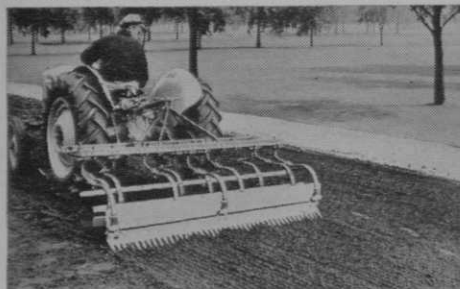


# ROSEMAN TILLER-RAKE



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anything whatever about our financial status. That is why a large percentage of pros handle their own billing in preference to having the club do it.

But if we find or suspect that we are losing business because some of our members have erroneous impressions as to our markup percentage and the net profit, we had better find some way to get the true word to these people.

## Irrigation Costs

(Continued from page 39)

plished at lower cost before final grading and seeding are undertaken.

With irrigation required from 12 to 20 weeks per year on many courses, a full irrigation system offering at least 25 years of useful life not only provides better playing conditions, but its overall cost will usually be substantially lower than the consequential costs of inadequate watering, with or without the aid of partial coverage systems. Lacking standards as to "quality of maintenance", individual analysis will perhaps be more convincing using published information as a guide.

### Costs Vary Widely

Irrigation costs like other maintenance expense, vary widely between courses in different areas. Excluding the cost of water supply and pumping, complete, permanently installed irrigation systems are reported to cost from \$950.00 to \$1400.00 per acre. Such installation costs are highly dependent on variations in terrain, soil constituents, system design and the use or omission of automatic controls to reduce subsequent labor cost. However, these factors can be readily appraised in terms of specific investment requirements for any course to confirm the advantages offered by a complete irrigation system.

### Girls' Junior Championship

Qualifying rounds on Aug. 16-17, and match play, Aug. 18-21, will be played for the USGA Girls' Junior tournament at Hiwan GC, Evergreen, Colo. July 30 is the deadline for entry applications to be filed at USGA headquarters at 40 E. 38th St. in New York City.