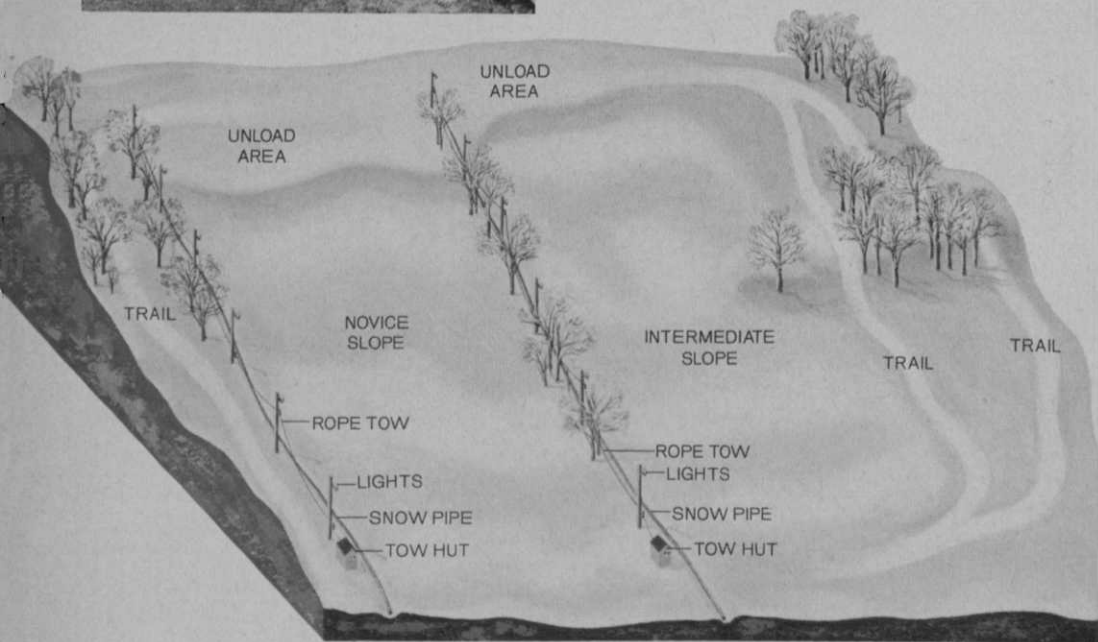





*Panoramic view of Merrywood Ski Area is shown above, taken from unload area of intermediate slope looking toward clubhouse.*

*Rope tow runs from tow hut at bottom of hill around pulleys mounted on poles, left. Note lights and power lines at top of poles, also snow pipe laid beside poles.*

*Shown below is schematic drawing of Merrywood Ski Area. Novice slope is practice tee in golf season, intermediate, part of 18th fairway. Trails are not covered by artificial snowmakers.*



A black and white photograph showing a large, multi-story clubhouse with a gabled roof on the left. A wide, open lawn stretches in front of it, with several tall, bare trees on the right. In the background, there are rolling hills under a clear sky.

# A plan for all seasons

*By switching from golf to skiing in winter, Smithtown Landing CC keeps its cash registers ringing all year round.*

By DESMOND TOLHURST

Winter snow brings its own special problems to the majority of northern clubs: closing or at least cutting down the clubhouse facilities; closing the course; letting seasonal labor go with the attendant problems of re-hiring next spring, etc. However, snow need not be an enemy. The happy marriage of skiing to golf at Smithtown Landing CC, Long Island, N.Y. proves that a solid program of winter sport can keep the clubhouse going under a full head of steam, with few if any layoffs.

The club was built in 1960 on the former Gobel estate. Comprising 188 acres of land, it is owned by Arthur E. Poole, president, Hallen Construction Co., who immediately set out to make the club the most comprehensive recreational and sporting facility possible.

Smithtown Landing has an 18-hole championship course which encircles a 9-hole Par-3 layout. It also has three swimming pools, two clay competition tennis courts, and work has begun on a Marina near the clubhouse designed to link up with the Nissequogue River and Long Island Sound.

Beside these more usual pursuits at a country club, Mr. Poole envisaged adding a ski facility to complement the summer activities. In the summer of 1962, therefore, he called in Joe Maietta to be Managing Director of the new ski area. Maietta was the pioneer of ski operations on Long Island, and had successfully managed several areas during the previous four years.

"Usually when you start out," says Joe, "You start small and build from there. But in this case, Mr. Poole wanted a complete winter facility for the members of the club so we went ahead and built the whole Merrywood Ski Area in time for the 1962-3 season. (The original name of the club was Merrywood and the ski area has retained the name for identification by ski enthusiasts.)

"The practice ground became our novice slope and the adjoining 18th fairway, our intermediate slope. The former is 450 feet long, with a vertical drop of 40 feet. The latter has a vertical drop of 130 feet, and is 850 feet long.

"About the only addition we made the second year," says Joe, "was to cut out

*continued on next page*



*Arthur E. Poole, at right, owner of the Smithtown Landing CC and overall planner of its ski/golf facilities, looks on as Zsa Zsa Gabor's daughter shows her paces.*

## ALL SEASONS

*continued from preceding page*

some short ski trails to provide more challenge for our advanced skiers. To do this all we had to do was to cut down a few trees in the rough between the 18th and first fairways. The trails range from 950 to 1,600 feet in length.

"By the side of each slope we installed permanent electrically driven Poly Dac plastic woven rope tows. On the tow poles we installed lights to illuminate the slopes for night skiing—an idea I

had used previously which makes separate poles for the lights unnecessary.

"On Long Island," says Maietta, "it's essential to have snowmaking equipment, as there just isn't enough free fall of snow to keep the slopes covered throughout the season. Mr. Poole and I therefore decided to put in snowmakers for the first season.

"The snowmaking pipes were laid alongside the rope line, so that snow was provided on which the skiers ride up. We have 15 outlets on each pipe, into

*continued on page 98*

*View shows depth of snow on intermediate slope. Novice slope is at far left beyond tow.*



## ALL SEASONS

*continued from page 32*

which 15 guns with hoses 75 feet long are fitted to cover the slopes. Each gun will cover up to 100 square feet, but to cover the wider intermediate slopes, two hoses are coupled together to double their effective 'reach.' However, I'd like to point out that this equipment can only be used when the temperature is below freezing." (For detailed information on snowmaking, see *GOLFDOM*, February 1965.)

"At Merrywood," says Joe, "we use Larchmont snowmaking equipment. They are the pioneers in the snowmaking business and proved most helpful to us in setting up this operation.

"One problem we had was the noise made by the diesel compressors, which are standard for snowmaking equipment, however, we licked it by enclosing them in soundproof huts.

"To pack the slopes after snowmak-

ing," says Maietta, "I use a Ski-Doo snowmobile. I also offer these vehicles for sale to our members.

"Our golf course superintendent, Bob Dunne, has no objections to our ski operation. There is so much nitrogen in the snowmaking mixture that the 18th fairway is always the first to come back each spring. The snowmaking operation on the practice tee (novice slope) greened up the bare ground so much that it encouraged him to put grass in that area far earlier than he had scheduled."

The ski season at Merrywood is from about the end of December to the middle of March. Maietta aims to build up two to three feet of snow at the start of the season to prevent bare spots appearing on the slopes during Long Island's "January thaws," when the temperature goes up to around 65°. As soon as there is a major thaw in spring, he stops skiing cold—he does not consider it worthwhile extending the club's ski season at the expense of golf.

*continued on page 100*



**= Rogers =**

### Model 720E Turf-Sweeper

Mechanical pick-up: two reels counter rotating—interlocking rubber fingers. 60 inch sweeping width—12 h.p. self-powered univ. hitch.

"One Man Operated"

#### Turf Sweepers

- Gathers—wet or dry—grass clippings, leaves, rocks, bottles, papers, dead branches, cans and other unsightly debris.
- Sweeping action of high modulus rubber fingers brushes turf clean . . . without damage!

#### Aerator

- Designed to aerate deep and clean under any ground conditions • Relieves compaction
- Renovates and removes Thatch • Prepares Seedbed • Smooths rough areas • Drains low areas • Vertical Slicing and Thinning

## ROGERS MANUFACTURING CO., INC.

220 No. Mahaffie St. • Olathe, Kansas 66061

PHONE: 913-764-1615 or 913-782-0831

For more information circle number 216 on card



## DIVOT-FIXERS — ORDER NOW!



Our nationally-known tool for fixing ball marks on greens is now available in highly polished nickel steel. No special imprinting on the nickel steel tools at this time, just standard imprinting as shown.

Prices nickel steel		
(FOB	Des Moines)	
100	—	\$15.00
250	—	30.00
500	—	47.50
1000	—	90.00
4 samples \$1.00 PP		
Prices aluminum		
(FOB	Des Moines)	
100	—	\$10.00
250	—	20.00
500	—	35.00
1000	—	65.00

Special imprinting \$10.00 extra per order.

10% of order in small individual envelopes with printed directions. Extra individual envelopes, one cent each.

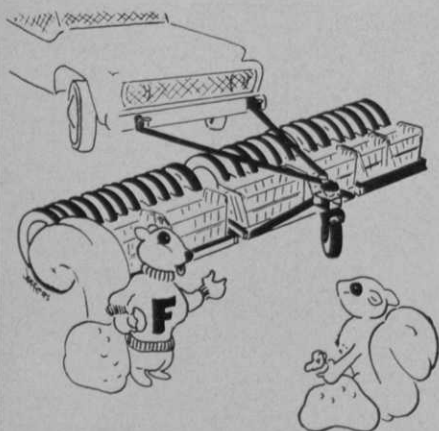
Limit of 26 letters and spaces for upper line, 29 letters and spaces for lower line.

**WOODSIDE GOLF  
& PARK SUPPLY CO.**  
Des Moines, Iowa 50313

ACTUAL SIZE

For more information circle number 175 on card

## FONKY —



"Get all the balls you can . . .  
The new **FONKEN**  
**MODEL J-2** is coming."

**FONKEN MFG. CO.,**

1941 Pontius Ave.,

Los Angeles, Calif. 90025

For more information circle number 110 on card

## ALL SEASONS *continued from page 98*

"One of the beauties of the operation here," says Maietta, "is that there is no waste of labor. For instance, the grounds crew during the golf season become the ski crew in the winter. We have eight men who work alternate morning and afternoon shifts when we are making snow, and when we aren't, they are available to do winter maintenance and repair the course equipment and other work under the supervision of Bob Dunne. Bob is not involved in our ski operation and schedules his vacation during the winter.

"Our clubhouse is ideally situated to take care of the needs of our skiers. It's near the base of the intermediate slope (near the 18th green in the golf season) and is one of the reasons why Mr. Poole decided to expand the original house on that site into our present clubhouse. He envisaged a ski operation at Merrywood from the start.

"In the ski season," says Joe, "we reserve what was the original house for our members' use. This gives them a lounge and a small dining room and leaves the large addition Mr. Poole built, which includes a large dining room, a big horseshoe-shaped bar overlooking the slopes, and locker room, for the use of our skiers.

"Our house staff is another example of how the ski operation here complements the golf season," Maietta points out. "Our chef and his kitchen staff, the Maitre D' and the waitresses—all stay with us during the winter months. In fact, we still have the waitresses who started with us when the club opened.

"For the ski season, we turn the pro shop into a ski shop. (Pete Mazur, our professional, takes off to play the Winter Tour.) We stock the shop with ski equipment for sale and hire—such as skies, poles, boots, waxes, tow mittens, hats, goggles, etc. However, we don't carry stretch pants, sweaters, and other apparel—I leave that to the stores.

"Even in my own position here," says

*continued on page 102*

## Book Review

A new book, *Advances in Agronomy*, Vol. 18, 1966 (Academic Press Inc., New York), has just reached my desk. Among other things it contains some 60 pages of text and pictures under the heading "Turfgrass Management in the United States" by W. H. Daniel, Purdue, and E. C. Roberts, Iowa. This publication is another milestone in the progress of turfgrass management. It was just 20 years ago (1946) that we organized and held the first session on turf at the American Society of Agronomy meetings in Omaha—the first official recognition of turf by A.S.A.

This contribution is commendable in that it brings to the attention of the *scientific* world the present status of the turfgrass industry.—FRED V. GRAU

## ALL SEASONS

continued from page 100

Maietta, "I have complementary winter/summer duties. During the golf season, I am public relations director for the club. In winter, I direct the ski operation, and especially the snow-making, and also look after the ski shop."

The ski staff at Merrywood comprises 28 instructors whose work is scheduled by Ski School Director Frank Mazzola. Besides giving lessons, the instructors also supervise the tow booth and police the slopes. For example, they keep skiers from remaining in the base area, which is dangerous, and move them over to the tow line. They also prevent novices from attempting the intermediate slope.

All the instructors have other jobs besides working for the ski area, which fits in nicely with the hours the slopes are open.

Monday through Friday Merrywood is in operation from 4:30 p.m. to 9:00 p.m., Saturday from 9:30 a.m. to 9:00 p.m.,



**EVERYONE  
CAN HAVE  
GOOD GREENS**

With a Pure Strain of  
**STOLONS from GODWIN**

Our stolons are shredded in the field, packed  
two bushel per bag as shown and shipped  
anywhere in the United States.  
(24-Hour Air Freight is available)

* Washington (C-50)	* Cohansey (C-7)
* Congressional (C-19)	* Arlington (C-1)
* Toronto (C-15)	* Pennpar

True to Name - Weed and Seed-Free  
(Send for Bulletin: "Stolons vs. Seed")  
Phone: Area Code 313 - 437-2026

**HIRAM F. GODWIN & SON**  
55150 TEN MILE ROAD  
SOUTH LYON,  
MICHIGAN

For more information circle number 141 on card

and Sundays and Holidays from 9:30 a.m. to 5:00 p.m. "The schedule also dovetails with the needs of our members," Maietta points out. "This is our primary concern here, as the ski area was not envisaged as a commercial proposition, but as an added service for the club members.

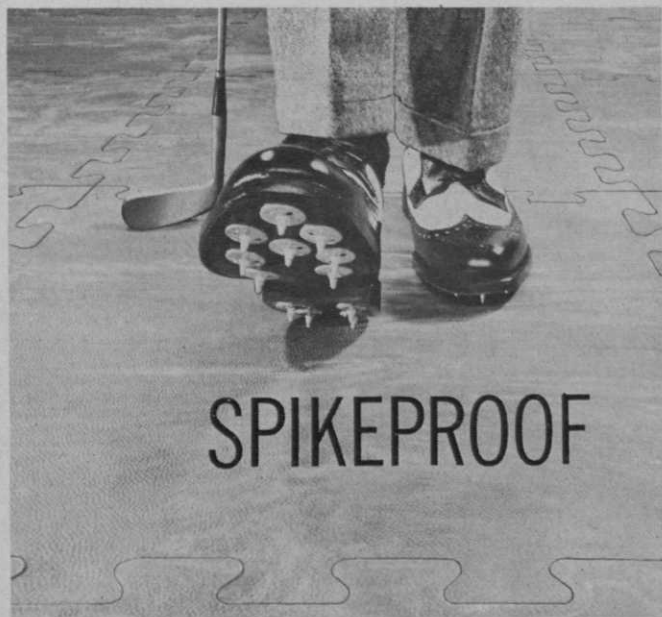
"During the week, the fathers are at work while the kids are at school, with mother delivering kids to school, shopping etc. This is why we are open only during the late afternoon and evening from Monday through Friday. On the weekend, our members are more at leisure to enjoy the ski facilities.

"We did find, however, that the mem-

bers by themselves could not support the ski operation," says Joe. "For this reason we do permit non-members to come and ski here, and have a special half-price program for the local kids from Monday through Friday.


"However, we have no intention of allowing the ski operation to lower the tone of the club. We don't allow bus groups or ski club groups here, as we have enough business from local residents and other people on Long Island who have heard of us through their friends. We can handle up to 500 people—and have no desire to attract more than we can comfortably handle.

*continued on next page*



## **GOLFTILE Interlocking Rubber Flooring**

Stays beautiful under heaviest spike traffic... won't mar, scratch, chip or dent. Prevents slipping and sliding. Eliminates clatter. For locker rooms, lounges and pro shops. Golftile is ½ inch thick rubber tile. Exclusive interlocking design makes it easy to install over wood or concrete, without mastic. Attractive marbled colors. Write for **Free Sample**.

**MITCHELL**  **RUBBER & PLASTICS**

*Division of Royal Industries, Inc.*

2130 San Fernando Road, Los Angeles, Calif. 90065, Dept. C27

For more information circle number 149 on card

## BETTER TURF THROUGH BETTER SPRINKLING



MOODY

**"Rainmaster"**

MOODY SPRINKLER COMPANY, INC. / P.O. BOX 240  
ARCADIA, CALIF.

For more information circle number 212 on card

## MANUAL & AUTOMATIC TURF IRRIGATION

*Design—Installation  
Complete Pumping Installation*

SKINNER / BUCKNER / J-M  
PVC & TRANSITE

Alcoa Aluminum Portable Pipe—Pumps  
RENTAL & SALES

**OLDFIELD EQUIPMENT CO.**

430 W. Seymour Ave., Cincinnati, O. 45216  
Phone: 821-5582

For more information circle number 138 on card

## ALL SEASONS

*continued from page 103*

"We reserve the right to refuse admission to any rowdies who would spoil the the atmosphere—these people are politely told by our parking attendant that they are on private property and are requested to leave. At present, a member can leave his skis and poles propped up outside the clubhouse with no fear of theft—we want to keep it that way.

"Also in keeping with our policy of putting our members first," says Joe, "are the rates we charge. Non-members, for instance, pay \$100 per family for a season—members pay half that amount."

During his successful management of the Merrywood Ski Area, Maietta has had many inquiries from clubs and towns wanting to start a ski program.

One of the clubs Joe advised is Baiting Hollow CC, also on Long Island. Here, the skiing is for members only and is on a smaller scale than at Merrywood. They have one ski slope, a permanent rope tow similar to that at Merrywood, with a snowmaking line with five guns. In lieu of a ski shop, one member buys basic ski supplies and sells them to other members.

"The initial investment for the Baiting Hollow club was very low, around \$1,600," says Joe. "I helped them buy good used equipment, and they used their own pipe for the snowmaking line."

Another Long Island club Maietta helped get started is the Mill River CC. He has also answered inquiries from

*continued on page 106*

## USED & RECONDITIONED GOLF CARS

Gas and Electric

**\$175.00 — \$475.00**

All reconitioned cars fully  
warranted

AC 816—JE-1-8811  
3929 BROADWAY, KANSAS CITY,  
MISSOURI 64111



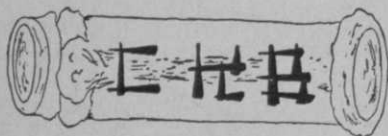
**Robison's**  
LAWN & GOLF COURSE SUPPLIES

For more information circle number 115 on card



### BAMBOO GREENS WHIPPING POLES

In spending YOUR budget, be smart "Bud"; GET the MOST for the money! Learn WHY, Bamboo "By Bradley Means BEST Buy!" "The Bamboo Story" sent free for the asking. Our Prime Quality Condition Kept Bamboo is the ONLY bamboo internationally advertised in this magazine in all its years publication. This is the oldest and largest world marketing bamboo complex.



CLINTON KENT BRADLEY  
Box 360, Dunedin, Florida 33528

For more information circle number 198 on card

## CUSTOM MADE WOODS

#1 THRU #15

## CUSTOM MADE PUTTERS

Including Famous "WON-PUTT" & "PRO'S OWN"

## Repairs-Any Make Club

Fast Service — Reasonable Prices

Write for Catalogue & Price List

**Bert Dargie GOLF CO., INC.**

3030 SUMMER AVE. • MEMPHIS, TENN. 38112

PHONE 324-4688 AREA CODE 901

For more information circle number 131 on card

## ROBERT E. THOMASON

GOLF COURSE DESIGN AND  
CONSTRUCTION

Box 41

Morristown, Tennessee

Phone: 586-1667

For more information circle number 207 on card

## LET US EXPLAIN THE LABOR SAVINGS YOU CAN EXPECT TO ENJOY WITH

at Booth 806 in Washington

PIXTONE'S revolving arm and rake design picks all stone to nine inch diameter, pulverizes, aerates and returns soil in ideal condition for seeding. Sod develops faster and sturdier. No worry about stones working up to cause complaints, injuries or equipment damage. One man and tractor should clear at least two acres a day. If you can't meet us in Washington, contact us for more details, prices and name of your dealer.

## BRIDGEPORT IMPLEMENT WORKS, INC.

For more information circle number 120 on card

## ALL SEASONS

continued from page 104

Nassau Country and the town of Babylon, even one from as far afield as the Ministry of Trade in Japan.

To the club which wishes to start a ski program Joe says: "It's almost impossible to give an estimate of the initial investment; \$5,000 would be a good figure, but Baiting Hollow shows that it can be done for far less. It's really up to the club to decide how extensive a ski facility they want."

The following pointers will help you select your skiing slope. It should:

1. Be convenient to your clubhouse.
2. Have a power line readily accessible for lighting. In most cases the line can be run out from the clubhouse.
3. Have an adequate supply of water nearby for snowmaking.
4. Be of sufficient length—anything much shorter than 100 yards will not do. However, you can get away with a vertical drop of as little as 50 feet. If the slope is too shallow, you can undercut with a bulldozer near the top of the hill in order to give a steeper start to the run—this was done on the Merrywood novice slope.

"The first year, it's best to go easy," says Maietta, "Don't get overambitious. You must have a minimum of interest at your club to make it worthwhile." Here are some hints he gave for the first year's operation:

Form a Ski Club within the club and find out the degree of interest. Sports

## PIXTONE

The  
Proven  
Mechanical  
Stonepicker



P.O. Box 491G Stratford, Conn. 06497  
Phone 203-378-0060

## Chicago Area Golf Car Seminar Big Success

Chicagoland Cushman Sales, Inc. staged the first of what is sure to become an annual seminar for the greater Chicago area's golf car fleet operators last Nov. 18.

Sound, practical planning by Frank Olivieri, Chicagoland's Cushman's sales manager, with talks by Attle Stephens, sales manager and Keith Page of Cushman Motors, kept the discussions buckled down to those questions most frequently asked about the selection, management and maintenance of car fleets. Among them: Type of Car, Buy or Lease, Profit Guidelines, Rounds Expected, Insurance and Lawsuits, Safety Education.

Value of the seminar was confirmed by more than 80 course officials, pros and managers voting for the event to be held annually and considerably more time provided for discussions.

participation figures show that usually only about 30 per cent of your members will want to ski as well as golf.

Get a portable tow which is powered by a gas engine. Place it near whatever water is available, and on a site from which you can expand.

Don't get snowmaking equipment the first year. Organize one-day ski trips to established ski areas, and aim to return to the club for dinner. When you get a free fall of snow on your slope you can then calculate the amount of interest at your club.

A novice slope is all you'll need the first season—after all 90 per cent of your club members are likely to be beginners. The second season is time enough to build an intermediate slope. This plan will all spread out the initial cost. •

### FORTY YEARS AGO

Bobby Jones won his first British Open in the spring, then went on to capture his second USGA Open.



## NOW, TOP PRO SHIRTS JOIN TOP PRO® SOCKS

NEW this season . . .

Kangaroo golf shirts by TOP PRO.

Knit of cool, combed cotton . . .

free-swinging comfort . . .

smart new colors.

Sell . . . with America's  
great new family of  
**PREMIER GOLF SOCKS.**

**FOUND ONLY IN PRO SHOPS**

NATIONALLY  
DISTRIBUTED BY

**Green Tee**  
Associates, Inc.

309 5th Ave., New York, N.Y.

Visit Our Booth, PGA Show, Palm Beach Gardens

For more information circle number 184 on card