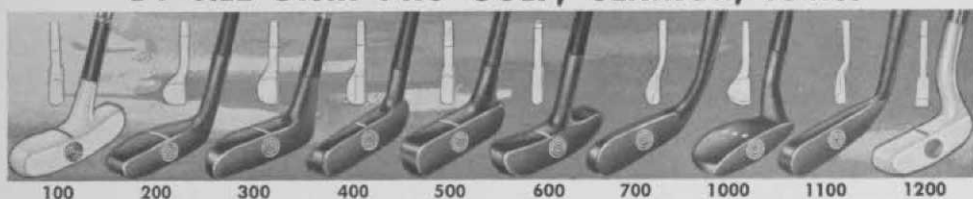


# JOHNNY REVOLTA AUTOGRAPHS THE 1963 PUTTER LINE BY ALL STAR PRO GOLF, CLARION, IOWA



**Chrome Plated Head, Steel Shaft, Leather Grips Only**  
— Men's length 35" — Ladies' length 33" ..\$7.95 each

100—Center shaft, rocker sole, right or left hand.  
200—"Mallet Style" medium goose neck, right hand only.  
300—Semi "Mallet Style" short hosel, right hand only.  
400—Flange back for perfect balance, right hand only.  
500—Center shafted, flat sole, right or left hand.  
600—Ocuble face, straight hosel, right or left hand.  
700—Semi "Mallet Style" long hosel, goose neck, right hand only.  
1000—Shallow "Mallet Type" goose neck, pendulum, right hand only.  
1100—Long blade, semi "Mallet Type", R.H. hosel, weighted only.  
1200—Heavy Blade, full goose neck, rocker sole, right & left hand.  
Ladies' Models 100 & 1200 available in Bonded White; retail \$9.95 ea.  
24 KARAT GOLD PLATED PUTTERS: Available in above models with steel shafts, Black Gripripte "Paddle" grips only ..retail \$9.95 ea.  
BONDED BLACK PUTTERS: Available in above models with steel shafts, Black Gripripte "Paddle" grips only .....retail \$9.95 ea.  
800—Brass back with Bonded Black or White head, goose neck "Mallet Type" with steel shafts and Black Gripripte "paddle" grips only. Men's right hand models only. (Specify color) .....retail \$10.95 ea.  
900—Fluted steel shaft, pro type center-shafted, precision balanced head. In Bonded Black or White, or 24 Karat Gold Plated, Black Gripripte "Paddle" grip only. Men's only, right or left hand (Specify color) .....retail \$10.95 ea.



**SOLD THRU PRO SHOPS ONLY**

diameter of a hole cutter and then used it in slicing up this putting surface.

Course vandalism has been so widespread throughout New England this year that the GCSA section there has requested its members to keep a detailed record of destruction caused by trespassers. The organization plans to use this information in trying to get the various state legislatures to pass bills that will lead to "fines and punishment" for persons convicted of destroying golf course property.

The USGA reports that vandalism probably is on the upswing. East Lake in Atlanta, it reports, spent nearly \$1,000 this year in replacing markers, flagsticks, hoses, benches, etc. that were stolen. Theft and destruction, it is estimated, cost clubs hundreds of thousands of dollars every year. It can't be completely charged against juveniles either. One adult removed approximately 1,000 feet of grass from a green and replanted it on his property.

Vandalism has been so widespread in the Midwest this year that the Chicago District GA has engaged a safety and security expert to survey many of its clubs and suggest methods for preventing destruction of their property.

## Budget Preparation Shows Pro How to Make, Save Money

"The best thing that ever happened to me in the golf business was when our club elected a tough president who insisted that I carefully estimate before the annual meeting what I expected my income from the club would be the following year," a professional at a Midwestern private club recently told Golfdom.

The club had been losing money and the members were being assessed heavily every year. When the new president came in he required every committee chairman to prepare a budget of revenue and costs. There were numerous complaints. The house committee claimed it couldn't make reliable estimates because, for one thing, unpredictable weather controlled its expenses and income. Weather was the course and grounds committee's main excuse for not being able to prepare a budget. There also were other reasons, none of which stood up when the new president examined them.

"Uncertainty of the weather was one of

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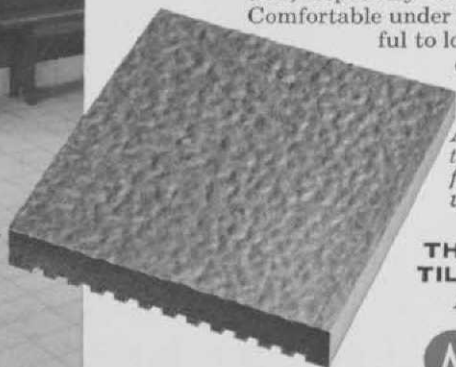
Rippled surface gives excellent traction, especially to cleated shoes. Comfortable under foot and beautiful to look at. Choice of eight rich colors.

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my excuses," says the pro. "Also, I did not want the club knowing too much about my business. I found out thereafter that I didn't know too much about it myself.

### **Had to Check Records**

"But the excuses didn't go. I had to sit down with my chairman and go through what records I had kept for two or three years. Plenty of guesswork went into the making of my budget. But it had to be done.

"I really never knew how I was doing until I had the budget as a check," the pro continues. "My business had been running me instead of my running it. After two years of making more money than I ever had made before, I saw the advantages of being compelled to prepare a budget.

"The most important thing I've found out about the budget is that the expenses it lists convinced my chairman that I have to get a large volume of business from the club members to be able to afford to work for them.

"Any pro who isn't making out a budget for guidance in his 1963 operation is throwing away money that he can't afford to lose. >|

"Obviously it is impossible for a fellow

to manage his income and expenses in any operation unless he has figures that tell him when he is losing money.

"What do you think will be your costs in 1963 for: Merchandise and supplies? Salaries and commissions? Advertising? Tournament expenses? Legal and accounting services? Insurance? Freight and postage? Taxes? Traveling? Interest?

"What will it cost you for: Shop fixtures, construction and maintenance? Employees' expenses? Dues and subscriptions? Telephone? Bad accounts? Automobile business charges? Car and carts repair and maintenance? Entertainment? Business education? Miscellaneous?

"Your budget of anticipated revenue will show you what you'll have to take in on: Merchandise sales; Lessons; Salary; Club storage and cleaning; Car and bag cart rentals; Tournament prize money."

### **Wins Texas State Open**

Bud Weaver, with a 276, led all the way to win the third Texas State Open at Sharpstown CC in Houston, Sept. 27-30. He collected \$1,000 of the \$5,000 offered as prize money. Runnerup was Babe Hickey with a 280. Tom Burke and Fred Marti, an amateur, tied for third.