



Clubs Take A Close Look at Golf Car Income

For the second time in two years the Chicago District Golf Assn. gave the golf car situation a thorough airing when it summoned representatives of its member clubs to a meeting at Riverside CC, near Chicago, late in January. Although the temperature barely struggled above the zero mark on the day of the meeting, nearly 200 persons representing more than 50 clubs, came to discuss all phases of what still is considered in some quarters as the game's big problem child. Everything from potential and actual damage to turf due to the use of cars to

the income that is derived from their operation was covered in a four-hour session that was devoted to seven main discussion points.

Andrew W. Gatenbey, CDGA pres., Charles N. Eckstein, the Association's tireless troubleshooter, and H. O. Hipwell, pres. of Riverside, were hosts to the delegation that included many green chmn., along with supts., pros, agronomists and representatives of car manufacturers.

Persons who attended both the 1959 and 1961 meetings came away from the Riverside conference with the general im-

Second Chicago District Conference Shows That Opposition to Cars Has Diminished But Some Problems Remain to be Ironed Out

pression that these developments have taken place in the last two years: opposition to cars on courses has greatly diminished; their novelty has worn off to the extent that hot-rodding no longer is much of a problem, but drivers still have to be educated to stay out of restricted areas such as around greens and tees; authority to bar use of cars because of poor weather conditions still hasn't been firmly vested in any individual or committee; much study remains to be made as to the precise cost of storing and servicing cars, and in determining what portion of car income should be allotted to repairing the turf wear caused by vehicles; and regardless of whether clubs want or don't want cars on their courses, they can't overlook their income potential.

The latter point, incidentally, was the first one discussed at the Riverside meeting. The celebrated 1960 experience of Tam O'Shanter CC, Niles, Ill., in requiring all players to use cars was described by Art Sweet. He didn't have to put too much emphasis on the fact that \$137,000 was grossed by George S. May's club from 122 vehicles operated on a lease basis. Everyone caught the former figure. Sweet didn't go into details as to what it cost Tam to build its 12,500 sq. ft. garage or install the blacktop paths that border the fairways. Tam employs three men to rake traps to keep course traffic moving, has two others working on the car ferrying detail and one man is in charge of battery charging. The club plans to make additions to its fleet this year and expects to gross \$175,000.

Some Costs Overlooked

Reports on car operation also were heard from several other clubs. Edgewater CC, which had 55 member-owned and 10 club-owned vehicles in 1960, grossed about \$2,300. Twin Orchards, with 45 leased cars roaming its fairways last year, netted about \$6,500. It has a loose medical restriction and those who have doctors' certificates must renew them annually. Fifty per cent of Twin Orchard's \$8.40 fee goes to the lessor, the club takes \$2.15, the professional, \$1.85, and the caddiemaster \$.40, Green Acres' joint operation of 25 private and 20 leased cars netted it nearly \$5,300 in 1960, but cost

of electricity wasn't deducted and no provision was made for repairing any turf damage. Green Acres charges members \$20 monthly during the playing season to maintain and garage their privately owned cars. The employee who handled servicing and maintenance of the vehicles was paid \$450 a month and given two meals daily.

In regard to the hiring of a service man to handle the cars, the various clubs mentioned above suggested, and manufacturers re-emphasized, that a minimum of \$400 monthly should be paid to the person in charge of the garage. If the salary is much less than this, it was pointed out that the overall car operation probably will suffer.

It was conceded that the storage of \$20 monthly made by Green Acres was arbitrary and not based on any cost figure. Also, its 25 cent levy for charging batteries was admitted to be taken out of the air. Some clubs that have made a general if not thorough study of electrical rates figure that it costs from 12 to 18 cents to charge a battery. James Lawrence, who gave the report on the Green Acres operation, stated that it was his club's experience that cars of different makes are more costly to maintain and it may be to a club's advantage to lease or buy its vehicles from only one manufacturer.

Club Within Club

One interesting sidelight of the clubs' experiences with golf cars was a description of the operation at Lake Shore CC. Here, cars are privately owned by persons 60 years of age or older or by players who have medical certificates. Car owners have "a club within the club" with their own committee, rules, etc. These members have paid for their garages, charging equipment, roads and other necessary extras, pay a prorated annual charge for estimated damage to turf, and each carries a \$100,000 liability policy. When a new member joins the club he pays an initial fee based on what it has taken to capitalize the golf car setup.

Turf specialists who spoke on the car situation included three supts., Al Johnson of Park Ridge, Ted Woehrl of Beverly and Bob Williams of Bob O'Link and
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THE TORONTO CONVENTION

***Record (Paid) Crowd at GCSA Canadian Conference;
Speakers Put at Disadvantage by Unrelenting Schedule;
East-West Spell-Down Is a Bright Interlude***

WHAT was not necessarily the highlight, but was a refreshing interlude in the GCSA's 32nd international turf show held in Toronto, Jan. 29-Feb. 3, was a team match spell-down pitting the East against the West. It came on the last day of a four-day education program, hardly in time to break into the long succession of speakers who constantly occupied the rostrum from Monday morning through Thursday afternoon, but it did emphasize one important point: GCSA education programs would be infinitely improved and supts. probably would get a great deal more out of them if the steady diet of speeches were tempered with occasional

changes of pace such as offered by spell-downs, skits, and open forum sessions.

This might imply that the quality of the speaking wasn't up to the standards expected in an international convention. Nothing is farther from the truth. The Toronto speeches were just as carefully prepared and delivered as smoothly as any ever heard at any GCSA conference. The trouble was, as has happened so often in the past, the speakers were victimized by the program scheduling. Had spell-downs and similar divertissements been sprinkled through the speechmaking, the best attended education sessions in GCSA convention history would have been a great deal less wearing.

Registration Tops 1,600

If there were any misgivings about moving the convention site into the Canadian clime in the wintertime, they were dispell-

In photo, Paul Weiss (center) moderates spell-down. East team huddles at right and winning West squad sits, ready to pounce on the next question.

ed when the house was counted. More than 1,600 persons registered for the Toronto conference. This included 1,133 paid registrations, a record. More than 250 wives accompanied their husbands to the meeting and around 175 green chmn. checked in. One supt. came from as far away as Hawaii to attend the conference.

Total registration at the Chicago convention in 1959 was 1,720 and last year, when the proceedings were held in Houston, about 1,500 persons were on hand. Chicago's claim to an overall attendance record mark is disallowed, however, on the basis of paid registrations. There were only 750 paying guests at the 1959 meeting, or about 60 per cent of the number at Toronto. At Houston, there were 1,000 paid registrations.

The Complete Hotel

The spacious Royal York Hotel proved to be an excellent headquarters for a convention as large as the one staged by the GCSA. There were ample facilities for the many exhibits, the huge hall in which the education programs were held has a seating capacity of at least 1,200, and the hotel's wining and dining accommodations were such that many of the conventioners didn't leave the building during the five or six days they were in Toronto. The local weatherman was quite cooperative, serving up only one day in which the temperature dropped to around the zero mark.

This was the second time that the GCSA had visited Toronto for its annual meeting. The other one was held there in 1935.

West Beats East

In that East-West competition, a team representing the latter section of the country gave its colleagues from the eastern part of the country a thorough beating. The contest was conducted in the form of a spell-down or quiz-down that covered technical and general questions relating to turf as well as the game of golf. (Sample questions will be found on page 118.)

Each squad was composed of 10 men with Kay Oviau captaining the East, and Zeke Avila, the West. Alternate questions were asked of each team which went into a huddle and decided on its answers. Thus, no individual was eliminated. When a question was missed, a figure representing one or the other teams was erased from a blackboard tended by Ted Woehrle. Paul E. Weiss of Lehigh CC, Emmaus, Pa., who appeared to be baffled by many of the questions, and who stood in great awe of the erudition shown by



Ontario premier, Leslie Frost, acknowledges audience's applause and shakes hands with David S. Moote, pres. of Ontario GCSA.

the contestants, was the quizmaster.

The West won the contest, suffering the elimination of only two figures as compared to six for the losers. John Wysocki of Santa Barbara, Calif., appeared to be the triple-threat man among the Westerners when it came to providing answers. There seemed to be no standout for the East.

First Session

Canada's Problems Much Like Ours

The following made up the speakers' roster for the first session, held on Monday morning: David S. Moote, pres. of the Ontario GCSA, host to the convention; James E. Thomas, pres. of the GCSA; Mayor Nathan Phillips of Toronto; Leslie M. Frost, prime minister of Ontario; Roy W. Nelson, supt. of Ravisloe CC, Home-



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Most of the conference exhibits were located in the Canadian Room of the Royal York. Majority of the manufacturers who displayed their products were very happy with the number of inquiries received.

wood, Ill.; Ralph Goodwin-Wilson of Ontario Agriculture College; and John Fisher of the Canadian Tourist Bureau. Tom Leonard, River Oaks CC, Houston, Tex., was moderator.

Remarks made by Moote, Thomas, Mayor Phillips and Prime Minister Frost were in the form of welcoming statements. Mayor Phillips presented the keys of the city to Jim Thomas, but unlike the mayor of Houston at the 1960 convention, didn't offer to fix any parking tickets. His remarks dwelled mainly on the cosmopolitan nature of Toronto, where 20 different languages are spoken, and the phenomenal growth the city has undergone in the postwar era.

Because of this and the growth of other Dominion population centers, Prime Minister Frost later told the audience that many Canadian cities are faced with the same problem as those in U. S. in keeping recreational green belts open within the cities. Alluding to the lately strained relations between the U. S. and Canada because of economic matters, the prime minister stated that he thought they had been blown up beyond all proportion to their seriousness, and there will never come a time when a really deep-rooted cleavage will develop between the two countries.

Explains Program

Roy Nelson, chmn. of the GCSA education committee, told how five sectional GCSA committees had gone about setting up the convention program. Each queried

its members as to what subjects they thought should be discussed, submitted drafts of their findings to the national committee, and finally, passed on the program agenda. It was agreed, Nelson explained, that research, practical experience and self improvement should be the themes upon which all discussions at the convention should be based.

The development of various agencies to further turf work in Canada were described by Ralph Goodwin-Wilson who emphasized that the Dominion has made great strides in carrying on research and in training agronomists and specialists on grasses in the last decade. Much of this emphasis has been dictated by the rapid growth in the country's golf courses which now number about 675.

Several Turf Activities

"A great deal of experimental turf work is being carried on by our extension stations, notably the one located in Ottawa," Goodwin-Wilson said. "The Royal Canadian Golf Assn., which long has had a hand in our research, is stepping up its interest in this direction. At Guelph, we have set up a 3-year correspondence school plan to train supts. who are sorely needed throughout the Dominion. And," added Goodwin-Wilson, "right now we are forming a national turf council in order to set up standards and specifications as a guide for course architects and the landscape people."

The Canadian agronomist went on to



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If wives went to Toronto with expectation of resting, they were in for a surprise. There were all kinds of extracurricular activity planned for them. These included teas, parties, the annual banquet, shopping tours, cocktail hours, a tour of the city and a visit to the famed Casa Loma castle which many women considered the highlight of their stay in Toronto. The above photos were taken as the women prepared to see the city's sights.

explain that Canadian turf problems are very much like those encountered in the northeastern part of U. S., and that most research work is concentrated in developing even further the winter hardiness of bents, fescues and bluegrasses.

The final speaker on the Monday morning roster was John Fisher, lawyer, newspaperman, Canadian Tourist dept. rep., and the kind of an orator who probably could have talked right through the lunch interval without alienating anyone in the audience.

The dynamic Fisher made these points:

More than 50,000,000 Canadian and U. S. citizens crisscross the border every year, so the traveling urge is going to prevent relations between the two countries from ever becoming seriously strained;

Canadians spend 10 times as much per capita in U. S. as our citizens spend in Canada;

The recent dividend tax that Canada levied on funds going to the U. S. wasn't

an unfriendly act; the Dominion had to take desperate measures to stop the flow of money out of the country;

Canadian mounties never sing 'Rose Marie' and you'll never see one on a horse. But keep your eye on the squad cars!

Second Session

Emphasis Is on Self Expression

"Selling Yourself" was the theme of the Monday afternoon program. Fred V. Grau of Hercules Powder Co., was the moderator. The speakers lineup included Bob Williams, Bob O'Link CC, Highland Park, Ill.; Bob Shields, Woodmont CC, Rockville, Md.; Fred N. Lightfoot, Dale Car-



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Lunch for fathers and sons and sons-in-law, that was enlarged to include brothers who work as supts., was held for the fourth year by *Golfdom*. These photos were taken in the Manitoba Room where about 60 persons were guests of Joe and Herb Graffis, publisher and editor of the magazine.

negie Inst. of Toronto; R. N. Elliott-Bateman, Toastmasters Int., Toronto; Elmer G. Border, Fersolin Corp., San Francisco; and James W. Brandt, Danville (Ill.) CC. A paper prepared by John R. Henry, Brook Hollow GC, Dallas, was read by Grau.

This session could be described as the inspiration interlude, taking its cue from the fact that a Dale Carnegie representative was among those who spoke.

Bob Williams, who has had the good sense in the 20 years he has been a supt. to mix the Carnegie philosophy with the technical information he absorbed in Prof. Dickinson's seminars at the U. of Massachusetts, outlined five criteria by which a greenmaster should weigh his success, or lack of it, in his job. They cover self discipline, management ability, attitude, relationship with people and technical knowledge.

Williams enlarged on these points by stating that a supt. lives up to his trust by giving his club an honest day's work, declining to take any kickbacks, and running the course, and handling the paperwork involved in its operation, with the

same dedication he would have if he personally owned the course.

Artistic Satisfaction

Williams declared that a supt. is in position to derive more artistic satisfaction from his handiwork than persons in almost any other occupation. As for relationship with people, he advised supts. against becoming involved in feuds with either members or the employees under him, and said that making concessions to both is not necessarily an indication of weakness. Speaking of the technical aspects of the supt's job, the Bob O'Link greenmaster said that too much emphasis probably has been put on the growing of turf alone. He thinks that both the clubs and supts. would profit if the latter were to school themselves to become as proficient in the art of business management as they are in turf maintenance.

Bob Shields, the Woodmont supt. and onetime paratrooper, agreed with Williams on the latter point. He feels that his fellow tradesmen are a little too reluctant in letting members know what is going on in the maintenance dept, and suggested that they put more effort into publicizing the work they do. "Club publications, bul-