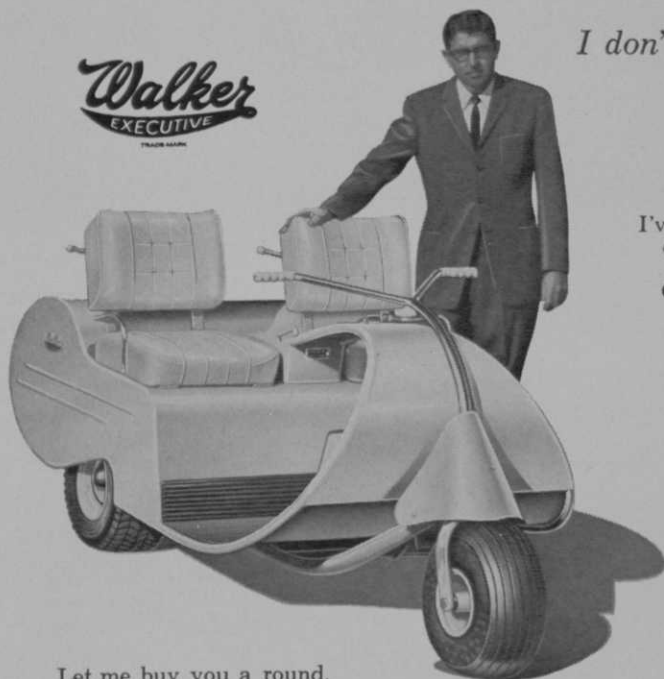


THE NEXT ROUND'S ON ME

Walker
EXECUTIVE



*I don't play golf anymore,
myself.*

I've been so busy driving other people around in our Walker Executive Golf Cars that my game went to pot. But my Executives have been multiplying rounds for golf courses all over the country. This year, we've got a new electric model that goes up hills without a moment's hesitation.

Let me buy you a round.

See for yourself what sports car styling and contour seat comfort can do for your morale on that long back nine. Feel the smooth safe balance of the all-steel unitized body, suspended on an electrically-welded, tube-steel frame. Control this top Executive easily with one pedal and a tiller. Stretch your legs—there's plenty of room. Look behind you and see how easy the Executive has been on your precious turf. Get off, stand back and take a good look at the streamlined good looks.

I warn you...

After your free ride, you may not be satisfied until you have a fleet of Executives working for you on your golf course. It's happened that way many times before. That's why I'm so anxious to take you for a ride.

If I sell enough of these beauties, I can take up golf again.

THE NEXT ROUND'S ON YOU, RALPH—

Ralph Kuhn, *Jato* Manufacturing Inc., Salina, Kansas

I'd like a free ride on the Walker Executive Golf Car on _____ at my club.

(APPROXIMATE DATE)

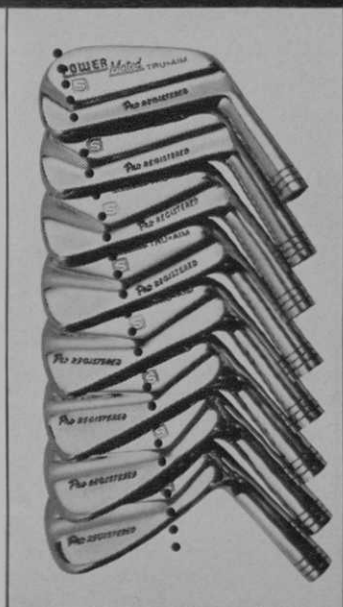
Please send me your free, full color brochure.

NAME _____ CLUB _____

ADDRESS _____ CITY _____ STATE _____



Shakespeare's new Power-Mated clubs
can help your members
hit this shot straighter.
Automatically.





Shakespeare Power-Mated clubs can do for your members what you do for yourself—automatically correct for hooks and slices.

The secret's scientific weight distribution in the club head. On long irons, for example, Shakespeare Power-Mated club heads have extra weight toward the toe. This brings the club head around a fraction of a second faster at impact to meet the ball squarely. No open face. No slice. No lost distance.

The short irons are weighted just the opposite, progressively toward the heel. The club face stays open, the ball stays on line. And your members get backspin and bite.

All of which means Power-Mated clubs stand to improve a member's game by improving how he meets the ball. Without his changing how he stands or holds his hands. Instead, he simply changes the clubs he's using.

(The shafts should help his game, too. Power-Mated clubs come with Fiberglas* WonderShafts—the same powerful shafts Gary Player uses so successfully and has said will improve golf.)

Mail the coupon for full information on patented Power-Mated woods and irons with WonderShaft®

Fiberglas shafts, and on the revolutionary Shakespeare XLD Fiberglas center ball, and a new year-around dating plan that can give you an extra 6% discount.

Mail it today. It's your first step toward weighting the game of golf in your members' favor.

*Registered trademark of Owens-Corning Fiberglas Corp.

Shakespeare Company, Golf Division,
Dept. 25GFO1, Kalamazoo, Mich.

NAME _____

TITLE _____

CLUB _____

ADDRESS _____

CITY _____

STATE _____ ZIP _____

Shakespeare
Only your pro can help you more



Snow-Making Machine

If you have the slopes, engineers can prepare them for skiing with a cold mixture of air and water

Many a club official has looked at the fairways on his course and wished that he could do something about putting these slopes to use for skiing in the winter in order to give the members more year-around recreation and the club added revenue. Now it's possible because of an invention by Phil and Joe Tropeano of Larchmont Engineering, Lexington, Mass. The invention involves a special process for making snow by using compressed air and water. The air and water are mixed in special nozzles. When the ground is frozen, the ingredients are discharged at high rotary velocity into the cold air, and snow accumulates at the rate of three inches per hour.

The nozzles are tripod mounted on a swivel and called snow guns. They may be moved from place to place. Each gun covers an area of about 2,000 square feet and is moved after enough snow is made. Larchmont calls the device the Blizzard snowmaker.

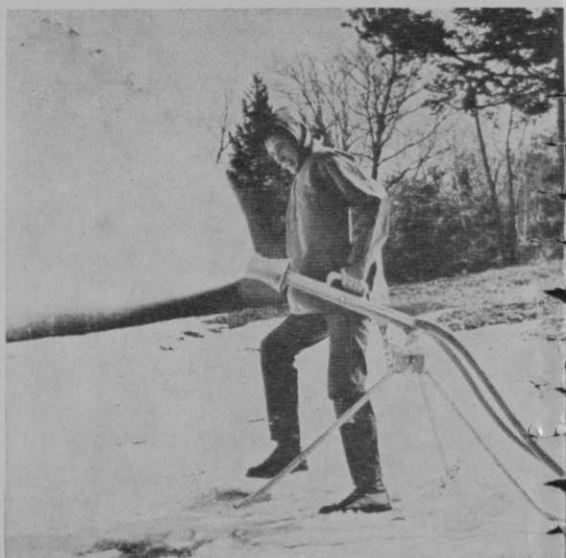
Perhaps the easiest way to explain snowmaking is to answer the questions many people ask.

How Does It Work?

Q. Where can the machine be used?

A. A simple, practical rule of thumb answer to determine whether your locality is suitable for snowmaking is to ask a question: Do you have ice-skating on natural ponds? If so, you can make snow.

Q. What temperature is best?



A. Thirty degrees F. and lower will produce snow.

Q. What is the snow like?

A. It is very fine and packs perfectly for skiing.

Q. Can the quality of snow be controlled?

A. Yes, by increasing the water pressure for wet snow and decreasing it for dry snow.

Q. How much water is required?

A. A good rule of thumb to use is 10 gallons per minute for every 100 ft. of hill. (On large hills, 3,000 to 5,000 ft., the systems are set up to cover half of the hill at a setting. The nozzles are then moved to the other half.)

Q. How much air is needed?

A. One hundred to 125 cu. ft. per minute at 100 lbs. per square inch for every 100 ft. of hill.

Q. What is the warmest temperature at which snow can be made?

A. The guarantee is for 30 degrees. However, many areas tell us they make snow at 36 degrees.

Q. How long would it take to cover an area 1,000 ft. long and 250 ft. wide?

A. With 12 nozzles working it would take one day to get four to eight inches of well packed snow in an area this size.

The cost of manufacturing snow must

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1. Because Bristol clubs and accessories are equal or superior to higher priced lines.
2. Because Bristol sells for less and therefore sells easier!
3. Because you make as much on a Bristol sale as you do on a much higher "other brand" sale.

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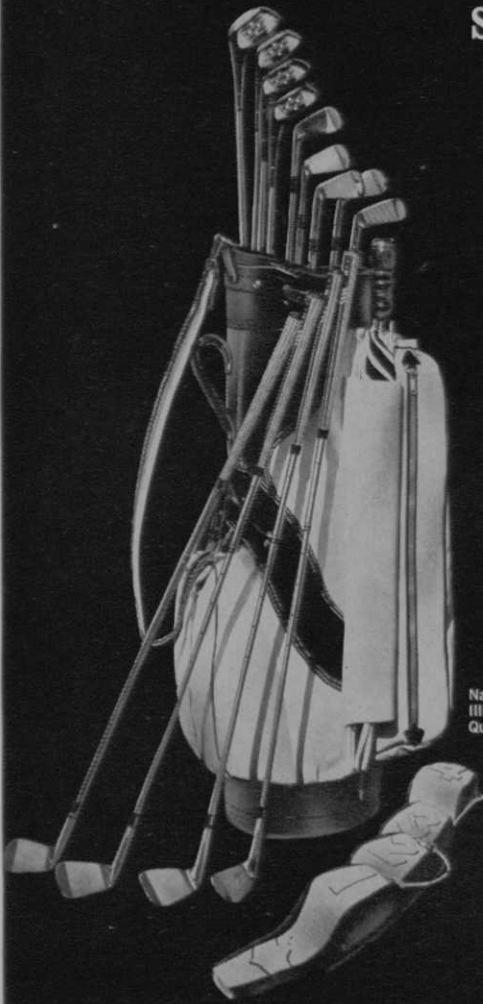
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RUSH my free copy of the new Bristol all-pro catalog!



DOM-52

Name _____
Club _____
Address _____
City _____ State _____ Zip _____





PGA Figures Show Palmer Is 1947-64 Leading Money Winner

necessarily vary with the location, length and width of area to be covered; distance of water supply from the tow line; type of water supply such as municipal, pond, well or steam; terrain (grassy-stony-etc.); electric, diesel or gas power; and elevation from water supply to summit. The snowmaking system requires 10 gallons of water per minute at 100 lbs. per square inch. Air compressors of the type that are used by municipalities are adequate.

The system itself consists of two lines of pipe that may be removed in the summer. From these lines the area can be covered 250 feet on each side. An estimated cost of a snow-making system, less the compressor and pump, is \$9.00, per running foot.

Portable Tows Available

Small, portable rope ski tows are available for around \$1,500. They can be installed in a half day. These can be taken up at the end of the season, and are suitable for hills up to 500 ft. long.

After installation of a system, we often are asked: "How much will it cost to get an area 1,000 ft. long and 250 ft. wide ready for skiing?"

We give two answers to this question. For example, for out of pocket expenses (including labor, fuel, and hot meals for the men) John Howland of Mt. Ascutney, Vermont, quotes: Length of area 1,300 ft.; width, 225 ft.; total cost, \$138. Jack Fisher of Jiminy Peak, Hancock, Mass., says: We covered an area of 200,000 square feet with six inches of snow at a cost of \$110.

The snowmaking equipment comes in a complete package. For a small slope it includes portable night lights, portable tows and portable snowmaking equipment. An inexperienced person can install the system since it is delivered complete with drawings and is easily set up. But since this is a new project, field men are available.

Official statistics compiled by the PGA from 1947 through 1964 show Arnold Palmer to have official earnings totaling \$586,211.46. These earnings date from 1954 when Palmer turned pro. Palmer thus continues his lead among modern money winners, that is, since the PGA began keeping figures in 1947.

Sam Snead is listed as sixth with \$314,424.21. He dropped one place from the previous year's rating. However, Snead was winning tournament money from 1934 through 1947 and this is not included in the PGA tally.

Bill Casper is listed as second in official earnings with \$372,067.27, having come up from seventh place in the previous year's listing.

The greatest jump in earnings was shown by Jack Nicklaus, who won the most official money in 1964. He rose in the overall compilation from 23rd to ninth place. Nicklaus became a pro in 1961 and has an earnings total of \$275,193.45.

Here are the top 25 money winners:

1. Arnold Palmer	\$586,211.46
2. Billy Casper	372,067.27
3. Julius Boros	359,514.67
4. Doug Ford	340,039.28
5. Dow Finsterwald	314,993.93
6. Sam Snead	314,424.21
7. Gene Littler	313,781.32
8. Cary Middlecoff	291,399.99
9. Jack Nicklaus	275,193.45
10. Gary Player	268,734.83
11. Art Wall, Jr.	259,793.94
12. Ted Kroll	257,964.44
13. Mike Souchak	247,726.77
14. Jack Burke	239,387.50
15. Jay Hebert	237,529.09
16. Doug Sanders	227,389.44
17. Ken Venturi	220,983.63
18. Tommy Bolt	219,165.28
19. Bob Rosburg	213,798.37
20. Tony Lema	202,057.22
21. Lloyd Mangrum	201,184.47
22. Fred Hawkins	200,499.35
23. Billy Maxwell	200,286.30
24. Jerry Barber	177,848.03
25. Don January	173,509.67

1. REAR WHEEL DRIVE

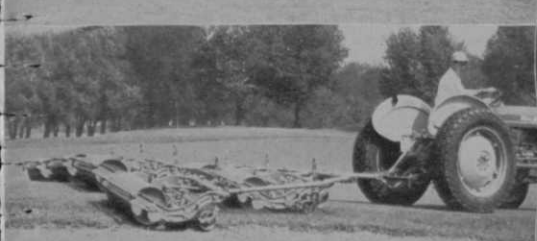
Roseman Rear Wheel Drive permits overhanging of traps and bunkers and trimming close to trees, no side wheel marks. Laminated puncture-proof tires overcome objectionable bouncing of pneumatic tires. The caterpillar-action of laminated tires give non skid traction, making it possible to mow heaviest turf growths. Rear Wheel Drive available in Rough or Fairway mower.



2 REASONS ROSEMAN IS FIRST IN MOWING PERFECTION

2. HOLLOW ROLLER DRIVE

Roseman Hollow-Roller mowers place less weight p.s.i. on turf than any other type. Less compaction results. Hollow drum design permits mowing on soft or sandy soils and on wet fairways with no wheel marks. Improved turf, better playing surfaces and finer finished cut result. All putting greens are cut with rear roller drive mowers. Why not give your fairways putting green treatment?



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Please send me literature, prices and specifications on Roseman Gang Mowers. I am especially interested in the following model:

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| <input type="checkbox"/> Mark IV Fairway Mower | <input type="checkbox"/> Hollow Roller Drive Fairway Mower |
| <input type="checkbox"/> Rear Wheel Drive Fairway Mower | <input type="checkbox"/> Hi-Cut Rough Mower |

Name _____

Position _____ Club _____

Address _____

City _____ State _____

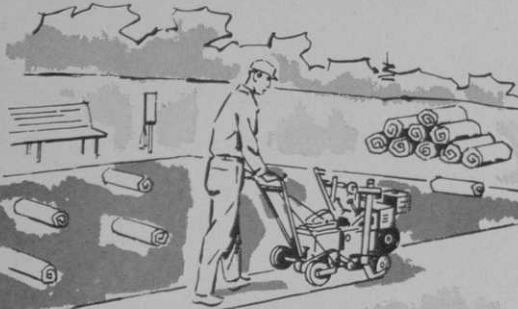


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Power Equipment helps you build and



SOD CUTTER

Trade fresh turf from your sod nursery to tees, greens, or any worn area quickly and economically. Strip old sod or cut new sod as fast as 200 feet per minute. Choice of models.



ROLLAIRE

Firm down new sod ... roll in seed ... blacktop ... with back-and-forth power rolling. Static or vibratory models ... up to 1/2 ton compaction in a single big drum.



SPREAD-RITE

Get maximum results from aerating: follow it up with uniformly distributed applications of top dressing, turf builder, or fertilizer—according to condition of turf.



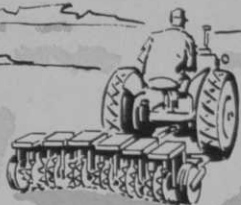
SPIKEAIRE

Touch control power disc spiking aerates and softens your greens even in hot weather with no surface disturbance.

maintain a tournament quality course

RENOVAIRE

Match the quality of your fairways to your greens—aerate every 2 to 4 weeks with the tractor drawn, contour aerating Renovaire. Choice of coring, slicing, or renovating tines.



MATAWAY

Turn cores into top dressing . . . control grain . . . lift out dense thatch—this kind of care with the Mataway (or Ren-O-Thin) helps keep heavily used greens in top condition!



GREENSAIRE

Superfine aerating removes 36 cores per square foot of green, provides immediate relief of compaction, leaves greens immediately playable!



Ryan builds equipment for every golf course, large or small, and for every turf maintenance need. Judge it by mechanical quality, by the work it does, by the labor you save: by any standard, Ryan equipment helps you build and maintain a better quality course from the first tee to the last green. This year, get acquainted with the Ryan units you haven't used—and check over the many improvements Ryan has made in the dependable units you've been using. See your Ryan distributor or write:



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Norm Westfall

WESTFALL UNIVERSITY

Ten young men who learned turf management at Wakonda Club may have been trained in the best practical school in the country

If members of the Norm Westfall alumni association were ever to hold a reunion, some difficulty might be encountered in crowding them into the living room of the comfortable Westfall home near the Wakonda Club in Des Moines, Ia. The reason is that this old-grad group is not an inconsiderable one. It is made up of ten big, well-fed men in their twenties and thirties with a total displacement that would tax the walls of even an outsize room.

Students have been streaming out of Westfall University for about the last 20 years. The length of the curriculum has been about three years. It consists of learning just about everything there is to know about golf course management, and where students coming out of formal schools usually have to serve apprenticeships as assistant supts. or foremen, Westfall U. grads invariably step into jobs as head greenmasters. Clubs around Iowa in particular are always on the lookout for young men who have trained under the Wakonda turf master. Seven of Westfall's ten proteges have settled in Iowa, at least. One, Gerald Hall, though, has strayed to Santa Ana CC in California. Another is a supt. at a club in Kansas City, while one young man has crossed over into Illinois to take a job with a club in East Moline.

Westfall U. always has been a school in which the practical aspects of turf management have been largely emphasized. But Norm Westfall long ago borrowed a page from the college professor's textbook by bringing his trainees into the living room and filling them with strong coffee and theories about the art of green-keeping. "We used to refer to this phase as 'Caffeine College,'" Gerald Hall recalls. "Norm kept refilling the cup and talking about turf disease, watering, mowing and a few hundred other subjects. We always looked forward to that relaxed interval. The best thing about it was that it gave a person a chance to consolidate the knowledge he picked up on the course."

Things, though, weren't and still aren't quite so relaxed when a man is working on the job under Westfall. He is not a driving taskmaster, but when he assigns a job he expects it to be done pretty close to perfection. Says Bill Ward, who graduated from Wakonda to the position of supt. at Short Hills CC in East Moline, Ill. six years ago: "Pop Westfall, as he is known among the fellows who trained under him, is about as patient as any man I've ever met. He'll take all kinds of time to explain how a thing should be done. When you assure him that you have grasped what he has explained, he expects you to be able