# Champion Doo-All Trailer



HERE IS THE ANSWER to your problem of moving heavy materials around your golf course.

Champion Doo-All Trailers, equipped with 1-cu.-yd. hopper and interchangeable flat bed, can help you do a hundred jobs more quickly and efficiently.

With the hopper in place, you can haul sand, top dressing, or any bulk load to where it is needed on the course. Lift off the hopper, remove four bolts and put the flat bed on, and you have the perfect vehicle for those many hauling jobs (sacks, drums, benches, debris) that come up throughout the year.

TERRA-TIRES Protect turf from rutting . . . Big, easy-rolling Terra-Tires spread the load over a 48" width of ground. You get the work done when needed without added problems of turf damage or ruts.

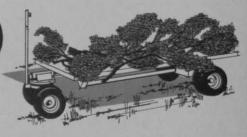
For big bulk loads, there is a Champion Trailer with 2 cubic yard hopper — See your equipment jobber or write for details.

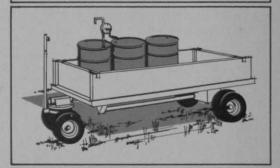


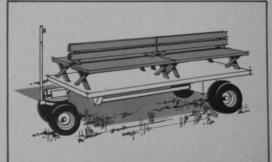






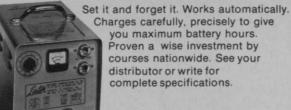






### THE WORRY-FREE LESTER MATIC CHARGER

Even your greenest employees can keep carts fully, dependably charged with a Lestermatic. Foulups are eliminated.



625 West A St Lincoln, Neb. 68522

151 West 17th St. Los Angeles, Calif. 90015

For more information circle number 215 on card

# 

### UNDER GOOD TURF THERE MUST BE GOOD SOIL

To obtain a healthy and durable turf, the proper foundation is required-a foundation of carefully selected and processed soil materials, supplemented with periodic topdressing. Maximum turf growth, durability and desired drainage are best achieved when soils are shredded to the desired texture, and are uniformly blended, thoroughly aerated and screened.

Lindig Shredder/Screeners, with exclusive hi-speed hammermill shredding economically prepare your soil materials. And only Lindig offers Screener Attachments that mount directly on the shredder. No need for an extra power unit. Your Lindig Shredder/ Screener is one fully mobile unit.

Easy to use and easy to move, there is a Lindig with the feed, capacity and discharge capabilities your operation requires.



### LAWSUITS

continued from page 60

fines product coverage for the country club so it is protected against suits arising from foods or beverages which cause illness or injury to members or guests served on the club premises. This endorsement permits protection on watercraft when declared and when used by members or guests only.

The clubs endorsement protects the club premises, clubhouse and other buildings, golf cars, gyms, saddle animals, skeet and trap shooting ranges, the swimming pool or bathing beaches, ski lifts and toboggan slides, provided their use is for the membership and guests only. If these facilities are used by the public commercially, coverage is denied.

Aircraft owned by or rented to the club must be insured under a separate aviation liability policy.

If a country club provides health facilities such as masseurs or physiotherapy, clubs endorsement must be modified to include these exposures. Providing beauty facilities for lady members or a barber shop for men would also have to be declared.

If a country club permits various teams to represent the club in club events away from its premises, the endorsement must be modified. If a member representing the club should injure another contestant or a spectator at this event and the country club were named a codefendant, the club would be unprotected unless this modification were made in the policy.

Finally, many country clubs enter into "joint ventures" with other clubs or organizations. The basic policy excludes all joint ventures, but usually this provision may be modified to protect the club when the joint

continued on page 84

# Cooper GREENS MOWER

### TURF GROOMER

DESIGNED AND ENGINEERED WITH "GOLFERS" IN MIND

Here is the Greens Mower that you've been waiting for . . . a real "Pro" in its own right in the field of greens mowers. Performs with fingertip control with rugged durable performance. All this plus an economically designed mower to reduce your maintenance problems. Another high quality feature is COOPER'S selection of top-grade materials that are employed in all of their manufacturing processes. With this insurance of craftsmanship there is no doubt for a smoother running and longer life "COOPER CHAMPION".

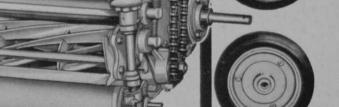
Lightweight with perfect balance for smoother cutting.

B & S 3.00 HP 4-cvcle Engine with Recoil

Power driven, quickon, quick-off transport wheels - saves time from green to green.

Built for the best in golfing

> Write for literature and detailed specifications.



COOPER MANUFACTURING CO.

422 SOUTH FIRST AVE.

MARSHALLTOWN, IOWA, U. S. A.

For more information circle number 224 on card



USE THIS PIXTONES

One tractor and operator pulls three PIXTONEs—triples area covered. Unique revolving arm and rake mechanism pick stone <sup>3</sup>4" to 9" dia., pulverizes, aerates, leaves perfect seedbed. Hundreds in use by landscapers, parks, golf courses, contractors. Write for complete details..

BRIDGEPORT IMPLEMENT WORKS, Inc. Box 49IG Stratford, Conn. 06497 Phone: (203) 378-0060

For more information circle number 212 on card

# TAT

### **GOLF COURSE SIGNS**

Extremely smart looking signs with self fastening stakes.

Signs 50c & 75c Stakes 25c & 30c

Shipped in 24 hours Write for Free Brochure

TAT GOLF SIGNS BOX 1, DUNEDIN, FLORIDA 33528

For more information circle number 182 on card



# SOW and STAND BACK!

When you overseed with Annual Ryegrass that's a good idea because its growth is really rapid!

Under ideal conditions Annual Ryegrass will germinate in just a few days although 6 to 14 days is considered normal.

Annual Ryegrass may be used alone or in a mixture. It is normally part of an overseeding mixture because of its ability to produce quick color while the slower starting seeds are becoming established.

When sown alone Annual Ryegrass is normally seeded at the rate of 10 lbs. and up per 1000 sq. ft.

Annual Ryegrass is also considered a "tough" grass and will stand up to overtreading.

Why not make it part of your overseeding program? It's a proven performer.

For a free brochure on "What You Should Know About Oregon Ryegrass" write to: OREGON RYEGRASS GROWERS SEED COMMISSION

Department 1 / Suite One / Rivergrove Building / 2111 Front St. N.E. / Salem, Oregon 97303



**LAWSUITS** 

continued from page 82

venture is of a golfing or social nature usual to club activities.

# Workmen's compensation and employers' liability

Every liability policy excludes claims by employees. This protection is within the domain of the standard workmen's compensation and employers' liability policy or by state industrial compensation funds.

Hence, every country club must carry compensation insurance or contribute to the state fund according to law. And every employee should be included under workmen's compensation protection.

Many country clubs fail to include caddies and other temporary summer employees within this coverage, although nearly every state requires that summer employees be insured. Most states define the legal age for youthful employment, insist upon work permits and impose severe penalties on any employer who hires caddies not covered by compensation or who are under the legal age.

Other states define certain forms of employment restrictions for youngsters. It is a violation in many states for teenagers to work in the kitchen as busboys where sharp instruments are used or to cut greens or fairways.

# Catastrophe umbrella liability

No country club in this age of high court awards can afford not to give high limits of liability, at least for bodily injury claims, serious consideration. Any country club which does not carry at least \$1 million bodily injury protection per person under its basic premises liability policy and its automobile liability policy is courting danger. No one can advise a country club as to

continued

### COMPLETE **GOLF COURSE** CONSTRUCTION

Also rebuild, move tees and greens, install watering systems.



EARTHMOVING SERVICE, INC.

IBERIA, OHIO . Ph. Galion, O. 419 468-5454

For more information circle number 178 on card

### GOLF

NATION-WIDE DISTRIBUTORS FOR OVER 30 YEARS OF **GOLF SHOP-DRIVING RANGE** PAR 3 & MINIATURE COURSE

**SUPPLIES** SEND FOR CATALOG:

NORTHERN GOLF BALL CO.

2350 W. ROSCOE ST. CHICAGO, ILLINOIS 60618

For more information circle number 184 on card

### "Maintenance-Forget It"



The finest Battery charger . . .

MAC's MODEL 1555T

Safety Polarized and with

**B.C.I.** (Battery Condition Indicator)

For details, write or call today

# MOTOR · APPLIANCE CORP.

St. Louis Air Park P. O. Box 22 Chesterfield, Mo. 63017

314-532-3406

### LAWSUITS

continued

the actual amount of protection required because lawsuits involving many injured persons could reach staggering figures in a final settlement. Therefore, every country club should also carry a catastrophe umbrella liability policy at very high limits over and above its basic premises and automobile liability policy and its workmen's compensation coverage.

This umbrella policy provides a second layer of protection should the basic policy limits be exhausted by judgments or defense. Furthermore, when purchasing an umbrella policy, unless the exclusion in the underlying basic policies are modified. the umbrella policy will not tract with the broader protection.

Many country clubs will want to have their employees protected as additional insurance, so that their personal interest in a lawsuit would be included. Other clubs recognize the exposure to a false arrest suit or a defamation of character suit. Personal injury liability protection, as it is termed, may be endorsed onto the club's comprehensive general liability policy.

If a caddiemaster or another employee administered first aid to an injured player or caddie, for example, and compounded the injuries, this could be protected adding an incidental malpractice endorsement onto the club's liability policy.

However, whether or not a country club attempts to broaden its protection, nothing is as important as carrying high liability limits, particularly against bodily injury claims.

Mr. Gleason is an insurance consultant to country clubs. He does not sell insurance, but reviews and advises on the protection afforded by their insurance policies.



Fower turning, trim with either side, six forward speeds, mows without scalping, mows grades up to 45°, rider attachment optional. 24" to 52" cuts. Ask about new 21", 4 H.P. self-propelled.



For additional information, write Dept. G1069

4303 Poplar Level Road Louisville, Kentucky 40213 Area Code 502 - 459-3810

# **Specialists**

**Golf Course** Construction Since 1924!

**GOLF COURSE** CONSTRUCTION BY CONTRACT

FOR FURTHER INFORMATION WRITE or CALL

CONSTRUCTION COMPANY

GOLF COURSE BUILDERS

P.O. BOX 66 ST. CHARLES, ILL. 312-231-2665

12 W. FAIRCHILD DANVILLE, ILL. 217-442-2411

For more information circle number 176 on card

# **NEW ENGLAND**

### HEADQUARTERS

BUCKNER Sprinklers
CYCLONE Spreaders
E-Z-GO GT 7 Trucks
FOLEY (Modern) Grinders
GIANT Blo & Vac
JARI Power Scythes
LINDIG Shredders
MILORGANITE Fertilizer
MOODY Automatics
RYAN Turf Tools
THURON Power Sprayers
TORO Mowing Outfits

THE CLAPPEN CO.

1121 WASHINGTON STREET
WEST NEWTON 65, MASS.

For more information circle number 231 on card

# PUT WINTER TREADS ON YOUR GREENS...

... overseed with Highland Colonial Bentgrass



Here is one of the most economical of the fine-bladed grasses that performs superbly in an overseeding program.

Highland Bent may be sown alone or in a mixture. You'll welcome its strength in the crucial spring transitional period when the dormant grasses are recovering.

Its 8 million seeds per pound provide a great potential number of plants and you can plan on Certified Highland being free of noxious weeds and Poa Annua.

Detailed informational brochures covering fertilization, seeding rates, cultural practices, etc. are available without charge. If you would like free brochures please write to:

Highland Colonial Bentgrass Commission
Suite One / Rivergrove Building
2111 Front Street N.E. / Salem, Oregon 97303

### **CONFESSIONS OF A PRO**

continued from page 65

to depend on his pro to supply him with exactly what he needs. I never carried many brands in my shop and every two or three years would change my featured line to keep my members' interest lively and to please all tastes. I'd do some minor altering now and then or put in special orders to make sure the customer was fitted precisely.

I started on both my jobs as a pro-greenskeeper and saw the course management part of the work become a full-time specialist's job. My relation to the superintendents, as they later became known, was more as a partner than in the loosely defined supervisory capacity. I knew what the superintendent was up against and was able to be his voice in court and get players' sympathetic, patient understanding of how "acts of God" and man can damage a course. Maybe it's more important now; golfers expect everything to be perfect always.

My relations with managers, too, have been happy, mutually beneficial and figured into the pleasant and efficient operation of the club.

In fact, as I review my years as a professional and my relations with superintendents and managers, I am reminded that never, now or yesterday, could a pro who is doing the correct, progressive, profitable thing for himself and his club, be only a pro. He has to know something about the job of everybody on the team or he is not qualified to star in a very demanding business.

The pro job has been tough, demanding much during long hours, and it is getting more complex—but what of that? If the job weren't difficult and exacting, a caddie could handle it and earn enough to get by.

# FAMOUS RESORT FINDS NEW PROFIT MAKER

The Downingtown Inn and Golf Club, Downingtown, Pa., first turned a bare field into a lucrative driving range, then added the Venzke Vendor ball dispenser for increased profit.

Bob Romana, P.G.A. pro at Downingtown, says the machine, which operates on dollar bills, dispenses over 1,000 buckets per week. He also has extended the hours of range operation, since the Venzke Vendor takes care of itself.



Add a fully automated driving range to your operation...write or call collect for information. Distributors wanted; choice territories available.

### READING GOLF, INC.

300 Spruce St., Reading, Pa. 19602 215-372-5185

For more information circle number 242 on card



ENHANCE YOUR COURSE ENTRANCE-TEES-GROUNDS with beautiful redwood signs custom designed for your course. Easily maintained.

for information, sketches—quotations, send score card of your club to:

R. G. Howe



Parkway Products Company BOX 487 McHENRY, ILL. 60050 Phone Area Code 815 - 385-0825

For more information circle number 260 on card



No Motors to Burn Out!

SAFARI (DEPT. G)
591 N.E. 5th Street, Pompano Beach
Florida 33060
Phone (305) 942-8076

### PAVING THE WAY

continued from page 70

All agree too that construction of permanent concrete trails has added to the beauty of their respective courses. Once forms are removed from the cured concrete, sod is applied and bare spots, which were almost inevitable around tees, greens and turn-arounds, are eliminated.

Both Quail Creek and Las Colinas have developed attractive planting areas featuring trees, perennials and plants.

Design of the trails follows virtually the same pattern on all three courses. Simple excavation work is carried out by light, equipment, usually a front end loader on a small tractor. Most trails are basically five-feet wide and four inches thick. Wider trails are built around tees, and at turn-arounds.

The only subbase material used is a thin application of a good grade of sand. Wire mesh, generally not necessary if a rich mix of concrete is applied, is laid on top of the sand subbase.

Concrete mix usually runs on a five- to six-bag formula and an air entraining element is added. This adds to the durability of the concrete, especially in regions where there is a severe freezethaw cycle. Contraction joints, usually redwood planks, are spaced at intervals of about 1-1/2 times the width of the trail.

One-by-four planks are used in the forming, since they can be bent easily at curving portions of the trails.

Once concrete is placed from the ready mix truck or from smaller vehicles in places where the truck cannot reach, it is screened off with two-by-fours, floated briefly and brushed off with a broom or heavy burlap to create a skid resistant riding surface. There is considerable saving in time and labor costs on the relatively rough finish.

### WORLD'S MOST DESIRABLE IRRIGATION SYSTEMS



ARE DESIGNED BY

**AUTOMATIC GOLF COURSE IRRIGATION** 

CONSULTANTS **DESIGNERS INSTALLERS** 

For permanent underground irrigation systems we use

LARCHMONT ENGINEERING

Lexington, Massachusetts 02173 Members A.S.A.E.-S.I.A.

Johns-Manville

TRANSITE Asbestos-Cement

IRRIGATION PIPE



For more information circle number 188 on card



most economical most colorful most popular

rubber floor tile

For the first time you can obtain this popular, economical pattern in the rugged %" gauge . . . suitable for any application . . . even under the repeated torture of golf spikes.

FAT %", TOUGH and GAY Tuflex live rubber floor tile will withstand the roughest beating you can give it . . . and still bounce back, as pretty as ever!

Yes, %" thick Tough and Gay tiles offers you the best in appearance,

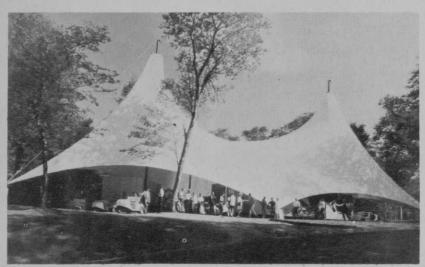
comfort, wearability and economy at the same low price as the economical Spartus line of Tuflex live rubber floor tile.

Write for free sample brochure Rubber Products, Inc. / 4521 W. Crest / Tampa, Fla. 33614 FOR: PRO SHOP . DINING ROOM . 19TH HOLE . LOCKER ROOM .

For more information circle number 230 on card

GOLFDOM/1969 OCT.-NOV. . 87

### NEWS OF THE INDUSTRY



The big, curved tent is the temporary clubhouse at the Grandfather G&CC in North Carolina's Linville River Valley below 6,000-foot Grandfather Mountain. Inside are three trailers which house the club office, pro shop, locker rooms and snack bar. The design, an Award of Honor winner from the American Institute of Architects, cost \$12,000. And it will all come down when the new clubhouse is built in 1970.

### Professional Golf nets \$738,000

Professional Golf Company announced that its consolidated net earnings after taxes amounted to more than \$738,000, or 40 cents a share, on sales in excess of \$11.5 million for the first nine months of fiscal 1969. Net income for the third quarter was about \$263,000, or 14 cents a share, on sales of more than \$4.9 million. Comparable figures for the same periods last year are not included because accounting periods for the company and all subsidiaries were changed in 1968 to conform to the seasonal nature of the company's business. The fiscal year was changed last year to a September 30th closing.

# Harley-Davidson California sales and leasing expands

Since acquiring the Harley-

Davidson golf car franchise on March 1st, the new Harley-Davidson Golf Cars (Div. H. Coster Enterprises), Mountain View, Calif., has added branch operaations in Sacramento, Walnut Creek and Incline Village, Nev. Associated with Harley Coster, president of the new company, is Walter C. Davidson, who recently retired as vice president sales, Harley-Davidson Motor Company, Milwaukee, Wis. Currently, 80 per cent of the sales, service and leasing company's business is in leasing. The company also has a car rebuilding department and maintains a 140car special event or tournament

Harley Coster, experienced in conducting golf car maintenance and merchandising sessions, will handle golf car programs at the Professional Golfers' Assn. National Business Schools in Fresno, January 18 to 23 and in Los Angeles, February 22 to 27.

### MacGregor 1970

At a two-day national sales meeting held recently, Mac-Gregor, Div. of Brunswick Corp., previewed its 1970 club line.

A new look for the M/T Split Level irons was shown as well as a Tee-Sole wood which is said to reduce turf drag. In addition, new ladies' and Left Hand M/T models were shown.

For the company's pro-only line two new medium-priced clubs were unveiled—the men's Tourney-Master and the restyled Louise Suggs First Lady, which features an aluminum shaft.

New convenience features will characterize the bags for 1970. The new styles and colors are aimed at the volume market in the pro shops and are in the popular price range.

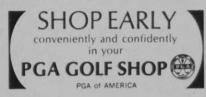
The Tourney golf ball line is now being offered as Tourney I, Tourney II and Tourney III. The golf balls and packaging will be color coordinated to make selection easier. And more compression ranges have been related to shaft flexes to make proper ball selection easier.

### New entertainment for members: NFL films

National Football League Films offers a series of color "NFL Game of the Week" films. Each runs a half hour, is 16mm with sound and highlights the best game played in the NFL each Sunday. A wellknown sportscaster narrates the program and it is available for showing by Wednesday of each week, starting with the first game played on September 21st. The films have been withheld from national TV for this year. Write: NFL Films, Inc., 410 Park Ave., New York, N.Y.

## PGA promotes Christ has golf shopping

The golf professional who in the past has been left to his own ingenuity and devices to promote Christmas gift buying in his pro shop, will get an assistance this year. The **Professional Golfers' Assn.** has launched a program to remind the nation's golfers of the convenience and reliability of Christmas shopping in the pro shop. A series of ads (see sample) built around the theme,



"This Christmas give a golfer a golf gift," has been distributed to all golf publications reaching the consumer audience, with the request that they be used in the pre-Christmas period. The publishers have pledged cooperation, and PGA expects its message to reach more than two million golfers during the peak shopping season.

"Christmas sales represent important end-of-year revenue for the golf professional," Leo Fraser, PGA president points out, "and the PGA intends to help him in every way it can. The advertising program is the first step in this direction, but we have several other plans under consideration for the future that will enable the golf professional to broaden his Christmas sales opportunities."

The current advertising program has been created by John M. Ross of Golf Promotions, Inc., consultant to the PGA.

DDT disposal bulletin offered

Michigan State University's Cooperative Extension Service has available a bulletin with guidelines covering the disposal of DDT. The bulletin covers homeowners and commercial users. Ask for "How to Dispose of DDT," bulletin E-664. Write: Bulletin Office, Agriculture Hall, Michigan State University, East Lansing, Mich. 48823.

### Christmas promotions catalog offered

Dismar Products, Inc., a producer of point of purchase and promotional materials for retailers, offers a 48-page catalog of materials available for Christ-

mas. New items include signs that can be seen from highways and a line of Christmas trims. Write: Dismar Products, Inc., A and Clearfield Streets, Philadelphia, Pa.

Weather-matic expands sales
Weather-matic (Telesco Industries) plans to sell its lawn sprinkler equipment in the Gulf states by establishing a regional sales office in Houston, Tex., effective November 1st. Regional

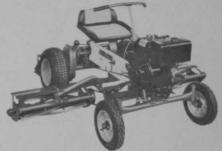
sales manager for the new terri-

tory is Bill J. Warren.

Golf course notes . . .

A \$50,000 turfgrass adaptive research program, financed by member clubs of the Northern California Golf Assn. has completed its first year and has been judged "highly informative." Of the 70,000 acres of California land devoted to golf, 5,000 are irrigated and mowed at an annual cost of \$50 million, as part of the program ... Jim Tasby moves to Riverside CC, Clinton, Okla., as pro-manager . . . Grier Jones has been signed as touring pro for King's Inn and GC, Freeport, Grand Bahama Island ... Venango Trail, located north of Pittsburgh, plans to change its status from semi-public to country club... Sewickley Heights GC, scene of the 1966 United States Golf Assn. Women's National Amateur, will soon enlarge its clubhouse and lengthen its tough 14th hole ... Helpful hints from George H. Bird, pro at Castle Harbour GC, Bermuda, include: a pro must be imaginative and stock new styles and bright colors and hand printed blouses; and newest thing for men is lightweight wool which can be worn yearround and holds its press... Thomas Scannell, one of the inventors of the Cyclomatic automatic irrigation system and superintendent, Albany CC, Voorheesville, N.Y., reports that his system is being installed at Mon-County Municipal mouth Course, Red Bank, N.J. The company is called Cyclomation Systems, Inc., and is located at 235 Bay Rd., Glen Falls, N.Y. Dependable, long-life precision-cutting!

# NATIONAL MOWERS



### **NEW 68-INCH TRIPLEX**

Same construction and performance as National's big Triplex . . . but smaller and lower priced. Free-floating, power-driven reels handle heavy grass that chokes ground-drive reels. Wide-track. Low center of gravity. Maneuvers sharply. Wings fold.



### 7-FOOT TRIPLEX

Goes and mows . . . everywhere grass grows! Climbs like a mountain goat, breezes through tough, tall grass. Big, power-driven, free-floating reels. Ruggedly built for use every day, all season! Converts to utility tractor.

### WRITE FOR LITERATURE





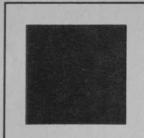
Respected for quality...over 50 years

# NATIONAL

MOWER COMPANY 662 Raymond Ave. • St. Paul 14, Minn.

For more information circle number 234 on card

GOLFDOM/1969 OCT.-NOV. . 89



### **NEW PRODUCTS**



Cushman Motors offers a new convertible top on the 1970 Gran Cushman 300 and 400 models. The canopy covers the two passenger seats, but also can be folded away behind the bag racks or fixed in an open position above the seats. Fringed canopy top and a plexiglass windshield are optional.

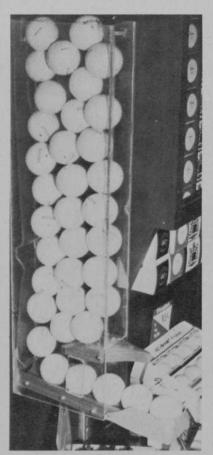
Circle No. 101 on reader service card



S. I. Jacobson Mfg. Company makes a golf bag Carry-All which doubles as a protective, pilfer-proof shipper and carrier with easy access to golf bag, clubs, balls and apparel. Formed from vinyl-coated cloth, it has a

full-length heavy-duty brass zipper with forged teeth, zipper tabs which can be locked with pintumbler type lock (two keys are furnished), a heavy panelboard riveted base, reinforced leatherette handles and an identification card. In blue, red and black, the Carry-All lists for \$17.95

Circle No. 102 on reader service card



Plywood Inn has developed a ball dispenser called Easy Out. The unit holds three dozen balls, is made of clear plastic and hangs on the wall. Size is two inches wide, six inches deep and 20 inches high. Price: \$12.95.

Circle No. 103 on reader service card



Container Development Corp.'s Lewis Line offers complete "tee-to-green" equipment. The items include ball washers, flags and flagpoles that stand straight in any weather and cup-cutters with a special footplate to keep green putting surfaces true.

Circle No. 104 on reader service card



West Point Products offers a spreader that can fertilize in 50-foot swaths, load over two tons and move at 10 mph. Single-direction spread patterns are adjustable and it is equipped with a trailer-type towbar for one-man hook-ups.

Circle No. 105 on reader service card



Central Engineering Company, Inc., offers a self-powered, compact, portable chemical and material spreader. May be mounted in the cargo area of any small service vehicle or attached to a tractor three-point hitch.

Circle No. 106 on reader service card