GOLF CLUB & COURSE CONSULTANTS

- Design
- Construction
- Par 3 Courses
- Clubhouse operation
- Personnel Placement
- Consultant Service
  for development of Private, Semi-private and Municipal Courses.
- Complete Package
  Golf Facility Service.

Write:
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141 Bonnie Lee Drive Northfield, N. J.

GOLF BUSINESS News

"Scrambler" Is PGA Utility Club

PGA Golf Equipment Co., 8350 N. Lehigh ave., Morton Grove, Ill., has introduced the "Scrambler", designed to save strokes from anywhere on the course. A flange blade adds impact when distance is required. The Scrambler's four-iron loft keeps shots low. Excellent performance is promised from the rough, into the wind and from under trees or low-hanging obstacles. The Scrambler is also said to be ideal for short pitch shots around the green. The club is available in 35 or 36-inch length.

$10 Million Flintite Pipe Plant Dedicated by Ohio Governor

Flanked by company officials and over 700 guests, Governor James Rhodes welcomed "the world's most modern and advanced asbestos-cement plant" to Ohio's booming industrial fold, in his address dedicating the new Flintite pipe plant at Ravenna, April 30. Built by The Flintkote Co., New York and operated by its Orangeburg Mfg. Co., Div., the 183,000-sq. ft. plant houses two high-speed, electronically-controlled production lines — one making pipe in 13-ft. lengths, the other in 10-ft. lengths. In production only part of 1963, the new plant...
which produces pipe for municipal, golf course, etc. water lines, was reported by Flintkote's treasurer, James McCauley, to be on a current around-the-clock schedule to meet the demand. Bob Hunter, formerly supt. at Calonie CC, New Scotland, N. Y. is chief installation instructor for the Orangeburg Div.

**Fiberglass Furniture Line Introduced by Hill Co.**

Hill Engineering and Manufacturing Co., 102 West 31st St., Independence, Mo., 64050, has introduced a complete line of low-cost, lightweight fiberglass club furniture. Included in the line are tee benches, lockerroom benches and clubhouse furniture.

**Certain-Teed Promotes Four**

Malcom Meyer, president of Certain-Teed Products Corp., recently announced the following elections by the board of directors: Morris C. Hoven to the position of vice president; Joseph V. Mannino, comptroller; Norman J. Mueger, treasurer; and Charles E. DeLong, assistant secretary.

**Turf-Truckster Brochure**

Cushman Motors, Lincoln, Neb., has prepared a four-page brochure covering the many uses of the three-wheel Turf-Truckster. It is available on request.

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**Check this... It's Important**

If a change has been made in your operating officials and department heads for 1964 turn to page 128 and make certain that those responsible for your club's successful operations are kept informed on the latest in operating practices and products.

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**GOLF CLUB SHOE HORN**

24" long.
Flexible.
Individually Gift Boxed.
$1.50 list.

Ideal for Engraving.
Ht. 5½"
FULL HALF QUART CAPACITY Glass Bottom $10.00 list.

**BIG PRO DISCOUNTS**

**Hole-In-One Trophy**

We will attach your winning Golf Ball on the top. Golf Pro's Honor every Hole-In-One with this inexpensive trophy.

XPW-31 Ht. with Ball 43¼". Gen. walnut base. Sunray engraving plate and ball stand ...... $4.95

**WORLD'S Tallest Golf Trophy**

for High Net High Gross Honest Golfer

40" tall. available with male or female figures $6.45 list.

**Write for FREE catalog**

**THE TROPHY & MEDAL SHOP**

914 Silversmiths Bldg. Chicago, Ill. 60603
CEntral 6-5018
HOW TO CONDUCT GOLF CLUB CHAMPIONSHIPS

By Carol McCue, Executive Secretary,
Chicago District Golf Association

Complete, 16-page planning manual for golf chairmen — defines duties of committee, manager, supt., professional, caddiemaster, etc. Includes sections on qualifying, notices, rules, publicity, pairings, starting times, posters and score sheets for stroke and medal play.

$2.50 per copy

Golf Publishing Co. Box 239 Evanston, Ill.

Snead, Casper Star in Wilson Film

Wilson Sporting Goods Co., 2233 West St., River Grove, Ill., has made an instruction film featuring Sam Snead and Billy Casper. It was made at Snead's home course, Greenbriar GC in White Sulphur Springs, W. Va. Snead and Casper give tips on driving, fairway shots, approaching, bunker shots, chipping and putting. The film is available free from Wilson or Ideal Pictures, Inc., distributors to organizations interested in golf.

Crabgrass Prevented with Safety to Bentgrass

Pre-San, introduced recently by Mallinckrodt Chemical Works, Second and Mallinckrodt Streets, St. Louis 7, Mo., is said to offer outstanding pre-emergence control. Pre-San prevents soft crabgrass, silver crabgrass and poa annua with one treatment per year. It is safe to apply on bentgrass and other fine turf including hybrid Bermudas, according to Mallinckrodt.

Denver M. Wright, Jr., Co., 7707 Clayton Rd., St. Louis, Mo., 63117, offers bridge score pads and tally's with clubhouse or emblem sketched on the cover. The black and white sketch is made from a photograph and applied to the finest, white art-cover stock.
Hogan Golf Balls Come In Gift Package

The Ben Hogan 90-plus golf balls have been specially packaged for Father's Day. Available from Ben Hogan Sales Co. Co., 2919 W. Pafford St., Fort Worth, Tex., 90-plus balls are said to be designed for the power hitter. Each contains the RER factor, a Hogan exclusive, that adds greater distance, according to the manufacturer.

Toro Announces Changes in Marketing Staff

Toro Manufacturing Corp., Minneapolis, Minn., has announced several changes in its marketing division, effective July 15. Claude W. Morris, former manager of the field sales operations, has been promoted to marketing manager of consumer products. Peter K. McDonough has moved from his spot as Toro's eastern district marketing representative to fill Morris' former post. George L. Polites has joined Toro as an eastern district marketing representative.

Neet-Kleet Cleans Golf Shoes Quickly

An electrically powered, rotary brush shoe cleaner has been introduced by Leonard Industries, 14877 Valley Vista Blvd., Dept. S, Sherman Oaks, Calif. Neet-Kleet is made with durable nylon brushes that take just seconds to remove mud and grass from golf shoes. Ideal for golfers coming off the course, Neet-Kleet saves clubhouse and pro shop floors and carpets. Coin operation is optional and the device is said to be maintenance free. Neet-Kleet is mobile and requires standard 110v A.C. electrical source.

Ezee Flow Issues Brochure

Ezee Flow, 3428 N. Harlem, Chicago, Ill. 60634, has issued a brochure covering turf-care equipment. Information and specifications are given on the firm's line of fertilizer spreaders.

Tell Them You Saw The Ad in GOLFDOM

June, 1964
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. Clubs not held re-
 sponsible for damages, theft or breakage.

CADDY-ROLL RENTAL SERVICE
Three Rivers, Michigan

Improved Powered Sweeper
Introduced by Parker

Parker Sweeper Co.,
Springfield, O., has intro-
duced a gasoline powered
sweeper that can do many
types of sweeping jobs
with accessory kits. The
new model is designed to
replace the firm’s VAC-35
series by offering flexible
hose, rubber roller, bag
platform, scraper brush
and magnetic rod kits. De-
sirable features of the
VAC-35s, such as lightweight construction
and maneuverability, have been retained, according
to Parker.

Croquet Putter Made
by Golf Designs

Responding to an increasing interest in cro-
quet putters, Golf Designs, Inc., P.O. Box 249,
Fitchburg, Mass., 01421, has introduced four
clubs with different head shapes and weights.
The use of croquet putters, according to the
firm, gives these three advantages: (1) it’s
easier to keep the blade square to the hole;
(2) the golfer faces the hole and has a direct
line of vision; (3) if the golfer moves while
putting, bad effects are kept at a minimum
since he moves toward the hole.

Rain-O-Mat
Turf Sprinklers
11701 E. Washington Blvd.
Whittier, California

Brochure Describes Plastic-
Aluminum Irrigation Pipe

International Protected Metals, Inc., P.O.
Box 543, 2624 Hamilton Blvd., South Plainfield,
N.J., has released a four-page brochure describ-
ing the firm’s new aluminum-plastic turf irriga-
tion pipe. The pipe has a chemical bond of
plastic to aluminum, a molecular union that in-
separably joins the two dissimilar materials as
one substance. IPM pipe is said to combine the
strength of aluminum with the corrosion resis-
tance of plastic. Permanent high tensile strength
and indefinite long life are among the features
described by the manufacturer.

Ekern Added to Staff
of Harley-Davidson

Harley-Davidson Motor Co.,
Milwaukee, Wis., 53201, has
added Robert W. Ekern to
its staff of golf car repre-
sentatives. Ekern joins Harley-
Davidson after six years with
Westinghouse as a district
sales manager. In his new
position he assists district
managers and dealers in de-
veloping and promoting golf car sales, customer
and public relations activities and financing
and insurance.
A mechanical aid developed by a Cal Tech graduate and distributed by L.A. Supply Co., 2261 South Atlantic blvd., Los Angeles, Calif., 90022, is said to solve the problem of keeping the head still. Acting as a reminder to avoid swaying back and forth, ducking and lifting, the Headshrinker is adjustable to any size golfer, right or left handed. Some golfers who have used the Headshrinker have learned proper pivoting and followthrough and developed accuracy and greater distance in a surprisingly short time, according to the inventor.

**Victor Electric Officers**

The directors of Victor Comptometer Corp., 3900 N. Rockwell, Chicago, Ill., 60618, have elected A. F. Bakewell, president, and A. C. Buehler, Jr., executive vice president.
Aqua-Dial Sprinkler
Covers Large Area

The rotary-gear driven pop-up sprinkler head manufactured by Aqua-Dial, P. O. Box 1325, Newport, Calif., is said to be widely accepted for large area coverage. With a ¾-in. nozzle, 100 psi and 74 gpm discharge, the Aqua-Dial pop-up sprinkler covers a 230-ft. diameter. Its even precipitation pattern makes it the leader in the turf irrigation field, according to Aqua-Dial. The pop-up sprinkler, the firm states, has consistently proved itself in the field for the last three years.

Vertical Bag Racks Solve Many Storage Problems

The two-tier vertical bag racks made by the A. G. Stafford Co., P.O. Box 287, Canton, O., provide stand-up storage of many bags in a limited area. Vertical storage of golf bags permits maximum air circulation around each bag to speed drying and avoid damage from mildew, says this firm. Wear and tear is also said to be reduced and handling is easier.

Turface Used at World’s Fair

Turface, manufactured by Wyandotte Chemicals Corp., Wyandotte, Mich., 48193, has been selected for use at the New York World’s Fair. Turface is being used on all planting beds. The chief benefits that the product provides are moisture retention and soil aeration. Turface also has fire-proof qualities.

Betsy Rawls Designs Wilson Clubs

Woods and irons for lady golfers are made by Wilson Sporting Goods Co., 2233 West St., River Grove, Ill. Designed by tournament champion Betsy Rawls, the woods are Strata-Bloc treated to seal out moisture. Irons are chrome-plated Power-Flare design. The Aer-Flo shafts have tan and black calf-skin reminder-grips. Betsy Rawls Wilson clubs are matched with putter, pitching wedge and sand wedge also available.
Cushman Turf-Truckster
Is Versatile Worker
The Turf-Truckster, made by Cushman Motors, Lincoln, Neb., is a compact 8½-ft. long by 5½-in. wide vehicle, yet is said to be powerful enough to operate as a middle weight tractor. The Truckster is capable of carrying a 1000-lb. payload up steep inclines and pulling gang mowers and trailers over irregular terrain. Optional equipment necessary to handle many grounds maintenance jobs includes hand sprayer, boom sprayer and fertilizer spreader.

General Battery Acquires States Batteries, Inc.
General Battery and Ceramic Corp., Reading, Pa., has acquired States Batteries, Inc., Los Angeles, Calif. The acquisition adds plants in Los Angeles, San Francisco, Portland and Seattle to the firm’s present operations in Reading, New Philadelphia, O., Frankfort, Ind., and Greer, S. C. Said to be one of the nation’s five leading manufacturers of automotive replacement batteries, General Battery also manufactures batteries for golf cars, marine use, aircraft, tractors and emergency lighting.

Cushman Motors Promotes Stephan and Smith
Atlee Stephan, Jr., formerly Eastern sales manager for Cushman Motors, has been promoted to sales manager for the Lincoln, Neb., firm. C. O. Smith moves from the position of national accounts manager to take Stephan’s eastern region position. The promotions were made necessary by Cushman’s accelerated sales program and the expansion of its line of industrial vehicles. Stephan has been with Cushman since 1946 and Smith since 1953.

Tell Them You Saw The Ad in GOLFDOM
GOLF COURSE DESIGN AND CONSTRUCTION
EDMUND B. AULT
GOLF COURSE ARCHITECT

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Silver Spring, Maryland
301-942-0716

RALPH PLUMMER
GOLF COURSE ARCHITECT
Member, American Society of Golf Course Architects

6455 Woodstock Road • Fort Worth 16, Texas
Pershing 8-4215

Certain-Teed Promotes Three Key Executives

Three key executives in the asbestos-cement pipe division of Certain-Teed Products Corp. have been promoted. M. Stanley Davis, formerly vice president of the division, is now executive vice president. James R. Reichel, general manager, and Ralph Lanz, production manager, have been named vice presidents. Certain-Teed, said to be the nation's second largest producer of asbestos-cement pipe, has plants in Hillsboro, Tex.; Santa Clara, Calif., and St. Louis, Mo. Its headquarters and home plant are in Ambler, Pa.

Allis-Chalmers' sales of $199.1 million for the first four months of 1964 marked an increase of 15 per cent over a year ago, Robert S. Stevenson, president, told share owners at the recent annual meeting.

William F. Gordon and David W. Gordon
Golf Course Architects
Doylestown, Pennsylvania
Fillmore 8-4243
American Society of Golf Course Architects

Verkamp Adds Third Golf Pal Product

The Verkamp Corp., Cincinnati, O., 45237, has added Slip-Not to its growing line of Golf Pal products. Applied to the hands, Slip-Not is said to provide a sure grip without a sticky build-up on club grips. Slip-Not washes off quickly after a round of golf, according to the firm. Other products in the Verkamp Golf Pal line are Insect Repellent and Foot Spray. Slip-Not comes in a squeeze bottle. The two other Golf Pal products are in aerosol spray cans.

Increased Sales, Pre-Tax Earnings Reported by Victor Comptometer

An 18.5 per cent increase in sales and a 14.4 per cent rise in pre-tax earnings were reported for the quarter ending March 31, 1964, by Victor Comptometer Corp., Chicago, Ill. Sales rose to $17,911,004 from $15,115,706 in the same period a year earlier. Earnings totaled $1,419,044, or 31¢ per share, compared to $1,240,290, or 27¢ per share for the 1963 first quarter.

EDWARD LAWRENCE PACKARD
GOLF COURSE ARCHITECT

Code 312 352-2113
11 South La Grange Road  La Grange, Illinois
Hogan Fashion/Colour Woods Now in Mixed or Match Sets

Initially, Fashion/Colour woods manufactured by Ben Hogan Co., 2919 W. Pafford St., Ft. Worth, Tex., were offered in solid color sets. Now, in response to numerous special orders for sets in mixed colors, the Hogan Co. is offering sets in five mixed or matched colors. Woods are available in blue, white, pink, aqua and gray. Ladies’ golf accessories and sportswear are also manufactured by the Hogan firm in coordinated colors.

Allis-Chalmers Appoints Alspach, VP, Operations

Philip H. Alspach has been named vice-president in charge of operations services by Allis-Chalmers, Milwaukee 1, Wis. The position includes responsibility for evaluation of manufacturing performance throughout the company. Alspach also establishes manufacturing objectives and devises specific programs to attain these objectives. Prior to joining Allis-Chalmers, Alspach had filled various positions with General Electric Co. Alspach holds a B.S. degree in mechanical engineering from Tulane University and is a member of numerous professional societies.

Gunderson Golf Adds Pro Line Cart

Gunderson Golf Equipment Co., 1910 8th Ave. North, Lake Worth, Fla., has announced that it has been given exclusive sales territories in southeastern U. S. for the Pro Line Cart “Double Eagle.” Two Pro Line cart styles, the conventional cart and a cart-bag combination, are available from Gunderson.

Appointment of William Carl as assistant plant manager of Certain-teed Products’ asbestos-cement pipe manufacturing plant in Santa Clara, Calif., was recently announced.
PGA Golf Ryder Cup Ball Redesigned for 1964

PGA Golf Equipment Co., 8350 N. Lehigh Ave., Morton Grove, Ill., has announced that the redesigned Ryder Cup ball features a new stamping and three compression ranges, 100, 90 and 80, to complement the game of any golfer. Every ball is ring gauged to insure roundness, fluoroscoped for internal examination and compression tested on the most modern electronic machines, according to the firm. The Durethane finish is said to stay white round after round.

Hi-Fashion Demi-Boots Made by Par-Mate

In step with today's feminine fashion trend, casual demi-boots are great for clubhouse, poolside and patio, according to Par-Mate, 10 W. 33rd St., New York 1, N. Y. Made of fine quality, washable marshmallow vinyl, demi-boots are available in black, white and gold. An extra is a long-lasting pliofilm travel case that comes with each pair of demi-boots.
Devere-Locke Mower Cuts Grass, Shovels Snow, Sweeps Walks

Devere-Locke, 1220 Washington Ave., Racine, Wis., states that the TR series of workhorse 48- and 60-in. rotary mowers offer powered versatility for many course jobs. The air-cooled, 4-cycle gasoline engine delivers 12.5 HP or 9 HP, depending on the model, and drives the mower from two to six mph. The riding sulky is easily attached without tools. Three, heat-treated, alloy steel cutter blades are adjustable for ¾- to 4-in. mowings.

Hercules Plans Expansion of Nitrogen Production

Hercules Powder Co. recently announced plans to add a production unit for Nitroform at its Louisiana, Mo., plant. Currently, Nitroform, a slow nitrogen release urea-form for fertilizer applications, is produced at the Hercules, Calif., plant. Hercules began production of Nitroform in January, 1961.

Brunswick Names Waters Golf Product Manager

The appointment of Frank P. Waters as product manager, golf equipment, has been announced by Brunswick Sports Division. Waters is responsible for product development and marketing planning for professional and dealer golf products. Waters joins Brunswick after holding a similar position in the home care products department of Westinghouse Corp. He spent 17 years in consumer sales and marketing with Westinghouse. A graduate in engineering of Rensselaer Polytechnic Institute, Waters also holds a masters degree in business administration from Harvard Business School.
Price Battery Corporation
Names Hageman Sales Manager

Henry C. Hageman has been named sales manager of the “Kargo” golf battery division of Price Battery Corp., Hamburg, Pa. Hageman has been associated with the golf car battery industry for many years. In his new position he is responsible for the sales development of the company’s new Poly Klad Kargo golf car batteries.

Pinkerton Chooses Toro for World’s Fair Police Duties

Pinkerton’s National Detective Agency, Inc., has selected a specially-equipped Toro Workmaster to transport its agents at the New York World’s Fair. Toro Manufacturing Corp., of Minneapolis, Minn., has also been designated the official power mower by the Fair management and has supplied 26 rotary and reel mowers to keep the turf in trim condition. The Toro line, including the new Toro Moist O’Matic automatic underground sprinkling system, is on display at the Minnesota Pavilion.

Monarch Two-Line Marker

The Monarch Marking System Co., 216 S. Torrence St., Dayton 3, O., has introduced a hand labeling machine that prints two lines and applies the label to merchandise. Two-line labels can be used to provide pricing information for the customer and stock information for the pro shop operator, according to the manufacturer.

Paul F. Conser Joins Velsicol Chemical

Paul F. Conser has joined the consumer products division of Velsicol Chemical Corp. as a marketing specialist. Conser, a graduate of the University of Florida, has been assigned a territory in the southeast. Velsicol’s consumer products marketing specialists concentrate sales promotion activities in the turf, lawn and garden and pest control markets.
JOBS OPEN

Wanted: Single Assistant Nov. 15 to April 15 in Florida. Must be hard worker and able to run back room. Give full particulars and salary expected. Address Ad 603 c/o Golfdom.

MFGRS. REPS. WANTED FOR TOP GRADE LEATHER CARRY-ALLS, BELTS. ALSO MEN'S & LADIES' SWEATERS, HOSE, TERRITORIES AND COMMISSION OPEN. ADDRESS AD 604 c/o GOLFDOM

ASSISTANT PROFESSIONAL FOR YEAR 'ROUND POSITION AT PRIVATE CLUB IN SOUTH FLORIDA. MUST BE PGA MEMBER WITH SUBSTANTIAL BACKGROUND OF TEACHING AND PLAYING ABILITY. ADDRESS BD 605 c/o GOLFDOM

GREENKEEPER WANTED, EXPERIENCED ONLY, LIVE IN HOUSE ON COURSE, PRIVATE CLUB, 27 HOLES, NORTH JERSEY. STATE AGE, FAMILY, RESUME. SALARY EXPECTED. ADDRESS AD 606 c/o GOLFDOM

AGENTS WANTED — TO SELL ELECTRONIC HANDICAP COMPUTING SERVICE. TOP COMMISSION, RESUME TO GOLF HANDICAP SERVICE, P. O. BOX 1116, WICHITA, KANSAS.

MISCELLANEOUS

Used Range Equipment For Sale — 150 doz. balls, 34 wire pails, 14 clubs, 12 mats, 7 hand pickers, complete lighting/switching. $1600.00. Irish Hills Golf Club, Mt. Vernon, Ohio.


USED FLOOD LIGHTING AVAILABLE FOR DRIVING RANGES, MINIATURES AND PAR 3's. PAR GOLF MFG. CO., MIlAN, ILL. AC309 787-1757

LET US REPAINT AND RELETTER YOUR USED GOLF BALLS, 7¢ EACH. BADGER GOLF CO., WATERFORD, WIS.

CASH FOR BALLS

Old Golf Balls—from Ponds, Golf Courses, etc. Cuts and bumps 36¢ per doz. Off Brands and slightly nicked 1.56 per doz. Round and perfect $1.25 brands for reprocessing 2.40 per doz.

At prices above — shipper prepays freight. Send for shipping tags and instructions.

Golf Driving Range culls not wanted.

CLARION GOLF BALL CO., INC.
120 South Main Street, Clarion, Iowa

SURPLUS SALE GOLF COURSE SUPPLIES

Up to 50% discount on many items for tees, greens, traps, mover and other repair parts. Several used but good hand greensmowers, can be powered. Postcard brings detailed reply. S.E.S., Box 2, Wayne, New Jersey

For Sale 9 hole, par 36 golf course, 35 miles from Pittsburgh, Pa. Have course, residence and housing development. Will sell separately or all. Priced right to move. If interested address Ad 611 c/o Golfdom

45 ACRES — Adjoining city of 23,000 and University of 12,000. Very desirable for 9 hole course. Will develop and lease or sell as is. Contact C. E. Peterson Agency, 204 W. Taylor St., DeKalb, III. Phn. 736-5424.

NIGHT GOLF INCREASED REVENUE

Westinghouse will provide you or your golf architect with engineering service and cost estimates for lighting your golf course — Over 15 years experience in golf course lighting. Westinghouse Electric Corporation, P.O. Drawer 5817, Cleveland, Ohio.

DiFin Golf Styles Displayed in Deluxe 1964 Catalog

DiFin Originals, 367 Southern Blvd., Bronx, N.Y., 10454, has published a catalog of its 1964 sportswear line. Illustrations and activeswatches of fine, new fashion fabric colors included, according to the firm. The catalog an expensive selling aid available free to retail featuring the DiFin line.

New Engine from Wisconsin Motors is Compact 60.5-hp

Recently added to the line of industrial engines manufactured by Wisconsin Motor Corp., Milwaukee 46, Wis., is the V-461D. Said to be the industry's most compact 60.5-hp heavy-duty engine, the V-461D is a 4-cylinder, 4-cylinder-cooled valve-in-head model. A descriptive chure covering the design and construction features is available from the firm.

GOLF BALLS
WANTED FOR CASH

PER DOZEN

Cut or bumped 12¢ to 48¢
Off brands and slightly nicked $1.80 $1.25 (Retail brands of better quality) $2.40 to $3.60

At above prices freight to be prepaid by shipper. Send for shipping tags and instructions. We are nation-wide Distributors of the finest in Driving Range, PAR 3, and Miniature Course equipment — balls, clubs, mats etc.

Send for our current supply catalogue

NORTHERN GOLF BALL CO.
2350 W. Roscoe Street Chicago, Illinois 60618

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