It's time to put your grounds to bed for winter and time to make the Scout by International a working member of your club. You'll keep the Scout busy hauling tools, markers, benches, posts, mowers, and on dozens of other cleanup jobs.

But that's only the beginning. This winter, with its all-wheel-drive, your Scout can plow snow from drives and walks, haul supplies and passengers—even on days when other transportation is tied up by the weather. And you'll do it in comfort. Snug full-length top or cab top in steel or vinyl...heater and defroster (optional)...dual windshield wipers...all these can help take the bite out of winter work.

There's a complete line of matched equipment for the Scout: snow plow, pusher bumper, winch, PTO and three-point equipment hitch. Which just goes to show the kind of a helper the Scout can be.

See and try the Scout now. Find out about the things it can do—at your International Dealer or Branch. International Harvester Company, Chicago 1, Illinois.
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- Men's length 35" - Ladies' length 33" $7.95 each

100 - Center shaft, rocker sole, right or left hand.
200 - "Mallet Style" - medium goose neck, right hand only.
300 - Semi "Mallet Style" - short hosel, right hand only.
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600 - Double face, straight hosel, right or left hand.
700 - Semi "Mallet Style" long hosel, goose neck, right hand only.
1000 - Shallow "Mallet Type" - goose neck, pendulum, right hand only.
1100 - Long blade, semi "Mallet Type", R.H. hosel, weighted only.
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Ladies' Models 100 & 1200 available in Bonded White; retail $9.95 ea.

24 KARAT GOLD PLATED PUTTERS: Available in above models with steel shafts, Black Graprite "Paddle" grips only... retail $9.95 ea.

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800 - Brass back with Bonded Black or White head, goose neck "Mallet Type" with steel shafts and Black Graprite "Paddle" grips only.
Men's right hand models only. (Specify color)... retail $10.95 ea.

900 - Fluted steel shaft, pro type center-shafted, precision balanced head. In Bonded Black or White, or 24 Karat Gold Plated. Black Graprite "Paddle" grip only. Men's only, right or left hand. (Specify color)... retail $10.95 ea.

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Budget Preparation Shows Pro
How to Make, Save Money

"The best thing that ever happened to me in the golf business was when our club elected a tough president who insisted that I carefully estimate before the annual meeting what I expected my income from the club would be the following year," a professional at a Midwestern private club recently told Golfdom.

The club had been losing money and the members were being assessed heavily every year. When the new president came in he required every committee chairman to prepare a budget of revenue and costs. There were numerous complaints. The house committee claimed it couldn't make reliable estimates because, for one thing, unpredictable weather controlled its expenses and income. Weather was the course and grounds committee's main excuse for not being able to prepare a budget. There also were other reasons, none of which stood up when the new president examined them.

"Uncertainty of the weather was one of
NEW PGA NATIONAL GOLF COURSE PICKS CERTAIN-TEED "K&M" IRRIGATION PIPE!

Here's one of the world's most carefully-engineered golf courses in the making... new home of the Professional Golfers' Association of America at Palm Beach Gardens, Florida. Every detail will be a model of golf course design, so it is significant that Certain-Teed "K&M" Asbestos-Cement Irrigation Pipe was selected for the 17,000-ft. irrigation system.

Installation savings, alone, will be huge. "K&M" Pipe can be lifted from trucks, laid and connected by hand, eliminating cost and delays of heavy equipment. The famous FLUID-TITE® Coupling locks absolutely tight in two quick steps, and stays tight. No water can get out; no roots can get in. Joints allow a 5° deflection around trees and traps for efficient planning, still more installation ease and speed.

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my excuses,” says the pro. “Also, I did not want the club knowing too much about my business. I found out thereafter that I didn’t know too much about it myself.

Had to Check Records

“But the excuses didn’t go. I had to sit down with my chairman and go through what records I had kept for two or three years. Plenty of guesswork went into the making of my budget. But it had to be done.

“I really never knew how I was doing until I had the budget as a check,” the pro continues. “My business had been running me instead of my running it. After two years of making more money than I ever had made before, I saw the advantages of being compelled to prepare a budget.

“The most important thing I’ve found out about the budget is that the expenses it lists convinced my chairman that I have to get a large volume of business from the club members to be able to afford to work for them.

“Any pro who isn’t making out a budget for guidance in his 1963 operation is throwing away money that he can’t afford to lose.

“Obviously it is impossible for a fellow to manage his income and expenses in any operation unless he has figures that tell him when he is losing money.


“Your budget of anticipated revenue will show you what you’ll have to take in on: Merchandise sales; Lessons; Salary; Club storage and cleaning; Car and cart rentals; Tournament prize money.”

Wins Texas State Open

Bud Weaver, with a 276, led all the way to win the third Texas State Open at Sharpstown CC in Houston, Sept. 27-30. He collected $1,000 of the $5,000 offered as prize money. Runnerup was Babe Hiskey with a 280. Tom Burke and Fred Marti, an amateur, tied for third.
THE TREND... on the links - at the parks

The versatile Lindig "L" machines shred and then load from conveniently high discharge levels - meeting the demand for efficient, economical full capacity shredders which are easy to move behind a turf vehicle or truck.

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Top dressing is increasingly being used for building trouble-free vigorous turf.

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Golf Books


This is Novak's third book. Like all other good teachers, Joe is learning all the time from his pupils, other fine instructors and expert players. Joe, former PGA pres. and for many years a pro at Bel Air CC, Los Angeles, has long experimented with his pupils and by himself on every theory that has been propounded. He has been an uncanny picker of championship winners by appraising the few simple elements of their style.

Joe has the conviction that a forward press, a backswing that starts by cocking the wrists, a finger grip that promotes correct cocking of the wrists, and shifting the weight onto the right foot gets the backswing so well started that the rest is easy. Novak says the one-piece backswing is neither best nor easiest. He has made very good golfers of a lot of people who came to him clumsy and bewildered. Teaching pros are sure to see a great deal of value in Novak's new book.

Gary Player's Golf Secrets by Gary Player. Prentice-Hall. 192 pages. $4.95. (Publication date: October 29.)

The young South African dwells on strategy as much as mechanics, saying that if he could caddy for the average golfer he'd save him strokes by handing him the right club for each situation. Gary adds that even the accomplished player should play the safest shot 99 per cent of the time because this is the way that double and triple bogie are avoided. "You only go for the miracle shot," he advises, "when you need it to win."

In his book, Player also tells how he added 30 yards to his drives by altering the length of his clubs. He has a section on chipping and pitching, tells how to read greens and includes some notes on playing in bad weather. The book is well illustrated, featuring photos as well as line drawings.

Mickey Wright's book, "Play Golf the Wright Way," which was published in August by Prentice-Hall is selling well. Mickey collaborated with Joan Flynn Dreysspool in penning the volume. It's aimed at the woman player but any male golfer would profit by reading it.
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October, 1962
**Kids Continue to Shine at Future Masters**

More than 350 boys from 15 states and one foreign country participated this summer in the 13th Press Thornton Future Masters, which is played annually at the Dothan (Ala.) CC. Bert Greene, Eastman, Ga., shot 72-68-70-210 to win in the 17-18 year old division. He shaded John McKee of Orlando, Fla. by one stroke. Mac

Ed Roddenberry, Bert Greene, Mac McLendon and Johnny LaPonzina, Future Masters winners, are shown with Telfair Ghioto. Fifth champion, Lynn Lott, isn’t in photo.

McLendon of Montgomery won the 15-16 competition with a 212. Runnerup in this division was Mark Silvers of Savannah with a 213.

The 13-14 year old winner was John La Ponzina of Miami with a 142 while Lynn Lott of Douglas, Ga., won the 11-12 competition with a 165. Champion of the 10-and-under group is Ed Roddenberry of Columbus, Ga. He shot an 89.

Youngsters who come to Dothan for the tournament are housed and fed by residents of the city. Most of them come from Southeastern communities although a boy from South Bend, Ind., and another from Hershey, Pa. took part in this year’s tournaments. The foreign representative, Michael Downey of Sidney, Australia, shot a 217 in the 17-18 year old division to finish fourth.

Telfair Ghioto, Dothan CC pro, is in charge of the Future Masters.

**George Hjelte Retires**

George Hjelte is retiring as general manager after 33 years with department of recreation and parks, City of Los Angeles. Hjelte is well known for his work in developing municipal golf in the U.S. He has been a recreation official with Westchester County, N. Y. and the cities of Berkeley and Los Angeles.
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October, 1962
Harrison, Dutra Elected to PGA Hall of Fame

E. J. (Dutch) Harrison, 52-year old San Francisco professional, is the first 1962 selection for the PGA's Hall of Fame. He was chosen in a nationwide poll of PGA members that was made this summer.

Election to the PGA's honor fraternity is based on lifetime playing ability. Only those who are 50 years of age or older and retired from national competition are eligible to be selected.

Harrison, a native of Conway, Ark., is one of those unusual persons who was successful as a lefthanded swinger and then switched to playing from the right side. As a leftie, he won the Arkansas Amateur title in 1929 and the next year joined the orthodox swingers.

Won 30 Tournaments

Between 1937, when he started playing the tour, and 1958, Dutch won 30 major tournaments. Among these were the Texas (twice), Miami, St. Paul, Western, Reading and Tijuana Opens and the Bing Crosby Pro-Am. As late as 1960, he tied for the runnerup spot in the USGA Open. In 1953, Harrison had his most lucrative year, winning nearly $20,000, and the next season his 70.41 stroke average for 67 rounds earned him the Vardon trophy. He was selected for the Ryder Cup team in 1947, 1949, 1951 and 1953.

In the last 25 years Harrison has served at clubs in Oak Park, Ill., Harrisburg, Pa., York, Pa., Ardmore, Okla., St. Louis and since 1960, the Olympic Club in San Francisco. From 1942 to 1944, he was an Air Force staff sergeant.

Shortly after Harrison was honored by his fellow pros, Olin Dutra, now profes-