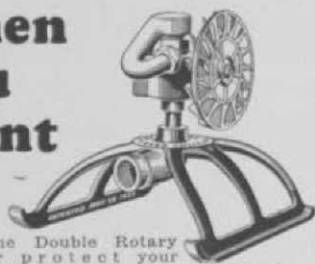


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**DOUBLE ROTARY  
SPRINKLER**  
Next Best to Rain.

## Examine Low Bids for New Course Carefully

**D**URING a recent heart-to-heart talk with two golf architects and a fertilizer salesman, one of GOLFDOM's staff listened in on one of the problems of those who want to do business with new golf clubs. The architects were complaining that the lowest bid so generally got the job that golf architecture was being handicapped by too much emphasis on skipping vital details in order to land the job.

The fertilizer salesman came to bat with his O. K. on the conclusion. He said, in substance, "Practically every new course needs soil conditioning if it is to get started right. The architect who takes cognizance of this necessity and puts fertilization into his bid runs the risk of getting beaten out. I suggest that the wise architect submit two bids, one with these necessary items like fertilization, properly accounted for, and another for the bare work of design and construction.

"Even if the officials of the new course do come back at the architect and constructor a year or so later and land on him with 'why in 'ell didn't you do this, that and the other thing,' the course builder then will have a legitimate and complete 'out' by reminding the officials of his battle in trying to get them to do the job thoroughly at the start and being ruled against on the matter of cost."

## How and Why Right Ball Marking Pays

**S**OME impressive evidence of the value of proper identification of golf balls, both in its direct benefit to the members and in direct and indirect benefit to the pro, has come to light as a result of some inquiries made by GOLFDOM.

Charles R. Murray, pro at the Royal Montreal Golf club and at the Gulf Stream Golf club during the winter, is one of the notables in professional golf who gives testimony to the benefits of ball marking in telling of the practice established by him. Charley states:

"I have been boosting the Fulname marker for the past six years, as I feel it is a great help to the pro, and also to the members of his clubs. It helps the members in this way: it prevents the stealing of golf balls by caddies, as a marked ball is very hard to re-sell. It also does away with the danger of being disqualified by playing the wrong ball. It also keeps down the cost of

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