

an air compressor must be purchased with which to blow out this shallow system some time in November before freezing weather comes. This galvanized steel pipe will last about twenty years and the beauty of the shallow pipe is if it does spring a leak you will notice it and it is not hard to repair, since it is only 18 inches to two feet deep.

Summarizing the whole system, a fair estimate on the cost of an irrigation system would be:

Well .....	\$10,000
Pump .....	5,000
Tank .....	6,000
Lake—	
2,000,000-gallon lake.....	15,000
100,000-gallon lake.....	6,000
Pump—	
Centrifugal working from lake...	1,000
Watering System—Underground system for 6,500-yard course below frost line approximately ( <i>Fairways only</i> )	
Material .....	9,000
Labor .....	9,000

Sprinklers .....	450
Hose—600 feet of fairway hose.....	300
Shallow installation pipe line complete—	
Material .....	5,400
Labor .....	4,800
Fairway sprinklers .....	500
Fairway hose .....	300

These figures would be materially lessened by using part of the present pipe line system now installed.

I have listed all these various things that the club might select the particular items they would require and the cost figures are not exceptionally low nor exceptionally high.

Again I say it is impossible for anyone to make a real estimate or lay out a definite plan without thoroughly analyzing the particular course for which the irrigation system is desired. No one can say where to place these fire hydrants until they see the course and to secure the best layout without knowing the course would be like trying to play golf after reading golf articles or stories.

## Be First with the Latest

Keep your eye open for the new golf specialties. Order small amounts as starters but make the most of them in your displays so you'll get your shop recognized as headquarters for the first and best in golf and its accessories.

These cane seats are good specimens of this type of merchandise. It was thought at first that they wouldn't go at all in this country, although they were fine for Eng-

land with its damp ground. However, the great favor enjoyed by white golf clothes has put these combination canes and seats in good selling repute. Alert pros are making money out of them. Robert Taylor at Minikahda sold the two dozen of his first order quickly and plans to push them to the gallery at the National Amateur. It's picking up business like this that accounts for the fat incomes enjoyed by professionals who are keen business men.



A few days ago this was the site of a fine equipment shed, stocked with \$15,000 worth of maintenance machinery and supplies. Just a spark and a night wind, and the result is shown here. Now the club is learning a lot about insurance.