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Take your choice of coarse or fine...in any of three levels of acidity...from the processors of famous Bacto Peat...at the lowest cost per yard ever!

For the first time, you can buy bulk peat, specially treated at time of shipment to meet specific pH requirements of your greens, tees, fairways and other plantings. You can also specify a coarse grade for soil conditioning and mulching, or a fine grade for top dressing. America's foremost processor of horticultural peats now offers you this unprecedented service—and at a new, low price per yard—possibly even less than you have been paying for ordinary ungraded, untreated material.

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Here's the complete, perfect growing medium for your flower beds, shrubs and ornamentals. Developed from a formula researched in a leading state university laboratory, this planting mix is a scientifically prepared formula of organic peat, sand, humus and soils. It's weed-free, ready-to-use.



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R-1

Gentlemen: Please send price quotation on bulk peat and planting mix.

OUR REQUIREMENTS ARE:

- | | | |
|--|---------------------------------|-------------------------------|
| _____ yards peat, low pH (Approx. 4.5 to 5.2) | <input type="checkbox"/> Coarse | <input type="checkbox"/> Fine |
| _____ yards peat, medium pH (Approx. 5.3 to 6.2) | <input type="checkbox"/> Coarse | <input type="checkbox"/> Fine |
| _____ yards peat, high pH (Approx. 6.3 to 7.0) | <input type="checkbox"/> Coarse | <input type="checkbox"/> Fine |
| _____ yards Prepared Planting Mix | | |

NAME _____

FIRM _____

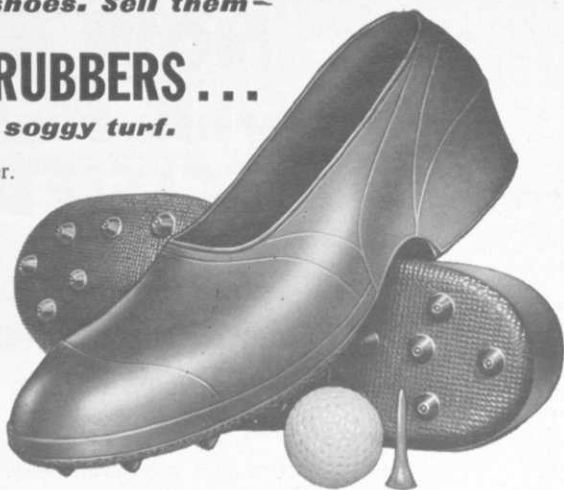
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and because they stretch, 4 sizes
provide a comfortable fit over
any type of shoes 6½ to 13.
Can be instantly washed in-
side and out . . . dry quickly.
Will not cut or mark upper
leather of shoes or roll over
sole edge as plastic often does.



*Suggested retail,
from \$4.25*

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RUBBER CORPORATION
SO. PLAINFIELD 26, N. J. EST. 1896

The storage department has about a 500-bag capacity. In 1962, Doser had 30 golf cars in operation but this year there will be at least 50 vehicles available.

As usually is the case at resort clubs, the Washingtonian pro has to depend on the sale of golf balls, clothing and miscellaneous items for the bulk of his volume. Equipment sales haven't yet come up to expectations, although an Adjustomatic machine, with its custom-fit inducement, that was installed in 1962 helped to give club sales a noticeable pickup over the previous year. Doser, who loves to teach, and manages to get as many as 75 instruction sessions a week into his crowded schedule, has been quite successful in selling clubs on the lesson tee. Trade-ins, incidentally, never offer much of a problem at a resort club. The tourists and other visitors snap up used clubs in a hurry.

Outstanding Player, Too

As the Washingtonian promotion booklet points out, Clarence Doser is one of the country's most talented players among the home pros. He has qualified for 21 PGA Championships and 17 Opens and has made creditable showings in quite a few of them. As you probably noticed, Clarence did quite well in the January proceedings of the PGA at Port St. Lucie.

In teaching, Doser is inclined to approach the lesson from the mental side by finding out what his pupil's thoughts are about the swing and then trying to help him get rid of any misconceptions he may have. He also stresses what he refers to as the "photo image", demonstrating as often as necessary the different parts of the swing, as well as the swing in its entirety, and then assiduously working with the student in an effort to help him simulate what he has been shown. The Shady Grove professional feels that he has been particularly successful in teaching youngsters through this method.

The Washingtonian course forms a gigantic V. The front nine shoots out in a westerly direction and the second nine is oriented on a line from southeast to northwest. As already mentioned, a 15 story apartment building is planned for the center of the course. Fairways and tees are planted in U3 Bermuda and greens are of C-1 and C-19. In addition to the three standard tee marker positions, Washingtonian has a fourth set, designated as yellow tees, for women novices.

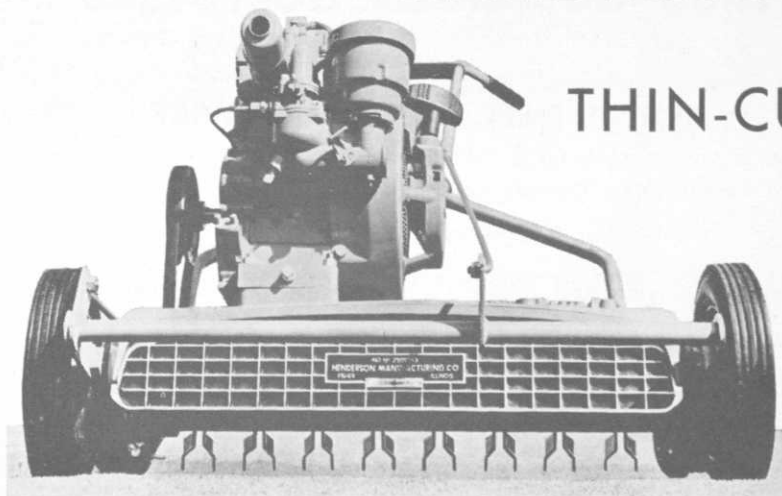
Thus there is something like a 1,300 yard differential between the short and long layout. The course, whether by design or otherwise, gets just a little tougher

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THIN-CUT!



Vertical-cutting greens and tees with the amazingly versatile, yet low-cost HENDERSON CONTOUR THIN-CUT assures faster recovery from winter damage.

Proven by many years of use on golf courses in every state, the HENDERSON CONTOUR THIN-CUT is the only vertical-cutting machine which converts to a mower for all-season mowing, particularly useful around traps. The lowest priced quality-built machine on the market, the HENDERSON CONTOUR THIN-CUT costs less than \$150. The combination vertical cutter and mower sells for less than \$180 F.O.B., Fisher.

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as the player progresses. There are three artificial lakes on the second nine, the most forbidding of these being located between Nos. 13 and 14 where even a mild slice on either hole spells disaster.

Imports from the Roxy

The clubhouse at the Gaithersburg club is a kind of collector's dream. The interior features ruggedly pastoral barn-type panelling. A long succession, almost a museum, of noble, old Scottish golf prints are to be seen on the walls. Chandeliers in the club's ballroom were imported from the dismantled Roxy Theater in New York, and the Washingtonian emblem, a huge brass eagle rampant on a field of grapes, was picked up in a second hand shop in New York by Ray Bates, Washington decorator, who designed the interior. In the large, luxurious and circular dining room, located just above the clubhouse, which serves motel as well as golf patrons, more than 1,000 persons can be served at one sitting.

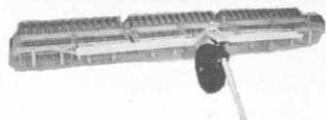
Golf isn't the only attraction at the Washingtonian. There are a dozen all-weather tennis courts and the motel's Figure 8 swimming pool is said to be the largest in the area. The little theater on

the company's property offers from 13 to 18 weeks of summer stock. Last year it had as headliners such well known golfers and actors as George Gobel and Peter Lind Hayes and, of course, Mary Healy.

Eig Has Last Laugh

The Washingtonian Motel was opened about eight years ago. Although it is located an exact 18 miles from Dwight D. Eisenhower's now neglected putting green in the White House backyard, it was referred to as "Eig's Folly" at the time it was built. The Eig here refers to Samuel, the builder, and a well known Washington real estate man. The folly part comes in because many people thought he was building what was going to turn out to be a long row of handsome but untenanted sleeping hutches in the wilderness.

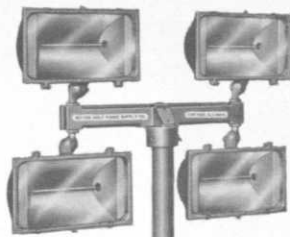
But Eig, one of the founders of the relatively new city of Silver Springs, Md., now the second largest in that state, apparently foresaw things that others were blind to. He reasoned that Washington, bulging at its vest, was going to spread northwest towards his motel, which it is now doing. He figured that sooner or later a superhighway had to be built somewhere in the vicinity of his holdings to funnel



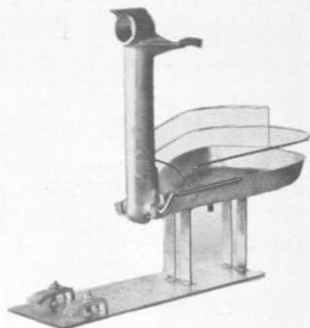
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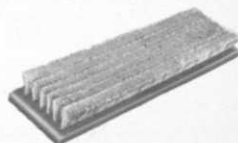
DYNA-FOG MACHINE FOR INSECT CONTROL



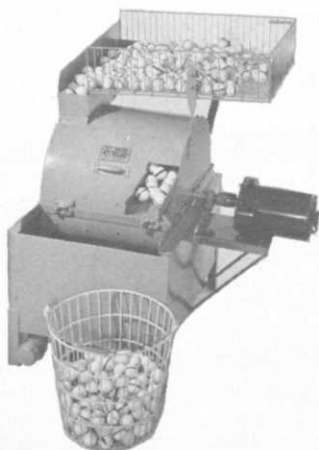
GOLF RANGE MAT



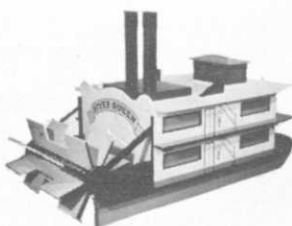
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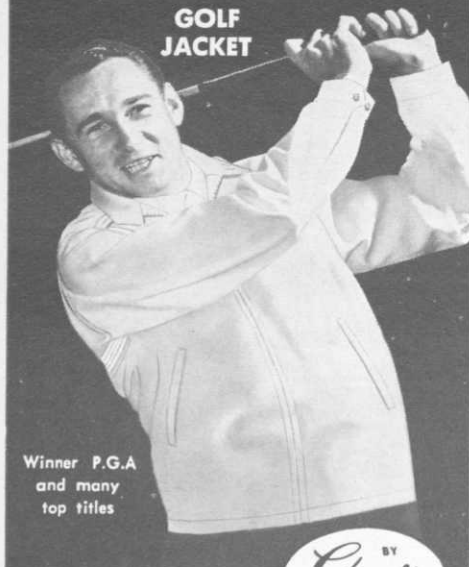


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"Record-Breaker" . . . new style by Grais with the action-design that permits fullest swing without the jacket hiking up! Airy-comfort open yoke, front and back . . . nylon mesh across back yoke. Elastic cotton knit insert around armholes for added freedom. Lightweight tackle twill . . . water and spot-resistant Syl-Mer finish . . . completely washable. Sizes 34 to 46, in 5 favored fairway colors: Oyster, Spring Green, White, Taupe, Powder Blue. (3 other styles available)

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. . . newest blouse jacket by Grais with "pin-action" shoulder and sleeve. Neat collar looks smart rolled, flat or zipped around neck. Wash-and-wear-Tackle Twill Sizes 10 to 20. Oyster, Spring Green, White, Taupe, Powder Blue



Also makers of Dow Finsterwald and Mickey Wright GOLDEN TROPHY Golf Jackets distributed by KOUNTRY KLUB SPORTSWEAR.

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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 192. 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!

northerly traffic in and out of the capitol, and today the highway runs right by his doorstep. Sam Eig also decided that light industry and government offices some day would locate in the vicinity of Gaithersburg, and that is now happening. So, as he improves and adds to his property, he is having the last laugh.

The idea of building a golf course adjacent to the Washingtonian Motel, though, wasn't his. It came to him indirectly from a source two times removed. His son, Bud, actually talked him into it. But it seems that the fellow who put the bug in the younger Eig's head was a golf professional by the name of Clarence Doser.

New England Golf Boom

(Continued from page 52)

constructed. In somewhat the same manner as motels, the short layouts have become increasingly more elaborate. These have proved to be amazing moneymakers attracting golfers and non-golfers alike. Although some golfers speak disparagingly of the pitch and putts, the fact remains they bring pleasure to countless persons and have enabled many newcomers to learn something about golf before they ventured onto regulation courses.

Make Major Changes

Many old established clubs, perhaps the majority, are engaged in or are contemplating major changes. Some clubs take years to complete their programs while

others complete them within a season or two. The lesson learned in modernization is that long range planning is necessary to avoid the phenomenon, often observed, of a chairman eliminating or adding a feature one season only to have his successor put it back or eliminate it the next.

A major observation can be drawn about any large golf construction project with or without a profit motive. Courage and determination are required on the part of many men to bring it to a successful conclusion. Money, too, helps.

Machine Gives Tight Control of Revenue, Expenses

(Continued from page 70)

(pro shop, restaurant, bar, etc.).

- The tickets, of which 98 to 99 per cent are charges, are separated by billing cycles and revenue accounts (greens fees, dinner, lunch, bar, etc.).

- The tabs are given to the operator of the F503 Sensimatic accounting machine who prepares the daily audit journal sheet.

- This is done by indexing the total of each check and distributing the various amounts making up the total. For instance, under lunch and dinner, separate entries are necessary for tax and gratuities.

- The machine automatically prints each entry and the indexed total. If the addition on the tab is correct, the machine prints two zeros in the last column. If it is incorrect, the difference is printed. This provides an automatic proof of waitress' addition of all checks.

- The club also accepts cash, though this only accounts for one to two per cent of the checks. These are broken down into revenue accounts and marked "cash."

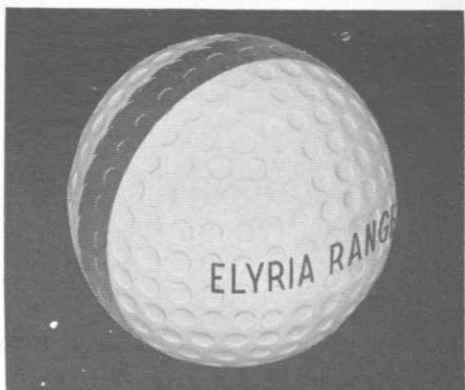
- At the end of each cycle, the club obtains a total number of tickets and total revenue. Totals for each revenue account, which are posted to individual revenue ledgers, are also produced.

- The tickets are then sorted by cycle and placed between the appropriate history card and ledger in a tray file. The member ledger cards contain monthly totals on balance, dues, charges, payments, miscellaneous, greens fees and past due. The card contains sufficient room for four years entries.

- On the Tuesday following each Saturday, Wampanoag bills a cycle of 125 different members for the month. Satur-

NOW—your choice of 3 great range balls

BY WORTHINGTON



Now you can select the range ball that best suits the needs of your range!

1. New Paintless Yellow

Golden yellow color gives better night visibility. Lively, yet tough as nails! No re-painting—wash and it's bright as new.

2. Paintless White (Patented)

Operators call it the most rugged ball ever developed. Eliminates re-painting. A choice of color stripes. Exclusively manufactured by Worthington under U.S. Pat. Off. No. 2,997,302.

3. Luster-White Painted

A favorite with range operators. Lively! Extra-tough vulcanized cover with a new polyurethane finish that stays gleaming white for the life of the ball.

All range-proven for years—guaranteed never to go out of round, or explode under scorching summer sun. Imprinted with your range name in big, bold wrap-around letters—up to 14 letters and spaces on each side of the ball. Choice of color bands, too.

For full details call your Worthington Representative now, or write WORTHINGTON GOLF INC., ELYRIA, OHIO.

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Subsidiary of Victor Comptometer Corporation



Premier name in
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Electric or Gas Golf Cars

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day charges are processed on Monday and billing for the entire month is completed in 2½ to 3½ hours on Tuesday.

- The operator removes the tickets and ledger from the tray. Ledger and statement are inserted into the carriage of the accounting machine with the statement on the left and the ledger on the right.

- Reading from the ledger card, the operator indexes the previous balance into the keyboard and then proceeds to key in the monthly dues, restaurant and bar charges, payments, miscellaneous charges and greens fees. The charges are copied from the checks put in the file during the month.

- The machine, on instructions from the operator, then prints the closing date, previously stored in the machine, and calculates and prints the new balance.

- The carriage then automatically moves to the right and prints only totals on the member ledger card, plus any amount past due. If the member is paid up, the machine prints two zeros in the past due column.

Trial Balance Automatic

- At the end of the cycle, the machine prints a trial balance automatically.

- When all the posting is completed, the statements and tickets are put in window envelopes for mailing to members, who have 30 days to pay. If payment is still not received, the treasurer mails another statement, giving the delinquents another 10 days before being denied club privileges.

- It is unnecessary with our present system to compare the charge tickets with the statements, since the Sensimatic verifies their accuracy. The operator only checks signatures to see that the charges have been made against the proper members.

- On completion of the cycle posting and statement mailing, the ledger cards are returned to the file with a new statement form. The former practice of transferring the ledger balance to the statement has been eliminated since this is done by the machine at the next billing period.

Heads Northeast GCSA

Lawrence Mattei of Gloversville, N. Y. is in his fourth year as president of the Northeast GCSA. Jim Thomson is vp, Paul O'Leary, sec., and John Espey, treas.

Swinging Around Golf

(Continued from page 26)

Bob has been assistant to John Knipe at North Shore CC, Glen Head, N. Y. for past four years . . . Mickey Higgins now pro at Maple Crest CC, Goshen, Ind. . . . Vic Ghezzi to conduct golf camp for youngsters, June 22-29, at Camp Windham, Windham Center, Mass. . . . It may be the nation's only boys' golf camp.

Dick Howell starts on his new job as pro at Ledges CC, Fayetteville, N. Y. . . . Roy Moe resigns after 27 years as pro at Spokane CC . . . Roy's been ill for two years . . . His assistant, Gene Carbery, is his successor . . . Albert Stein now pro at Happy Acres CC, Penfield, N. Y. . . . He was assistant to Bobby Hill, who resigned.

Len Wirtz, Ladies PGA Tournament Bureau mgr., forecasts that in five years the girls will be playing for \$500,000 annually . . . This year's purse will exceed \$300,000 . . . Mickey Wright won almost \$25,000 in 1962 . . . Wirtz says LPGA top winner in 1968 will make \$40,000 or more . . . Manufacturers have had fine returns on their investments in women

pros' promotion work . . . Proette visits to clubs are helping club pros develop women's play and business . . . This reduces time available for the gals to play LPGA circuit events but probably influences the purchase of millions of dollars worth of women's equipment.

Mickey Gresh now pro at Crestbrook CC, Watertown, Conn. . . . He has been trained as assistant to three fine pros, Harry Nettelblatt, Dave Campbell and Bob Schappa . . . Lloyd Wadkins in new post as pro at Indianapolis CC . . . Had Langdon from Colonia (N. J.) CC to pro job at Manaplan CC, one of Jersey's new clubs.

Whispering Lakes GC, 2,811 Par-3 built and managed by George A. Pattison, is in operation at Pompano Beach, Fla. . . . Sam Newman building 9-hole Par-3 near Visalia, Calif. . . . George Hudak, sr., Linden, N. J., and others opening range and miniature course in Manchester township, N. J. . . . American Golf Corp. building Par-3 lighted 18 in Brainerd Village section of Chattanooga.

Richmond County GC, Rockingham, N. C., to build second nine . . . O. Clare Conlan to build nine at his Crystal Lake

the winning twosome

PAR-MATE and YOU!

Swing into a successful season and team up with our outstanding collection of championship quality golf gloves. Take a tip from us . . . if you want superior craftsmanship and unbeatable value, always order from Par-Mate.

**PAUL HAHN
GOLF GLOVE**

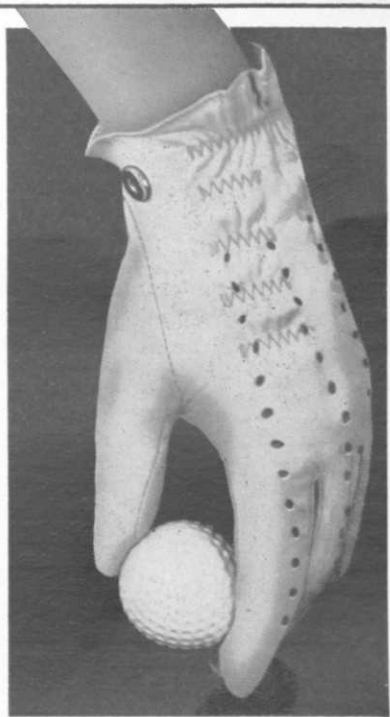


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FOR 38 YEARS THE WORLD'S FINEST
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- No capital investment required — PAR-TEES available on lease only.
- Ready for use on delivery.
- No tee line to build or maintain.
- Increases your tee capacity.
- No stooping or bending.
- You sell more buckets of balls.
- Reduces ball theft, damage to clubs.
- Always a dry stance for players.
- Quickly adjustable tee height.
- Direction of ball flight adjustable by range owner.
- Minimizes customer ball handling, criticism.



PAR-TEES are 4'x6'x9", are sturdily built of durable brass and steel — some have been in continuous use for 38 years! Complete with driving & standing mats. Designed for maintenance and service free operation.

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subdivision, Bath, O. . . Brazil, Ind., seeking loan from Community Facilities Administration of Federal Housing and Home Administration Agency to build second nine at Forest Park . . . Winston-Salem, N. C., City Recreation Commission hopes to have additional nine at Winston Lake Park in play this summer . . . Increase of 25 cents in City Park 18, Pueblo, Colo., last year raised \$10,000 that is earmarked for additional nine.

Extensive activity in addition of second nines indicates that once the golf bug bites it keeps on eating . . . It's good to see new 9-hole courses being designed and having building supervised by competent architects . . . The courses usually bring in revenue quickly to pay moderate cost of experienced direction . . . Philip A. Wogan Manchester, Mass, is architect of 9-hole addition to Martindale GC (Boston dist.), nine more for Rochester (N. H.) CC, another nine for Rockport (Mass.) CC, 18 for Charmingfare CC, Candia, N. H. . . . Newmeadows GC, Topsfield, Mass., first course built on Boston's North shore in 30 years, and designed by Wogan, will be completed this spring.

Cook County (Chicago, Ill., forest preserve board, Charles E. Sauers, supt.,

considering building three courses . . . Glen Grove Co. planning 18 in real estate development near Buffalo Grove, northwest suburban Chicago . . . Olmos Basin. municipal course at San Antonio, Tex., due to open in July.

Schenectady County (N. Y.) considering using County Farm land for public course and building the layout with federal loan . . . Glenwood (Ia.) Golf Assn., Tom Davis, pres., building nine . . . John Klug, developer of Pacesetter Homes, a \$20 million project in Shorecliffs, Los Angeles area, plans early construction of first nine . . . El Niguel CC south of Los Angeles, to be opened soon.

Start building Brundidge (Ga.) CC nine . . . Martin Cerel, Natick, Mass., developer of new communities in New England planning courses for several of his projects . . . Monroe County (Rochester) N. Y. building nine at Churchville Park . . . Art Peterson, Manson, Wash., building nine near Lake Chelan . . . Peter San Filippo, vp, Sun Lake Park development, north of Tampa, Fla., says Sun Lake to have 18 hole course started soon. South Bend (Ind.) park commissioners award contracts for building 18 and clubhouse at Elbel park.