This is a typical layout (greatly reduced) of the kind of plastic pipe sprinkler system plan we develop for an individual course. It is part of the CRESLine Engineering Service that has helped hundreds of golf clubs install efficient, economical sprinkler systems.

**HOW MUCH WOULD IT COST YOUR CLUB TO INSTALL A DEPENDABLE, ECONOMICAL CRESLine PLASTIC PIPE SPRINKLER SYSTEM?**

We’ll get all the facts and figures to you fast!

First off, write us. We will then ask you for a minimum of information about your course. Next, we will prepare the following: (1) a blueprint of your course, showing the pipe routing and sizes; (2) suggested operating instructions; (3) a complete bill of materials; (4) suggested supplemental sprinkling equipment. You will have definite figures on which to make a sound decision.

Only a 100% plastic pipe system offers maximum advantages in installation and operating economies. Hundreds of courses have enthusiastically endorsed CRESLine installations — names on request.

**CRESCENT PLASTICS, INC.**

Dept. G-565  •  955 Diamond Ave.

Evansville, Indiana 47717

May, 1965
FREE CHAIN

with the purchase of a new
REMINGTON CHAIN SAW

You get an extra Super Silver Chain at no additional cost with the purchase of these new Remington Chain Saws*, PL-4, Bantam, 660, 770, 770G and 990.

(Offer expires May 31, 1965)

And don’t forget to double check your list of needs for the coming season while they are still fresh in your mind. Take advantage of our complete line of equipment and supplies for golf courses.

WRITE US TODAY
GEORGE A. DAVIS, INC.
5440 NORTHWEST HIGHWAY
CHICAGO, ILLINOIS 60630

the manufacturer and the pro. Perhaps he has seen a fellow player with a new set, made by a different golf company, tries them and finds they work much better for him than does his own new ones. He doesn’t realize that the other clubs just happen to be of proper specifications for him while those he had selected were not. Here again a custom-made set, when he originally decided to buy new clubs, would have been completely satisfactory!

Another thing that comes up frequently is the question of the design of a wood head suitable to the golfer’s playing requirements. Here must be asked the question: “Does he fly the ball, or not? Does he have a problem getting the ball up in the air?” With these answered it becomes possible to determine what model head will enable the golfer to realize his potential.

What is the length of time to expect for delivery of a custom-made set of clubs? At Spalding it is approximately four weeks from the receipt of the order, plus shipping and delivery time.

Sarazen Was Right

(Continued from page 48)

way to make an adjustment. Often it means loss of the profit on a sale, but he has found that the customer’s satisfaction is worth more in future sales and referrals.

Chances of customers damaging try-out clubs are lessened by letting them get the feel of them on the practice range only, and then while LoPresti or one of his assistants stands by. Only low handicappers who are regular customers and seriously in the market for new clubs are allowed to take a demonstration set out on the course. He tries to “trade regular customers up” to a new set every two years.

Big Service Business

LoPresti runs a fully stocked repair shop. His cart repair business has made him the largest dealer in parts for this equipment in the world. Golfers who buy their carts from him receive free service for three years — the only charge
All new—All needed—WEST POINT tools
will help you do better-faster-in’ 65

One man
cores
and
cleans
greens
in
one operation

The VERTIFIER®
with
CORE CATCHER
(Series Model MC-4)

With the VERTIFIER with CORE CATCHER Attachment — SOIL CORES NEVER HIT THE GREEN!

One man
mats
one green
in
one third
the time

The POWER DRAG
(Series Model PD-1)

The POWER DRAG mats 8½' swath.
Easy to transport — folds for storage.

One machine
to
renovate
or
slice
or
Verti-cut
fairway turf

The MASTER VERTI-GROOVE®
(Series Model MVG-1)

"The MASTER VERTI-GROOVE with rotating renovating blades and stationary slicing knives; used in combination for thorough renovation, separately to slice or spike."

Write to us for full information and the name of your nearest West Point Distributor. Ask about the new VERTI-SLICER tool.

WEST POINT PRODUCTS CORPORATION
West Point, Pa.

May, 1965
Backed by over 60 years of irrigation research, design and manufacturing experience... Skinner golf course systems have long been recommended by greenskeepers the world over for their efficient, economical watering and long, dependable service. Now—available with all the extra versatility, efficiency and labor-saving advantages that reliable automatic programming can offer—Skinner is, more than ever, your best investment. Insist on Skinner automatically—from your irrigation equipment dealer.

THE SKINNER IRRIGATION COMPANY
415 WATER ST., TROY, OHIO
"the oldest name in irrigation equipment"

is for replacement parts. And golfers can count on 24-hour service. Re-gripping or re-weighting clubs is done in 48 hours.

One of the ways in which the pro shop at Haggin Oaks resembles a fine country club is its uncluttered attractiveness. LoPresti insists that merchandise must be displayed attractively. He has modernized the shop a number of times. The most recent remodeling turned half of one wall into a separate department for women's soft goods. Its planning and early success is a story worth telling. The whole venture has been under the direction of 24-year-old Ken Morton, LoPresti's associate who began as a shop assistant and range helper six years ago.

Women Dictated Stock

"We wondered how women would react to being waited on by men," Morton recalls. "We were pleasantly surprised. They don't hesitate to discuss their golf clothing needs with us quite frankly."

Morton discussed the women's apparel corner extensively with many of Haggin Oaks' regular women golfers before actually stocking it. He listened carefully when they told him what they preferred. He was able to supply their needs and still keep his stock to about three major lines, and all are selling well.

He asked the salesmen representing those lines how best to discuss with women the feminine matters of fit, and learned that it could be done without embarrassment. Women are invited to use the ladies locker room close by to try on wearing apparel.

Price Tags on Everything

Every article of merchandise in the pro shop is price marked. Large signs call attention to special items. Everything is arranged spaciously, but carefully so there is never enough room to swing a club in the shop.

In spite of strong emphasis on merchandising, LoPresti remains a dedicated teacher. He relishes his time on the practice tee with pupils. That's where the fun is. He does a lot of teaching by listening, learning just what his pupils' troubles are, and trying to phrase his suggestions for correction so they are...
Pick your next sprayer here

What do you look for in a power sprayer?

Size and output? Hudson has them in a full range from 10 to 300 gallons. \(1.5\) to \(10\) gpm. Pressures up to \(400\) pounds psi.

Dependability? Hudson sprayers are built to last. Like Ten-O-Matic®, the new Hudson 10 gpm pump. No gears, no pistons, no packing, no cups, no greasing or oiling. Tanks with stainless steel or Endurall® liners. Ability to handle any sprayable material.

Accessories? Hudson has a full line to meet all your spraying needs: Booms for fast coverage of fairways. Special “Greens Gun” with Broad-Spray® nozzle for greens. Single, double or triple nozzle guns. Short guns, long guns.

You name the job—Hudson has the right spraying equipment to help you control weeds and insects faster and more economically. See your Hudson dealer. Or send coupon for more information.

Please send me complete information on Hudson power sprayers.
Name
Address
City State
My equipment supplier is

H. D. Hudson Manufacturing Company
502 E. Illinois St., Chicago, Illinois 60611

May, 1965
Carlyle Golf Club Quarry Tile... combines the beauty and durability of ceramic quarry tile with rippled non-slip surface. In a variety of rich colors, 6" x 6" x 1/2" in size, for new floors or resurfacing. Contact your ceramic tile contractor or write direct. The Carlyle Tile Company, Ironton, Ohio; or Jordan Tile Mfg. Co., 909 Railroad St., Corona, Calif., 91720.

readily grasped by the student.

Several Outstanding Grads

Tom considers it part of his responsibility to teach his assistants how to teach. His reputation for doing so insures him far more applicants for assistants jobs than he can accept. He tries to take the cream of the crop and points with pride to those who have gone on to full time jobs. Among them are Bill Ogden, North Shore, Chicago; Buddy Porter, Palm Springs — Indian Wells; George Gargovich, Sacramento — Northridge CC).

Teaching how to buy is done by having salesmen call at the end of the day, often after dark. LoPresti gathers all his assistants and they have a free-for-all session with the salesman. It works to his advantage too, of course, because all suggestions for profitable merchandise get a hearing.

The Haggain Oaks pro believes in developing a close personal relationship with his assistants. Several times a year he has social outings for them, a steak barbecue at his home or perhaps dinner at a restaurant for the entire staff, wives and girl friends. When he goes to tournament or other out-of-town golfing events he tries to take one of his assistants, rotating the favor among them equally. This helps them become acquainted with a wider segment of the golfing fraternity, and it makes for a pleasant relationship.

Chicago District Report

(Continued from page 84)

draw a salary of around $200 a month.

Club Managers’ Salaries

Club managers’ salaries at 50 clubs in the District average $11,375 annually... Managers at 12 NorthSide clubs draw an average of $13,200, but this tapers off to around $10,700 at West Side and Out of Area clubs... More than half of the managers are provided lodging, practically all are given their meals, and meals are provided for families of nearly 40 per cent of the managers... Three out of five managers receive bonuses in addition to their salaries... Two weeks is
functional beauty for the
discriminating
course
the latest in fashionable course equipment from...

Lewis Line

BALL WASHERS
"BAN" CLEANER
TEE TOWELS
DATA PLATES
TEE MARKERS
KUPS
KUP-SETTER
KUP-PULLER
KLUB-KADDY
PRACTICE GREEN KUPS
PRACTICE GREEN MARKERS
FIBERGLASS FLAGPOLES
FLAGS

Dress up your tees with a splash of color. These new, high quality tee markers are custom molded of a high impact, super-duty plastic, with the color molded in... cannot rust, rot, corrode, or warp.

CONTAINER DEVELOPMENT CORP.
WATERTOWN, WISCONSIN 53094
Even the waiters can wear golf shoes . . . when the dining room is carpeted with "Tartan" Turf

You'll never have to worry about spike damage when you install "TARTAN" Brand decorative carpeting . . . in the dining room—or the locker room, bar area, hallways . . . OR EVEN OUTSIDE! Made from tough, nylon fibers embedded permanently in a resilient, rubber-like backing, "TARTAN" TURF outwears other clubhouse floor coverings by three times and more. It literally shrugs off spills and stains, cleans easily with conventional methods. And . . . due to its resilient backing, no extra padding is required.

"TARTAN" TURF is available in three brilliant colors: grass green, black or red . . . or in decorative combinations.

BAR AREAS . . . PUTTING GREENS (use it outdoors—completely weatherable) . . . LOCKER ROOMS

For traffic areas subjected to extreme wearing conditions, we recommend "TARTAN" Brand Surfacing Material—it's virtually indestructible. For further information and samples write or call

Recreation & Athletic Products
367 GROVE ST., ST. PAUL, MINN. • TELEPHONE NO. 612-733-2452

May, 1965
Plan Against Pitfalls
(Continued from page 78)

try our line of tested, trusted treatments for finest turf!

• FUNGICIDES • HERBICIDES • INSECTICIDES
• LIQUID & SOLUBLE FERTILIZERS • WETTING AGENTS

write for our FREE 25th Anniversary Catalog

AMERICAN LIQUID FERTILIZER CO., INC.
and ROKEBY CHEMICAL COMPANY
Marietta, Ohio • P. O. Box 267 • phone 373-1394

the most common vacation allotment.

Taxes Covered

In a section on Taxes, the CDGA reiterates that a 20 per cent dues tax has to be assessed on lockers that are used for more than six days . . . Minimum house accounts are dues and, as such, are subject to the 20 per cent excise tax regardless of whether the minimum is used or not . . . The tax on life memberships generally is the same as on dues . . . Assessments and initiation fees put in funds set aside for capital improvements, or to repay loans for such purposes, are not subject to the excise tax . . . However, capital improvement funds have to be spent within three years of collection or they are taxable . . . Thus far meals and lodging furnished employees are not subject to the federal income tax if these are provided for the convenience of the club . . . The value of meals is subject to the social security tax . . . It can be arbitrarily computed as amounting to 25 cents per meal.

Plan Against Pitfalls (Continued from page 78)

Unable to hire a competent architect. How was this mistake made? The architect "miscalculated" on the number of acre-feet of water he expected to capture from the winter rains in the lake which he constructed for the dual purpose of serving as a reservoir and a hazard. He not only miscalculated the winter rain capture, but the per acre foot water evaporation, and the loss through seepage.

Why doesn't the club dig a well to rectify these mistakes? "The cost is too high," and, "the course is not worth the expense," officials say. Of course both of these excuses are unfounded. The expense is justified and if this club is to stay in business, it will have to make the investment sooner or later.

While the first course has lush fairways, it is paying too much for watering its course. The pipes used in the sprinkling system are too small, thus putting an overload on the pumps. The overload is cost-
Wherever golf is played...

Par Aide Practice Greens Markers now available in two attractive styles. Ball easily retrieved by removing marker from cup. Marker tops are constructed of durable red plastic with white plastic numeral on three sides.
Del Monte Greens Rake
For removing runners and
dead grass from greens. Rake has fine, stiff wire
tines. Available with or
without dolly.
$35.00

Ball Bruise Repairer
An ingenious device for
repairing ball bruises on
fine putting greens. Easy
to use, it does a swift
repair job during tourn-
aments.
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Plagued by Vandalism?
It's hard to eliminate — but easy to
cut its cost — compare and see how
with

Golf Signs
Most Durable, Attractive and
Economical of all golf signs

4" x 8"

Size 50¢

Large, 6"x8" golf signs, 75¢ ea.
Self-fastening aluminum stakes, 25¢
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Over 70 informative & directional signs
New — Free brochure. Ask for it.

Tat Golf Signs
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Sins Are Hidden Here
Not too far from my home (less than
10 miles), lies a tract of land which ap-
pears to be nothing more than a field,
neglected, gone to weed. These weeds
hide the sins of a golf course architect,
and the dreams of an investor. Hidden,
here, never ever used, is a fully automatic
sprinkling system which drained someone's
pockets to the tune of $90,000. Easements
were not checked before construction
work began.

Also not too far away are two other
courses which started out to be the "best
in the state". Neither of these courses can
be truthfully rated as average.

One course built a lake in which it
hoped to impound water from the winter
rains. The porosity of the soil was not
considered. The water caught in this catch
basin seeps out and drains into a nearby
bay long before the water can be used
for summer watering. A plastic lining in
this lake would prevent seep-out. This club
now buys its water from the city at an
exorbitant cost. Because of this excessive
expense, the course is permitted to "dry
out" during the summer.

Missed Being Good
The other course missed being a good
one because of its design. The greens are
large enough, but they are not "set off"
by contouring of the collars and shoulders.
bunkers, were placed right at the borders
of the greens. The tees are large and
well graded, but every one of them
is elevated out of proportion to the rela-
tively flat course. The fairways, especially
the doglegs are hogbacked, and hogbacked
to the side of the dogleg. This defeats the
purpose of a dogleg hole. The golfer can-
not risk a big "bite" of the fairway be-
cause the ball will always bounce into the
rough, and in some cases, trees.

Recently I visited a place where money
apparently was no object in the construc-
tion of the course. Everything radiates