Two types of ORANGEBURG Brand plastic pipe—SP and ABS—give you a choice of modern pipings for golf-course irrigation:

Orangeburg SP is a flexible polyethylene pipe so tough it's guaranteed and bonded for 20 years for cold water service! It won't split or pinhole, rot, rust or corrode. It resists creep, kinking, abrasion, chemicals, high pressures and temperatures. Quickly cut with a hacksaw, it is easy to handle and lay, and so light a man can sling a 300 foot coil on his shoulders. A variety of fittings adapt it to any type piping arrangement. Shipped in neatly wrapped coils, in \( \frac{1}{2} \)" to 2" sizes.

Orangeburg ABS is a semi-rigid, competitively priced plastic pipe, light in weight, easy to handle. Its outside solvent welded joints assure uninterrupted flow at pressures up to 150 psi. Rust and corrosion-proof, it is built for years of service in rugged use. Furnished in 20' lengths, \( \frac{1}{2} \)" to 4" sizes.

Write Dept. G -52 for complete information and specifications.
We Will Attach Your Winning Golf Ball Here

Golf Pros Honor Every Hole-in-One with this Inexpensive Trophy

HOLE-IN-ONE TROPHY

XFW-31 Ht. with Ball 4 3/4". Genuine Walnut Base. Sunray Engraving Plate and Ball Stand

Write for FREE Catalog
Write for Pro Discount

THE TROPHY AND MEDAL SHOP
914 Silversmiths Bldg.
Chicago 3, Illinois CENTRAL 6-5018

Delays? "Sit-N-REST" with CART-BAG

Your golfers rest, relax comfortably on CART-BAG's famous swing-out hammock-type Seat! It's unique - doubles as an emergency carrying strap, when wheeling is impossible. CART-BAG wheels easier, too, even with a full set of clubs. Try it! Demonstrate to your members! They'll enjoy its feather lightness, new aluminum wheels with wider smoother tires, new variety of colors, and other features.

4 MODELS
Only $32.50 to $39.50
SOLD ONLY at PRO SHOPS

Write for the facts...

SIT-N-REST GOLF BAG CORP.
637 E. Center St., Milwaukee 12, Wis.

Bob Hope (left) looks over trophy he won in recent World Entertainment tourney held in Long Beach, Calif. With him are Del Webb (center), N. Y. Yankee owner, and Maurie Luxford, tournament chairman.

.Shape, aid in aiming clubface, weight and size, effect on balance of club, resistance to undue wear and tear, possible need of repairs, speed, ease and economy of application, ease of repair, etc.

SHAFTS — Materials, use of materials, flexibility or stiffness, torsion, weight, location of point of maximum "spring", taper, appearance, strength, resistance to corrosion, etc.

HEADS — Material, design, weight, distribution of weight, sole design, sole plate, face insert and other markings, assembly, head finish (material and design and durability), connection with shaft, etc.

**Quincy Municipal**

(Continued from page 36)

convinced many people that their kids will never learn to play the game well unless they have superior equipment.”

Women's Club Sales Pick Up

Sales to women have been especially gratifying to Glasgow in the last two years. It never was much of a problem to sell quality sportswear to the ladies, according to the Quincy pro, because that favorite punch line, "This is something you can't buy in town," always was handy and it had an effect. But pro-line clubs were a different matter. However, Glasgow discovered about two years ago that if he brings husbands into the act when
attempting to sell quality clubs to women, his chances of making a sale are much greater. In many cases an appeal has to be made to the husband that his wife is being unnecessarily handicapped if she buys anything less than the very best clubs. Glasgow, incidentally, initially recommends only a seven club set for women, suggesting that they add to it later.

For the last ten years or so, credit has been extended to Westview players. Bob Glasgow tries to keep charge accounts at about 15 per cent or less of total sales and he constantly checks the ledger to make sure that nobody is too far back in his payments. Generally, his experience has been very good. Losses from bad debts have been practically nil and, as he points out, he never has lost a nickel through non-payment of a bill by a youngster between the ages of 12 and 18. Glasgow estimates that his sales probably run something like 15 per cent higher a year because he extends credit.

Three Junior Programs
For at least the last decade, the Quincy factotum has been devoting a good deal of time to running what is best described as a three-prong Junior program. The regular program is, of course, for the 9 or 10 through 18-year olds who play at Westview through the summer. Classes or clinics are conducted for them on the average of twice a week and it isn’t uncommon for 50 to 75 youngsters to show up at any one session. After they have learned the fundamentals of the game, all the kids get a chance to hit from 25 to 50 balls because they take turns in swinging and shagging.

Glasgow takes a good deal of pride in his coaching record with the Quincy High School golf teams. In the last 11 years he has sent seven squads to the state championships. Boys and girls of high school age are permitted to play the Westview course free of charge from the time it opens in the spring until school is out in June. The climax of the school program comes in May when Quincy muny course officials serve as hosts at an invitation tourney in which 18 or 20 teams and around 150 players participate.

They Also Work
The third phase of Glasgow’s Junior program takes in employees. Youngsters who are old enough to qualify for working certificates are hired to work on the course during the summer months. Bob teaches them all phases of golf maintenance and it isn’t uncommon for some of
Golfdom

The accepted leader (over 2 to 1) in the GOLF CAR industry!

- Smooth!
- Quiet!
- Dependable!

The only automatic transmission designed and perfected, in cooperation with leading manufacturers, specifically for Golf Car service. Confidential engineering assistance without obligation. Write, wire or telephone today.

SALSBURY CORPORATION

1010 E. 62nd St., Los Angeles 1, Calif. • 232-6181

Since 1936

new BALL BEARING BALL PICKER IN THREE MODELS*

*2 Units Shown—Available in 3 & 5 Units

WRITE FOR FREE LITERATURE

Manufactured by—
BANKERS WORLD EXPORT, INC.
1009 E. Baltimore St.
Baltimore 2, Maryland, U.S.A.

the boys to work at Westview from the time they are 16 until they have finished college. At least 25 young men have paid at least part of their way through school in recent years with money earned at the Quincy course. One of Glasgow's trainees, Oscar Miles, is attending the turf school at Penn State University.

Like many municipal courses, Westview has a hard core of about 100 males and 65 women players who are organized in Men's and Women's clubs. They handle many of the arrangements for clinics, tournaments, exhibitions, golf parties, etc. Westview's seven-year-old clubhouse, with its space equally divided between the pro shop and a lounge and dining area, is an ideal rallying spot for activity such as is sponsored by the two clubs, and when the new 9 is completed and added to the present 18, there is no doubt that it will be enlarged.

"Golf clubs, such as we have," says Glasgow, "undoubtedly are a fine thing. The clinics, exhibitions, etc. that they sponsor certainly are a boon to golf in the Quincy area and they certainly have been a real shot in the arm to pro shop sales. For that I am grateful.

"But," adds the Quincy manager, "municipal clubs that are thinking about permitting clubs to be organized should proceed with some caution. The management should make it clear that the course officials are going to have the last word when any disputes arise, and the organizations' activities aren't going to be given any priorities that will interfere with the general operation of the course. What you have to avoid," Bob concludes, "is allowing the tail to wag the dog in a setup of this kind."

As has already been suggested, busy Bob Glasgow is a one-man club management team. But approximately even half of what he gets done wouldn't be accomplished if there wasn't a woman behind him. In this case it is Mrs. Hilda Killion, who has been at Westview for several years. She does much of the buying for the pro shop, is in charge of sales when Glasgow's management and maintenance duties take him away from the shop, and in between these chores, keeps the books.

"The place would fold up if Hilda weren't around," Bob concedes. "If you think I'm a hardworking sort of a person, you should be around here toward the end of the month when Mrs. Killion is pushing the closeouts, checking the inventory and getting out the statements."
Rich Valentine, Superintendent of world famous Merion Golf Club, means it when he says: "Soil-Set works! At Merion it's been instrumental in establishing better turf ... quicker!" No wonder he's all for Soil-Set's big advantages!

Late in March, he sprayed this amazing elastomeric polymer emulsion on freshly seeded areas around the course. Within a month, the turf was well on its way to a successful summer of use by Merion's crack golfers ... thanks to Soil-Set.

Here's how it worked: Soil-Set formed a neat ground-hugging porous web on the prepared soil and controlled erosion and prevented seed displacement during the spring winds and rain. Soil-Set also eliminated the litter and extra labor of straw mulching. And, by absorbing the sun's heat and holding water and fertilizer in the soil, Soil-Set actually speeded seed germination!

What Soil-Set has done at Merion and at other clubs such as Akron's Firestone Country Club, Soil-Set can do at your club ... around the grounds and across the course. Write today for a free, fact filled report on tests and other actual case histories.
The Country Club $ 
(Continued from page 40)

1932 to 1941, the average operating expenditures amounted to $118,000 a year. For the 1960 to 1961 fiscal period, operating expenditures, exclusive of food and beverage operations, total $427,000 — about 300 per cent greater than in 1933 when the total cost was $107,000.

In an analysis of unapportioned expenses, I found that in the three major divisions of clubhouse, golf and administration, expenses are all up an average of 300 per cent. Surprisingly, the only expense of operation that has not increased proportionately are real estate taxes. They are up “only” 150 per cent. Simply stated, it costs $4.00 today to do the same job that could have been done for $1.00 thirty years ago.

Lag in Dues

Have membership dues kept abreast of the times? Indications are that they have not in comparison to what they were three decades ago. During the early '30s, dues were adequate to pay the full cost of operation, and departmental operations need only have been operated on a little more than a break-even basis. Today, as was reported in the M.G.A. report, dues only comprise 62 per cent of total income. The other 38 per cent now is being provided by departmental income from restaurant, bar, tobacco, room rentals and playing fees.

It is questionable, if this supporting net income can be increased to meet increasing costs of operations. Whether it can be maintained, especially in view of the recent publicity given the Internal Revenue Service’s ruling on unrelated income from non-member functions, is debatable. This ruling will have the effect of restraining the accommodation of non-member tournaments and social activities at our clubs, reducing our operating departments’ gross income.

No Other Choice

Therefore, if the inflationary trend continues, and all indications are that it will, it will become mandatory that additional revenue be provided from membership dues, fees and assessments. Here we will eventually meet resistance from our membership. Whether we wish to recognize it

EARTHMOVING

MOORE, KELLY & REDDISH, Inc.

Complete Golf Course Construction

Roads, Lakes, Playing Fields, Irrigation Systems

Box 606, Orange, Va. Tel. 7355
or not, it will be there to be dealt with. What alternative is there to be considered? As I see this situation, we must develop ways and means to more effectively control expense, and to give attention to areas that oftentimes are overlooked completely.

One such item is unemployment insurance. In most cases the highest experience rate is being paid due to the nature of club operations and the fluctuations of seasonal employment. However, this should not halt efforts to contest payments of unqualified applicants. If surveillance is maintained it is very likely a reduction in the rate can be obtained. Similarly, the experience rating for workmen’s compensation insurance, if improved appreciably, also will result in savings in premium rates. Frankly, there are occasions when I feel that club officials and department heads place too much emphasis on the necessity for larger budgets and bigger spending. A more realistic thing might be hardheaded study of unnecessary phases of club service and the deletion thereof to effect economies that would benefit every member and not just a few . . .”

I would like to read some excerpts from some articles about country clubs that I read while preparing my text for this talk. The trend of each one was not very optimistic. On December 28th (1961), you may have seen in the Wall Street Journal the headlines: “Ailing Country Clubs — Many Hit By Rising Costs, Mismanagement, Overzealous Promotion.”

In the USGA Journal last year, there appeared two articles from which I quote: “Country Clubs came a little closer to making ends meet in 1960 than in 1959 as a result of rather substantial increases in dues income.”

These quotes are from only two publications, but they give you a pretty clear idea of what I am trying to say.

Should Copy Oakmont

Notwithstanding customary criticism of the speed of Oakmont’s greens, Lou Scalzo maintained the record of highest standard of maintenance set by his predecessor, the late “Dutch” Loeffler. Paul Erath, pro-supt. at Laurel Valley GC, Ligonier, Pa., whose experience in the Pittsburgh area goes ‘way back, says that H. C. Fownes, designer and builder of Oakmont, did one of the finest building jobs in golf history. Erath says that the drainage of greens, fairways and tees at Oakmont is better than that of many first class courses being built today.

RESEARCH KEEPS PACE with CLEARY PRODUCTS

For Better Turf

Keep your greens and fairway turf healthy this summer with

PMAS The Proven Herbicide-Fungicide! Remember there is only ONE, the original patented product of W. A. CLEARY Corp.

Apply now and insure turf protection all summer long, surely, economically. PMAS is your most economical controlling agent for BOTH Disease and Crabgrass. Spray 1 qt PMAS (in 50 to 75 gals. water) per acre once every 7 days throughout the warm weather. Many superintendents add 1½ lbs. ferrus sulphate (iron) with PMAS to maintain turf vigor during the hot “POA (going out)” season.

CADDY the original liquid Cadmium Turf Fungicide

Contains 20.1% Cadmium Chloride. Goes into solution quickly and surely. No residue in spray tank. Specific for DOLLAR SPOT, COPPER SPOT, SNOW MOLD and FUSARIUM PATCH. Safety and economy at 1 oz. per 1,000 sq. ft. Widely tested for disease control. CADDY is the original liquid Cadmium.

OTHER CLEARY PRODUCTS FOR BETTER TURF

SPOTRETE 75% Dry Thiram Fungicide

METHAR Highest concentration of DSMA-Disodium Methylarsionate for Crabgrass and Dallisgrass in both liquid and powder.

PM2, 4-D Phenyl mercury 2,4-D dichlorophenoxy-acetate for selective weed control.

ALL-WET Makes water “wetter” for better penetration in all turf areas, especially thatched or compacted areas.

THIMER A broad spectrum fungicide combining Thiram and Organic Mercury in a wettable powder form. Packed in premeasured 20 oz. cans, 12 to a case.

AMS2 4D Amino Methylarsionate plus 2,4D liquid for Dallisgrass, Crabgrass and weed control.

SUPER METHAR Amino Methylarsionate, liquid, for Crabgrass and Dallisgrass control.
KEN Shop Supplies
Help You Give Better Service

PRORYTHMIC
Golf and Tennis Balance
Used by virtually every golf club maker throughout the world for accurately measuring swinging balance and correct weight. Essential in any Pro shop where golf clubs and tennis racquets are sold. Made and sold only by Kenneth Smith.
ALSO: Ellingham Tools, Grip Conditioner, Adhesives, Lining, Buffing and Cleaning Supplies — and all other shop needs. The most complete stock of golf supplies in the golf industry.
Write for handy SHOP SUPPLY LIST

Kenneth Smith
GOLF CLUBS
Hand-made to fit you
World's Largest Custom Club Maker
Box 41-GM, Kansas City 41, Mo., U.S.A.

GOLF RANGES
MINIATURE COURSES
PAR THREE
GOLF CLUBS

Complete Line of Golf Balls, Equipment and Supplies.
Free Illustrated Catalog On Request

EASTERN GOLF CO.
2537 BOSTON ROAD, BRONX 67, N. Y. Dept. G

Tell Them You Saw the Ad in GOLFDOM

Swinging Around Golf
(Continued from page 20)

Bushfield G&CC near Mt. Holly, Va.

Don Hatch, Garden Grove, Calif., is pres., Don Louis, Inc., which has leased 150 acres of Cowan ranch near Orange, Calif., as site for course . . . Pine Knob Enterprises headed by Leonard W. Jarosz, Birmingham, Mich., to build Par-3 and ski area . . . Alta (Ia.), G&CC opens its 9-hole course . . . George Zaharias makes offer to city of Dunedin, Fla., to lease and operate the course that formerly was leased and operated by PGA.

Corpus Christi, Tex., Park and Recreation Board approves specifications for 27-hole layout at old airport and sends copies to parties interested in building and leasing the plant . . . Considering new course at Winter Haven, Fla., with Bill Perry, operator of present course, Dick Pope, Sr., operator of Cypress Gardens and others interested . . . Gordon Hinn to build Par-3 at Dunedin, Fla., adjacent to Dunedin Isles (PGA National) course . . . Lake Gregory GC, W. M. Gregory, pres., to open first 9 in August and give Augusta, Ga., area its seventh course.

Sun-N-Sky GC begins building course at Lenwood, Calif. . . . Fred Hunt, pres., Barstow Development Co., is head of the building group . . . Willie Barber of Costa Mesa will be pro . . . Building course at Blackville, S.C. . . . Golf Farm opens its 9-hole par-30 "executive" course near Had- donfield, N.J. . . . Dick Hendrickson is pro . . . Bruce Irwin opens his 9-hole Tee-Bird CC in the Moreau section of Glens Falls, N.Y.

Theodore Paquin, Sandersdale Rd., Charlton, Mass., opens five holes of the 9 he's building because he "got tired of waiting in line." . . . Paul J. Roth opens his 18-hole Winding Brook CC in Albany, N.Y.'s suburban Valatie . . . Roger Barry, golf writer of Quiney, Mass., Patriot, all enthused about 18-hole Par-3 Blue Rock course at South Yarmouth, designed by Geoffrey Cornish and owned by Daven- port Realty Trust.

Jack Crowder heads group organizing golf club at Brooksville, Fla. . . . Start building Flanders Valley course, Morris County, N.J.'s first public course . . . Fine story by Bill Robinson in Atlanta Journal on Dr. Glenn Burton's work at Coastal Plains Experiment Station of U.S. Dept. of Agriculture in developing superior Ber-
THE LUXURY GOLF CAR...

with the sports car look

It's continental style is clean, crisp and functional.

A proven fleetline money maker.

- Lightweight fiberglass body
- Extra wide base, split rim demountable wheels
- Easily demountable power platform
- Colors—Jade, Beige, Red, White
- Bucket Seats and Surrey Top are optional

Write for colorful descriptive literature.

A few choice distributorships are still available.

TRIPOWERED CORPORATION
P. O. BOX 3182
AUSTIN, TEXAS

mudas for greens ... Says a new Bermuda, 419, may be even better than the famous 328.

Hal Kostka, formerly asst. to Johnny Bass at Pine Ridge, Baltimore, now is pro at Forest Park course, Valparaiso, Ind. ... Midland (Mich.) Currie Park course getting new 9 ... It now has conventional 18, Par-3 and a lighted range ... Bala GC (Philadelphia dist.) pro, Henry McQuiston, has attractive new shop ... Club recently refused $2,750,000 for its 85-acre property.

Frank Hardy pro at Rockaway Hunt Club, Far Rockaway, L.I., N.Y., went there this spring when Jack Doss, who had signed for the post, switched to Virginia CC, Long Beach, Calif. ... Cottonwood CC at El Cajon, Calif., now operating its 27 holes ... Cliff Grindall is pro and Lynn Myers, asst. ... Bud Sears is Cottonwood pres. ... Bill Ford opens his Riverview GC 18 at McKeesport, Pa. ... Joe Campayo is pro.

Charles Schneider, jr., formerly pro at Doylestown (Pa.) CC now pro at Malvern CC, Norristown, Pa. ... Plan to build 18 at Bayville, N.J. ... Open municipal course at Little Falls, N.Y. ... Plan building Ankeny G&CC 9 in Des Moines, la. suburb ... Max Akers is pres. ... To build Mill Creek CC course at East Moline, Ill.

Kenneth Harris to build first 9 of a proposed 18 at Snohomish, Wash. ... To build 9 on Hat Island Development Co. property in Puget Sound near Everett, Wash. ... Jack L. McIntosh, Waterfront Sales, 500 Wall st., Seattle, is Hat Island gen. mgr. ... Martindale CC, Auburn, Me., building second 9 to plan of Philip Wogan, Beverly, Mass.

Wallace Williams, Jr. opens his 9-hole Elkton course at Aberdeen, Md. ... Wm. Schafer opens his Evergreen CC 9 at Mt. Angel, Ore. ... First 9 of Allegany Four-Season Club to be built by company headed by Al Potter and John Sawaya, Olean, N.Y., and others ... Russellville, Ala., Jaycees headed by Bill Foster, building 9-hole course ... Antigo Bass Lake CC, Rhinelander, Wis., to build a second 9 to the plans of Lawrence Packard ... Palmyra Island, 960 miles off Honolulu, leased by Leslie Fuller-Leo, Honolulu, to a subsidiary of Mercury International.
is prepared especially for the leather grips of Golf Clubs. It gives a firm, tacky grip with light hand pressure, permitting an easy relaxing rhythmic swing. Your Accuracy will improve, you'll feel relaxed — and those "Extra Strokes" will vanish.

Manufacturers' Specialty Co. Inc.
2736 Sidney Street • St. Louis 4, Missouri

**Par Master Golf Net**

*Pro Profit Builder —*

When you sell it . . . Keeps your players golf-happy in season and out. They can use it at home — in the yard, basement or garage — to practice, keep golf interest high!

When you use it . . . Indoors or out, for lessons, for golf club 'try-outs'. Puts your practice or lesson tee near the Pro Shop. Perfect for all-season indoor lesson use. Special commercial type netting available in any size for practice or driving range areas.

**PAR MASTER, INC.**

P. O. Box 1512, Dept. B-1, San Mateo, Calif.
Phone: 345-8610 or 342-4640

Insurance Underwriters, Los Angeles, for resort including course.

Joseph G. Tonascia, pres. Crane Creek CC, says club will soon start building its 18 at Boise, Ida., to plans of Bob Baldock . . . Julius Jacobson and son, Dave, open their Winnebagie GC 9 west of Appleton, Wis . . . Eugene Behling, Oconto Falls, Wis., city attorney, is pres., of Oconto Falls CC which is opening its 9 built to plans of Lawrence Packard.

Columbus (O.) CC building $1 million clubhouse replacing one destroyed by fire last winter . . . Many new clubhouses being built and some of the better designed ones look as though, in operating costs, they'll save on upkeep expense before they start to show wear . . . Still a tendency to overbuild clubhouses instead of making smart use of terrace space . . . Some clubs that really don't need much more than a flagpole for a clubhouse are burdening members with a heavy load because a few members, new to clubhouse planning and use, want costly diggings as a status symbol.

Wellshire public clubhouse at Denver destroyed by fire . . . Probably will cost $350,000 to replace it . . . Noble James, Roy Lewis and Hank Greiner start building Par-3 nine at Santa Ana, Calif. beginning with the River View range . . . Wm. Holloway, Memphis, pres., of National Golf Corp., says organization's 27-hole Hickory Valley course on 65 acres will be world's largest lighted course . . . It will have mainly par three holes with some par fours . . . Company now operates lighted 18-hole Par-3 2,700 yards course at Memphis and plans building 18 Par-3s at Huntsville, Ala., Nashville, Jackson, Miss., Little Rock, Shreveport and New Orleans.

Sue Adams became the bride of Paul J. Lemcke June 23 in St. Thomas More Church, Elgin, Ill . . . She is the daughter of Harry and Lou Adams . . . Harry, former pro in Chicago dist., for some years has been MacGregor Golf sales mgr. in the Chicago and northern Ill. area . . . Paul Lemcke has left Pacific Coast amateur ranks to become asst. to Bill Ogden at North Shore CC, near Chicago . . . He's now in the Army at Fort Ord.

**GOLFDOM's suggestion that USGA change name of green section to golf course section for better advertising and selling of the section's valuable service (Continued on page 98)