your name was in the paper.

Not exactly your name, but Acushnet told a lot of golfers to hustle down to your Pro Shop and find out about the new K2A Titleist. Meaning our ads are going to cause sales traffic for you. (And, hopefully us.)

Which, when you come right down to it, is what our Pro Only Policy is all about.
PLANNING TO
LOSE MONEY AGAIN
NEXT WINTER ... GOLFOMAT® will ruin your plans.

When it turns cold, your course closes down or play is limited. Overhead continues. Income ranges from low to zero.

With the addition of a GOLFOMAT wing, your golf course facilities continue to produce substantial profit from GOLFOMAT greens fees, sale of pro shop supplies, food and beverage sales—day and night, rain or shine—12 months a year.

If you'd like to make money instead of losing money next winter, the answer is GOLFOMAT, the highest income-producing facility in which any golf course operator can invest, as evidenced by documented statistics.

Cash investment of about $40,000 required. Many financing plans available.

GOLFOMAT is real golf, indoors, on world famous courses, made possible by computerized electronics and optics. Players hit regulation free-flying golf ball, use every club in the bag, swing with all the force and finesse that is required outdoors. You've got to see GOLFOMAT to believe it.

Attention Pro-Managers: Don't cancel that Florida trip next winter. Almost any assistant can successfully manage a GOLFOMAT wing and net thousands of dollars a week for you while you're basking in southern sand traps.

Howel H. Hopson, President

Division of American Bioculture, Inc.

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Relax. This is Philadelphia's Spikeproof Carpet.

It can't be chopped up by spikes. Or "uglied" by mud and spills. But offers all the advantages of regular carpet. Plush beauty. Softness. Warmth. Easy maintenance. Plus protection against slips and falls. It's a rugged Jacquard Wilton that's woven in any color you give us. Any of our wide-ranging designs. Or any design by your designer. Join the hundreds of clubs already enjoying our Spikeproof Carpet in grills, pro shops and locker rooms.

SEND FOR FREE CARPET SAMPLE AND BROCHURE

Philadephia Carpet Co. (Contract Division)
Allegheny Ave. and C St., Philadelphia, Pa. 19134
Please send free sample of Spikeproof Carpet and brochure listing clubs that use it.

NAME

CLUB

ADDRESS

CITY       STATE       ZIP

PHILADELPHIA Carpet Company

Allegheny Ave. and C St., Philadelphia, Pa. 19134
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Golfcraft

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1944-1969

25 YEARS
QUALITY & SERVICE

For more information circle number 169 on card
The name of the game is PROFITS. The above charts document a cost of 87.2 cents in electricity and battery drain for two rounds of golf with any electric golf car other than CLUB CAR. Two rounds with CLUB CAR costs only 19.1 cents. This is a savings of 68.1 cents.

Only CLUB CAR can give both a second and third round without deep-cycling batteries to the critical point below which no golf car should be operated (1.210 specific gravity – 50% reserve) and the cost of electricity and battery drain on CLUB CAR for three rounds is the same as for one round with any other golf car. Are you tired of having to deep-cycle batteries to get a second round of golf, pulling them off the course at the end of the day or buying batteries too frequently? CLUB CAR will go 2-1/2 times further on a battery charge than will any other golf car and the batteries in CLUB CAR will last 2-1/2 times longer than they will in any other golf car. Move up in the profit picture. Call or write us for a CLUB CAR demonstration.

### Approximate Electrical and Battery Costs per Golfing Round for Most Electric Golf Cars

<table>
<thead>
<tr>
<th>Type of Round</th>
<th>Reserve Left in Batteries</th>
<th>How Many of the 400 Cycles in the Batteries Are Expended?</th>
<th>How Many Charges Before Batteries Must Be Replaced?</th>
<th>Electrical Cost of Changing Batteries</th>
<th>Cost of Life Removed from $20.00 Battery ($120.00 a Set)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Golfing Round (18 Holes)</td>
<td>50%</td>
<td>1/2 cycle</td>
<td>800 charges</td>
<td>13.6 cents</td>
<td>15.0 cents</td>
</tr>
<tr>
<td>2 Golfing Rounds (36 Holes)</td>
<td>0%</td>
<td>2 cycles</td>
<td>200 charges</td>
<td>27.2 cents</td>
<td>60.0 cents</td>
</tr>
<tr>
<td>3 Golfing Rounds (54 Holes)</td>
<td>THE HEAVY GOLF CAR WILL NOT GO THREE ROUNDS ON ONE CHARGE</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Only CLUB CAR can give both a second and third round without deep-cycling batteries to the critical point below which no golf car should be operated (1.210 specific gravity – 50% reserve) and the cost of electricity and battery drain on CLUB CAR for three rounds is the same as for one round with any other golf car. Are you tired of having to deep-cycle batteries to get a second round of golf, pulling them off the course at the end of the day or buying batteries too frequently? CLUB CAR will go 2-1/2 times further on a battery charge than will any other golf car and the batteries in CLUB CAR will last 2-1/2 times longer than they will in any other golf car. Move up in the profit picture. Call or write us for a CLUB CAR demonstration.
How we spruced up for the Illinois State Women’s Amateur

BY CHARLES PRIBBLE
Superintendent, Quincy Country Club, Quincy, Illinois
We keep Quincy Country Club in top shape for our members all through the playing season. For we have a club reputation to maintain—as well as the course.

Quincy Country Club was organized in 1897. It has always been in the same location even though the course has been rebuilt three times. We have a tournament history almost as long as any in the country—dating back to 1902. Today, Quincy is regarded as one of Illinois’ top playing courses—and most appealing to women players. That’s one reason we had the Illinois Women’s Amateur match play tournament back for the fourth time the end of June, 1968.

There are some great golfers in this group—and we are anxious to give them the best playing conditions. Therefore, about a month before this event we accelerated our maintenance pace.

Special Touches for the Ladies

Our plans included rebuilding four tees, enlarging them and resodding. Two holes were lengthened in the process.

For the tournament we dropped the fairways to 1" and went on a daily mowing schedule.

The program also called for bringing down the heights of the roughs to 3" from 4½" to 5" since the ladies don’t like to hack out of the deep stuff.

Our 45 sand traps were carefully edged and raked just prior to the event.

Everything looked good as the 106 women arrived for the one-day qualifying round. Up to now, the weather was cooperating fine. However, tropical storm “Candy” hit the area and caused a 4½" rain during the night following Monday’s qualifying round match. This forced postponement of play for one day with the resultant shortening of the match play schedule to maintain a Friday conclusion. The course was eminently playable the remainder of the week.

Winner of the event was Mrs. Paul Dommers of Belvidere, Illinois. Mrs. Raymond Vaughn of Bloomington in a practice round sank a hole-in-one on the 17th, where a new green had been put in play only a month before. We had a gallery of over 500 people each day.

Watering Plan

Our course is well irrigated. All eighteen tees and greens are supplied with water from the city. Some of our cast iron pipe has served fifty years. We try to water the greens every other night, depending on moisture. The tees are usually watered every third day. Normally we use six-hour sprinkling on the greens.

Our new greens are Old Orchard bent. Overseeding of old greens is with Penncross. Fairways are bluegrass. All new collars and tees are Merion. Roughs are bluegrass. We have brown, sandy loam soil here.

Our fertilizing of fairways utilizes 4 lb. of actual nitrogen per 1,000 square feet. This is made up of 1 lb. in the spring and 3 lb. in the fall. The collars and tees receive 6-8 lb. per year.

This series is sponsored by Cast Iron Pipe Research Association

Cast iron pipe is preferred for the irrigation systems of golf courses throughout the country. Its superior strength, corrosion resistance, quick-handling push-on joints and easy tapping, plus its recognized long life, make it by far the smartest investment your club can make. What’s more, Cast Iron Pipe doesn’t absorb water and isn’t porous, so it can’t freeze and break.

For helpful tips on golf course irrigation, send for our free fact-filled 20-page booklet.
Accent on management

by Ken Emerson

Job description

In my February column I talked about the importance of a job description and gave a simple outline for developing such a description. Because of the letters I received asking for a more specific description, I have decided to devote this month's column to the basic requirements which would be similar for all clubs.

Before beginning, I should like to call your attention to Appendix I of the book "Private Club Administration" by Henry Barbour, CCM. This section of Professor Barbour's book examines the job requirements of a club's general manager in great detail and is well worth the cost of the book.

While the exact specifications of any manager's job description will, necessarily, be limited by the policies, rules and by-laws of a given club, they should certainly cover these areas:

- A statement covering his basic function;
- A list of his specific responsibilities and area of authority;
- His areas of supervision;
- His place in the club's plan of organization;

Basic function: This is usually simply a broad statement describing the general purpose of the job along the lines of: "Chief operational office responsible for the proper management of all aspects of the club's activities" or "The administration and implementation of the policies and decisions of the officers and the board of directors."

Areas of responsibility: These should include, but are not necessarily limited to, the following:

1) The efficient operation of the departments of the club under his jurisdiction (list by name);
2) Maintaining proper records;
3) Advising, consulting and guiding the members and members' committees;
4) The maintenance and care of the physical properties of the club (list exceptions if any);
5) Maintenance of good member relations;
6) The financial condition and insurance protection of the club;
7) The keeping and updating of the club's work manuals and job descriptions;
8) The enforcement of the policies set by the board;
9) Creative planning and development of the club's activities and operations.

Areas of authority: Again, these should include, but need not be limited to, the following:

1) The authority to hire and fire staff;
2) The authority to purchase products and equipment by methods and at prices which serve the best interests of the club;

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