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At the annual sales meeting of Ernie Sabayrac, Inc., Hialeah, Fla., held in Ft. Worth in August were: Front row (l to r): Allan Campbell, John Burt, Lyne Price, Ham Carothers, Ernie Sabayrac, Tom Martin, Max Baker, Don Moody, Bill Dettling. Second row: Owen Chapman, Joe Sullivan, Art Yann, Bob Bonamy, Jack Owens, John Hainje, Harold Stewart, Archie Lee. Third row: Ted Cassidy, Morgan Barofsky, Jack Carnahan, Joe Aubuchon, Bud Werring, Bill Foos, Les De Fino and Harry Harrington.

Sabayrac Sales Meeting



First Flight Sales Increase But Profits Dwindle

In the first six months of 1961, First Flight Co., Chattanooga, Tenn., increased its sales by approximately 30 per cent over the similar 1960 period, but net earnings after taxes were about 30 per cent lower than last year. Substantial increases in sales and advertising expenses of the growing company resulted in the dip in earnings. In introducing its 1962 lines, First Flight added the "Gary Player International" line along with a popular-priced line, the "Doug Sanders". Early demand for the Player and Sanders clubs and a cutback in First Flight's

Hole-in-One promotion expense should result in a substantial profit increase in the second half of the year, according to company officials.

Baldock Describes Services

A booklet recently published by Bob Baldock, Fresno, Calif., course architect, gives numerous reasons why persons planning country clubs or homesite and course developments are wise to hire an architect to design their courses. In addition to describing his services, Baldock lists many of the more than 100 courses he has designed in the United States and in the Philippines.

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**Ten Models in Victor's 1962
Series 3000 Golf Car Line**

Electri-Car Div. of Victor Adding Machine Co., 3900 N. Rockwell st., Chicago 18, is offering 10 different models in its 1962 line of



Series 3000 golf cars. Fourteen new or improved features are being incorporated in the Series 3000 including a variety of tire options, new acceleration systems, spring systems that adjust to the weight of the riders and a new 2 hp electric motor of greater power and endurance. The 10 models are being offered to cover varied turf and terrain conditions that may be encoun-

tered in different parts of the country. The new models were shown in August to Victor sales personnel. At this time it was announced that the company is expanding its golf car program to quadruple the present number of dealers handling Victor cars.

**Three Arcs Covered By
New Aqua-Dial Sprinklers**

A new line of rotary sprinklers for courses and other large turf areas has been introduced

by Aqua - Dial, PO Box 1325, Newport Beach, Calif. In the photo is Model 13, a gear driven sprinkler with three-sweep nozzle that is said to give evenly controlled outer, medium and inner sweep-water coverage. It is permanently lubricated, made of non-corrosive materials and, installed in the turf, its nozzle pops up when the water cycle begins. Aqua-Dial also has cam-driven nozzles and a wide variety of nozzle sizes and part circle arcs.



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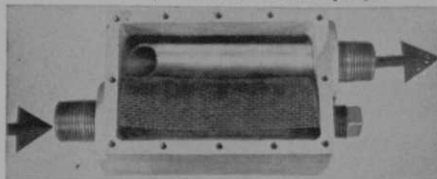
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Hinson Doesn't Neglect Men or Women in 1962 Bag Line

A new type of military styling for men's bags, and a full line of women's bags, designed by women, features the 1962 line of Hinson



Model 7994

The Princess

The Masters

Mfg. Co., Waterloo, Ia., offered for exclusive pro shop sale. Men's bags are available in seven Customcolors and there is a choice of eight colors in women's bags. Three women's styles are trimmed in brilliant black patent leather and three others in leather that matches the body color. They come in beige, moss green and royal blue, woven wicker, and white vinyl. All women's bags have either a newly styled vanity pocket on the side or a vanity pocket built into the full-length clothing pocket, plus large zippered ball pockets. In the men's line,

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solid brass hardware is said to give luxury tone to the top-price bags. Stowaway umbrella sleeves are built into the inside of six bags and this year, Hinson is offering the patented 14-club Uni-Vider in two men's styles. Tri-Viders are optional on five of each of the men's and women's models and a new 4-section Link Divider is built into the higher priced men's bags.

Broyhill Builds Sprayer for Hand or Vehicular Use

The Broyhill Co., Dakota City, Neb., has developed a high and low pressure portable sprayer that can be used for either hand or ve-



hicular application. Golf courses, municipalities, etc. have found it particularly useful for application of chemicals and it can be used for turf as well as trees and shrubbery. The Broyhill unit can be easily attached to any standard 3-point hitch. Its mechanical agitator assures complete mixing of powders or liquids.

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1483 Stratford Ave., Stratford 12, Conn.

**New Roseman Unit Said To Make
Nighttime Mowing Easy**

Roseman Mower Corp., Evanston, Ill., claims to be the first to successfully introduce nighttime mowing. Development of the Mark



IV roller drive mower equipped with a Hi-Speed reel has made this possible, according to company officials. The reel gives a closer clip, eliminates ribbed effect, cuts clippings in much shorter lengths and gives uniform dispersment on fairways through a new combination scraper-grass deflector. This makes it possible to mow at night or any other time regardless of moisture conditions.

Bob Eaton's 1962 Preview

In a "Confidential Report to the Pro", Bob Eaton of Charles A. Eaton Co., Brockton, Mass., gives a roundup of latest golf business statistics and some shoe selling suggestions for the spring of 1962. Included are pen and ink previews of some of the fashions to come in Etonic golf and street shoes and Van Heusen shirts, sweaters and jackets.

Gage Aids In Club Fitting

Greenbrier Golf Co., Inc., White Sulphur Springs, W. Va., has a new, moderate-priced gage for measuring loft, lie, hand height variation and other factors in fitting clubs. The device and its use is described in an interesting illustrated booklet prepared by Valentine V. De Olloqui, Jr. of the company which makes the club alignment and adjustment equipment. Professionals who have been using the gage say they believe it will prove to be a decided help in the fitting of clubs to buyers.

There has been no changes in price, freight rates, etc., in the Ardco Roto-Werl spreader, now manufactured and distributed by Ardco, West Point, Pa. Tony Mascaro of Ardco designed the unit.

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Rates: Minimum insertion \$4.00 for 20 words; additional words 20¢ each. Bold face type, 25¢ per word. Classified cols. reserved for help or services wanted and for sale of used equipment. **NO CLASSIFIED ADS ACCEPTED AFTER THE 25th OF MONTH PRECEDING DATE OF ISSUE. UNDER NO CIRCUMSTANCES ARE WE PERMITTED TO DIVULGE THE NAME AND ADDRESS OF THOSE PLACING THE BLIND ADVERTISEMENTS. Response to all box number ads should be addressed to the box number, mail to GOLFDOM, 407 S. Dearborn, Chicago 5. Replies are promptly forwarded to advertisers.**

JOBS WANTED

POSITION WANTED

With 9 hole club that is expanding to 18 holes. I will supervise construction of your new 9 holes and be Pro or Pro-Supt. at same time. My experience includes 20 years as Pro in one city and 8 years with leading golf course architect. I have supervised construction of courses in 3 countries.

Address Ad 1001 c/o Golfdom

CLASS "A" PGA MEMBER WITH TEN YEARS EXPERIENCE AS EXCELLENT TEACHER AND PLAYER DESIRES CHANGE FOR 1962 SEASON. ADDRESS AD 1002 c/o GOLFDOM

Class A PGA Professional would like to hear from 9 or 18 hole club seeking experienced Pro—42 years old—Married, 3 children—good credit. No drinking habits. Fine teacher. Interested in building membership. Some greens experience. Address Ad 1003 c/o Golfdom

Superintendent — Experienced and capable in all phases of maintenance or construction. Available now or for coming season. Address Ad 1004 c/o Golfdom

GOLF PRO — CLUB MANAGER—Class "A" member PGA — 39 years old — 15 years head Pro. excellent teacher — good player. Presently employed as Professional and Club Manager at Long Island Club. Available winter season. Address Ad 1005 c/o Golfdom

PROFESSIONAL: WANT 4-MONTH JOB in Northern United States or Canadian resort area for 1962. Have 18 first-class electric golf carts. Head professional at large Midwest Country Club. Class A PGA member with top references and performance record. College graduate, married, no children. Address Ad 1006 c/o Golfdom

Professional, age 36, ten years experience in private, resort and municipal clubs. A-1 credit rating. Desire job as club professional. Available for interview Oct. 1st. Address Ad 1007 c/o Golfdom

Golf Course Superintendent desires change. Well qualified in all phases of course maintenance, repair, rebuilding. Married, good habits, 21 years at present course. 48 years old, good references. Address Ad 1008 c/o Golfdom

Professional — Age 50, Class A PGA member, 30 years active experience, excellent instructor and player, good habits and character, fine personality and ability to get along with people—fine references. All replies answered. Address Ad 1017 c/o Golfdom

Greenkeeper-Supt. with 20 yrs. experience in Southern Illinois and good record, desires course north of St. Louis-Evansville line. Age 62. Good health. Temperate in all things. Dewey P. Beal, 1216 S. Poplar St., Centralia, Ill.

AVAILABLE: 20 yr. Class "A" PGA Golf Professional — Course Architect — Supt. — "Efficiency Expert" — Quality promotional operator — "Man & Wife Team." Stimulate & develop VOLUME thru-out. Apt. 1, 1509 W. Henderson, Chicago 13. Phone DL-8-3728.

FOR WINTER POSITION IN SOUTH—PRO OR GREENKEEPER OR COMBINATION OR ASSISTANT. MATURE — COMPETENT. ADDRESS AD 1018 c/o GOLFDOM

Class A PGA Pro — Excellent teacher — good player — 45 years old — 20 years experience — South Florida preferred. Available Nov. 15 to April 1. Would consider permanent position that area. Address Ad 1019 c/o Golfdom

LABOR COSTS HIGH? Hard-working maintenance Foreman seeks employment for Winter season, Southwest preferred. A PUSHER! Address Ad 1020 c/o Golfdom

Greens Supt. with construction experience, fully qualified in all phases of golf course maintenance, desires club connection. Expert in all grasses, fertilizers, equipment and fungicidal diseases. Good supervisor of help. Highly recommended. GCSA Member. Married, no children. Florida preferred. Available now. Write: P. O. Box 114, Orange Park, Florida.

Assistant Pro at large northern resort club desires position. 3 years experience. Excellent references. Available immediately. Age 25; single. Will relocate. All inquiries answered. Address Ad 1021 c/o Golfdom

GOLF PROFESSIONAL — EXCELLENT BACK-GROUND — DESIRES CHANGE IMMEDIATELY BECAUSE OF FLOOD OF OWN INSTALLATION. SPECIALIZING IN TEACHING. WILL RELOCATE ANYWHERE IN THE SOUTH. AVAILABLE FOR INTERVIEW NOW. PREFER SMALL CLUB. WIFE CAN ASSIST IF DESIRED. ADDRESS AD 1022 c/o GOLFDOM

Wanted — position as Pro or Pro-Greenkeeper. 34 years in present job. Wish to make change. Non-drinker, A-1 credit rating. PGA member. First class references. Address Ad 1023 c/o Golfdom

CLUB MANAGER — age 48 — college graduate — 16 years experience in restaurant management — 8 years in country club — excellent references if necessary. Address Ad 1024 c/o Golfdom

Successful Greenkeeper wants change. Acquainted with Michigan conditions. Age 50, family man, honest and reliable. Wide experience besides as farmer and machine shop worker. Address Ad 1025 c/o Golfdom

GOLF PROFESSIONAL — 25 YEARS EXPERIENCE IN ALL PHASES — WILL ACCEPT MODERATE SIZE CLUB THAT NEEDS BUILDING UP AND MAINTAINED BY GOOD RELIABLE AGGRESSIVE MANAGEMENT — JUNIOR GOLF AND CLUB REPAIR A SPECIALTY — NO JOB TOO HARD — HIGHEST REFERENCES — LOCATE ANYWHERE — AVAILABLE IMMEDIATELY OR LATER DATE — SALARY OPEN. ADDRESS AD 1026 c/o GOLFDOM

AVAILABLE — GOLF PROFESSIONAL — 48 — SETTLED AND DEPENDABLE. ACCEPT TEACHING AT DRIVING RANGE OR ASSISTANT JOB. REMUNERATION SECONDARY. ADDRESS AD 1027 c/o GOLFDOM

Pro — 20 years experience. One of Midwest's finest teachers. Can conduct golf clinics. Honest, sober, conscientious. Married. Midwest location preferred. Best references. Address Ad 1029 c/o Golfdom

Professional widely and favorably known for developing golf interest, club spirit and business and playing ability wants new location. Excellent performance record at private clubs, industrial clubs and resorts. Highest character and pleasant, cooperative personality. Highly regarded by pros and club officials as teacher and businessman. Address Ad 1030 c/o Golfdom

Asst. Pro — desires position with active club. 6 years experience. Age 30; married; business degree; good organizer and instructor. References. Address Ad 1031 c/o Golfdom

Grounds Superintendent; Greens expert. Thoroughly experienced in fertilizers, insecticides, weed control, fungicidal disease, etc. Full knowledge of bents and fairway grasses. Experienced Supervisor of men and equipment. Will locate anywhere. Address Ad 1032 c/o Golfdom

MANUFACTURER'S REPRESENTATIVE — State of Florida. Aggressive YEAR ROUND RESIDENT calling on pro shops—needs additional lines. Address Ad 1033 c/o Golfdom

Superintendent — 17 years golf course experience, last 7 years as head Supt., Class "A" GCSA member, desires change. Warm and cool season turf experience. Will serve as combination Pro-Supt. or Supt. California or Southwest preferred. Available immediately. Address Ad 1034 c/o Golfdom

AM MANAGER OF SMALL GOLF CLUB. DESIRE EMPLOYMENT, NOVEMBER THROUGH MARCH. CONCESSIONS/OFFICE/PRO SHOP. ADDRESS AD 1035 c/o GOLFDOM

Superintendent — Age 33, married, 3 children, Turf School grad. 18 years experience, superintendent the past five years. Desire private 18 hole or 9, around N. Y., N. J., Conn., or Penn. Address Ad 1038 c/o Golfdom

Job wanted — Par 3 or Midget golf course for 1962 season. Neat work — plenty of experience. Available Dec. 1, 1961. Address Ad 1039 c/o Golfdom

JOBS OPEN

Applications are now being accepted for an "A" PGA golf professional. This is a middle Atlantic States Municipal golf club with about 50,000 plays per year. State age and experience. Year around employment. Teaching concession, club cleaning, sales and salary included. This position will begin January 1, 1962. Address Ad 1009 c/o Golfdom

Wanted: Greenkeeper or Pro-Greenkeeper, two year old 9 hole course, Middle Atlantic State. Private 350 member club. References. Address Ad 1010 c/o Golfdom

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SALES REPRESENTATIVES — All territories. For immediate delivery. For a new Dunner water repellent windbreaker with patented active swing—for men and ladies. Popular priced. Experienced salesmen with pro shop following. 10% commission. Kindly state your territory. Dunner of New York, 137 Fifth Ave., NYC.

CALI-FAME CAP LINE AVAILABLE IN SOME AREAS. CALI-FAME of Los Angeles, the undisputed leader in golf caps for pro shops for many years, desires representation in the following states: Mich., Ind., Ill., Ohio, Iowa, Mo., Kan., Nebr., Dakotas, Minn., Wisc., Wash., Ore., Mont., Ida, Utah, Colo., Nev., N. Mex., Wyo.—Small—compact line. High earning potential. Write full details, other lines carried, etc. CALI-FAME OF LOS ANGELES, 239 S. Los Angeles, St., Los Angeles 12, Calif.

Owner and operator of successful 17-unit motel, dining room, coffee shop, swimming pool and service station — \$200,000 investment — wants pro with personality, ability and energy to build and operate 9-hole Par 3 course as part of the project. Pro must have \$3,000-\$5,000 to invest as evidence of business interest and capacity. For details write or telephone: D. M. Bartholow (CH 6-3555) Spencer, South Dakota.

WANTED — year around Pro for 9 hole public daily fee Golf Course and Par 3 Golf Course. Skypark Golf Course, Florence, Ala.

Wanted: Young Associate Pro for winter season. Must love to teach golf. Must be single. Send experience & references. Floyd March, Sherwood Park Golf Club, West Atlantic Ave., Delray Beach, Fla.

Couple to manage bar and dining room May through October. Send references and salary desired to: Scenic Golf and Country Club, Pigeon, Michigan.

HOSTESS-CATERER wanted for country club of 375 members. Caucasian lady or man will have well-paying, pleasant work. Present worker retiring. Write Box 448, Greenwood, Mass.

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wanted to sell to golf pro shops, tennis clubs, bowling alleys, a high-quality line of elastic wristlets, anklets, arm restrictors, supporter shorts, athletic supporters, etc. Protected territories. Address Ad 1036 c/o Golfdom

(Continued on next page)

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New short nine hole golf course, on twenty acres, Pars Three and Four. Fully equipped for complete operations. Owners Home, located in Central California. Must sell. Contact owners c/o Ad 1015 Golfdom

For Sale: 18 hole golf course with beautiful clubhouse, including 3 bars and swimming pool. Home included. Terms. Address Ad 1016 c/o Golfdom

Used but good hand greens mowers, power pulled sod strippers, surplus supplies, mower repair parts, at discount prices. S. E. S. Box 2, Wayne, New Jersey.

WILL BUY, OR LEASE-OPTION, 9 HOLE GOLF COURSE, PAR 3 OR DRIVING RANGE. ADDRESS AD 1028 c/o GOLFDOM

For Sale: 200 acres on shore of Lake Michigan for Golf Course and Marina. Located halfway between Milwaukee and Racine. 2800 ft. lake front. Write: Geraghty, 404 No. 50th, Milwaukee 8, Wis.

FOR LEASE — 21 GAS CARTS A-1 CONDITION, FROM NOVEMBER 1ST TO MARCH 31ST. REASONABLE — WILL SHIP. PREFER CLUB THAT WILL USE ALL. ADDRESS AD 1037 c/o GOLFDOM

FOR SALE — 31 1960 CUSHMAN 36 VOLT ELECTRIC GOLF CARTS used only two Summers. Price \$375.00 FOB Springfield, Illinois. Drake-Scruggs Equipment Company, 600 S. 31st Street, Springfield, Illinois, Phone 528-2536.

ATTENTION FLORIDA GOLF COURE OPERATORS. Do you have need for additional Golf Carts during November thru March? We have 40 carts we would like to lease for these months. If interested write or wire and representative will contact you relative to terms. Drake-Scruggs Equipment Company, 600 S. 31st Street, Springfield, Illinois. Phone 528-2536.

3¢ Trophy Engraving. 1-day service. 24 years same shop. Free information & shipping labels. LEE, 106 E. Market, Lima, Ohio.

For Sale: 9 hole golf course on 89 acres, with 1/3 mile of frontage on U.S. highway, clubhouse, bar, kitchen, living quarters, open to the public. Bar is 9-month operation. Just right for partnership. Potential is tremendous, as U.S. Freeways meet less than two miles from location. Must be qualified. Will handle paper. Address Ad 1040 c/o Golfdom

Golf Record

7 days to Better Golf. Long play record, two sides. Distributed by Eddie Mays and Bobby Grayson, Inc., 4412 S. W. Corbett, Portland, Ore. Price \$7.95.

This training in "controlled relaxation" is intended to supplement pro instruction to golfers who often are so tense and stiff that they are hopeless. It is as difficult to learn to relax as it is when the doctor tells you to quit worrying when he sends you a hell of a bill. On the sides of this record a fellow with a gentle, almost hypnotic, voice gives you directions on how to unknit your nerves and get them in tone to subconsciously apply a formula for whipping the big shots or for pitching, chipping or putting.

Maybe the record has a hunch for getting some pros to relax in their teaching and give the pupil a good example.

This record possibly will help a pro handle some of his problem cases of golfers who start with tight grips and get everything, even the head, tight.

PGA Fall Schedule

- Oct. 12-15 Ontario (Calif.) Open
13-14 Ryder Cup Matches, St. Anne's-on-the-Sea, Eng.
19-22 Orange County Open, Costa Mesa, Calif.
24-26 Sahara Pro-Am, Las Vegas, Nev.
28-29 Borrego Springs (Calif.) Pro-Am
- Nov. 2-5 Aladen (Calif.) Open
9-12 Beaumont (Tex.) Open
16-19 Cajun Classic, Lafayette, La.
23-26 Mobile (Ala.) Sertoma Open
30-Dec. 3 W. Palm Beach (Fla.) Open
- Dec. 7-10 Coral Gables (Fla.) Open
14-17 Haig & Haig Scotch Mixed Foursome, Sebring, Fla.

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Ball Washers
Ball Washing Compounds
Benches (tee)
Bent grass stolons
Brown-patch preventives
Cars Electric Gas
Compost mixers
Crabgrass control: Regular
Pre-emergence
Crabgrass control machine
Custom Stone Picking
Drinking Fountains
Fertilizers Solid Liquid
Flags (greens) Flag poles
Fungicides
Golf course furniture
Hole cutters
Hose
Hose clamps
Humus
Hyd. lift haul carts
Irrigation consultants
Lapping-in Machine
Lightning Equip.
Miniature Course Const'n
Min. putting surface (felt)
Mowers: putting green
rotary tee
fairway rough hand
Mower Grinders
Peat Moss
Pipe
Putting cups
Rollers: cast-iron water filled
Sand (for greens, tees)
Seed: fairway green
Seeding (spray-mulch)
Shelter houses
Signs — yardage, etc.
Sod cutter
Soil conditioner
Soil screeners Soil shredders
Spreaders, fertilizer,
seed, to, dressing

Sprayers: power hand
Spikers: greens fairway
Sprinklers: f'way green
Stone picker (mechanical)
Sweepers
Sweepers-mulchers
Swimming pool paint
Tee Markers
Tee Shelters
Thatch removing machine
Tractors
Trees
Turf Insecticides
Utility Trailers
Water systems, fairway
Weed chemicals
for turf for water

Pro Shop

Bags Canvas Leather
Bag storage racks
Bag carts electric
Bag Tags — Guest Tags
Balls: Regular Range
Ball Name-Markers
Ball Markers — for greens
Ball washer & dispenser (auto)
Batteries (golf cars)
Battery chargers
Bulletin & Dir. Boards
Caps and hats
Cars: Electric Gasoline
Car Tires
Cash Registers
Club Cleaning Machine
Clubs: Woods Irons
Putters
Club head covers
Club repair supplies
Floor covering (spike resistant)
Gasoline motors (golf car)
Golf club protectors
Golf gloves
Golf grips: Leather Comp.
Golf Practice Devices
Golf shoes
Golf shoe cleaners

Golf Shoe Spikes
Grip slip preventive
Handicap racks cards
Jump equip.
Lighting equip.—range
Locker door utility bag
Markers — equip. & apparel
Mech. Range Ball Retriever
Name labels, for clubs
Practice driving nets
Practice Golf Balls
Preserver for leather
Rubber-spiked Overshoes
Scoreboard markers
Score cards () Charge checks ()
Score card & pencil Tee Box
Score Counter
Sport Seats
Sportswear: Shirts Socks
Sport jackets Rain jackets
Windbreakers Slacks
Ladies' Bermuda shorts
Sun Glasses
Tee bag racks
Tee mats
Teeing device (automatic)
Trophies

Club House

Athletes Foot preventives
Bath mats
Bath slippers
Cash Registers
Chairs (lounge)
Disinfectants
Floor coverings
Folding Table (Banquet)
Link Type Mats
Locker Name Plates
Lockers
Locks (combination) for lockers
Portable concession booths
Printing
Runners for aisles
Rugs
Showers Shower mixers
Step treads
Towels (golf, disposable)

Send information

Club

To: Name _____ Title _____

Club _____ Address _____

Town _____ Zone (_____) State _____

35th YEAR OF SERVICE

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CHECK TYPE OF COURSE:

Private Sem-Pvt. or Fee Municipal (City or State owned)
If a Par 3 course, check here

NAME OF CLUB
OR COURSE

No. of Holes Original date of club opening (if known)

MAIL ADDRESS:

CITY:

ZONE STATE

President's:
name (Zone)

Add.: Town: State:

Manager's:
name (Zone)

Add.: Town: State:

Course Superintendent's (Greenkeeper):
name (Zone)

Add.: Town: State:

Professional's:
name (Zone)

Add.: Town: State: