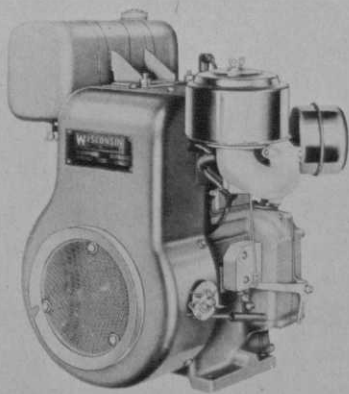


NEW PRODUCTS



Dedoes Industries, Inc., makes the Dedoes Aerator, a cylindrical unit studded with plugger tubes which can remove 296 soil plugs a revolution. Plugger tubes are made of steel, and each unit is sold with a one-year guaranteed against all mechanical defects.

Circle No. 101 on reader service card



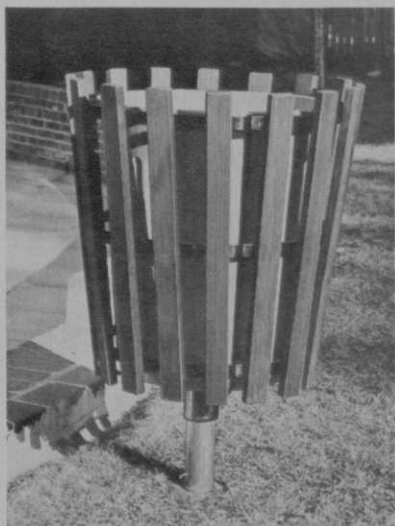
Wisconsin Motor Corp. introduces a 14hp, single-cylinder cast iron engine for heavy-duty applications. The Model S-14D is interchangeable with larger from 10hp and 12hp models for upgrading power in future designs or on equipment in the field. The model is available with optionals such as solid state ignition and/or a 12-volt, 10-amp flywheel alternator with solid state regulation. Electrical options include a 12-volt starter and generator, 12-volt gear-drive Bendix starter only, or a combination starter-generator. More information is contained in Bulletin S-394 and is available on request from the sales department.

Circle No. 102 on reader service card



Reynolds Coating Corp. offers Golf Gleem, a clear, easy-to-clean coating designed to maintain and renew golf woods. The kit consists of club cleaner, the coating material and a dauber, and will coat six clubs. The material, a modified urethane plastic, can be used on the club head and for waterproofing the threads on the shank. According to the manufacturer, Golf Gleem has perfect adhesion, is rock hard and will not chip.

Circle No. 103 on reader service card



Victor Stanley, Inc., manufactures the Litter King, a trash receptacle. The frame is made of reinforced, unitized horizontal steel rings and vertical steel struts with walnut stained cypress wood slats. Each unit includes a 22 gallon plastic container.

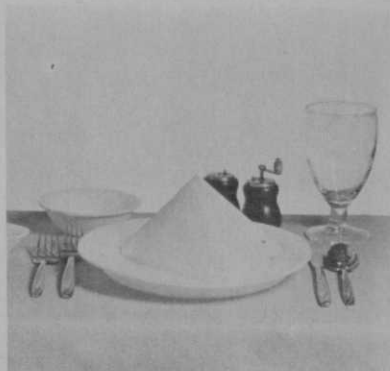
Circle No. 104 on reader service card

Super Secur comfort stations are now available with mansard roofs. The stations are made of modular construction with vandal-proof fixtures, according to the manufacturer. The central piping area is locked to provide secure storage for tools, sanitary supplies and maintenance equipment. Easy access to concealed plumbing is another feature.

Circle No. 105 on reader service card

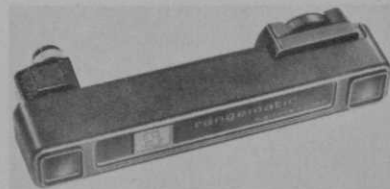
Commercial Seating Div., Freight Container Corp. introduces the Mova-Round table, an adjustable, fiberglass table which will not tip or rock during normal usage. The table weighs 92 pounds and comes with glides. The entire unit takes up a little less than 4 feet square and comes in colors.

Circle No. 106 on reader service card



Gulf States Paper, Plastics Div., introduces a disposable foam plastic food service. E-Z Convenience Food Service contains plates, bowls, plate warmers and trays which are odorless, tasteless and insulated. The bottoms are textured to prevent slippage.

Circle No. 107 on reader service card



Ranging, Inc., has developed a portable ranging instrument which measures and automatically translates distances up to 500 yards into almost any kind of useful information. Called the Rangematic Distance Finder, it consists of a coincidence-type rangefinder and a 6 by 8 power scope, plus a distance translation device. The Rangematic is 10½ inches long, 1 ¾ inches wide and weighs 16 ounces. Price: \$28.95.

Circle No. 108 on reader service card

Continued on page 79

TROUBLE FREE RENTAL CART SERVICE

We furnish you all you need on rental share basis. No investment for you! We deliver and service carts regularly and keep them in good repair—FREE. Carts rebuilt yearly. Clubs not held responsible for damages, theft or breakage.

CADDY-ROLL RENTAL SERVICE

Three Rivers, Michigan



For more information circle number 202 on card

The manager

Continued from page 25

cent from a year ago to a current 33 per cent in this category. This represents a dollar jump from \$5,140 to \$10,924. Overall, within the four clubhouse expenditures group the rise has been 27.3 per cent.

Kitchen equipment expenditures will decline 2.4 per cent from 28.8 per cent of a year ago to a present 26.4 per cent. However, managers still indicate a dollar volume increase in these figures, from \$6,946 to \$8,739. Restaurant supplies (excluding food) has also declined, percentagewise, but increased in dollars. A year ago managers allocated 24.4 per cent, or \$5,874, to this category. Today the percentage stands at only 20.9 per cent of the average budget, but \$6,931 in volume. Clubhouse furniture has been earmarked to get 19.7 per cent of the yearly budget, down from a year ago's 25.5 per cent, but also up in dollars, from the latter's \$6,120 to this year's \$6,511. Thus, in

every category, club managers have seen fit to increase expenditures that maintain the plant.

It is perhaps in clubhouse improvements, the area most difficult in which to pin down a fixed budgetary figure that the manager's greatest expenditure is made. Those managers responding to GOLFDOM's queries listed an average budget figure for the ensuing year of \$61,923. Tabulation renders this figure out of all proportion to the reported actual expenditure for the prior year of \$135,685. This most probably indicates that monies expended in this area range so widely from the anticipated budget there is no accurate way of setting a fix for the category.

The average club operation budget, also a six figure amount, is \$156,473 exclusive of payroll and pro shop operational costs. The costs included in this figure cover club rooms maintenance, entertainment, administrative and general expenses, heat, light and power, and general repairs and maintenance. □

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IRRIGATION PIPE



For more information circle number 177 on card

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OTHER FEATURES OF THE HAHN S-4000 BIG BOY

- Stainless steel drag chain won't rust or corrode.
- Stainless steel drive chain optional.
- Positive-action pneumatic tire on ground-driven spinner.
- Heavy-duty tongue support jack optional.
- All-welded construction.
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Correct turfgrass feeding is fast and easy with the Hahn S-4000 BIG BOY. Load capacity is 4,000 lbs.; 60 cubic feet with sideboards. Its 7:50 x 20 tires provide exceptional flotation—compaction ratio is 42 lbs. per square inch under a full 2-ton load. Fertilizer output can be measured accurately with the handy wheel-and-gauge control. Advanced 2-wheel design makes the BIG BOY easy to pull, easy to turn sharply on fairways. Here's new course-maintenance equipment sure to be added by more and more progressive, profit-minded clubs. Like yours. Use coupon now for full details.



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Send me complete information about the Hahn S-4000 BIG BOY including name of nearest dealer.

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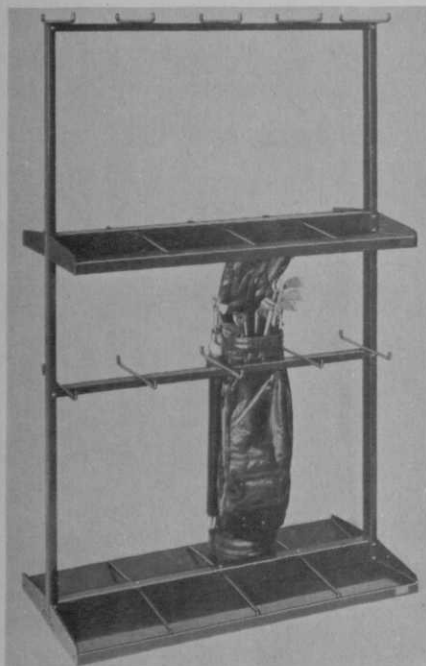
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Double unit shown holds 16 bags, size 2' x 4' x 6'-6" high, gives 12" x 12" space for bags. Single unit holds 8, size 1' x 4' x 6'-6" high. Sturdy steel. Bags set solid on tapered shelves.

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For more information circle number 217 on card

Graffis

Continued from page 69

Stan Metsker of Boulder (Colo.) CC and Ken Voorhies of Columbine CC, Denver, last fall were the first men to be designated as Certified Golf Superintendents by the Rocky Mountain GCSA.

Florida West Coast GCSA new president is Jack Graves of Longboat Key who succeeds Bud Quandt of Seminole Lake CC. Jim Svabek of Bradenton CC is vice president; Harvey Phillips of Belleview-Biltmore and Pelican CC at Clearwater, is secretary-treasurer.

Palmer Maples, Jr. of Charlotte (N.C.) CC was re-elected president GCAS of the Carolinas. Vice president is Charles P. Willimon, Bonnie Brae GC, Greenville; P. M. Alexander, department of horticulture, Clemson University was re-elected secretary-treasurer and Bennie Boatwright of Persimmon Hill CC, Johnston and Alton Buck, Charleston CC were elected directors.

Philadelphia Assn. of GCSA for 1969 is headed by Harry J. Mc-

Sloy, Wilmington (Del.) CC; vice president is Warren Bidwell of Philadelphia CC; secretary is Edward Etchells of St. David's GC; treasurer is Harry Holscher, Tumble Brook GC; and sergeant-at-arms is Louis J. Amadio, Jr., Philadelphia Electric Company CC.

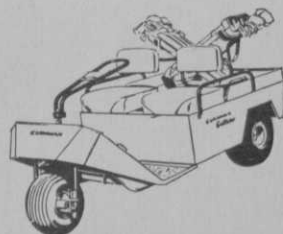
Bob Simmons, former pro-superintendent, now is working with architect Tom Barnes designing a project of six 18-hole courses near Pompano Beach, Fla.

Little Club, a new par three, designed and built by Joe Lee at Delray Beach, Fla., has George Kinsman as pro. George is at Newport, R.I., in the summer. The Little course is on very expensive land near the Gulf Stream GC.

Maurie Luxford, after an operation that cost him an eye and a historic tribute by 549 celebrants at Lakeside GC, Los Angeles, turned in another perfect performance as director of play for Bing Crosby's 28th National Pro-Am. Larry Crosby, general manager of the affair, and his staff, point out that about 350 volunteers give nearly 14,000 hours of work to



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For more information circle number 252 on card

each Crosby Clambake.

A great veteran, Roland Wingate, 72, lost the decision with a heart attack December 31, in a Jesup, Ga., hospital. He had been driving with Kay, his wife, to their home at Fort Myers, Fla., after visiting their children in the Carolinas. Roland was born at the Harborne GC in Birmingham, England, where his father was professional. Last December the club sent him the tie and buttons as an honorary member. His sister, Poppy, now Lady Raymond Hinchcliff, was England's first woman golf pro. After World War I Wingate came to the United States and served as pro at Stockbridge (Mass.) GC, CC of Brookline, Mass., Asheville (N.C.) CC and at Fort Myers (Fla.) CC from which he retired from a year-around job to become summer pro at Dublin Lake CC, Dublin, N.H. He was supremely happy there, and many of his pupils were children and grandchildren of men and women he'd taught in earlier New England jobs. At Fort Myers Wingate took over at a run-down

course of sound Donald Ross architecture, revived the layout, promoted golf and developed a fine successor, Al Patterson.

Pardon the suspicion that golf course cost figures, including those reported by the club accounting

firms, are not authoritative. GCSA ought to give this situation a cold hard look and see whether they can exercise a practical, helpful and authoritative position or continue to throw the course figures into the fan.



Heading up the Midwest Assn. of Golf Course Superintendents: seated (l. to r.) are Dick Trevarthan, first vice president; Edwin Wollenberg, president; Oscar L. Miles, secretary-treasurer, and Alfred Bertucci, board member. Standing (l. to r.) are: Berthram Jannes, board member; Harold Frederickson, board member; Joseph Canale, second vice president; Thomas Gillman, board member, and Theodore Sokolis, board member. Missing is Walter Fuchs, a board member.

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For more information circle number 275 on card

Emerson

Continued from page 70

description of his duties and responsibilities from a group of men who will be out of office within two or three years.

Certainly, this was the case with Mr. Jones and Mr. Smith and their respective clubs. To say that the blame for the series of events lay with either manager or with their clubs at the time they were dismissed is to overlook the true reason for their discharge. The real accountability lay with the men who had negotiated their employment in the first place. However well intentioned, they arrogated their responsibilities to their club and to themselves when they failed to prepare an adequate job description.

And yet, a job description is relatively easy to develop. If your club does not yet have such a manual, here is a simple outline upon which to build one.

1. Accountability: a) who manager reports to; b) who reports

to manager; c) accountability to other board members, other department heads, club committees, members, to and for vendors

2. Duties and responsibilities: a) those assigned in the bylaws and listed in board minutes; b) those assigned by the house rules and by committee; c) budget and financial responsibilities and limitations; d) committee assignments; e) attendance at board meetings; f) specific authority to hire and/or fire and limitations, if any; g) specific authority to purchase supplies; h) relationship to other club managers and to professional, trade associations.

3. Limitations: a) on personal use of club facilities; b) on family use of club facilities; c) on entertainment

4. Achievement guidelines: a) meeting financial goals; b) member satisfaction; c) staff satisfaction

5. Compensation: a) annual salary; b) fringes such as vacation, insurance, pension, association dues; c) method of salary review; d) condition of severance.

RAIN ON CUE

Don't rely on the whims of weather. Ask Miller to give you "rain on cue" by installing an automatic sprinkling system. Often, an automatic sprinkling system will pay for itself in labor cost alone. If your course is already irrigated, Miller can economically convert your present system to one that is fully automatic. Remember, peace of mind is a built-in advantage of Miller sprinkling systems...so don't be irritated...get irrigated.

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NEWS OF THE INDUSTRY

Expansions

The MacGregor Company has opened another golf distribution center in suburban Detroit, bringing to 10 the number of MacGregor centers in the United States. The new center is located at 3187 Union Lake Road, Union Lake, Mich., and is designed to offer fast, local service to dealers and golf pros in that area. It will stock a complete line of dealer and pro golf clubs, golf balls, bags and accessories.

Fernquest & Johnson Golf Company has added 14,000 square feet to its Colma, Calif., plant, making the total floor space 24,000 square feet.

Dexter Shoe Company has opened a West Coast warehouse in Pasadena, Calif. The installation will service 11 western states and will provide retailers with overnight service. The line includes nine golf shoe styles for men, five for women. Directing the operation will be Bill Schaefer.

Report sales in '68 for Dunlop's golf equipment

Paul R. MacDonald, an assistant vice president of Dunlop Tire and Rubber Corp., reported that "sales of all golf equipment, especially Maxfli balls and clubs, were well above previous years." In fact, "Our sporting goods sales for 1968 were considerably in excess of the industry-wide percentage of increase for the year."

The higher sales of Maxfli balls and clubs might be attributed to the company's expanded efforts to merchandise the line.

For 1969 sales, Mr. MacDonald foresees "more of the same, at an even faster pace with sales remaining well above industry percentage increase."

Included in the expansion plans for this year is the addition of four autograph models to the Maxfli club line. The four names will be Charles Sifford, Roberto de Vicenzo, Susie Maxwell and Clifford Ann Creed.

Miles wins Bartlett award

Oscar Miles, superintendent at Olympia Fields CC, Olympia Fields, Ill., is the winner of the 1969 Charles Bartlett award, which is given by the Midwest Assn. of Golf Course Superintendents and presented to the member who has shown achievement in journalism and/or public relations.

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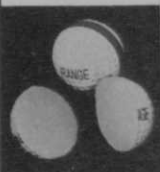
For more information circle number 184 on card

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NEW RANGE BALLS
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SUPER & SUPER V
WHITE OR YELLOW



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WOUND OR SOLID BALL
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- LARGE SELECTION OF USED BALLS, SUITABLE FOR RANGE USE.
- NEW HI-AND-MIXED COMPRESSION BALLS, IDEAL FOR COUNTRY CLUB RANGES COST ONLY \$2.64 PER DOZEN.
- RANGE "FLOATERS" AVAILABLE.

WRITE IN FOR 1969 CATALOG

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For more information circle number 212 on card

GOLFDOM/1969 FEBRUARY • 77

Light Weight - One Hand

RAKE-Ezee SAND TRAP RAKE

Short handle, light weight. Golfer can rake trap while holding club in other hand.



HIGH DENSITY PLASTIC WEATHER-PROOFED

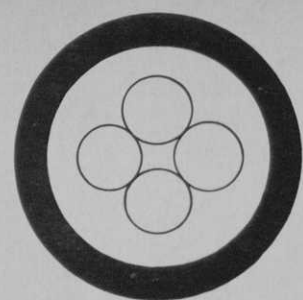


The bright, yellow-handled RAKE-Ezee Rake flags attention, reminds golfers to rake trap. Stands erect on blunt metal point.

Sturdy, attractive, won't rust, yet low in cost. Rake-Ezee stands erect on point, reminds golfer to rake trap. Fully guaranteed with tough plastic head. See your distributor, or write: >

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PEOPLE IN THE NEWS



Watson



Larsen



Vargas

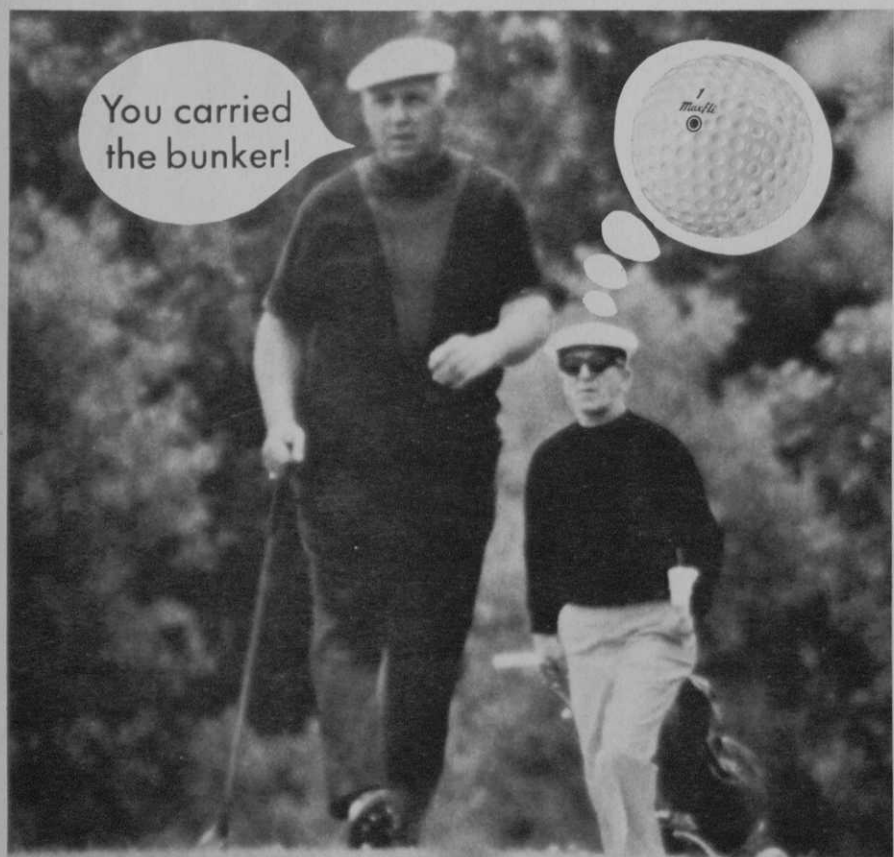


Wilkins

Dr. James R. Watson, Jr., is the new director of marketing, turf products for Toro Mfg. Corp. Also for Toro, Dr. Finn J. Larsen joins the company as a vice president, responsible for research and development, engineering and quality control for both residential and commercial power mowers.

Dr. Joseph M. Vargas will head up the turfgrass disease research at Michigan State University's Department of Botany and Plant Pathology.

Lee Z. Wilkins is the new customer services director for Certain-teed Products Corp.'s pipe division.



You carried the bunker!



Get your players over trouble. Sell Maxfli. They'll never know how good they are until you do.

Maxfli
By **DUNLOP**

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For more information circle number 256 on card

seed boxes, respectively. Options include transport wheels and a three-point Category II pick-up for the seeder.

Circle No. 110 on reader service card



Simplicity Mfg. Company adds a new 7hp Broadmoor tractor to its line. Designed with Floating Traction tires, which according to the company leave lawns unmarked, the tractor features electric starter, adjustable bucket seats, combination brake and clutch pedal and a dash board with grouped controls.

Circle No. 111 on reader service card
Continued

What's so special about the Cyclone BROADCAST LAWN SPREADER?



- Fast • Accurate • Stripe-Free
- Versatile • Dependable • Easy to Use

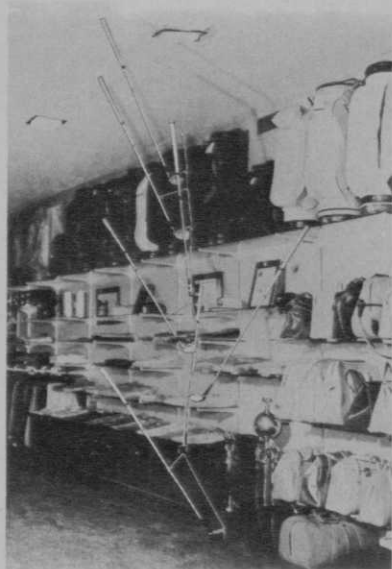
There's a Cyclone for almost every seeding and spreading job.



THE CYCLONE SEEDER CO., INC.
Dept. 60-2, Urbana, Indiana 46990
For more information circle number 279 on card

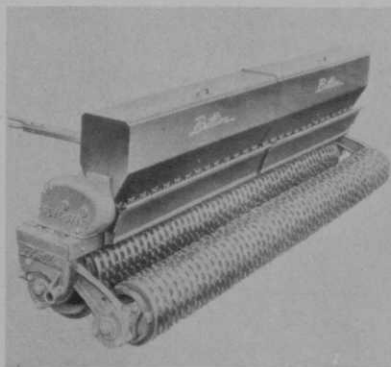
NEW PRODUCTS

Continued from page 71



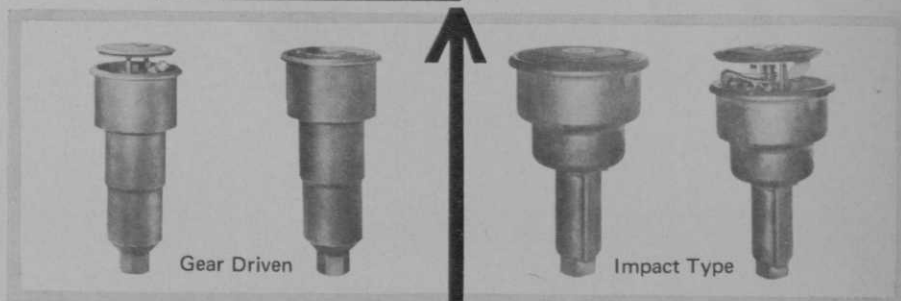
Golf Club Mobiles, Inc., offers mobile displays for golf clubs with swing weights of D-2. The display suspends the clubs from a floor stand or a 10- or 12-foot ceiling. Air currents keep the mobile in constant motion. Five models are offered: a woods and irons combo, putter, woods, an irons and utility club display. Prices: \$17.95 for the woods unit, \$24.95 for the stand and for each of the other units.

Circle No. 109 on reader service card



Brillion Iron Works, Inc., introduces a turf seeder, which uses fluted feed rolls to crush, seed and roll in one operation. The seeder can be adjusted to suit varying job requirements, including fine seeding. Turf-Maker comes in 8- and 10-foot drawbar models, with 6 1/8-bushel and 7 1/2-bushel capacity double compartment

FEBCO Incorporated



HEADS UP! ON THE BIG WATERING JOBS

On the big jobs use the big Febco heads. Large turf areas demand big performance and Febco gives that performance. Delivers up to 71.8 GPM, over a 210' diameter with 137' triangular spacing recommended. No more dry, burned spots with the big Febco rotary pop-ups.

- Gear or impact drive
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- Sprinkler assembly can be removed without disturbing sprinkler housing
- Full or adjustable part-circle models water unusual shaped areas
- Rubber covers available

Gear driven models have gears sealed in waterproof grease in an all brass housing. Impact models have a dry seal, sandproof bearing.

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For more information circle number 135 on card



NEW PRODUCTS



Crown Rubber Company has developed a spike-resistant matting called *Fore*. The matting has a non-woven polypropylene primary backing, embedded with cut-pile nylon and fused with a secondary vinyl backing. According to the company, the primary backing is impervious to mildew, shrinkage, rotting and temperature changes. Standard widths are 34 inches, 46 inches and 70 inches, which can be trimmed, and colors are red/black, beige, gray/black and blue/green tweed.

Circle No. 112 on reader service card

DeBourgh Mfg. Company's All American line of ventilated lockers features color coding. Ten colors are available and may be combined to form patterns. According to the company, the open mesh lockers permit 74 per cent air circulation. A wide selection of sizes are available and the lockers carry a full 10-year guarantee. A catalog describing the line is available on request.

Circle No. 113 on reader service card



Reco Sales, Inc., imports and distributes the *Cast tractor*, which has a two-cylinder, 32hp, diesel engine. The tractor has six forward and reverse speeds and features four-wheel drive, steering wheel, suspension and brakes. Attachments and tools are available.

Circle No. 114 on reader service card

EASY-OUT BALL DISPENSER



Displays — 780 Balls. Walnut Finish — 32" x 22"
Bottom Pack pulls out without disturbing Pack above
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Literature, Bulletins, Booklets: "Principles for Selecting Good Service Equipment," available from Duke Mfg. Company, 2305 North Broadway, St. Louis, Mo. 63102. Contains information on the principles and techniques of selecting and using food services equipment for volume feeding operations. "Landscape Beauty Depends on People," available from the American Assn. of Nurserymen or from the Advertising Department, International Harvester Company, 401 North Michigan Ave., Chicago, Ill. 60611. This 12-page booklet contains 63 color photographs and eight drawings giving practical ideas on how to improve areas in the community through landscaping. "Automatic Flow-Control Valves & Meter Kits" (Bulletin F-322), published by Griswold Controls, Box 1530, Costa Mesa, Calif. 92626. Describes the application of automatic flow-control valves in hydronic systems. "How to Install," available from Rain Jet Corp., 301 South Flower St., Burbank, Calif. 91503, illustrates step by step how an underground sprinkler is installed. A booklet is available from Hercules, Inc., Hercules Tower, Wilmington, Del. 19899 and points out the efficiency advantages of using Nitroform organic fertilizers.

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