

**how some
golf courses
save up to 56%
on turf
irrigation***



What are the biggest expense items in turf maintenance? *Labor and water.* How can these rising costs be reduced? *System design and sprinkler head selection* are the key controllable factors, and they represent only a small part of the initial cost of equipment.

Thompson gear driven rotary sprinkler systems, manually or automatically controlled, irrigate many golf courses efficiently and for 38% to 56% less annual operating cost than most hand-coupling systems. *They pay for themselves in 1 to 2 years. They're insured for 7 years!*

*This statement is from an Economics Research Associates report based on actual operating data and interviews with hundreds of golf course superintendents, architects, engineers, contractors, irrigation equipment designers, manufacturers,

and distributors. (We'll send you a copy of the Economics Research Report on request).

How are you irrigating now? Are you interested in reducing the annual cost? Write Thompson Client Service Dept., describe your present system, let us send you information on advantages of conversion to Thompson gear driven rotary equipment, and a new #200-G catalog of Professional Line sprinklers and performance data.

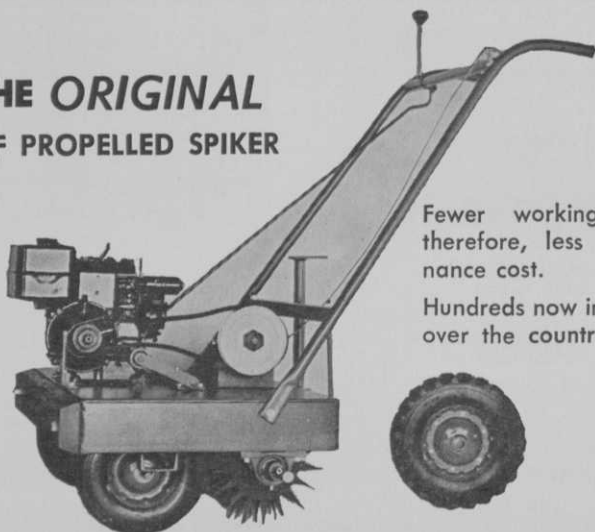
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For full details and prices, write us or ask your turf equipment jobber about the Model 05130 units. We'll be pleased to send you specifications and prices.

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These sprinklers have permitted us to grow grass within the past season on seven out of our nine fairways, and all under the difficult condition of growing grass from seed. The duty on the sprinklers has been heavy, and they have performed very satisfactorily.

We would recommend their use wherever it is desired to irrigate grass fairways economically, and where the cost of a permanent sprinkling system would be prohibitive.

Yours very truly,
H. E. MOORE, President
Douglas Golf Club
Douglas, Arizona"

FORM 187

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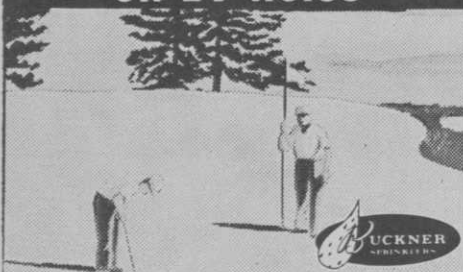
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Southern California Landscape Equipment & Materials Educational Exposition, Fanny Morrison Horticultural Center, Pasadena, Calif., October 18-19.

Pan American Hotel & Restaurant Exposition, Miami Beach Auditorium and Convention Hall, Miami Beach, Florida, October 29-November 5.

Oklahoma Turfgrass Research Foundation Conference, Oklahoma State University, Stillwater, Nov. 30-Dec. 2.

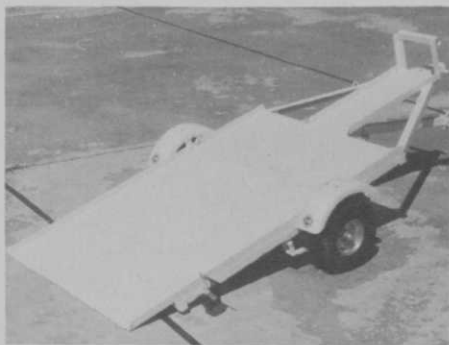
Texas Turfgrass Association Annual Conference, Texas A & M University, Dec. 5-7.

Virginia Turfgrass Conference, John Marshall Hotel, Richmond, Jan. 24-25.

Midwest Turf Conference, Purdue University, March 6-8.

FIVE YEARS AGO

Jack Nicklaus won his second USGA Amateur in three years to become the 14th player to win at least twice.



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TUFLEX has 100% bounce-back resilience because it's constructed of $\frac{3}{8}$ " thickness of live rubber.

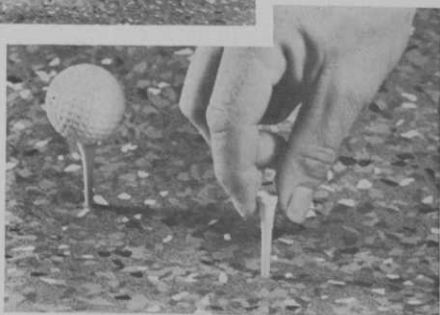
TUFLEX — Won't chip. Won't pit. Won't scratch. Resists burns. Resists stains. Highly wear-resistant. Non-slip surface. Acoustical design quiets traffic. Minimum maintenance.

A winner of the A.I.D. International Design Award, TUFLEX comes in a wide variety of colors and three pattern textures: Pelletone; Unitone; Chiptone.

Before you decide on flooring, investigate TUFLEX. TUFLEX has proved to be the most effective, efficient and economical flooring in hard-wear traffic areas. Mail the coupon for a list of representative TUFLEX installations, then visit the one nearest you. You'll be glad you did!

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40-DAY BONUS

Continued from page 98

enter into it with a greater respect for the club and its facilities. Try it and see if it works with your teen-agers.

Kiddies have a place in the club too, and should not be overlooked with a Christmas Party of some kind. Clubs have run the extreme from huge budget, name TV entertainers to puppet shows and animal acts, but the kiddies enjoy it regardless of what you present. Cake or cookies, milk or punch in paper or plastic cups and holiday decoration are all they ask, plus their beloved Santa Claus to top off the affair. He can bring them an expensive gift, or a ten-cent-store-item and they will beam as the jolly old guy gives them their present.

Some clubs have added interest to children's parties with such things as having Santa arrive on a golf car, or in an antique car, or by a rented helicopter. But whether you make your kiddies' party simple or elaborate, remember one thing: If you want them for lunch, then

keep your menu in line with children's interest and not too expensive. If you want them to stay for dinner, then plan your party after "nap time" so they can stay on, and if you want them for the party only, plan it so they will have to go home for their nap or dinner.

Should the kids parties pay off financially? I don't know. I think of kids as dealing in "futures." They are tomorrow's members, theoretically, and you cannot begin too soon to promote business in your club.

Christmas has traditionally been a day that clubs closed so their employees could spend the day with their families. But more and more are beginning to stay open, for the members too give their help the day off, most restaurants are closed, and they need a place to dine.

How do you get your staff to work on this day? Well, we stay open and first we ask for volunteers who want to work. Then we offer "triple pay" through this method: Double pay for the holiday, and an extra day added to their vacation, or

Continued on page 112

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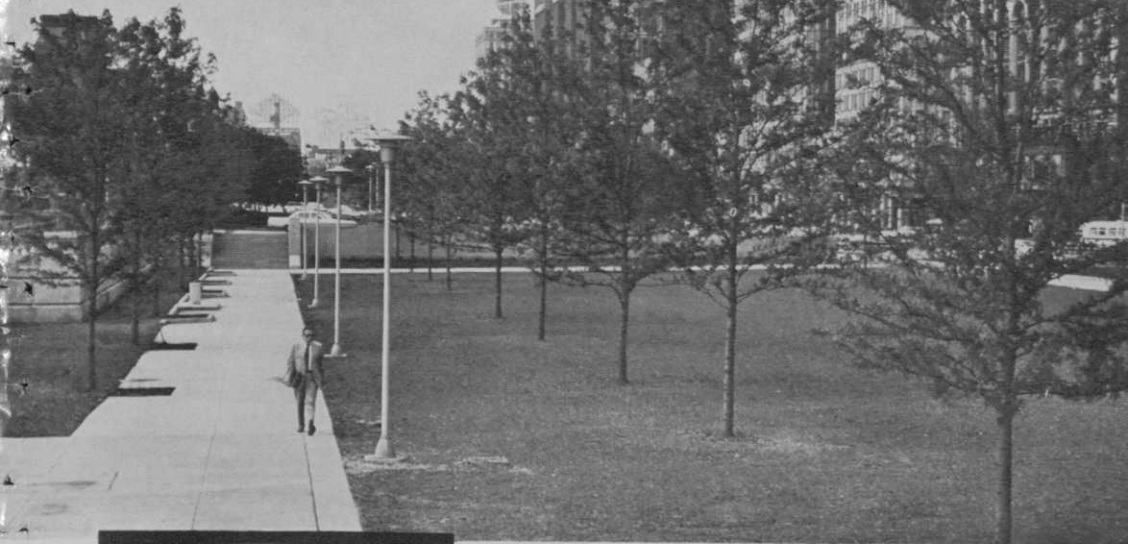
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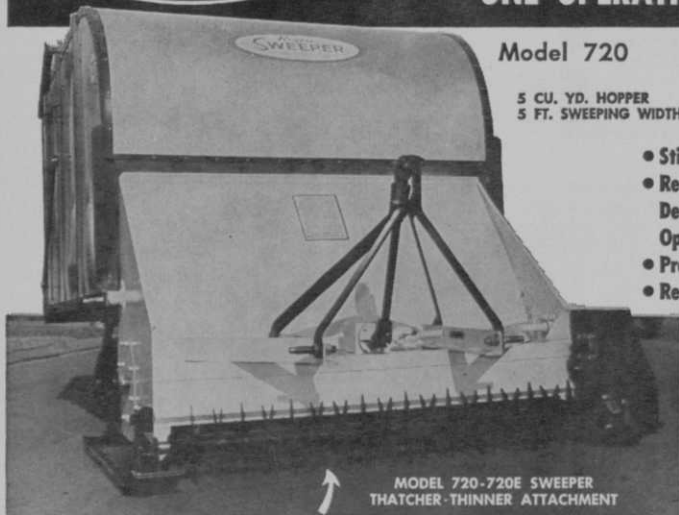
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