will open Oct. 1, according to Howard Capps, golf dir. at Desert Inn CC and named to the Stardust post . . . Fairways will be of Bermuda . . . Summer greens will be in Bermuda and converted to rye and Rainser red fescue in other months . . . This will bring number of 18-hole courses to six in southern Nevada . . . Ronnie Polane is new assistant pro at Homestead GC in Hot Springs, Va. . . . He's assisting Nelson Long . . . Marty Raab named head pro at 18-hole course and driving range at Crossroads community center near Lake Hills in Seattle . . . He has been an assistant to John Hoetmer at Sand Point in Seattle for two years and learned his golf under his father who was a pro in Germany.

Article in N. Y. Herald Tribune tells how residential properties are closing in on Forest Hills, Bloomfield, N. J. . . . In early days the club had to build its second 9 on other side of the railroad tracks . . . Emery Thomas has been pro at the club since 1942 . . . May revenue at Palm Springs (Calif.) GC, a muny course, was \$3,700 higher in 1961 than 1960, and for the first five-month period the fee income was up \$16,000 . . . Northeastern Amateur, sponsored by N. E. Wis. GA, to be played at South Hills in Fond du Lac, July 17-21 . . . There are three divisions: Regular, Senior and Junior . . . One thing that makes the Eastern Amateur, which is being played for the fifth time at Elizabeth Manor G&CC, Portsmouth, Va., Aug. 2-6, so attractive is the numerous social functions ar-

Raynor Is Dorado Sports Head

Harvey F. Raynor, former PGA tournament dir., has been named dir. of sports for the Dorado Beach Hotel & GC, San Juan, Puerto Rico. He will supervise all sports activity at the 1,500 acre resort estate. Raynor resigned his PGA position in May. The golf staff at Dorado includes Rusty Gilbert, resident pro, Art Jones, staff pro, and Chichi Rodriguez, who represents the resort on the tour. Raynor was with the tournament bureau for nine years and before that served as professional at Modesto (Calif.) GC. He attended the University of Oregon.

ranged for participants and their wives . . . Deane Beman is the defending champion . . . Tom Strange, 1957 winner, is now a teaching pro at The Greenbrier in White Sulphur Springs, W. Va.

A 6,000 sq. ft. pool going in at Mutton Town G&CC, Oyster Bay, L.I. . . . Montgomery County (Md.) dedicated its Falls Road 18-hole public course on June 10 . . . It's located between Rockville and Potomac and cost around \$400,-

SAVE

10% to 25% on your golf course supplies

WE SHIP DIRECT

A complete line of -

LIQUID FERTILIZERS
FUNGICIDES
INSECTICIDES
HERBICIDES
WETTING AGENTS

Suppliers to the golf course trade since 1939.

Write for Catalogue

American Liquid Fertilizer Co., Inc. • Rokeby Chemical Co. Marietta, Ohio • P.O. Box 267 • Phone: FR 3-1394

July, 1961 71



ATTENTION ALL GOLFERS!

The Championship King's and Queen's Courses of

GLENEAGLES HOTEL

Perthshire

offer all that is finest in Scottish Golf.

The hotel's other unique sporting and recreational facilities include a miniature golf course, tennis and squash courts, an indoor swimming pool, a private cinema, and a shopping centre. Dancing.

OPEN EASTER TO THE END OF OCTOBER

Gleneagles Hotel is only 70 minutes by road from the international airport at Prestwick.

Full details may be obtained from the Resident Manager, Gleneagles Hotel, Perthshire, Scotland, or from British & Irish Railways Inc.:

New York: 630 Fifth Avenue. Los Angeles: 510 West Sixth Street. Chicago: 39 South La Salle Street. Toronto: 4 King Street (West)

5TH/492A

000 . . . Otis AFB in Mass. building 9-hole course . . . Quail Hollow CC, 18-hole private course near Charlotte, N. C., opened on June 3 . . . 7,100 yard layout was designed by George Cobb . . . Paradise Valley, also in Charlotte area, to have full length 9 and lighted Par 3 . . . It will be ready in Sept. . . . Pine Lake CC, in same locality, plans to start building first 9 of proposed 18 in near future.

Pinehurst expects to have its fifth 18-hole course completed by this fall . . . Whispering Pines, 18-holes, near Pinehurst, also to be ready in Oct. . . Elkin (N. C.) CC has first 9 of 18 under construction . . . Dunn (N. C.) CC has second 9 in building stage . . . Oak Island Club, near Southport, N. C., now being built . . . Its 18 holes were blueprinted by George Cobb . . . Another course in planning stage in Southport area is Boiling Springs Lake, which will be tied in with a real estate project . . . Wildwood GC in Raleigh has second 9 under construction . . . Gene Hamm, who also has a course going at Fuquay Springs, drew the design . . . Five Par 3s opened or nearing completion in North Carolina in recent months.

Geoffrey Cornish was the architect on several 18-hole courses completed recently in New England . . . They include Pautipaug CC in Norwich, Conn., Spring Valley in Sharon, Mass., Alpine CC in Cranston, R. I. and Nashawtuc CC in Concord-Sudbury, Mass. area . . . Crystal Spring GC in Haverhill, another Cornish opus, is nearing completion of its first 9 with another one to go . . . Four other Cornish designed cours-

es are in the building stage in New England . . . Wonder who helps him carry the money to the bank? . . . Mt. Vernon (Va.) CC opened its 9-h le course early in June and Sam Snead came along a few days later to put on an exhibition.

Hope Meadow CC, new planned 18-hole course for Simsbury, Conn. area, begins membership drive . . . Transferable family memberships available at \$1,000 and non-golfing family memberships at half that figure . . . Existing farm buildings at Riverview CC, Milford, Conn., being converted to clubhouse . . . 18-hole course there now being constructed . . . C. B. Boccardi planning to build 18-hole Prospect (Conn.) CC, starting this fall . . . Al Zikorus of Bethany designed the course and is going to build it . . . Another course that should be under construction in Sept. is Orchard Hill CC, Middlefield, Conn. . . . It's being financed through \$1,500 memberships that will be limited to 300 golfing families . . . Blue Rock Par 3, an elaborate 18-hole layout tied in with real estate project, in planning stage in South Yarmouth, Mass. . . . It will extend to 2,800 yds.

John R. Henry, supt. at Brook Hollow GC, Dallas, Tex., who has been so busy in recent months that he is just now catching up with reading past issues of Golfdom, takes exception to the interpretation of his speech (read by Fred Grau) at the international GCSA convention, held in Toronto, Jan. 29-Feb. 3... In it, Golfdom reported that John referred to "temperamental members" and that supts., being so far

from the center of activity at most clubs, "develop a kind of stepson complex." . . . A close perusal of Henry's speech reveals that he said "members become beligerent toward us and the project we are undertaking (such as aerating) if we don't inform them of what we are going to do.' . . . Reference to the stepson complex was drawn from this passage: "I have heard some supts. say, 'I'm not going to be one of those clubhouse supts. and hob-nob with that bunch. I don't even know half of them'." . . . No attempt was made at the convention to take a word by word account of any speech, and it must be conceded that Golfdom's articles, covering the convention, were written from notes in which some of the interpretations of what was said were a little too general . . . At any rate, we apologize to John.

Robin Dale CC, 9-hole course north of Waldorf, Md., opened . . . R. Cliff McKimmie is pro . . . Sandale G&CC, Pomona, N. J., formerly was Apex CC which was bought as nucleus of Sandale club and resort subdivision of vacation and retirement homes on racially integrated basis . . . Donbar Development Corp., Westbury, L. I., N. Y., Michael Teicholz, pres., which has built several hundred homes on Long Island for Negroes, is building the Sandale project.

Palisades Interstate Park Commission planning 18 for Bear Mountain-Harriman state park . . . Freeport, Tex., now owner of Freeport GC . . . Dow Chemical Co. gave city its half of the investment in the course and club-

house and city paid \$75,000 for Freeport Sulphur Co. half . . . Fees now are paid . . . Course formerly was played free . . .

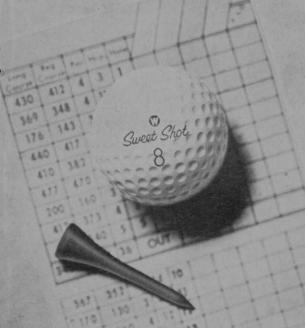
Merrywood CC, Smithtown, N. Y., names its par 3 course the Sarazen course in honor of Gene who is club's consultant . . . Gene urged that the club add a Par 3 to its conventional 18.

Supts. publicity is getting bigger and smarter . . . One of many bright examples is Brownsville (Pa.) Telegraph story on Wilford J. Isiminger, supt., Green County CC, Waynesburg, Pa., and his asst. Fred Tharp "representing the club at the May meeting of the Allegheny GCSA, at the Alcoma CC." . . . The newspaper item told of the soil demonstration by Dr. James E. Eakin of Penn State and other program subjects at the meeting attended by 60 members and guests of "30 leading clubs in western Pennslyvania and northern West Va." . . . This ties together publicity for the clubs and supts. . . . Supts. should ask local newspapermen how to get this sort of publicity which newspapers want to get because it interests the public.

Construction begins on Rolling Hills CC 18 at Wilton, Conn. . . . C. B. Carlson & Sons, New Fairfield, Conn., are contractors . . . Al H. Tull is architect . . . Maryland-National Capital Park and Planning Commission buys 9-hole course at Hillcrest Heights, Md. for \$175,000 . . . The commission already operates a 9-hole course in Montgomery County, Md.

At Burley, Ia., women's play on the municipal

Give your golfers every scoring advantage...



RECOMMEND SWEET SHOTS!

You want to help your golfers lower their scores. We concentrate on helping you do it—by specializing (for 57 years) in building better golf balls. Nothing else.

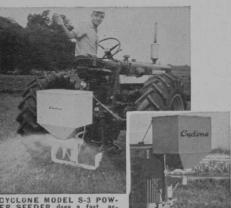
Without resorting to wild claims, trick names or costly testimonials, we'll simply make you this promise about today's new Sweet Shot: no championship golf ball has been built yet that gives you more distance, truer flight and roll, and more durability. (Sweet Shot's new cover with polyurethane finish is virtually indestructible, always stays sparkling white.)

Give your golfers every scoring advantage. Recommend Sweet Shots. Sold exclusively through Golf Professionals.

Wathington GOLF INC. PLYRIA, OHIO

PREMIER NAME IN GOLF BALL DEVELOPMENTS SINCE 1904

Cyclone SPREADERS AND SEEDERS FOR GOLF COURSES



CYCLONE MODEL S-3 POW-ER SEEDER does a fast, accurate job of top dressing granular plant food, sowing grass seed or distributing granular herbicides and insecticides. Heavy duty, flexible drive shaft fits standard power take-offs. Double agitator, easy setting rate gauge and positive shut-off. Spreads up to a 30-foot swath.

ELECTRIC MODEL Moret on front or rear of tractor, truck or jeep; also boats, for spreading water weed control materials. Similar to Model S-3, except powered by a self-contained electric motor.



CYCLONE MODEL 20
HAND SPREADER, For fast, precision spreading of pelleted and granular fertilizers and chemicals; also seed. Spreads a 6- to 8foot swath. Feathered edge prevents streaks. Capacity 3 gals. or approx. 20 bbs. Shield protects operator.



FAMOUS CYCLONE
HAND SEED SOWER.
Accurately and quickly distributes all smooth grass
seed and grain; also pelleted and grainity fettiizer. Exclusive doubleoscillating fe ed. Instant
shut-off. Spreads a 7to Stream



CYCLONE LAWN
SPREADER. Famous for speed, freedom from streaks,
accuracy. Covers a
6- to 8-foot swath.
Ideal for fast,
acurate spreading of
pelleted and granular fertilizer, herbicides, insecticides,
seed, lime, ice melters, etc.

See Your Distributor or Write for Information

THE CYCLONE SEEDER CO., INC.

Urbana 60, Indiana

course has increased 500 per cent in past few years . . . Now about 75 men and 70 women play regularly at the course . . . Course is being enlarged from 9 to 18 . . . Pros and supts. all over the country are commenting on women not being scared away from bad weather play as easily as men are . . . Waterproof golf shoes and rainy weather golf attire now has the girls looking pretty, fresh and cheerful instead of like wet cats.

Highly pleasing increase in sale of women's clubs who were losing lot of business to cutprice stores has been the result of the prosputting more accent on open lines of women's clubs . . . It's delicate — maybe dangerous — to let a woman know she can buy 5 or 6 top quality and properly-fitted irons, and 2 or 3 woods to match, at the pro shop when a 14-club set is the customary first class deal, but in some cases it is the only way that the pro can protect his business and serve his customer.

Flock of new Par 3s opened . . . Among them Black Cayon 9 at Phoenix . . . Lower Huron Metropolitan Park 18, Belleville, Mich. . . .

Amputee Tourney in Spokane

The 13th annual National Amputee Golf Assn. tournament will be played Aug. 10-12 at Manito CC in Spokane, Wash. The Manito course measures 6,400 yds. and par is 36-36—72. The 1944 PGA Championship and 1942 Western Amateur were played here. There are nine courses in the vicinity of Spokane which has a population of 180,000. The city operates three muny courses.

Fillmore, Calif., 9 holes . . . Twin Lakes 9 at North Brandford, Conn. . . . Kalu 9, north of Canfield, O. . . . Highland Links CC opened by owner Jimmy Sadler near Norfolk, Va.; this course is Morris "Speed Links" design.

Par 3s planned or being built at Highland Park, Minn. (St. Paul suburb)... El Rio, Cal., (18)... California City, Calif. (18 lighted)... Bensenville, Ill... South Yarmouth, Mass... At Roney Plaza hotel, Miami Beach, Fla... Eugene, Ore. (9)... Seattle, Wash. (18)... Bridgehampton, N. Y. (9)... Mendota Heights, Minn. (St. Paul suburb) 9 holes for Harold Liefschultz of St. Paul ... Newport Harbor, Calif. (9)... Johnstown, N. Y. (9)... Idaho Falls, Ida... Corpus Christi, Tex. (9)... Pendleton, Ore. (9).

Wayne GC, Inc. to build 18 semi-private at Wayne, Mich. to plans of Bruce Matthews . . . Cortez (Colo.) GC building 9 . . . Fort Sill, Okla., to have additional 9 . . . Charleston (S. C.) Air Force Base building 9 . . . Winged Pheasant GC 9 being built at Farmington, N. Y., by Rocco Furfare, Pumpkin Hook range owner, and James Commisso, pro at Canandaigua (N.

(Continued on page 98)

Get beauty teamed with durability and cleaning ease. That's Magic Fluff. It comes in a rich, oriental color blend to suit any decor. All orders are custom made to fit individual floor areas. Write for a Special Trial Size Magic Fluff Mat Sample . . . 17" x 32" \$5.00 postpaid. SPIKE RESISTANT

It's Perfect For

- · Club Rooms
- · Locker Rooms
- · Club Bars · Pro Shops
- Hallways

 Entrances H. M. WISE DISTRIBUTOR OF QUALITY PRODUCTS AND SERVICE 212 HELEN AVENUE - MANSFIELD, OHIO



Grau's Answers

(Continued from page 44)

ing. If the soil is weedy the greens will be weedy. A good supt. could give you clean greens by building a supply of sterilized topdressing.

Sandy loam is highly desirable for drainage and aeration and to reduce compaction. A clay soil quickly becomes sealed against infiltration

of water and nutrients.

Soil and grass benefit from periodic cultivation. New fresh growth always is more disease resistant than old plants. Machines that remove thatch at the same time they cultivate and aerate very effectively stimulate new fresh growth in the places where the old plants had been. Topdressing fills in all the small depressions, makes the putting surface smoother and

helps the grass to heal more quickly.

The statement, ". . . a test . . . revealed that the pH is too high," cannot be accepted at face value. The actual pH figure should be stated. Many excellent bent greens are in play, growing on soils of pH 8.0 to 8.5. Adequate nutrition with non salt-forming fertilizers will help you grow good grass with soil of high

alkalinity.

Arizona CMAA Aids Turf Research

In the last two years the Arizona Club Managers Assn. has turned over \$4,500 to the Experimental Station of the University of Arizona for turfgrass research. Funds have come from the Arizona chapter's treasury as well as from clubs which have made contributions at the urging of the CMAA. At the Station, researchers are experimenting with 80 varieties of grass grown in various soils and under different weather conditions in an effort to supplement Bermuda that does not hold up throughout the entire year.

Women's Western Amateur

The 61st consecutive amateur tournament of the Women's Western GA will be played July 31-Aug. 5 at the Annandale GC, Pasadena, Calif. The entry deadline is July 24. The field will be limited to 128 players.

BOB DUNNING

BOB DUNNING AND ASSOCIATES CAN FURNISH:

- · Greens With Built-In Savings and Character
- Design of Semi and Automatic Sprinkling Systems
- Mechanical Analysis of Soils for Putting Greens
- Construction With Consideration For the Future

GCSA Conference - TULSA - 1964 ****

1402-12 S. LEWIS TULSA 4, OKLAHOMA BOB DUNNING, INC. Suppliers To Golf Courses

WEbster 6-3660 or 9-3206

July, 1961



A Proven Golf Ball Washer for . .

The

HENRY GOLF BALL WASHER

Used On Leading Golf Courses Throughout The World

You get more ball washer for the money with The Henry. It costs less initially. Course Supts. will find it requires minimum upkeep. Golfers throughout the world have found that The Henry, with its rubber squeegee and gasket, cleans their balls faster and more efficiently.

DEALERS IN ALL PRINCIPAL CITIES

\$14.75

Prices F.O.B. Waukesha, Wis.

A. C. Schendel,
Distributor
Rt. 5 Box 92,
Waukesha, Wis.

Philippine Golf Boom

(Continued from page 40)

The second 36 holes, La Mesa Fairways, is three miles up the road. Much of the course lies off the huge Novaliones Reservoir, from which water will be tapped in large amounts to help keep the Bermuda green and growing. La Mesa will not be quite as elaborate as its Blara counterpart.

Both parcels of land were leased from the Philippine government for 40 years, with a renewable option for the same length of time. Land rental is not a major cost, but ISDC will have its hands full in raising the 3,000,000 pesos (\$1½ million) committed to finishing its elaborate planning.

Santana, himself, is course designer and construction chief. The clubhouse designer is a woman, Mrs. Josefina Sabon Harris. Mrs. Harris seems to have some extraordinary ideas about exterior luxury, but comes up somewhat short on the utilitarian and functional dimensions needed by most American standards. The professional at Capitol Hills will be 28 year old

Augustin Coscolluela, a former P. I. amateur champion, whose last appearance in the U. S. was as a participant in last summer's World Amateur held at the Merion Golf Club in Ardmore, Pa.

Membership price to the 1000 subscribers is 3,000 pesos. Capitol Hills offers a plan that calls for 20 per cent down with the balance of 150 pesos per month if financing is needed. Monthly dues are pegged at 15 pesos.

Philadelphia's Aronimink to be Site of 1962 PGA Championship

The 1962 PGA Championship will be played at Aronimink GC, near Philadelphia. It is scheduled for July 19-22. This will be the second time in four years that the Championship has been played in the Philadelphia area. In 1958 it was staged at Llarnerch CC with Dow Finsterwald winning the laurels.

The 1962 Championship originally was scheduled to be played at Brentwood CC in Los Angeles. However, it was cancelled out when the PGA executive committee became embroiled with the California at-



TROUBLE FREE! RENTAL CART SERVICE

We furnish you all you need on rental share basis. No investment for you! We deliver and service carts regularly and keep them in good repair—FREE. Clubs not held responsible for damages, theft or breakage.

CADDY-ROLL RENTAL SERVICE

Three Rivers, Michigan

Electric Golf Car Sale!

NEW 1961 Worthington Champ Electric Golf Car over several -proven veers.

36 volt extra heavy duty batteries; includes battery charger.

2-Passenger Car with Deluxe Seats and Bag Carrier.

48 cars in inventory. Lease program available.



Reg. Retail Price: \$1088 Special Sale Price -**\$786**

(F.O.B. Racine, Wis.)

write:

Jacobsen Mfg. Company

Consumer Products Dept. 1721 Packard Ave. Racine, Wisconsin

or phone: MElrose 7-6711

torney general in a dispute over the admittance of a Negro player, Charles Sif-ford. Due to the PGA's Caucasian clause, Sifford is not eligible for membership in the organization. As a consequence he would not be eligible to attempt to qualify for the Championship unless the professional organization's membership rules were to be changed between now and next summer. The Caucasian clause violates California law and rather than continue the dispute with the state, the PGA executive committee decided to pull the 1962 tournament out of California.

Late in June the PGA stated that it had not become involved with California's attorney general over the Caucasian clause and that the tournament was withdrawn from Los Angeles for other reasons.

Girl's Junior Deadline

Entry applications for the USGA's Girls Junior Championship must reach the USGA office no later than July 28. The tournament will be played Aug. 14-18 at Broadmoor GC in Seattle. Carol Sorenson, Janesville, Wis., the 1960 champion, will not defend her title because of age restrictions.



GOOD ROADS MACHINERY CORPORATION



Please your golfers Score a handsome profit with

Jaunty, Visored POM-TAMS

the NEW Knit Sports Cap everyone wants

COLORFUL . WASHABLE ONE SIZE FITS ALL

Knitting Works Reliable Milwaukee 5, Wis.

lust Milwaukee Wide Choice of Colors - in finest

KEN Shop Supplies

Help You Give Better Service



PRORYTHMIC

Golf and Tennis Balance

Used by virtually every golf club maker throughout the world for accurately measuring swinging balance and correct weight. Essential in any Pro shop where golf clubs and tennis racquets are sold. Made and sold only by Kenneth Smith.

ALSO: Ellingham Tools, Grip Conditioner, Adhesives, Listing, Buffing and Cleaning Supplies — and all other shop needs. The most complete stock of golf supplies in the golf industry.

Write for handy SHOP SUPPLY LIST



World's Largest Custom Club Maker

DEVELOP accurate, straighter DRIVES



with
America's Finest
GOLF PRACTICE NET
Developed in 1954
INSIDE or OUTSIDE
it's easy to set up.

SHOCK ABSORBENT pad made of U. S. Rubber Co.'s ENSOLITE

\$98.00 F.O.B. factory complete with:

Backdrop8'x9'
Ensolite Pad4'x6'
Side Nets8'x9'

Only \$69.50 F.O.B. without Side Nets
Long-lasting tough expanded cellular plastic pad is sewed
to heavy duck and designed to withstand the terrifle impact
of high velocity drives. Send order, check or Money Order to:

SOUTH BEND PRODUCT SALES

14221/2 Mishawaka Ave., South Bend, Ind.

Classified Ads Buyers' Service P. 93 P. 95

Behind Scenes Maneuvering Causes Much Dissension

(Continued from page 30)

club officials, figured on what it would cost to install an irrigation system on the proposed course.

Fraser says that the figure he gave for building the Par 3, including the watering system, was, if anything, on the conservative side. But officials of the club were aghast when he told them what the total cost would be. They had the impression that the short course could be put in for about half the price he quoted. Leo's wry conclusion: "It's surprising how unrealistic some club officials are when the subject of costs is brought up. I've run into that on more than one occasion." At any rate, the course never was built.

Advice Not Taken

On another occasion, Fraser was visited by the green committee of a club. The group wanted him to look at their course and recommend changes. It was relatively short compared with some layouts.

He looked over the property and told the committee that it has one of the finest courses he ever had seen for an average membership. He recommended no changes.

Fraser says his advice was not taken. The club decided to change two holes. They were made more difficult, but were not nearly as interesting as they had been. They worked a real hardship on the average players who supported the club — at an added cost of \$15,000.

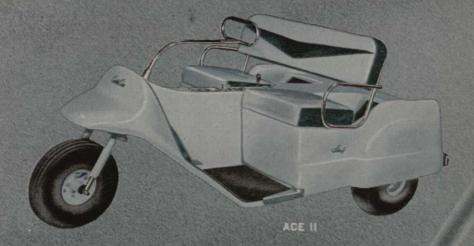
Tough on Average Player

There is a tendency on the part of quite a few clubs to change their courses in an effort to imitate the so-called championship setups. But Fraser does not usually advise such a drastic step because it works a hardship on the average player.

"I do advise occasionally," he says, "that extra tees be installed for championship play but that they be used only as such."

Fraser and Will not only act as consultants to golf and country clubs but design courses. Will is working now on a new 18-hole layout at Millersburg, Pa., and Fraser on a Par 3 course in Absecon, N. J. Fraser also is designing an 18-hole course for a utility company.

The first part of this article appeared in IUNE GOLFDOM, page 25.



what is QUALITY?



PARtner I



PARtner II

Caddy Car quality is top attention to every detail from mechanical excellence to seams in seat cushions.

It is that same insistence on care in every step of construction that brings you the same feeling for Caddy Cars you have for your favorite woods... or irons, Quality is built into every Caddy Car fiber... one more reason why America's New Standard in Golf Cars is...

Caddy Car



*T.M. REG

AMERICA'S NEW STANDARD IN GOLF CARS
Powered Products of Michigan Inc., Rothbury, Michigan
Powered Products of Texas
WHOLLY OWNED SUBSIDIARIES OF WYSOR HEATER COMPANY, CADILLAC, MICHIGAN



PUNCH-LOK HOSE CLAMPS

Punch-Lok Hose Clamps leave a smooth, absolutely leakproof connection. Easy to put on. Last the life of the hose. Write for literature and nearest distributor.

No Snag! No Leak!



Dept. R, 321 N. Justine St., Chicago 7, III.



Make Them Think of You

(Continued from page 34)

tion that this is the place to cultivate customers. "I can truthfully say," Hamrich observes, "that I have sold a good deal more on the outside than I have on the inside." His teaching activity includes numerous clinics and free group sessions for kids, 10 and under (in May), 11 to 15-year olds (12 hours in both June and July) and regular group lessons for women early in the season. Out of these come a summer that is heavily scheduled with paid lesson giving. Bob's fee for six one-half hour lessons is \$23, with this charge including range balls.

Member's Endorsement Important

Asked whether a pro is in position to advertise to any great extent inside or outside the shop, or push sales in what might amount to a pressure play, Hamrich has this to say: "I never have been too strong on subjecting members to pressure selling because of the limitations imposed on the pro. I feel that your energies have to be directed toward winning as many friends as you can among the membership. Time and again, I have seen how the members have helped to make a success of my pro operation. There is nothing in this business that carries the strong recommendation that a member's endorsement does."

Hamrich, incidentally, has a note of commendation for the club mgr. at Champaign, John Chalet. "You would think," says Bob, with a grin, "that John had a stockholder's interest in our place of business. He never misses a chance to put in a plug for us. Coming as it does from the front office, I'm sure that it carries a lot of

weight with our players."

It's thus apparent that Bob Hamrich has strong forces working for him from both sides of the fence at Champaign CC. That is a pretty good indication of how thoroughly he has everyone believing that he is Mr. Golf.

USGA Green Section Fees

Annual fees for the visiting service of the USGA green section are: Less than 18 holes, \$100; 18 to 27 holes, \$125; 36 holes, \$150; per regulation course in addition to 36 holes, \$40 extra. Fees include traveling expenses of the visiting agronomist for one regularly scheduled visit and one other visit if requested.