

tourists or those who are unable to arrange a regular game. A travelling salesman from New York was so pleased with the manner in which we were able to help him play on a crowded weekend that he wrote Kramer a letter after he returned home and said that the local pro was seriously considering setting up a new starting system modeled after ours.

Foursomes Only

Kramer's fourth step is aimed at boosting receipts and at the same time speeding up play once the golfers get off the first tee. Only foursomes can make reservations. This is the step that is hard on the golfers, since many of them cannot be sure of a game until late in the week, but we insist that this rule be followed to prevent twosomes from fouling up the steady flow of golfers. As the system progressed we overcame this, since there is usually someone hanging around the clubhouse who is willing to fill in a foursome. Instead of paying his green fees to the course he can reimburse the person who made the reservation and no one is hurt.

Our reservations system is extremely flexible. The hours during which reservations must be made can be adjusted to the needs of each course. At Bonneville we book the golfers from noon until 5 p.m. on Saturdays and from 6 a.m. until one on Sundays. At first our reservations ended at noon on Sundays, but increased play forced us to extend the time. The other two courses in Salt Lake City have different hours, but the basic rules are the same, and the results have been favorable.

This flexibility also enabled us to find a place for our ten-man team matches. For a long time these matches caused a lot of gripes, since the golfers did not like the idea of being held up while five foursomes teed off ahead of them. Under our present system we can make reservations for the team matches and no one feels that he is being deprived of a starting place. The same thing can be done for weekend tournaments, and you still will be able to handle your regular golfers.

When the system first went into effect Kramer felt that it might hurt his clubhouse concession, but after four years of reservations he has found that his business has increased considerably. Under the old system many golfers used to hang around the first tee and bother the starter in the hope they might get out a little earlier. Today they can stay in the clubhouse while waiting to be called. This gives Kramer an excellent chance to show the golfers some new equipment, or he can shoot the breeze about that hook or slice that is giving one of his customers some trouble.

There is one weak spot in the system we are using. Golfers with season tickets often try to sign the register two or three times

to help fill in a foursome for a friend. Occasionally we have to let a twosome leave the tee as a result of this, but most of the time we are able to fill in a foursome with stragglers. The only way to completely overcome this problem is to get more cooperation from season ticket holders. For the most part they have been cooperative on the Salt Lake City courses, and when they all begin to help us in this matter we will have conquered the whole problem of weekend congestion.

As you can see, it doesn't take much to carry out a smooth-working system of reservations. But it's up to you if you are to make a success of such an operation on your course. You will have to educate your golfers at first, but the system can work if you stick by the rules.

WHAT'LL YOU HAVE JOE; \$2,750?



Joe Kirkwood, Jr., gets the \$2,750 winner's check and the trophy for the Pabst Blue Ribbon Open at North Hills CC (Milwaukee) from Fred Pabst. The check and Mrs. Kirkwood, who is Cathy Downs, one of the sweetest and most talented kids in pictures, are in young Palooka's hold with a strong right.

BOOST GREENKEEPERS

Indiana sportswriters seem to have more of a habit of recognizing course superintendents' good work than sports scribes elsewhere. Recently Bill Fox, Jr. in Indianapolis News lauded job done by Jess Ashby of Anderson (Ind.) CC and Daniel W. Scism in Evansville (Ind.) Courier praised work done by Ernest Schneider at Evansville CC.