I usually have completed buying our merchandise for the following spring.

Since the winter season is the big time of the year in Tucson, with people coming from all over the world, often the display at Tucson National is the first they see of the new styles.

One of the items Maryellen particularly wanted to talk about was golf skirts. "They are a real success and are here to stay, so we're stocking heavy on them in all colors and styles. The trend is away from shorts. I've been wearing short skirts around the shop and course the last two years, and lately I've been wearing them to many other places where informal dress is in good taste."

When style shows are held in the city of Tucson, the ladies often ask Maryellen to put on the portion of the show featuring sports clothes, while other dress shops will show the evening, afternoon and other type styles. This is a great advantage to her and makes their shop well-known in town for styles.

Everything a guest or member sees Maryellen wearing, can be bought at the shop. This also holds true for Bob and his assistants. (Two assistants help them with the buying. One, a college boy of 19, represents the taste of the university crowd, and the other, a young man of 29, represents the young marrieds).

The Klewins also consider novelty articles—conversation pieces and mementoes of their vacation in the West—as very important to their sales volume. "We stock numerous little novelty items," says Bob. "This season, for example, we went strongly into buying things with out club's attractive emblem engraved or sewn on them, such as neckties, and even drinking glasses. We also have personalized and hand-painted shirts, and jeweled shirts for the women.

Bob had some additional observations on other ways he keeps up with the times in merchandising. "The companies we buy from have become very conscious of the tremendous business golf has become, and we study their ads very carefully, especially about the things that are scheduled in the year ahead.

"And, it's a strange fact, but people on vacation quite often don't bring their golf clubs with them, which lets us make a nice income on rental sets. Instead of beat-up clubs, our for-hire clubs are good first-line sets, which often lead to interesting a player in buying a new set."

Bob is very proud of the fact that he and his wife are one of the original husband and wife teams in pro shop operation. And, it is very obvious by now how they have achieved their current success.

However, none of this may have come to being were it not for the arrangement under which they came to the Tucson National. The club gave them the chance they'd always wanted, a free hand to set up facilities for displaying merchandise and decorating the interior of their now famous shop just the way they wanted to.
Golf course architects' guide

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English Class A PGA Professional. Married and resident in Canada desires Winter teaching position starting 1st November. Experienced in all facets of golf. Willing to attend interview. Write Box #427, c/o GOLFDOM.


P.G.A. Class A Professional desires better potential. Good Moracls, excellent teacher, personable, good appearance, married, age 32, knowledgeable in all phases of pro-shop operation. Write Box #425, c/o GOLFDOM.

Golf pro wants position at active club. Professional eight years, married, P.G.A. Class A member. Start right by checking past pro-member relations, also check credit rating with golf manufacturers. Resume and picture available. Write Box #420, c/o GOLFDOM.

GREENS SUPERINTENDENT, CLASS A, NOW AVAILABLE. EXPERIENCE—FER MIDWEST PRIVATE CLUB. YEARS EXPERIENCE. BEST OF REFERENCES. CALL OR WRITE JOHN EMBRY, P.O. BOX 297, NOR- MAN, OKLAHOMA 73069. TELEPHONE NO. 405-6-8828.

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We have the best greens and fairways in the Southeast. They didn't get that way by accident. Class A Pro. PGA and GCSAA. Salary required $13,500. Write Box #408, c/o GOLFDOM.

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Are you looking for a permanent opportunity in one of California’s finest Golf Clubs? Present Superintendent retires shortly after 42 years.

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MODEL TEE electric golf carts—31—single riders, carry 2 bags—with chargers and 6 car trans- porter. Used one season—sacrifice—$1,500.00—original cost $15,000.00 Power Cart Corporation, 1149 East Ridge Road, Rochester, N.Y. 14621. 716-489-8318.

Five year old 18 hole golf course for sale or lease in fast growing Washington State area. Beautiful surroundings 25 miles from Seattle, 183 acres. Write Box #418, c/o GOLFDOM.

This is an opportunity! . . . for someone who has the ability to manage a 100 acre course on a good golf course. Three years old, 18 holes 6500 yards, driving range, nine hole pro shop, bar, fully operational now, no equipment to purchase. Willing to discuss. Address: Box 247, Danville, Ill. 60532.

Golf Ball refinishing. Quality materials repaint- ing, striping, etc. Rebuilding, Fine Finishers, Box 26, Downers Grove, Ill.

Range balls, close-out sale. $1.65 dz.—$2.20 dz.—some solid white, good condition. Write Box #421, c/o GOLFDOM.

Golf Ball Wanted, Cuts-Solids, we pay freight, write for details. "Strictly Golf" 320 N. Webster, Naperville, Ill. 60540.

GOLF COURSE WANTED: Want to buy a Golf Course. Want to sell by May 1st, 1969. Write Box #424, c/o GOLFDOM.

Golf course lots available. Great retirement area. Cool summers, near skiing (Dodge Ridge). Beautiful mountain 9 hole golf course, Mi-Wuk Golf Village, 1680 North 45th St., New Washington, Mo. 63103. Phone 314-CE-14352.

For Sale: 9 Hole Golf Course in dynamic Columbus, Ohio area in beautiful condition. Fully operational now, no equipment to purchase. Ideal for father and son or husband and wife operating figures. Call or write: Dave Campbell, 12607 Veirs Mill Road, Rockville, Md. 20853. Phone (301) 946-8318.

GOLF DRIVING RANGE—Automatic tees, modern building and equipment. Excellent maintenance costs (cheap water—good soil). Northern Illinois. Write Box #418, c/o GOLFDOM.

three-full-time salesmen and business manager. On pro shop. Current year sales $315,000. Builder/Manager will co-operate if desire. Write Box #424, c/o GOLFDOM.

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Rack room attendant wanted for 1969 season, or young man with brains to start his golf career, 8 month season. Northern Illinois. Write Box #418, c/o GOLFDOM.

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GOLF DRIVING RANGE—Automatic tees, modern building and equipment. Excellent maintenance costs (cheap water—good soil). Northern Illinois. Write Box #418, c/o GOLFDOM.

Close-out sale: Range golf balls, in perfect condition $2.00, near perfect $1.70, club marks $1.50. Also plain whites and name brands. T.P. Golf Ball Co., 1327 West Sixty-seventh, St. Louis, Mo. 63103. Phone Collect 314-CE-14352.

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☐ Edging machines
☐ Hole cutters
☐ Lapping-in-machine
☐ Mowers
☐ Mower grinders
☐ Pumps
☐ Rakes (trap)
☐ Rollers
☐ Sod cutters
☐ Soil screeners
☐ Soil shredders
☐ Spikers
☐ Sprayers
☐ Spreaders
☐ Stone pickers
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☐ Turf color spray
☐ Crabgrass control
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☐ Benches
☐ Comfort stations
☐ Course shelters
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☐ Flags
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☐ Tee markers
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☐ Rubber spiked overshoe
☐ Shirts
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☐ Socks
☐ Sport jackets
☐ Sunglasses
☐ Sweaters
☐ Trophys
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☐ Bags
☐ Bag carts
☐ Bag tags
☐ Balls (regular)
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☐ Clubs
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☐ Grips
☐ Grip slip preventative
☐ Locks for golf bags

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☐ Ball strippers
☐ Ball washers (range)
☐ Ball washers (counter & dispenser)
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☐ Miniature putting lane material
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Send information on products checked to:

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