

# National Golf Foundation urges you to join...

# SPEEDY'S SQUADS



## Read how you can join the ranks of many golf courses that have succeeded in speeding up play

A devilishly looking little rabbit named "Speedy" is the fearless leader of a growing number of golf courses which the National Golf Foundation has been helping to speed up snail-paced play on the links. The nationwide program NGF has initiated includes a series of posters and information sheets mailed monthly to all golf courses at no cost. The posters depict various violations of etiquette which induce slow play. "Speedy" is pictured as correcting these breaches of etiquette,

for example, leaving carts/cars in front of the greens and looking too long for a lost ball, etc. The information sheets include a proven method for starting players on both the first and tenth tees; and many other management tools for expediting play.

If you desire more information about the "Speedy" program—write to the National Golf Foundation.



**NATIONAL GOLF FOUNDATION, Room 804, Merchandise Mart, Chicago, Ill. 60654**

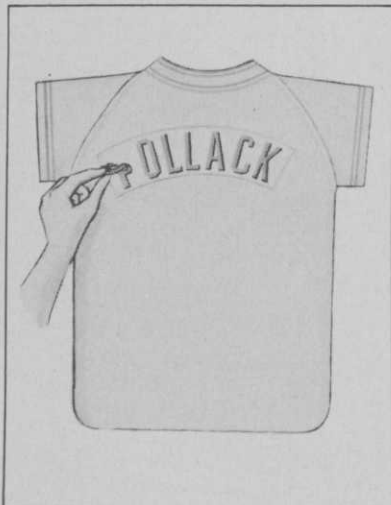
For more information circle number 146 on card

# New products



**Bunton Company, Inc.** has introduced a new heavy-duty rotary mower. Model lines range from 3.5 to 6 hp and come with an optional 10" wheel kit for rough terrain. All models are made with heavy-gauge reinforced steel frames and have a five quart fuel tank and adjustable handles that can be offset to either side for trimming along walls or other structures.

For more information circle number 101 on card



**Miracle Grip Letters** has announced a reusable lettering process that will personalize any athletic equipment. Ideal for caddies or personalizing golf bags. Each letter can be removed and reused again, without sewing, ironing or glueing.

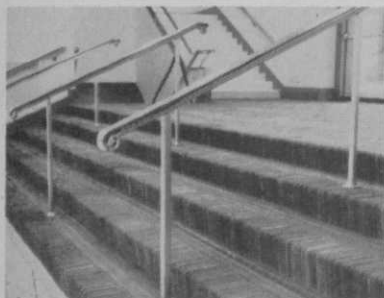
For more information circle number 102 on card



**H & H Plastics Mfg. Co.**, has developed the H & H Dispo-So T-Apron (hostess style). The disposable apron is made of durable embossed H-Lex material, is available in six colors, and may be imprinted.

The company claims the apron is impervious to dirt, grease, stains, and most acids and that no laundering or cleaning is required. *Continued*

For more information circle number 103 on card



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For more information circle number 201 on card



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# New products

Continued



Clipper Manufacturing Co., Inc. has announced for its Norton Construction Products Div., a new turbo-blast blower. The Winro blower blows leaves and litter into central piles. It can also dry greens, drives and tennis courts. Other features include 20" rear wheels, dual front swivel casters, controlled air output and folding handles.

For more information circle number 104 on card



Grimco Signs has recently come out with an outdoor sign giving the basic rules for golf car safety. The sign measures 24"x30", has a baked enamel all weather finish, and can be mounted either on the side of a building or posted near the first tee.

For more information circle number 105 on card

Permagrass, Inc., has made available a new artificial grass bearing the same name. Molded from specially formulated polyethylene, each 12"x12" square is composed of more than 7,000 life-like green blades. Each square firmly locks together, enabling the customer to cover any size area or shape. Permagrass is vermin and mildew proof, and can be cleaned outdoors by just hosing down with water.

For more information circle number 106 on card

Continued on page 65

## INCREASE EARNINGS, SERVICE & SPACE

Remodel your present storage space, bring your bag racks up to date

## WITH NEW *Stafford* VERTICAL BAG RACKS



U.S. & CANADIAN PATENTS

Your members will like the extra convenience and care. Your pro shop profits from 40% more space these racks make available.

Double unit shown holds 16 bags, size 2' x 4' x 6'-6" high, gives 12" x 12" space for bags. Single unit holds 8, size 1' x 4' x 6'-6" high. Sturdy steel. Bags set solid on tapered shelves.

- Wear and tear of golf bags is completely eliminated
- Damp bags dry faster — no mildew
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GOLF EQUIPMENT AUGUST • 43



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For more information circle number 244 on card

## Don't let winter

Continued from page 48

made available for members.

Spectators usually outnumber participants. They spend more money than those who take part in the sports activities. As Broms points out, the curlers, for instance, become so engrossed with their stones and brooms that they often forget to make their way back to the clubhouse. Spectators who watch them for a while finally turn away and come to the clubhouse to eat or drink. So, the only conclusion is that most of the winter revenue comes from the onlookers, the people who are at the club to socialize.

Glen View's trap and skeet shooting range is a busy place on weekends during November and December. Shoots are also held on Wednesdays during these months. In addition to interclub competition, home and home matches are played with Hinsdale and Westmoreland CCs, both in the Chicago area. At the end of the season there is an Invita-

tion shoot. A gourmet dinner, which follows this event, usually is attended by 50 or more people.

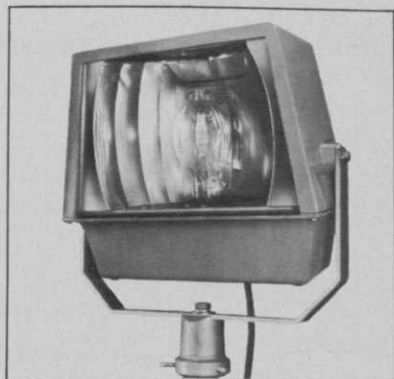
Curling, as it is at several clubs in the Chicago district, is the big winter sport at Glen View. There are women's and men's leagues within the club and at the end of the season there is a big interclub mixed bonspiel. Outside matches are played with North Shore, Indian Hill, Exmoor, Oak Park and Skokie, all country clubs, Chicago curling and out-of-state and downstate teams. In addition, state playdowns are held at the end of the curling season and surviving teams become eligible for the national and even international bonspiels. Glen View has two curling sheets.

In the winter of 1967-68, the club had a total of 40 ice skating days on its natural rink, located east of the course in a kind of depression, which gives the skaters good protection from the wind. An old tennis house has been moved into the area to provide a shelter. Since most of the skaters are youngsters, adult supervision is always made available. Most of the skating activity on the 50 x 100-yard rink takes place on weekends, and a regular Saturday feature is a hockey game. The aforementioned 40 skating days, even at a club located as far north as Glen View, kind of exceeds the normal quota, according to Bob Broms. For this, he thanks Henry Lange, the club superintendent, who is just as diligent in providing a good skating surface as he is in providing good putting surfaces. There's a trick to it. A rink that is flooded when the temperature is at least five or six degrees below freezing has a better surface than when flooded around 32°. As often as not this means that Henry gets up at two or three a.m. to take care of the flooding because the temperature usually doesn't drop to an optimum freezing level until the early morning hours.

Winter at Glen View Club, as you can see, does not bring gloom to the owners. True, it does bring snow—but at Glen View it also brings additional revenue! □

# New products

Continued from page 63



General Telephone & Electronics recently announced for its subsidiary, Sylvania Electric Products, Inc. a new heavy duty floodlight fixture series for use in outdoor areas requiring maximum beam efficiency. The outdoor floodlight series includes two models designed for use with 400 and 1000-watt mercury or Metalarc lamps. Both feature optical designs producing "batwing" type light distribution.

For more information circle number 107 on card



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**SWEEPS UP LEAVES AND LITTER FASTER, BETTER THAN 6 MEN!  
SAVES TIME, LABOR, MONEY AND MUSCLE**

The terrific blast of air blows leaves and litter to a central point for gathering or burning. Attachments available for snow removal, blow washing, etc.

There's a size and price to meet every need . . . 4, 6 and 8 hp. models, a 12 hp. self-propelled model and the new 4 Fan Model PTO 30 pictured here.

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If you haven't thought about specifying plastic pipe for your course's sprinkler system. consider this:

Municipal water systems in all parts of the country are switching to plastic pipe. Because it stands up as well as metal pipe. And installed cost averages 50% less.

A sprinkler system using CRESline PVC Plastic Pipe saves you around half the cost of nearly any other type. It goes in fast and lasts indefinitely. Installation of an 18-hole system takes about 5 weeks, seldom disrupts play.

Hundreds of courses throughout the country are sprinklered the CRESline way (names on re-

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Don't let a browned-out course drive your golfers to greener grounds. Look into CRESline PVC Pipe, the logical successor to metal pipe on all counts.

**CresLINE PLASTIC PIPE CO., INC.**

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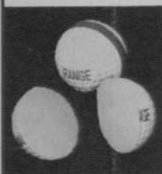
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WRITE IN FOR 1968 CATALOG

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## Coming events

Georgia Golf Course Superintendents Association Meeting, Cherokee Town & Country Club, Dunwoody, Georgia, August 13.

Northeastern Golf Course Superintendents Association Meeting, Stratton Mountain Country Club, Stratton Mountain, Vermont, August 20.

1968 Penn State Field Day, Joseph Valentine Research Center, Penn State University, University Park, Pennsylvania, August 21-22.

Hawaii's 4th Annual Turfgrass Management Conference, Punahou School Campus, Honolulu, August 21-24.

Northern Michigan Turfgrass Field Day, Traverse City C.C., Traverse City, Mich., September 4.

Northeastern Golf Course Superintendents Association Meeting, Pine Haven Country Club, Gilderland, New York, September 17.

American Institute of Landscape Architects Seminar, University of California Conference Center, Lake Arrowhead, California, September 26-29.

Northeastern Golf Course Superintendents Association Meeting, Ekwanok & Equinox Golf Course, Manchester, Vermont, October 15.

52nd Annual Professional Golfers Association Meeting, Palm Beach, Florida, November 8-15.

Professional Golfers Association Merchandise Show, Las Vegas, Nevada, November 23-25.

Professional Golfers Association Merchandise Show, Palm Beach Gardens, Florida, January 18-21, 1969.

40th Annual International Conference and Show of the Golf Course Superintendents Association of America, Miami Beach, Florida, January 19-24.

42nd Annual Club Managers Association of America Conference, Dallas, Texas, February 11-15.

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- Perfectly safe for washers . . . either hard or soft water!
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- Used at fine golf courses from coast to coast!

Also Try  
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Shoe  
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Another fine  
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ORDER YOUR SUPPLY TODAY!  
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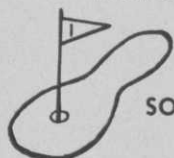
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For more information circle number 259 on card

# News of the industry

## Kearney buys Jacobsen

Kearney National, Inc., N.Y., N.Y. has recently announced the acquisition of the Jacobsen Manufacturing Co., Racine, Wis., leading manufacturer of a full range of lawn care, turf, and snow removal equipment.

## Victor, Nixdorf in deal

Victor Comptometer Corp., Chicago, has entered into an agreement to distribute Nixdorf electronic systems and products and Wandered desk-top electronic printing calculators. The Wanderer line consists of six models of electronic calculators ranging in price from \$1,595 to \$2,495.

## Tanqueray Host to Pros and Managers

A club pro can work 52 weeks a year serving his club's members without ever finding the opportunity for more than a casual hello to the club manager whose efforts are directed toward the same people and the same objectives.

Wouldn't it be a good idea, thought Sydney B. White, managing director of James M. McCunn & Co., importers of Tanqueray Gin, if these fellows could spend a little time together and get to know each other.

He organized and sponsored a club manager-pro golf tournament for members of the Metropolitan PGA and the Metropolitan Club Managers Association.

More than a hundred club manager-pro teams participated in the Tanqueray-sponsored tournament which was held at the Hampshire Country Club in Mamaroneck, N.Y.

After golf, the pros and their club managers were White's guests for cocktails and hors d'oeuvres, followed by an awards dinner.

The response was so favorable, that White is considering making it an annual affair.

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*Elegantly Designed  
three-dimensional*



*Hand Crafted  
Emblems in  
Gold & Silver Bullion*



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1 - 24 Stations



54 Valves, 3/4" - 6"



96 Sprinklers  
1/2" - 1-1/2"



79 Vacuum Breakers  
1/4" - 8"

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Perfect even texture and color are maintained with clean, pure-strain WARREN'S STOLONS. Greens planted with seed do not hold their uniformity of color and texture as well as greens planted with stolons. They are apt to develop a "patchwork" look after a few years.



The cost of STOLONS over the cost of seed is insignificant compared to the overall cost of the establishment of a golf course. Why be satisfied with anything less than perfect greens only obtainable from pure-strain STOLONS.



**WARREN'S**  
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### C-U-T-P-R-O-O-F

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**HI-COMPRESSION**

Brilliant Polyurethane Finish

Looks, Feels Like a

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**\$2.85 Doz. Red Striped.**

Samples Available On Request

### PRO SHOP SPECIAL

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BALL... GUARANTEED  
CUT-PROOF \$3.60 PER DOZ.  
12 DOZ. MINIMUM  
SELLS FAST—FOR 60-75¢ EACH  
PLASTIC TEES \$2.10 PER 1000  
SOLD ONLY 25,000 LOTS.  
\$4.00 PER 1000 UNDER 25,000.

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For more information circle number 163 on card

## Functional Approach

Continued from page 53

"Let us change our line of questioning," I said, "and return to the manager. In your experience in clubs, would you say a manager takes an active, inactive or middle of the road approach to a new building or renovation program?"

### MANAGERS SIZED UP

"Club managers run the complete gauntlet of people, as again, they are individuals," emphasized Mr. Larson. "There are managers with a very definite 'don't bother me, you build it, I'll operate it' attitude. However, all too often, we no sooner begin to build it than he claims the whole thing is wrong, that he was not asked about certain things, and cannot function with what you are going to do. He never got into it in the first place, now he has 1,500 opinions. Other managers, the ones I like to work with, are the aggressive ones. I like ones I can exchange ideas with. But I don't like the ones who take an idea, absorb it like a blotter, and never let you know what he thought about it. I want some 'feed back,' pro or con, when I throw out an idea. Maybe not today, but in the future, but I want to stimulate his thinking so he can give me some of his thoughts and I can gain from them.

"Another type of manager you run into is the one who is only interested in the food operation. This is fine, as the food is an important aspect of the club, but it is not the *only* aspect of the club. The member comes to the club to do something besides eat. He may be a card player, golfer, swimmer or curler. We know he will pay a good price for good food. But will he wait 30 minutes to get that food, or eat it if it is so cold after a trip from a distant kitchen that it is not palatable? This is why I feel the manager must have a broadly based view. So, as he would become knowledgeable of fine wines and with it gain an insight to beers and liquors, so too must he become knowledgeable of all the club's activities and problems. If he knows his job, he should know the entire job.

Continued



"It is similar to what I said about architects. If a man is hired to renovate the boiler room, he shouldn't stop there, but he should think of the total picture; how it relates to the guestrooms, dining room, and other areas it will serve."

For my final question, I asked Mr. Larson: "What are some of the problems encountered in your dealings with the manager which concern the architect?" He answered: "The only common problem, you could put into two categories. But this is not only limited to the managers, it also goes for committees. 1. People with closed minds. Those who don't need an architect because they know what they want and are not willing to listen to new ideas; they don't want advice, they want someone to confirm their thinking. 2. The other type, and the one I dislike the most, is the one who is indifferent, because in the end, he is the one who causes me the most trouble. As I mentioned before, for 90 per cent of the program he says nothing. But in the final 10 per cent he will bring up his problems, your defects, and the new problems you have created for him. Even if his complaints are bona-fide, it is usually the worst time to do anything about them or for him. I might say the most difficult part of any project is the number of varying and different personalities one has to work with on a job."

Mr. Larson concluded the interview by saying: "The responsibility of an architect is to transfer the requirements of the members, the building committee, and the manager into workable drawings that a contractor can interpret and build." □



"Goodness!  
I got some dirt  
on my work clothes!"

## Whatever Your Golfing Needs...



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### Does your course cheat?

*Continued from page 55*

require putts longer than 20 yards in any direction. If they're larger, a player should rightfully use a pitching wedge to get to the cup.

Take a long, hard look at your traps. Are they doing the job golf meant them to do? A fairway trap so deep that it requires a sand wedge to get free is "gimmicky golf." These belong alongside greens and, here again, if a well-played shot doesn't get you on the green, something else is wrong that should be corrected.

"It takes more skill and imagination to design a course that's different, but in accordance with the rules, than it does to throw a palm tree in the middle of a trap," Mitchell points out.

Your course should always give a player a chance and a decision to make. A well-designed par-5 should employ a driver, a wood, and a short iron to the green. A player who flubs his drive should be able to make the green with two well-played woods. On "gimmicky" courses, a bad tee shot often leaves a golfer in a hopeless position. He might just as well pick up and forget the hole.

Are your par-5's designed fairly? Does your course have sharply bordered tees or other "gimmicky" situations? Golfing injustices such as these can be easily corrected. And, you can bet that your golfers will not only be aware of the improvements, they will also appreciate an "honest" course. □

### Is this any way?

*Continued from page 43*

or look at, and also ask them sometimes where they've been traveling and if they know about any new styles.

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*Continued*