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# The KRO-KAR

(FORMERLY-WORTHINGTON CHAMP)

A new name in golf cars . . . but a tried and quality-proven product, with several new improvements for 1963.

### Check our specifications and compare:

A compact welded steel body and chassis, bonderized to prevent rusting. Motor, special design, extra powerful, 36 volt traction type. Powered with 6 heavy duty 6 volt batteries, in rubber molded container to withstand shock & vibration. Double insulated separators rubberized plastic and glass for long life, with special lock type terminals for easy and practical application.

All electrical switches and controller silver plated for long life and non-arcing.

3 speeds forward and reverse.

Brakes, internal expanding type, foot operated. Positive quick release for easy parking.

Rear axle, differential type for dual wheel drive.

Wheel bearings, Timken roller. Steering mechanism, tapered roller.

Front suspension knee action. Rear suspension semi-elliptical springs mounted in rubber bushings.

Steering, firm, steady, quick response, loop tilting adjustable tiller.

Tires, 6 x 6 front, 5.70 x 8 rear, standard brands.

Seats-thick, comfortable Naughahyde foam rubber covered, with no seams. Overall dimensions, length 83½", width 42", height 41½", wheelbase 56½".

Colors, Red, Yellow, Orange, White, Blue, Green are standard. Any DuPont Duluxe color furnished on request.

Heavy duty spring steel bumpers front & rear.

Optional equipment, automatic charger, canopy top.

Also a complete line of industrial electric cars, 4 passenger personnel carriers, 2 wheel golf car trailers.

We have several territories open for dealers, contact us for dealer agreement.

## KRO-KAR INC.

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Full details may be obtained from the Resident Manager, Turnberry Hotel, Ayrshire, 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). Vancouver: 409 Granville Street.*

87H/651C

### **Bitterness Develops**

These were just a few of the unnecessary problems encountered by this club. There were many other complications and mistakes that had to be ironed out, and there were many trying days and nights of heavy argument and bitter exchanges between executives and members of the board. People who were good friends of long standing at that club still aren't talking to one another because of some of the things that happened. Today these people have an excellent club — one of the finest operations in the Midwest. But some of the acrimony has yet to wear off among those who were involved.

This group could have arrived at the same result more smoothly, and at far less cost in money and heartache had they proceeded in the same way in which any one of its businessmen members would have gone about attacking a similar problem in his own business. No one of them would consider making any kind of trip without first obtaining a map, deciding on a destination, selecting the most direct and economical mode of transportation, estimating his time of arrival and determining in advance what the trip would cost. Yet these people didn't even have a road map!

### **Special Knowledge Needed**

Golf Club Management was originally set up to meet the growing demand for the special knowledge, skills and experience necessary to organize and build new clubs and to get them successfully started on sound financial footings with a minimum of time and money wasted.

We are a team of specialists equipped to go in, study and report on the feasibility of a private club in any area. If the report is favorable and is accepted by the initial group, we proceed with plans of organization, financing and operation and consult with the club attorneys on the corporate structure most favorable to that particular group.

We consult with the land planner (if real estate development is to be included in the overall plan), with the golf course architect and the building architect, with decorators and suppliers. We negotiate with contractors, we screen and negotiate with key personnel for the operation. We furnish supervision during the construction phase of the course and the clubhouse and, finally, set up operating budgets, policies and procedures and put them into operation.

In many cases we maintain close contact with the new club in a consultant

# Beautiful Holmes GOLF CLUB HERALD

SHOWS YOU HOW TO  
CUT HIGH MAINTENANCE COSTS!



This new Beautiful Holmes "Golf Club Herald" is must reading. 12 pages of documented proof how BEAUTIFUL HOLMES GOLF CLUB CARPET has made par for the course at top flight country clubs all across the country — shows how these beautiful wiltons are tailored specifically to meet the varied and exacting demands of pro rooms . . . lounges . . . locker rooms — anywhere and everywhere that beauty and rugged durability must be combined. Case histories . . . illustrate the way BEAUTIFUL HOLMES GOLF CLUB CARPET solves a club's unique need for a flooring that must provide an atmosphere of relaxed graciousness, yet stand up to the assaults of tracked-in-turf, cleats, and lots and lots of traffic. Long lasting, easy to maintain, BEAUTIFUL HOLMES GOLF CLUB CARPET is a long-range money-saver. Send for your copy of "The Herald" — it could be the first step in reduced maintenance costs for your club!



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capacity to the board of directors or owners, and periodically audit the policies and operation until both the club and we are satisfied it is firmly established.

#### Flexibility Emphasized

Because no two club projects are exactly alike we must be flexible in meeting the demands of any situation. Recently, we've greatly expanded this flexibility to include service to the type of club described above — the older club facing reorganization, reconstruction or expansion to meet the requirements of changing times and memberships. In some cases we've been forced to furnish managers for the operation under our direct supervision.

Competent professional help in every phase of club development is available to any club — new or old — that wants it, but it should be called in before the club makes any commitments in order to achieve the best results possible at the most reasonable cost to the club.

#### Applies to Tax Lockers

According to the Chicago Dist. GA, any charge by a club to its members for use of a locker for more than six days comes within the meaning of dues and is subject to the 20 per cent excise tax.

### Smith's Mountain at Lakeview

(Continued from page 36)

You would think that in the first two or three years Carl Smith was at Lakeview, he had torn up and retooled, or built from scratch, enough things to last a lifetime. But he wasn't through yet. Next came the greens! From 1958 through 1960 he rebuilt, resodded or switched sod on every green on the course. Those on the lower level had been weakened by the recurrence of wilt in addition to insect and disease attacks. The high side greens generally had held up quite well, although desiccation had taken its toll. Besides this, Smith wasn't satisfied with the surface drainage on most of them. The upshot is that there was a complete shake-up in the Lakeview putting surfaces in those two years.

#### Rehabilitation Needed

So that you don't get the impression that the Morgantown greenmaster scorns the other fellow's handiwork and takes a kind of fiendish delight in tearing it up and re-casting it, the following things should be kept in mind. There isn't much doubt that the new Lakeview course, with its deficiencies in the valley as well as on the hillsides when Smith took over

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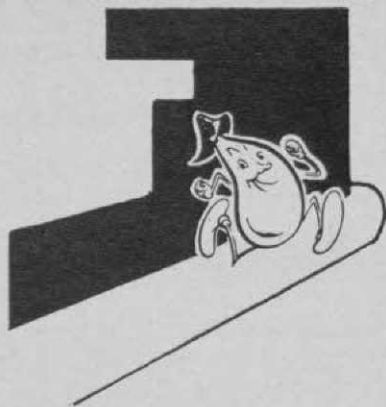
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# Spring

is just around  
the corner—



Timing is important. An early application of **AQUA-GRO** promotes and maintains a deeper root system. Check with superintendents in your area who are on an **AQUA-GRO** program. As the season progresses you will water less and have denser, healthier turf with far less problem from wilt.

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five years ago, was in poor shape. It needed rehabilitation in the worst way. Carl is a thoughtful fellow who doesn't act impetuously. His more than 20 years as a turf specialist with Mellon Enterprises taught him a few tricks that perhaps many supts. aren't familiar with. He's not above calling in an agronomist as a consultant when he's perplexed, and he didn't start disturbing the greens and fairways at Lakeview until he thoroughly talked over the whole situation with specialists at Penn State's experimental station.

In short, when Carl moves you can bet it's going to be in the right direction.

### Some Maintenance Ideas

As for his day to day manipulations, here are some of the things he keeps in mind in carrying out his maintenance program:

Fairways in the valley of a mountain-side course shouldn't be cut below  $\frac{3}{4}$  inches, and too many liberties shouldn't be taken with the cutting height on the higher levels;

You can study many formulas and programs in determining fertilization needs for a new course but you aren't going to

discover the one that satisfies you in much less than five years. That's why you have to keep accurate and detailed records of all applications and treatments;

### May Be Overfeeding

If you're plagued by wilt from year to year, probably you are overfeeding;

You can study clippings without putting them to any kind of a scientific test to tell how your turf is doing. Sight and odor tell you a good deal about clippings after you have learned the knack of interpreting what they say;

Never test any new material anywhere except in the nursery;

Keep the drainage sources open—below the ground, at the surface and in the air;

Tie in recorded weather observations with records of applications and treatments and notes on condition of the course. In three years or so you will have enough information collected to give you pretty near a lifelong maintenance schedule;

### Don't Forget the Books

To keep the front office happy and make things as easy for the club accountant as you would like to have them, don't ease up on the accounting phase of your

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A veteran golf car fleet operator, Frank Catania has used Trojan Mileage Master Golf Car Batteries for over ten years. Proven dependability and low maintenance cost over the years are responsible for Trojan Golf Car Batteries being adopted exclusively by Frank Catania.

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Highland Colonial Bentgrass can be used alone, or in mixture, both for year-round turf and for overseeding southern warm season grasses. Write for further information on the use of Highland Colonial Bentgrass in your area.

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job. Break down departmental costs so that they can be intelligently charged off. At Lakeview, ground department expenses come under these general classifications: 1. Maintenance. 2. Clubhouse and grounds. 3. Construction and Improvements. 4. Tournaments.

With the improvements, alterations, painstaking care and, of course, money, that has been put into the excitingly scenic Lakeview layout in the last five years or so, it doesn't take second ranking to any golfscape within a hundred miles or more of the West Virginia panhandle. Its expertly designed 6625 yards offer a good deal more than just post card beauty, by the way. More than half of Lakeview's pars, which add up to a final 71, are said not to come easy since the golfer so often is called upon to test his shotmaking from an uphill or downhill stance.

### Open Year Around

The clubhouse, 40-unit guesthouse and five chalets at this \$1½ million club represent a comfortable adventure not only in golf but resort type relaxation since part of Lakeview's income comes from visitors. Of the regular membership, about 40 per cent of it is made up of residents

of Morgantown while the remainder is composed of persons who live in Pittsburgh, Cleveland and Charleston, W. Va. It is possible to play golf in Morgantown, now a glassmaking center where once it was a coal mining stronghold, from early March until December. When the flagsticks at Lakeview are taken in for the year, the golfers give way to skiers, making it necessary to keep both the clubhouse and guesthouse open year around.

Lakeview was built in 1954 by H. Ward Christopher, a onetime coal mine owner and operator, who died as the result of an automobile accident last summer. The club is now operated by Mrs. Christopher.

### Gain in Entry Lists

Five of the nine tournaments sponsored by the USGA in 1962 attracted record entries. A total of 9,788 golfers entered the nine USGA tourneys, an increase of about three per cent over 1961, the previous record year. Biggest gainer in 1962 was the Junior Amateur. It had an entry list of 2,090 as compared to 1,885 in 1961. The Open enrollment was 2,475, up 26 from the previous year.



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## \*PERFORMANCE-PROVED PRODUCTS

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Add to this combination of proved performance, manufacturing experience and nationwide service the fact that we offer both gas and electric models with superior stability, agility, and power to spare. *Plus . . .* power trains on both models designed to prevent turf-damaging wheel spin on take-off. *Plus . . .* bucket seats and telescopic front suspension that provide unmatched riding comfort. *Plus . . .* extra-large 9.50 x 8 high flotation tires that are as easy on the turf as they are on the riders. *Plus . . .* an attractive extra-visible white fiberglass body that is strong and durable . . . resists rust and scratching. It even tilts up and back . . . completely out of the way to simplify service. *Plus . . .* a rugged, quiet, two-cycle gasoline car power plant with far fewer moving parts than conventional four-cycle engines. These features, *plus* complete finance and lease plans to suit your needs . . . make *Harley-Davidson Golf Cars today's best value.*

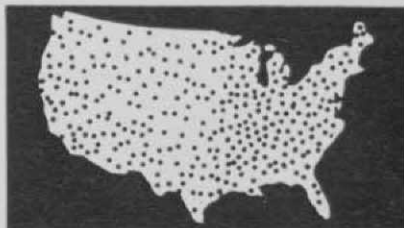


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## Superintendent's Headaches

(Continued from page 54)

to near-perfect course conditions.

"Every man's suddenly a turf expert," Gerber laughs. "And the women aren't far behind. I have no quarrel with that," Ray continues. "I'm paid to provide the best possible playing conditions. If I am able to deliver, people who recognize good maintenance appreciate it. If they didn't know a well maintained course from one that is poorly kept, whatever hard work I put in would go unnoticed.

"The new demand, though," the Glen Ellyn greenmaster goes on, "calls for the hiring of men who are not only capable of but willing to give a supt. a good day's work. To get these kind of employees means that more money is going to have to be paid in salaries and fringe benefits and, as I have suggested before, for providing some kind of housing arrangements. The trend to night maintenance, made necessary by the great increase in play, makes it imperative that we get the best men available."

Gerber clarifies the last remark by explaining that daytime maintenance with its many labor problems is bad enough. But the headaches, or perhaps the double-barrelled migraine is a better term, that will be encountered if it is necessary to switch completely to nightwork will multiply many times. The employee who just barely gets by in the daytime is going to be a constant source of trouble when he starts working on the night side.

### Cites Case Histories

Jim Reid, the Maryland supt. who has distinguished himself as a speaker at several GCSA national conventions, cites two case histories in emphasizing the labor problem. He adds that if it were to stop at this number, he would be well satisfied. The trouble is, though, it goes on recurring, the monotony being tempered only by slight variations in the way in which employees prove to be inadequate.

Reid concedes that he presents the extremes in these histories, both of which will be immediately recognized by supts. everywhere as ones they could write, but at least they are fair examples.

### Tough, Smart, Undependable

Jim refers to as the main character in Case No. 1 as Jenkins. Jenkins was an almost perfect physical specimen. He wasn't unintelligent, by any means. He proved this by inventing fantastic excuses for not reporting for work on days after payday.

---

## Watch for This

Every golf club in the U.S. is being mailed a form card on which space is provided for names of operating personnel entitled to receive GOLFDOM. Unless this card is filled out and returned, we cannot continue mailing GOLFDOM to these people.

If your club failed to receive this card or misplaced it — use the form on page 128. Our circulation auditing association requires that the list of persons to whom GOLFDOM is mailed be kept up to date. Without this updated information we are instructed to stop mailing the magazine to old names on our list. To make certain that your 1963 officials and operating heads receive GOLFDOM, please fill in the form and mail today!

---

For strength, nobody could touch Jenkins. He could lift the front end of an automobile with little exertion. He knew equipment and how to use it. His personality was good, but he was completely undependable.

Why was he kept on the payroll? When he worked he was easily the best man around. To keep Jenkins in line, it was necessary to deny him the privilege of working. If he came late too often, or missed too many days, he was sent home for a couple of days. If one thing made an impression on Jenkins, it was economic pressure. He couldn't afford too many payless days.

### Given to Tears

In Case No. 2, Reid presents a fellow by the name of Harry. Harry had been on the payroll for 20 years. For sentimental reasons, the club insisted on keeping him on the job. Harry wasn't very smart. He stumbled through the day, never seeing anything except what he had been given specific instructions to do. He would stand holding a shovel from starting to quitting time unless told to do something else. When he was told that he had made a mistake or hadn't done a job the right way he would cry like a baby. But the next day all would be forgotten and Harry would go right on making the same old mistakes.

"In between these fellows," says Jim Reid, "I have had all kinds — those who don't follow instructions when it comes to cutting, syringing or treating greens,