J. H. WALTER, SEED MAGNATE, DIES IN MAINE

North Bridgton, Me.—Julian Hazelhurst Walter, co-founder 39 years ago of Stumpp & Walter, seed and equipment merchants, died suddenly in late July at his summer home here.

He was a native of South Carolina and was active in Southern society, Masonic and religious organization work. He is survived by his widow and a daughter, Mrs. Willard Isaacs.

Since Mr. Walter formed, with George H. Stumpp, the Stumpp and Walter Co., the first year of Mr. Walter's residence in the New York district he has been a prominent figure in the golf maintenance field and had much to do with the construction and maintenance advisory work on many notable courses.

L. A. YOUNG CO., DETROIT, announces through E. E. Chapman, vice-president and gen. mgr., appointment of Paul Sage as manager of its Chicago branch. Effective January 1st. Until then, Charlie Christopher, who is well known and liked in the Chicago district, will hold down the job, later to become right hand man to Sage. The appointment is a home-coming for Sage, who was born in Evanston, Illinois and has spent nearly all his lifetime around Chicago. He was the first Chicago
LEWIS GOLF BALL WASHER
Standard Everywhere

You will find Lewis washers wherever you go—so be sure YOUR course has a Lewis Washer at every tee. They are now available in 5 colors in addition to white—for an extra charge of 25 cents. See your golf equipment dealer.

Lewis Washers in lots of 1 to 10..................$6.00
In lots of 11 to 20..................$5.50
Complete tee ensemble—washer, tee stake, towel, waste container, tee data plate ..................$10.50
Lewis Bag Rack and other equipment.

G. B. LEWIS COMPANY
Dept. GD 935, Watertown, Wis.

SNOW MOLD

PFIZER CORROSIVE SUBLIMATE

Three ounces per thousand square feet, applied in sand compost, before first lasting snow, has given EXCELLENT CONTROL.

PFIZER MERCURIAL MIXTURE CONTAINING 81% MERCURY FOR BROWN PATCH

CHAS. PFIZER & CO., Inc.
444 W. Grand Ave. 81 Maiden Lane
CHICAGO, ILL. NEW YORK, N. Y.

STAUDE General Utility Tractor
$495 to $795

Attachments only $155 and up for Ford models T, A, B, and V-8. Money back guarantee. Write for details. 

E. G. Staude Mak-A-Tractor Co.
2696 University Ave. — St. Paul, Minn.

PHOENIX RED TIP TRACTOR SPUDS
Extra Long Service
Made of a special analysis steel, hardened by the latest scientific heat treating methods. Sizes from 3/4 to 5/8 in. Also Mower Spuds. Inquiries invited.

PHOENIX MANUFACTURING COMPANY
Joliet, Ill. Catasauqua, Pa

PAUL SAGE

the territory where he previously did such a fine job and made such a host of friends.

BRUNSWICK - BALKE - COLLENDER CO., CHICAGO has a new stainless steel double drain workboard for bars.

Heretofore, a workboard 18 inches in width was the smallest standard stock workboard in the Brunswick line. The new workboard is 16 inches in width. This difference of two inches in width has affected a substantial savings in material and labor costs, as reflected in the selling price. Likewise, a major savings has been affected by the change in construction of the sinks.

The double sink on the new No. 16 stainless steel double sink and drain workboard is made from one piece of metal which extends from the top of the back splash to the front of the apron and is fitted with two ends and a separate stainless steel partition. This has eliminated the individual assembly of the sink units and the necessity of stamping out the sink top space.

NEW LIFE FOR GREENS & FAIRWAYS

"Lime Crest" CALCITE (Pulverized) does wonders in sweetening soil, making grass on greens and fairways grow lush and green. Finely pulverized high-calcium limestone—quick acting, long lasting. Write for full information. Limestone Products Corp. of America, Dept. 129, Newton, N. J.
A distinct and new variety of AGROSTIS STOLONIFERA as herein shown and described, characterized by its ability to produce a very large number of plants per given area, forming a tough and resilient turf of great density; its slender leaves involute to conduplicate in form; its slender culms; its upright habit of growth in turf form; its freedom from tendency to become grainy or fluffy in turf form; its ability to withstand close mowing without injury; its high resistance to disease; its hardiness; and its ease of vegetative reproduction."

Quoted from final allowance by the United States Patent office of claim on

NORTH WOODS BENT
Grown by EARLE M. BARROWS
Minnesota Valley Farms
Route No. 4, Minneapolis, Minn.
(Known prior to plant issue as Northland Bent.)

PORTABLE ELEVATOR MFG. CO., BLOOMINGTON, ILL. has two new leaflets on Little Giant Spreader for fertilizer, compost, wet or dry lime.

Device is described as fast, rugged, can't clog, easily adjusted and spreads accurately. It has pneumatic tires. Little Giant is being used by prominent greenkeepers with complete satisfaction.

SEYMOUR DUNN, 307 W. 49th ST., NEW YORK, who has been teaching golf 35 years, is author of a fine 150-page pocket-size book, "Standardized Golf Instruction." It's a collection of the series of five books Dunn wrote on golf instruction.

Despite the wide differences of opinion among golf instructors the Dunn book is as fine, sound and simple stuff. It's a warmly endorsed by many teaching stars moderate priced book.

A. G. SPALDING & BROS., BEEKMAN ST. BUILDING, NEW YORK has a big board displayed in the office of Walter Roberts who became Spalding's Eastern Pro Golf Mgr. when Matt Kiernan was promoted in charge of wholesale sales.

The board is topped with a label; "Spalding Major Golf Tournament Victories Since November 1, 1934—Watch Them Grow." Under this heading are squares filled in with wins as soon as reported. To July 10 Roberts says there have been 61 major tournament victories with Spalding equipment registered on the board.

ALLAN BLANCHARD & SON, 1475 STATE ST. SCHENECTADY, N. Y. makes a golf tee mat out of old tires. The mat sells for 75 cents a sq. ft. Details will be sent on request.

CRAWFORD, McGREGOR & CANBY CO., signs Tom Robbins as Eastern Sales Mgr. in charge of its New York office. Alex Chalfant moves from New York to command of McGregor New England office. Robbins switches from L. A. Young Golf Co., where he made a great record in Texas territory and later as head of Chicago branch. Robbins is a pro specialist whose signing by McGregor is sure in-
FREE TRIAL ON THIS NEW WEED BURNER THAT KILLS WEEDS QUICKLY WITH

Weeds in rough, traps, pathways are quickly destroyed once and for all with the new AEROIL No. 99 BURNER. Ideal to use in Fall for searing dense patches of clover or other weeds in greens before reseeding. Effective also for sterilizing compost to kill weed seeds; destroying insect pests; and 101 other uses. Burns kerosene, gasoline, stove oil, etc. Simple, economical. ABSOLUTELY SAFE! Endorsed by practical greenkeepers, Illustrated Folder, 53 G Free. AEROIL BURNER CO., West New York, N. J. or Chicago, Ill., or San Francisco, Calif.

R. H. Tractor Wheel SPUDS
quickest to put on or take off. Increase tractor efficiency and cultivate turf... that's why more than half the U. S. and Canadian clubs use them. Durable and low priced. All sizes for all purposes. Sample spud and circular on request; advise make of tractor and purpose for which intended. Immediate shipment. If your Ford or equipment dealer cannot supply, write direct to

R. S. HORNER
Geneva, Ohio
MFR. OF SPUDS, FORDSON WHEELS, ETC.

DIAMOND Steel Center Tractor Spud
Always Sharp
Extra hard steel core keeps spud sharp until completely worn away.
Softer outside steel wears first, leaving harder center. Will not harm turf.

DIAMOND CALK HORSESHOE CO.
4702 Grand Ave., Duluth, Minn.

KEATING NURSERY
SPECIALIZING IN GENUINE METROPOLITAN BENT STOLONS
Proven the fastest grower and most resistant to disease. Good supply of Atlantic City and Washington bents always on hand.

ORDER NOW
WM. KEATING—Greenkeeper, Clive, Ia.

dication that results of McGregor’s introduction of Tommy Armour clubs this year as pro-only line is to be pushed strong.

TORO MFG. CO., MINNEAPOLIS, announces the appointment of Cape Motors, Ltd. of Cape Town, South Africa, and Oscar Taves & Co. of Rio de Janeiro, Brazil, as general distributors. For the Hawaiian Islands the company has appointed Theodore H. Davies & Co., Ltd. of Honolulu.

In addition to these places, Toro now has distributors in Japan, Philippine Islands, Venezuela, Chile, the West Indies, Argentina, Bermuda and Canada.

HORTON MFG. CO., BRISTOL, CONN., believes the Japanese are going in for golf in a big way, and our stars must look forward to some serious competition from Nipponese golfers in the near future. Following a survey of the Japanese market, recently completed by Irwin Vladimir, Maxon Inc. executive, advertising agents, the Connecticut firm has released an extensive advertising campaign to sell Bristol Golf Clubs throughout Japan.

HILFD FLOOR MACHINE CO., 108 W. LAKE ST., CHICAGO, has carpet and upholstery washing outfit that is well suited for club interior work.

ACUSHNET PROCESS CO., NEW BEDFORD, MASS., has adopted a pro-only policy on all golf balls bearing the Acushnet name. Previously the company had one line of balls for pros and another for general sale. The latter line is being discontinued.

A spokesman for Acushnet commenting on the new policy remarks: “Our decision to cast our lot entirely with the professionals has been made at a time when our store business was showing a steady and large increase, just as our pro business has been growing. It was becoming increasingly apparent, however, that store sales of the Acushnet line were based on the excellent public recognition of the brand that followed pro endorsement of Acushnet merit.

“Our primary objective and achievement was to make fine golf balls. After making a line of balls of high performance we found that our success involved us in unhealthy retail price-cutting situations through store distribution and in other affairs over which merchandising method control could not be exercised by us. Rather than attempt the expensive and continuous job of trying to protect our brands in stores with a ruinous policy, and rather than risk the loss of pro good will and cooperation which had established
Acushnet balls in public favor, we have withdrawn from supplying store outlets.

"Although our action chops off a considerable volume of ball sales through stores, we are confident that our new policy is justified by past history in the golf ball industry as there have been several instances of persistent price-cutting by stores wrecking the market standing of formerly well-established balls and forcing the makers of these balls to tedious and costly means in working to regain their standing.

"Our experience and observation of pro merchandising methods, and the growing field of pro operations in ball retailing have convinced us that a future based on pro outlets will have greater and steadier profits for us without the present worries and future uncertainties of ball sales that depend on store price-cutting."

MAX MAYER'S SONS, 71 W. 35th ST., NEW YORK, have three new golf garments. The Helen Hicks sweater and twin sweater sets have a patented gusset sleeve allowing freedom of arms. These garments are made with Brooks type necks; ribbing on the sleeves to the elbow and from the hip to well above the waistline. They are made in cashmere, camel's hair and French spun zephyr. The Tommy Armour sweater is made in four models; a raglan, a shirred back, one with six pleats in the back and a fourth with shirring and buckles on each hip. They are made in a variety of patterns and colors.

BURKE GOLF CO., NEWARK, O. furnishes pros with a display container for "Shot Saver" clubs that can be set in prominent shop location. Shot Saver clubs retail at $6.50 each. They consist of approach cleek, chip iron, blaster, pitcher and three styles of putter. The outfit is selling specialty clubs for pros.

O. W. JACKSON & CO., 225 W. 34th ST., NEW YORK has a self-locking tee mat for driving ranges and other non-grass teeing areas. The mat is 21 inches long. It sells for $3.50, with six extra tees.

GOLF REGISTER CO., PITTSFIELD, MASS. has a new automatic teeing practice ball gadget for wood club practice that retails for $3.50. It registers hook or slice, is compact and durable and can be installed indoors in small space or outside. It really looks and performs like pros ought to be able to sell a lot of them to amateurs as the elimination of stooping to re-tee the ball appeals to the 98.98/100% of the golfers who are too lazy to practice. There is a good pro margin in its sale.

CREEPING BENT TURF

ILLINOIS GRASS CO., Homewood (Ill.) 746 18455 Reigel Road (near Chicago) Homewood, Ill.

FOR FINE TURF
Use Hyper-Humus to enrich your soil and grow fine, green, long-lasting and uniformly sturdy turf. Famous greens give credit to this rich, black, cultivated peat humus. Government and soil experts approve it.

Ask your local dealer for it and start this Fall to build your soil Nature's way.

HYPER-HUMUS COMPANY
Plant: Newton, N. J.

FLEX BLADES
Triple Mower Life Give Clean, Even Shear
With flexible blades to absorb shock, your mowers wear far better. Their close, uniform crop means less frequent cutting.

For less cutting you need less equipment. With lower upkeep on fewer units, you're saving many times the price of FLEX BLADES while greens and turf improve.

16" to 22" lengths Hand Mowers..............$1.00
18" to 25" lengths Power Mowers..............2.00
26" to 31" lengths Power and Tractor Mowers....3.00
35" to 40" lengths Power and Tractor Mowers....3.50

USE FLEX BLADES AT OUR RISK
Send the following FLEX BLADES, which we may return within thirty days, if not satisfactory, understanding our money will be refunded.

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Address ____________________________
City ____________________________ State ____________________________

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