the club joining the Western GA to make caddie scholarships available and the annual Caddies vs. Members softball game.

Chicago and suburban newspapers were kept supplied with information on the campaign and they gave it a good play.

HARRY BASSLER
(Continued from page 34)

dirt and papers, why Bassler grabs the broom and takes care of the job then. Strange as it seems, Bassler says, after the assistants see you sweeping and cleaning up, you will never have to ask them to do it.

But, best of all it gives you another chance to "shift around" your stock—which gives the appearance that you had to do so because you "sold out," or nearly sold out, the items previously displayed at certain spots. Bassler urges this. Keep shifting your displays; it looks like you are doing a bigger business. Do not let your displays "get in a rut" and have the same things in the same spot all the time. All smart "merchandisers" employ this good trick.

Well, there are Bassler's "Seven Steps To Success."

And, here's a breakdown of the results it has brought him.

Over $50,000 a year in sales from 1941 to 1945 inclusive, this income derived each year approximately as follows:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Club sales</td>
<td>$30,000</td>
</tr>
<tr>
<td>Ball sales</td>
<td>10,000</td>
</tr>
<tr>
<td>Accessory sales</td>
<td>5,000</td>
</tr>
<tr>
<td>Caddie Cart rentals</td>
<td>6,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$51,000</strong></td>
</tr>
</tbody>
</table>

Since 1945 when Bassler could start taking time out to give lessons he has averaged over $5000 per year from this source, giving as many as 15 lessons in a day. And remember: the above sales were made with a staff of 3 to 4 girls during the war years as no young men were available.

Finally, Bassler is top money-winning pro in California area tournaments, adding in this manner an additional $1813 last year in money prizes he copped in 15 accredited tournaments. He is top money winning pro in this area again so far this year. He plays in an average of 20 to 25 tournaments a year; all Pacific Coast opens, all national tournaments held within 1500 miles of his bailiwick and he follows the winter circuit from San Francisco to Phoenix every year. He was recently re-elected for his second term as first vice president and open golf tournament chairman of the Southern California PGA.

And here's the clincher. Bassler is only 37 years old!

U.S. RUBBER BALL SALES CHIEFS MEET


August, 1947
Available Now For IMMEDIATE DELIVERY

B. J. KESL INC.
220 W. MADISON ST. CHICAGO 6, ILL.

GOLF COURSE OPPORTUNITY

Eighteen-hole links at Pass Christian, Mississippi on Gulf Coast.

FOR LEASE or SALE

Year Round Play

Wire Owner

WALLACE C. WALKER
107 Camp St. New Orleans 12, La.

JERSEY GOLFERS GIVE VETS MEMORIAL COURSE

Lt. Francis X. Coakley and Sgt. Nick Russo, New Jersey pros killed in battle, have their names on the Coakley-Russo memorial course New Jersey golfers recently presented to the Veterans Administration hospital at Lyons. The $40,000 job was financed by a campaign conducted by the N. J. PGA Rehabilitation committee. Jack Fox of Glen Ridge and Harry Nash of the Newark Evening News began the drive which eventually received earnest cooperation from the state's pro and amateur and greenkeeping organizations.

Robert Trent Jones, Jr. designed the 9-hole layout which is 3250 yards long and has a par of 36. Two sets of tees make the course virtually an 18-hole layout. Two 18-hole putting practice greens also have been installed flanking what will be the site of the clubhouse. Jersey golfers and pros are donating clubs for patients' use. Pros are teaching some patients how to recondition clubs.

NATIONAL PRO-AMATEUR AT ATLANTIC CITY, SEPT. 4-7

A National pro-amateur championship will be played at Atlantic City CC, Northfield, N.J., Sept. 4-7. Leo Fraser, pres. of the club, says a fine entry list is assured for this initial event and it's planned to make it a major annual feature. A pro can bring any amateur he chooses. All play will be from scratch. Thirty-two teams will qualify from an expected field of 100. All matches will be at 18 holes except Sunday final of 36. Purse is $5000 with winner to receive $1500.

WRITES HISTORY OF "OLDEST" CLUB—History of the Mt. Anthony CC, Bennington, Vt., opened officially July 5, 1897 and claimed to be oldest 9-hole course in U. S. on original location, makes an interesting item of golf lore. It was written by John D. Forbes and details the merry time and financial vicissitudes of the club. Bill McDonald was pro at the club from 1898 until his death in 1929. The course was redesigned by George Low in 1905. Other improvements in the course were made in 1939.

STROKE-BOOK DIAGRAMS GAME—Frank Comtois, Locust Trail Herald Harbor, Crownsville, Md., has a copyrighted booklet mapping each hole of a course on which the player can keep a picture record of his game. The idea was tried out first at Rolling Road GC, Catonsville, Md., where Glenn Spencer is pro, and it took on well with members. Comtois intends to sell the booklets, made up for various courses, at the pro shops of the courses diagrammed. It's a clever and helpful idea for players and certainly would be a boon to reporters and gallery at championships.

BUCKEYE BENT MOWER — Mast-Foos Mfg. Co., Springfield, O, now are in production of a new model 7-blade bent grass mower which weighs only 28 lbs. but has all traction required for its work. The wheels are 10 in. diameter with semi-pneumatic tires, rubber roller, sturdy metal handle and cutting knives of crucible steel alloy. Height of cut is adjustable from \( \frac{1}{2} \) in. to 1\( \frac{1}{2} \) in.

TOPDRESSING SURVEY—Green Section's survey of topdressing practices revealed that of 62 clubs reporting, six used no topdressing. Others topdressed from one to 12 times a season, with two, three and four topdressings per season being most common. Rates of topdressing per sq. ft. ranged from 1000 cu. yds. to 8,000 cu. yds. Most common rate was 5,000 sq. ft. per cu. yd. One cu. yd. to 1000 sq. ft. applies a layer 1/3 in. thick.

August, 1947
JOHN BEAN POWER SPRAYERS
Some models available for immediate and
tail delivery.

JOHN BEAN 20 NOZZLE GOLF BOOM
Please write for prices and information.

RAINBIRD SPRINKLERS
Heads only. No. 20 covers to 84 ft. $2.75; No.
40 covers to 102 ft. $5.50; No. 70 covers to 147
ft. $7.70; No. 80 covers to 215 ft. $15.70; 18''
roller bases $6.00 each.
Prices Subject to Change Without Notice.

PAUL E. BURDETT
SEEDS—FERTILIZERS—GOLF COURSE SUPPLIES
P. O. BOX 241, LOMBARD, ILLINOIS

SPALDING'S NEW SPORTS SHOW
BOOK—Pros may receive on request from any
Spalding branch, for distribution to their mem-
bers, the new edition of Spalding's Sports Show
booklet, containing Willard Mullin's illustrations
of sports highlights which have been featured as
Spalding's newspaper ad campaign.

Porky Oliver and Jim Ferrier at Wilson's dice golf
game which is scoring high in lockerroom
popularity.

TROPHIES—CUPS—AWARDS
Write for FREE illustrated
catalog
★ No. HW75M... 9'/""
Beautiful Sunray and
genuine Walnut CHAM-
PION trophy, male or
female figure.
$11.75
net
Others from $3.00 up

TROPHY AND
MEDAL SHOP
Silversmiths Bldg.
10 S. WABASH
CHICAGO 3, ILL.

EASY TO LOOK AT
This is a sample of what sports instruction by tele-
vision is going to be. U. S. Rubber was sponsor of
initial series of tennis television instruction over
WCBS-TV from Forest Hills with George Agutter,
West Side TC pro instructing and Jean French as
pupil. Anybody who does not want to learn tennis
to play with Jean is nutty, we as golfers must admit.

TUBACH AT RIVERSIDE—Henri Tubach,
for 24 years at Westmoreland CC (Chicago dist.)
has been made mgr., Riverside (Ill.) CC. Henri
started at Westmoreland as caddie-master while

$7.95

F. O. B. INDIANAPOLIS

- New Light Weight Aircraft Steel constructed heavy duty
golf caddy cart.
- Puncture proof. 13/4" diameter semi-pneumatic inflated tire.
- 10" Wheels. Built to last.

INDIANAPOLIS GOLF CO.
4903 Brookville Road

COMPLETE
WHILE THEY LAST
Minimum Order Six Carts
Send Check or C.O.D.

F. O. B. INDIANAPOLIS

INDIANAPOLIS 1, IND.
A valuable soil amendment for green dressing mixtures and green construction. Cuts labor costs.

A MINNESOTA HIGH LIME PEAT
IT'S GRANULATED

NUTRIA PEAT SALES COMPANY
500 Stinson Blvd. Minneapolis 13, Minn.

studying accounting. He became asst. sec.-treas. of the club and for 17 years has been asst. to Westmoreland's manager. Under Mgr. Tom Ream Tubach developed at Westmoreland a model operating cost control system.

WANTED BY THE FBI

JOSEPH ROBERT WEIDNER, with aliases, Robert Braxton, Martin C. Brill, L. D. Catlin, Richard Doness, L. Chace Grover, David Lyons, Robert Joseph Widener, and others, is being sought by the Federal Bureau of Investigation as a fugitive from justice. A Federal warrant is outstanding for this individual at Philadelphia, Pennsylvania, in which he is charged with violating the terms of his conditional re-lease. Weidner is an avid golfer and is known to have committed a number of lockerroom thefts.

If you have any information concerning the location of this fugitive, notify the nearest office of the FBI.

Description: Born, June 17, 1907, Philadelphia, Pennsylvania; Race, white; Height, 5 ft. 10½ in.; Weight, 190 pounds; Build, heavy; Eyes, brown, sometimes wears glasses; Hair, brown, bald in front; Scars and Marks, scar over left eye; Nationality, American; Occupations, waiter, salesman, hospital attendant.

NEW GRIP GADGET—Paul Gerrits, 517 N. Durkee st., Appleton, Wis., has an interesting new leather device that fits around the left wrist and over the left hand and keeps the club in proper position. The gadget assures a firm but not tense hold of the club by the left hand. Gerrits, a professional roller skater and juggler, says he got the hunch for his device from Eddie Loos and as an athletic instructor himself knew that there were times when the pupil couldn't be told by mere words the proper feel for an athletic performance. Hence he decided there are good reasons for mechanical devices in instruction. He reports that pros and their pupils have had excellent results

HARDWOOD FLAG POLES

Made of the finest, kiln dried, second growth, tough White Ash. Tapered from approximately 1" at bottom to ¾" at top, and fitted with flanged aluminum ferrules to fit standard 1½" cup. Sanded finish with prime coat of lead and oil and finished coat of finest white enamel. Available in 2 or 3 color combinations. Immediate delivery.

Your inquiries and orders will be referred to a nearby distributor.

LEAVITT CORP.
( Est. 1895)
URBANA, ILLINOIS
Builders of

August, 1947
with the gadget. The gadget together with a book of golf tips retails for $2.50.

TEST NEW WEED CONTROL — Experiments are being conducted in the midwest by Howard Hanson & Co., Beloit, Wis., with a new chemical reported by experiment stations to have a herbicidal effect on the grasses, killing quack, Johnson grass, etc., so that even the seeds from these plants when sown later will not germinate. Application is made to the soil instead of the aerial portion of plants. The chemical will be available as soon as experiments permit.

SCENTED SHOWER GIMMICK — Aqua-Scent, a device that plugs into a standard shower head, has been developed by Melcott Products Corp., 124 Stuyvesant av., Brooklyn 21, N.Y. Scented pellets are put into the device giving a delicate and refreshing odor to the shower. There is apple blossom for the women’s showers and pine for the men’s. Device costs $3 with 20 tablets. It’s been very favorably received at golf clubs in the east.

SWIFT PROMOTES PHILLIPS — Guy S. McDaniel who has been head chemist at Swift & Co. plant food factory at Atlanta, Ga. for the last 39 years, retired recently. He has been succeeded by J. C. Phillips. Phillips, a graduate of the University of Georgia and a veteran of World War I, became associated with Swift & Co. at Atlanta in 1919. After a short period of preparing and taking samples in the laboratory, he was assigned as chemist to Swift’s Wilmington, N.C. plant. He served as assistant to the chief chemist, McDaniel, at Atlanta from 1923 until his recent promotion.
Detroit area branch office and warehouse of MacGregor Golf, Inc., recently opened at 209 Pierce St., Birmingham, Mich. It is under direction of Ernie Sabayrac, manager and sales representative with Eddie Gerszat, assistant.

A section of the display center in the new Los Angeles branch office and warehouse of MacGregor Golf, Inc., at 1126-28 S. Hope St. The branch is in charge of Harold Peterson, manager and sales representative. James Casey is assistant.

James Scott, manager of the San Francisco branch office and warehouse of MacGregor Golf, Inc., at 163 Second St., looks over his new layout for facilitating MacGregor golf merchandising and service on the West Coast.

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SPALDING'S RULES REVISION POSTERS
—Spalding has issued to its pro customers a poster enlargement of the 1947 Golf Rules Revisions. If you have not received your copy mail a post card to A. G. Spalding & Bros., 19 Beekman Street, New York, N.Y. and a copy will be sent you without charge.

---

ARLINGTON BENT GRASS (C1)
Bulletins from U. S. G. A. Green Section, Beltsville, Md., or Iowa State College, Ames, Iowa, will guide you in the selection of a bent grass suitable for your area. Plant the best first

WOODSIDE BENT GRASS NURSERIES
R. F. D. No. 4 — Des Moines 13, Iowa
MAC GREGOR'S CHICAGO HOUSE-WARMING

MacGregor Golf, Inc. opens its new Chicago quarters at 536 S. Clark, with a house-warming that included among many other guests the above group. L. to R.: John Lehman, By Harcke, Harry Adams, Toney Penna and Charley Penna.

MARKIT NEW GOLF ITEM—R. R. McKenzie Co., 144 Glendale Blvd., Los Angeles, has a new device which combines a scoring pencil, a talc marker for lifted balls on greens, a ball marker, and a knurling tool for roughing slick grips.

DOLGE NEW FLOOR COMPOUND—Kadol, a new floor cleaning compound developed by The C. B. Dolge Co., Westport, Conn., is a thick, brilliant liquid. It is concentrated yet pours. Kadol is neutral. It is safe for use on linoleum and cork as well as many other kinds of flooring. It is recommended for general cleaning. It dilutes in water at the rate of 2 ounces to the gallon. Where Kadol is applied, rinsing is usually needless. When dry mopped, it provides a polish. Kadol is agreeably aromatic but it leaves no clinging odor.

GOLF METER PENCIL—Golf-Meter Co., Kalamazoo 99, Mich., has a score pencil which includes a distance estimating gauge. Distance is gauged by holding the scale on the pencil at arm's length and estimating by the flagpole in the cup.

TAT EFFECT ON CRABGRASS—Excellent reports on Tat-C-Lect and Tat Soilicide for crabgrass control are being made by greenkeepers and experiment stations. Tat-C-Lect, first used as crabgrass control at Rhode Island State college plots, has been used this year with considerable satisfaction by wetting soil of the crabgrass area with treatments to destroy the seedlings as well as mature plants. Tat Soilicide is recommended for areas where a crabgrass problem is expected. It also is a brownpatch, dollarspot and copperspot control.

C 19 CONGRESSIONAL STOLON

For the benefit of our friends in Iowa, Nebraska, Missouri and Kansas we have planted a branch nursery at Farmington, Iowa, of the Congressional strain of creeping bent grass. First crop ready Sept. 1st.

Make all inquiries to
Old Orchard Turf Nurseries
BOX 350
R. R. BOND, Prop.
Madison 1, Wisconsin

THE GREENS ARE THE FOUNDATION OF ALL SUCCESSFUL GOLF COURSES

Golfdom
Introducing the new
"SWING WONDER"
and booklet
"What Is This Thing Called Swing?"
by Bea Gottlieb

A practice device to develop a conscious swing sensitivity, timing, coordination and relaxation.

The booklet, simplified and condensed, will enlighten your understanding of a golf swing. Complete set, with instructions $3.50. Box 6234 W. Palm Beach, Florida.

GOLF PRINTING—Specialists, for years to many of America’s largest and most exclusive courses, can best serve you, too.

Score Cards - Charge Checks
Greens Maintenance Systems
Caddie Cards - Handicap Systems
Forms for Locker and Dining Rooms and for the Professional.

Samples to your club for the asking.
VESTAL CO., 703 S. La Salle, Chicago

M. J. SULKA
Golf Courses of Distinction
Designed and Constructed
124 Maiden Lane, New York 7, N. Y.
Phone Whitehall 4-0626
Established 1920

ALLAN L. LONGSTAFF
Established 1915 as Pro Golfer
Golf Course Designing, Construction
960A No. 20th St., Milwaukee 3, Wis.
BENT GRASS

Stolons and Sod. Washington — CI — and other recommended strains.

HIRAM F. GODWIN
22366 Grand River Ave., Detroit 19, Mich.

GOLF RANGES
We have for sale
GOLF BALLS — TEES — CLUBS — MATS
Write for details

EASTERN GOLF CO.
244 West 42nd St., New York, 18, N. Y.

NEW MASTERS SPREADER — Masters Planter Co., Benton Harbor, Mich., announce the creation of a new deluxe spreader, 36 inch width. The new spreader has all the sturdy construction and other desirable features which for so long have made the Master Spreader a great favorite with greenkeepers. It has the same accurate control device and various settings, but the main great improvements are: 1. A large 14 inch wheel and rubber tire. Each tire has 2 3/4 inch tread on the ground or 5 1/2 inch bearing for the two wheels. This prevents any damage to greens. 2. Inside the hopper is a new axle and agitator which is divided and supported in the middle. This gives a complete differential action to the axle, the agitator, and to the wheels. Both wheels are drive wheels and each operating independently of the other wheel. When you turn around, one wheel turns backward and the other forward, thus there is no side pull at any time and no slipping on the tender grass. Straight ahead or straight back both wheels are drive wheels. This is a patented feature and new in a spreader of this kind. 3. Another great new improvement is the fact that the lower part of the hopper and the shut off plate and agitator discs are made of stainless steel, thus preventing rust or corrosion in the vital moving parts of the machine.


DEARBORN RUBBER CO., 2713 S. Dearborn St., Chicago, report fast growing popularity of their new golf range balls which were introduced this past spring. The new range ball is made of natural rubber and evidently is living up to the claims made for its distance, lively getaway and cut resisting durability judging from the size and number of repeat orders being received by the manufacturers.

WEED MARKER IN 2,4-D—Since the advent of 2,4-D weed killers there has been a demand for some way of proving that an area has been sprayed. An answer is in Weed Marker, the new 2,4-D weed killer developed by the D-V Laboratories, Cedar Rapids, Ia. Patents are now pending on Weed Marker, which leaves a faint white residue on broad leaf weeds.

GOLF CLUB ASH TRAYS — Engineering Ideas Specialty Co., 16 N. Morgan, Chicago 7, has an ash tray which is a counterpart of a wood club head. The tray is made of aluminum or can be supplied in mahogany finish. It makes an attractive inexpensive item for prizes and has space on which the winner’s name and club can be engraved.

CREEPING BENT STOLONS — FROM THE MOUNTAINS OF NORTH CAROLINA

The finest and most prolific Bent Grass that has come under my observation in 35 years’ experience in growing grass for putting greens. Free of weeds and claver. Place order now for fall planting.

Write for Prices and Information.

BREVARD COUNTRY CLUB NURSERY, E. E. FRASER, PROP.
Brevard, North Carolina
GOLF PRO SALES COMPANY of Fond du Lac, Wisc., is celebrating their 10th anniversary this year. It was back in May 1937 that C. L. Hornung, head of the company, set sail in the golf supply business, covering the pros in northern Illinois and Wisconsin. Starting with Silver Kings and Colonel golf balls many popular golf items were added to the line as the company grew. Now the sales activities have broadened until today Golf Pro Sales Company is doing business on a national scale. The Hornung Golf Spike Wrench, a newly designed spike replacement tool with an adjustable, replaceable pin feature, is the latest addition to the line, being introduced to the golf professional trade this month.

ODOR DESTROYER—Locker room odors, and unpleasant odors of kitchen, are eliminated by Viragon, a new type of germicidal unit. Differing from the germicidal lamps and air purifiers of the past, which could be operated safely only at 20 minute intervals due to the high amount of ozone generated, Viragon functions continuously; gives thorough, over-all protection from floor to ceiling, rather than of a limited radial area. Each unit combines an ultra-violet ray Sylvania electronic lamp and a built-in sanitizer which is said to be the only brush-type ozonator yet developed. Viragon operates on 110/120 volts 60 cycles A.C. and plugs into an ordinary light socket. Makers are the Viragon Co., 112 West 18th St., Kansas City, Missouri.

SWINGING AROUND GOLF
(Continued from page 23)

lie Smith in the 1899 National Open. . . Cleveland Plain Dealer in big illustrated story on the party Mayfield gave Bertie called him “Cleveland’s No. 1 golf citizen.” . . . Bertie was given $3800 and a wrist watch by members. . . Ten of Mayfield’s charter members were among those present.

Billie Bell building a new 18 hole course for 14th Naval District in Hawaii. . . Joe Mayo in charge of construction there for Bell. . . Bell and his son are completing another Bell-designed course for Tuscon CC. . . Jimmy Hines will have winter pro job there.

USGA Green Section, Beltsville, Md., making greens mowing survey of nation’s golf courses. . . If you haven’t received your mowing questionnaire asking for data on mowing height, kind of grass and dollar-spot attacks and control, write Green section for a copy. . . St. Andrews golf fairway at Los Angeles features a “Golf-burger” (whatever that is) in its snack-shack. . . Brookside muny course at Pasadena, Calif., being revised by Billie Bell preparatory to making bid for a national public links championship.

Byron Nelson told Bill McGoogan, veteran St. Louis sports reporter, he had to quit the 1933 winter tour because pickings were so slim. . . In 1945, Byron’s big year when he won $53,000, his caddie fees were $4600. . . Nelson says now a tournament pro does well to get by on expense of $250 a week. . . When winning high money a pro is lucky if he has 25% of his earnings left, Byron told Bill. . . Well, 25% of big money isn’t too bad.

Fred Coreoran, PGA publicity mgr., elected to board of directors of Hospitalized Veterans foundation which will take

THE GROWING OF THE FINEST BENT GRASSES is our specialty and sole business. We have been at it 20 years.
We furnish you the very best stolons that nature can be persuaded to grow.
They are of fresh, virile stock, less than a year old, and true to strain.
There is no mixture of other bents or grasses, no left-over bents, no weeds,—not even clover.
Every shipment carries State Inspection certificate.
C 52, Old Orchard C 19, Congressional C 1, Arlington C 7, Cohanse
Old Orchard Turf Nurseries
P. O. BOX 350 R. R. BOND, Prop.
Madison 1, Wisconsin
THE GREENS ARE THE FOUNDATION OF ALL SUCCESSFUL GOLF COURSES

August, 1947
Charles Robbins, Spalding pres., breaks ground for the company's new plant at Willimansett, Mass.

over wartime work of USO and provide bedside entertainment for disabled veterans. Ben Hogan and Jimmy Demaret are first team to win Inverness invitational 4-ball 3 times. Money clips and medals won by Ben Hogan are displayed by Colonial CC at Ft. Worth. Believe it or don't, but we once won a money clip in a golf tournament. Never used it though. It's too hard to fold a quarter.

C. C. Bush returns as golf mgr. to Lawsonia GC, Green Lake, Wis., owned by Northern Baptist assembly. Bush says greenkeepers Dominic Blinkiewicz and Michael Sobralske have the course in great condition. Spalding to sponsor fourth annual nation-wide broadcast of National Singles tennis championships at Forest Hills, Sept. 13-14. Harry Wismer and Lev Richards again at the mike.

Billy Sixty, widely known golf editor of Milwaukee (Wis.) Journal, has written an excellent illustrated golf instruction and "refresher" manual the paper is distributing as a promotion feature. Newspaper circulation men estimate Billy's golf and bowling coverage are best circulation-getting features any newspaper in the country can boast of in its sports section.

H. E. Savaria, pres. Sporting Goods, Inc., at a demonstration of Springfield Celcon plastic "wood heads" said an old persimmon driver on which lacquer is worn off can pick up from ½ to ¾ oz. weight on a wet day or playing in wet grass. Two holes-in-one made one day at Hilltop GC, Billings, Mont. One was on 252 yd. hole; the other on the 165 yd. eighth.

The two brothers, Ted and Rudy, of Grace Lenczyk (pronounced Len-sick) were caddies at Newington, Conn., and got her interested in the game. They financed her tour which resulted in her win of the