrington, MSC, Turf Nurseries.

Dr. Harrington is program chairman, Major Boyd, pres. of the association, and R. M. Peterson, secy.

**Sprayer on Mower Tractor Keeps Fairways Weedless**

Frank Dinelli has come up with an idea, which, although simple enough, is also a smart answer to a fairway problem. Frank has installed on his fairway mowing tractor a hand operated sprayer equipped with an overlength spray pipe.

The idea is for the tractor operator to spot any stray dandelions, plantain, buckhorn, knotweed or patches of chickweed and apply a dose of 2,4-D without leaving the seat of the tractor.

Frank has found that the best way to look over the fairways is from the seat of the tractor used to pull the fairway mowers. Of course, this would not be practical unless weeds were pretty well under control.

— *The Mole in Midwest Sups.' Bull Sheet*

**YEAR-AROUND ADVERTISING**

*Continued from page 34*

Some 300 golfers were involved in that outing.

**Goes After Group Business**

As to direct mail, he said that "we watch for the sun to come out" before launching the big Spring mailing. This is a sales letter opening with the words "It's that time of year again", and addressed to industrial plants, businessmen's groups, and social and fraternal organizations.

Gentlemen:

It's that time of year again!
The days are getting longer... and more of them are fair. It's beginning to get a little warmer. Why, it's just getting to be golfing weather.

Have you had an itch to swing a club lately? How about that longing look you gave your bag the other day. Yes sir, man, it's that time of year again.

Here at Cherry Hills, each pleasant day spurs us on a little more to make our club

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