The area redevelopment program, recently initiated by the Commerce department, is designed to alleviate conditions of substantial unemployment in certain economically distressed areas and, among other things, encourage the creation of recreational tourists facilities.

Should a county, city or state or a local non profit corporation have such a project approved under this program, it would be eligible for loans up to 80 per cent of the cost for as long as 40 years and at an annual interest rate of 3½ per cent. In some instances it might receive an outright grant for up to 50 per cent of the cost. The area redevelopment program usually operates on a county basis and any county in the U.S. with a continued 6 per cent unemployment record for its labor force may be eligible for assistance.

Commercial profit-motive organizations also are eligible for consideration for loans under this program. In this case loans could be made for up to 65 per cent of the total cost of the project — for as long as 25 years at 4 per cent interest. There are no limitations as to the size of the company, nor are there minimum or maximum dollar limitations on area redevelopment loans.

**SBA Offers Loans**

The Small Business administration continues to approve some loans for profit-motive privately owned public courses. The maximum loan is $350,000 to any one borrower — usually repayable in monthly installments over a ten year period. The interest rate is usually 5½ per cent. SBA prefers that local financial institutions participate in loans whenever possible. Such loans are termed SBA participating loans and the interest charged will be the local going rate. SBA makes direct loans only when financing is not available on reasonable terms from other sources.

**Water in the Pond**

To determine the amount of water in a pond, Charles P. Merrick of the U. of Maryland suggests this method: Multiply the surface area by .4 and this result by one-half of the depth of the deepest part. Your answer will give you cubic feet. Then multiply by 7.5 to determine the gallonage.

---

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"If It Is an Award ... We Have It"

Complaints Are Reduced When You Keep in Touch
BY RICHARD VIERGEVER
Supt., The Olympic Club, San Francisco

The competent man probably should be quite philosophic about the headaches in his business, realizing that if it were not for them nearly any fellow of average ability could handle his job.

Frequently challenging the supt. is the puzzling problem of what is termed "communication" — the fancy word for getting an idea across so it is understood and received in the manner intended.

Communication with members often is such a difficult job for a supt. that he may feel he can communicate with the grass a whole lot more fluently than he can with human beings.

I had an experience at a club where the course was covered by a flooding river. An infinite quantity of weed seeds took root. It took three years to bring the crop under control as the use of chemicals was severely restricted in the area.

Some of the members thought it was my fault that the weed crop was so immense. It was difficult to communicate to the entire membership that weed control measures were being taken and it would be months before results would show.

Members Are Reasonable

In many areas where extreme weather conditions prevail for short periods — high winds, high humidity, excessive moisture, heat or cold — there may be severe damage to the course. When members are informed of the reasons for the damage and are told that the situation is temporary and is being handled, few if any complaints are heard. When the affected areas recover, the supt. gets due credit.

To communicate with members I have used regular reports to the green committee. These are relayed by the committee and through notices on club bulletin boards and articles in club publications. All methods are useful and tend to keep the membership well informed but such communications aren’t 100 per cent effective. However, I haven’t had a real headache due to lack of communication for several years. The committee and members ought to know what is going on about the operation of the course and
try to tell them as well as I can.

At Olympia we are fortunate in having a very large operation which calls for the employment of a general manager. All communications between committees, officers and individuals go through his office. This method works well at larger clubs where communication is a big problem.

Misinformation Hurts

Misinformation accounts for some of the headaches the supt. experiences. The persons usually accountable for this trouble are the few members who set themselves up as experts and tell everybody how everything should be run. Many times these people carry some influence but unfortunately are irresponsible. They are the people you hear saying that the PGA specifies the height of cut for all greens, tees and fairways and the USGA determines the specifications of courses, so all the supt. has to do is go along.

Palmer or Nicklaus Will Set Target Score

The target score for persons who take part in National Golf Day (May 25) will be established on May 28 when Gary Player, the 1962 PGA champion, and Jack Nicklaus, winner of last year’s Open, meet in Dallas in the round of the champions. Their match will be played at the Dallas AC CC, site of the 1963 PGA Championship.

Rules for taking part in National Golf Day are the same as in recent years. The player pays $1 for each round submitted in the competition. There is no limit on the number of rounds that may be submitted.

Contestants will compete against the winner of the round of the champions on the basis of scores in relation-to-par rather than on a stroke-for-stroke basis, as once was the case. If either Player or Nicklaus wins their match with a 2-under, the Golf Day participant will have to shoot a 3-under (with handicap) to win. This makes it possible for entrants in the contest to play their rounds on Par 3 as well as standard courses. Men amateurs will play their handicaps; women will play their regular handicaps plus an additional seven strokes. Persons who beat the champion will receive medals from the PGA.

Funds from National Golf Day are divided among 17 organizations. These include caddie scholarship funds, blind and amputee associations and turf research.

Funds from National Golf Day are divided among 17 organizations. These include caddie scholarship funds, blind and amputee associations and turf research.

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Wellesley Makes Maximum Use of Its Acres

(Continued from page 30)

F. Create a new main golfing activities entrance so that the members could come directly to the pro shop and lockerrooms from the parking areas and not mix into any social gatherings.

G. Refurbishing of the old men’s lockerroom into a new women’s lockerroom with service and lounge facilities.

Financing of Program

Financing of the program was, of course, a major consideration and had to cover the following expenditures:

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land Cost — 49 acres</td>
<td>$130,000</td>
</tr>
<tr>
<td>Golf Course</td>
<td></td>
</tr>
<tr>
<td>Irrigation system</td>
<td>$ 80,000</td>
</tr>
<tr>
<td>Course construction</td>
<td>104,000</td>
</tr>
<tr>
<td>Maintenance equip.</td>
<td>16,000</td>
</tr>
<tr>
<td></td>
<td>200,000</td>
</tr>
<tr>
<td>Clubhouse Addition</td>
<td></td>
</tr>
<tr>
<td>Building addition and renovation</td>
<td>180,000</td>
</tr>
<tr>
<td>Furnishings</td>
<td>30,000</td>
</tr>
<tr>
<td></td>
<td>210,000</td>
</tr>
<tr>
<td>Site Work</td>
<td></td>
</tr>
<tr>
<td>Building site</td>
<td>$ 5,000</td>
</tr>
<tr>
<td>Parking</td>
<td>6,000-7,000</td>
</tr>
<tr>
<td>Tennis Courts</td>
<td>22,000</td>
</tr>
<tr>
<td>Caddy stockade with snack bar</td>
<td>10,000</td>
</tr>
<tr>
<td>Equipment shack</td>
<td>10,000</td>
</tr>
<tr>
<td></td>
<td>53,000</td>
</tr>
<tr>
<td>Fees</td>
<td></td>
</tr>
<tr>
<td>Golf, Clubhouse Architects</td>
<td>20,000</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>$600,000</td>
</tr>
</tbody>
</table>

A three-fold program to provide funds for capital expenditures and to gradually amortize the indebtedness was instituted. It consisted of:

A. An increase in the membership base.
B. Changes in types and financial requirements of membership.
C. A membership assessment plan.

These are detailed in the tables that appear on page 32.

What Are Results?

What are the results of the expansion program? After six months’ use of the new facilities it seems to be highly successful. No longer is there any divisive controversy within the membership on possible courses of action. The specter of costly, piecemeal additions has been removed for
many years to come. The membership is enthusiastic about the new course, club-house, tennis courts and other additions. The financial program that was necessary to provide for the expansion has been well received and supported. Golf pro, Jack Igoe, and tennis pro, Dick Lewis, feel that they now have the course, courts and buildings that enable them to serve the members effectively.

Encouraging Conclusion

The conclusion that can be drawn from the Wellesley CC venture and other clubs like it are encouraging. With a determined membership, and barring some most unusual circumstance, it is possible to remain in a congested suburb area of high land value. However, to do so generally requires realistic broadening of the membership base. Also needed is development, if it does not already exist, of a family type club, and refurbishing and adding to the existing layout with a critical appraisal of and multiple use of every square foot of available land. It is a challenging approach but the rewards in a fuller club life within minutes of the average club member’s home is a powerful incentive.

---

New! New! New!

TEACHING AIDS

FROM THE FOUNDATION

<table>
<thead>
<tr>
<th>Unit</th>
<th>Description</th>
<th>Duration</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Welcome to Golf</td>
<td>15 min</td>
<td>$65</td>
</tr>
<tr>
<td>2</td>
<td>Building Your Swing</td>
<td>27 min</td>
<td>$135</td>
</tr>
<tr>
<td>3</td>
<td>Pitching, Pitch and Run</td>
<td>12 min</td>
<td>$65</td>
</tr>
<tr>
<td>4</td>
<td>Putting</td>
<td>10 min</td>
<td>$65</td>
</tr>
</tbody>
</table>

Complete package — $295

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... in USGA recommended colors — Red for front tees, Blue for back tees, White for middle tees. Aluminum for women's tees. Custom made to conform to your score card. 9 hole set, $85.50; for 18 holes, $165.50.

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If 10% hit the greens it would mean 2,000 holes per green each year.
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Make your own test. Just try to repair an old ball mark. Then a new one.
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Charles Fatum Wins GCSA Tournament with 151

Charles Fatum, Jr., Hampshire CC, Mamaroneck, N. Y., won the GCSA golf championship, played in Palm Springs, Calif., in conjunction with the national convention in San Diego. His total of 151 was two strokes under the score registered by Don Carlton of Scottsdale, Ariz.
A total of 357 persons, including 40 women, either played in the various flights or had a golf holiday at six Palm Springs clubs. Red carpet treatment was in order at Indian Wells, Bermuda Dunes, La Quinta, El Dorado, Canyon and Thunderbird, which offered their courses, fee free, to the greenmaster delegation. All were warmly praised by the tournament participants and others for the magnificent reception they gave the visitors. Another club, Riviera, generously permitted the use of its clubhouse for the Awards dinner.

Other Winners
Other tournament winners were: Pro-Supt., G. Scott, Jeffersonville GC, Norristown, Pa. (156); Chapter Team Championship, Michigan and Border Cities (Bob Preiskorn, George Preiskorn, Earl Preiskorn and the interloper, C. H. Wolfrom, Jr.; (Seniors, D. W. Adams, Topeka (Kans.) CC (161); Associate Members, W. Wade Richmond (Calif.) G & CC (155); Exhibitors, Dick Campbell, Thompson Mfg. Co., L. A. (145); Guests and Green Chairman, Dick Lytle, San Diego CC (143); and Pro-Celebrity, J. Krueger, Redlands (Calif.) CC (146) and Dr. Frank (Bud) Taylor, Green River CC, Corona, Calif. (146).

Elvis Glaze, supt. at San Luis Obispo CC, scored a hole-in-one at La Quinta and was presented a golf car by Eddie Susella, the pro-manager there. Speculation, of course, immediately arose as to how Glaze was going to get it home.

George Lanphear, supt. at Thunderbird CC and a member of the Hi-Lo Desert GCSA chapter, was general chairman of the golf tournament.

Golf Fund Directors
Directors of the National Golf Fund are Thomas W. Crane, the PGA's executive director and counsel, Mrs. Owen A. West of Lake Forest, Ill., Curtis Person, Sr., Memphis, Tenn., and Herb Graffis, editor of Golfdom. They were re-elected in February when the Fund members met to disburse proceeds of 1962 National Golf Day. Harold A. Moore of Chicago is president of the group.
GCSA Convention
(Continued from page 114)

long time for them to clear through cus-
toms. Sulfate of ammonia is the most com-
mon fertilizer although the birds give a
supt. a big lift by delivering plenty of
guano for the greens.

Sixth Session

It's Supts' Day
at the Meeting

Fred V. Grau, consulting agronomist
for Hercules Powder Co., handled the in-
troductions at the sixth all-supts. session.
His list of speakers included Joe B. Wil-
liams, Santa Ana (Calif.) CC; John L.
Kolb of Minikahda in Minneapolis; Clif-
ford A. Wagoner of Del Rio G & CC,
Modesto, Calif.; and Ted J. Rupel of
Cherry Hills in Denver. Panelists for this
gathering were Charles F. Shiley, North
Hills, Milwaukee, Paul N. Voykin, Briar-
wood, Deerfield, Ill. and Robert V. Mit-
chell, Sunset CC, Sappington, Mo.
The first speaker on the "Course Man-
agement Aids" program, Joe Williams, may
have been the busiest man at the GCSA
conclave. He handled the stage props in
the 750-seat convention hall, was a semi-
official photographer, and as a member
of the host Hi-Lo chapter, had a full week
of shaking hands and greeting visitors. If
the pressure took its toll of Joe it wasn't
evident in his speech, one of the best of
the conference.

Would Enlarge Training Plan

Williams encouraged supts. to break
away completely from the still deeply en-
trenched and hidebound attitude that train-
ing an assistant may mean training a re-
placement for the greenmaster's job. "We
have an obligation to ourselves and the
club," said the Santa Ana turfman, "to
have a No. 2 man on hand to take over in
our absence. Sickness, emergencies and the
need for taking occasional vacations are
unavoidable. If nobody is capable of fill-
ing in for us when we're away, we'll find
that we wish we had trained someone to
backstop us. Looking at the situation from
a larger viewpoint," Williams continued,"enough supts. are retiring each year to
make us feel obligated to provide replace-
ments for them from our own organiza-
tion."

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On any Golf Course Today

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March, 1963
The Santa Ana supt., who has been carrying on an assistant training program at his club for several years, outlined how it works. He hires young men who are attending college and majoring in agriculture or horticulture and gives them part-time and summertime work. This comes only after Williams has thoroughly checked their grades and interviewed them to determine, if they have the desired aptitude. While the students are in training, they not only are taught every phase of maintenance but records are kept on their progress. Joe also insists they learn to play golf so that they get a full understanding of the player's viewpoints. So far, five of the young men who have worked for Williams have graduated to greenmaster's jobs.

“Fundamentals of Equipment Handling” was the subject of the discussion by Jack Kolb, who also gave an excellent account of himself on the podium. His speech was broken down into two parts, one on the handling of equipment, and the second, calibration.

Must Understand Machinery

Under the subject of handling, Kolb said that the operation of each piece of machinery should be thoroughly understood as to both performance capabilities and limitations. Familiarity, too, with the cleaning and servicing of all course equipment is another requisite. It is only when these things are fully grasped, the Mini-kahda supt. said, that a person in charge of the maintenance department can train men to service and repair mowers, tractors, etc., and then determine if these things are being properly done.

Calibration, Kolb stated, calls for close adherence to manufacturers' specifications as well as frequent testing. Tire pressures, for example, should be frequently checked to prevent damage to both turf and machinery. Calibration, such as between...
a sprayer and boom, should quite often be tested out on the job to make sure the spray unit is delivering the prescribed amounts of fungicides, herbicides, etc. Spreaders, hand sprayers and accessory equipment also should be similarly checked. Kolb warned against taking mower settings for granted, saying that it isn't unusual to make three or four bench adjustments and end up with as many different results even though the same setting is desired in each instance.

Intelligent Interviewing

Cliff Wagoner, who has worked as a supt. in Northern Calif. since the end of World War II and is a member of the USGA green section committee, explained some of the techniques of hiring men and breaking them in. "There are two methods of hiring," Wagoner pointed out. "One is rather passive and doesn't give you much information about the applicant. Here, you put Yes or No answers into the fellow's mouth and never really get him to open up.

"You'll have a much more informative interview," Wagoner continued, "if you contrive questions that make the prospective employee do some of the leading. Let him explain some of the answers he gives. If you say, 'Is your health good,' you know beforehand what the reply will be. But if you ask, 'How many days have you been off because of illness?' you'll probably get a real insight into the applicant's health. It's all in the way you ask the questions.'

Training starts, Wagoner said, by giving the employee a full briefing on what is expected of him. At the same time, be sure he knows everything the job offers in the way of promotion and salary prospects and is familiar with the fringe benefits. One of the first things a supt. should do is instruct the new employee in golf etiquette. It also doesn't hurt to explain the game to him if he doesn't know much about it. On the job, Wagoner stated, instruct by example, stress that there should be uniformity of maintenance on every hole and above all, impress the new man with the fact that he should always try to use good judgment.

How Not to Groom

Ted Rupel, the Colorado State U. alumnus who has been at Cherry Hills for nearly 10 years, discussed course grooming. Rupel approached his subject in a rather oblique way by citing things that should
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be neglected if the supt. wants to win a course rating of something near .000.

"Don't pick up any debris," Ted advised, "but let the mowers chew it up and the wind carry it away — Skip the trimming — you injure the grass . . . Leave the rough and the area around the ponds and lake uncut so employees can step up the harvest of lost balls . . . Let the wind pile up the leaves — that will take care of composting.

"The really ironic thing," Rupel concluded, "is that at a few courses I've seen they seem to have anticipated the advice I'm giving here."

The panel of experts for the sixth session included Charley Shiley, who has been at North Hills in Milwaukee for 11 years and in the turf business for 27; Paul Voykin, a suave young man who reads books such as Tarus Bulba in the raw Russian; and Bob Mitchell, one of the GC-SA's top golfers and who, after getting a degree in Business Administration, turned to the soil to make a living.

Camera Is A Useful Tool

Shiley stressed the value of using Koda-slides in keeping permanent office records, and urged supts. to invest in cameras so that they can detail course conditions, construction, landscaping operations, etc. for reference and future study. A camera is a further aid, Shiley said, in making a record for insurance claims for any damage to the course, clubhouse, etc., that is caused by weather or vandalism. It also comes in handy for persuading committees and club officials that improvements or changes in the course are needed.

Reports Can Save Jobs

Ideas for the makeup periodic reports for club officials and members were outlined by Paul Voykin. These should include weather summaries, statistical information on the consumption of water and the use of fertilizers, any changes in maintenance procedures such as reduced or increased cutting heights, notices of new construction, etc. "When you can quote some impressive cost figures," Voykin emphasized, "be sure to get them into your report." The Deerfield, Ill. turfmaster also includes terse reminders to repair ball marks and divots, and makes requests such