Handbook for New Green Chairmen
Issued by West Point Products

A concise and practical treatment of the scope and character of a green chairmen's problems and his work and relations with the course supt. are given in a "Handbook for New Green Committee Chairmen" published by West Point Products Corp., West Point, Pa. The mimeographed 18 pages, plus a list of state turfgrass research stations and of equipment suggested for maintenance, is basic training for the new chairmen. Although conditions vary at clubs the principles of success handling of the green chairmanship are about the same at all clubs. Experienced supts., green chairmen and others who collaborated in the preparation of this handbook have set forth a lot of good ideas on fundamentals involved in the policy-making and operations of course maintenance.

The book will be sent free upon request to any green chairman.

West Point Products Featured

Tom Mascaro and West Point Products Corp. were featured in the May issue of Popular Mechanics magazine in an article entitled, "His Business Thrives on Grass."

MacGregor Issues 1957
Press and TV Book

The MacGregor Co. has issued a 1957 press, radio and television information book featuring thumbnail sketches of its advisory staff of 33 professional golfers. Also included are 38 pages of records on major annual professional and amateur tournaments.

The book is sent to all golf writers and sports announcers in the U.S. Copies are available from The MacGregor Co., Cincinnati 32, O.

New Aquatrols Agent

Robert A. Moore, vp of Aquatrols Corp., which distributes Aqua Gro, a wetting agent, has announced appointment of Hubbard-Hall Chemical Co. as distributor for the state of Connecticut and all of New England.

(Continued on Page 93)
PEE GEE BEE
The perfect practice ball, precision made of unbreakable plastic. Duplicates flight of regulation golf ball. Millions now in use.

PEE GEE TEE
Unbreakable plastic tee for regulation golf play. Easier to use and find.

COSOM INDUSTRIES, Inc.
Also makers of Chip-In, the Golf Game; Fun Ball, the plastic ball of 101 games; Bowlite, the portable, silent, plastic bowling game.
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Mc KAY'S NURSERIES
Bent C-1 C-19 Washington Stolons Cultivated in the South to stand the heat. 35 years experience growing Bent.
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GOLF COURSE ARCHITECT
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Phone: Alpine 3-3913

PACKARD & Wadsworth
GOLF COURSE ARCHITECTS
Telephone: Fleetwood 2-2113
11 SOUTH LA GRANGE ROAD LA GRANGE, ILLINOIS

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Golf Course Architects
Design, Supervision, Construction
ELM ST., MANCHESTER, MASS.

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3659 Brotherton Rd., Cincinnati 9, Ohio
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GOLF COURSE ARCHITECT
Balanced Topographical Design
Member: American Society of Golf Course Architects
Telephone: AUs til 7-5371
621 N. Central Ave., Chicago 44, Ill.

DAVID GILL
GOLF COURSE ARCHITECT
ST. CHARLES, ILL.

1914 The Original
FULNAME 1957
Golf Ball Markers
DURAMARK DIE
Serrated surface gives better imprints.
Cincinnati 6, Ohio

Ordering Merchandise?
Check Golfdom’s Complete
Buyer Service — Page 95
LAWN MOWER STATIONARY BLADES

SINGLE (¼”) Raised Lip — Heavy Duty Blades for all Makes of Fairway and Rough Gang Mowers. DOUBLE (¼”) Raised Lip — Heavy Duty Blades for all Makes using this type Blade. Hand and Power Putting Green Mower Blades, Power Mower, Tee Mower and Trimmer Blades all made of the best quality knife steel and specially hardened to insure long wear and fully guaranteed to give complete satisfaction. Municipal Parks and Golf Courses, Public Courses, Golf and Country Clubs, Dealers and Repair Shops allowed special discount. You will save important money buying direct from manufacturer.

Price sheet on request or we will quote price for your blade order.

JONES MOWER & EQUIPMENT CO.
2418 Grasslyn Avenue, Havertown, Pa.

Range Ball Improved

A new, tougher, more responsive cover has been added to the MacGregor range ball now being delivered to pro accounts throughout the U.S. Also new is an improved stamping of the word “Range”. This ball is available in a choice of red, blue, green or orange stripes. Name of range can be stamped on both poles if desired. Send inquiries to The MacGregor Co., Cincinnati 32, O.

Trade Briefs

Durkee Co., 30 South st., New York 4, is marketing a hand-held wind meter with two scales, one of which registers from 0 to 10 mph and the second, from 2 to 60 mph . . . Midland Co., South Milwaukee, Wis., reports increasing sales for its Town & Country, 25-in. Riding rotary mower . . . Canadian supt., according to Bob Moore, vp, Aquatrol Corp., of America, are becoming more and more sold on the use of wetting agents . . . Lightweight golf shoes are okay for the fellow who plays about once a month but aren’t adequate for persons who play fairly regularly in the opinion of Richard N. Tarlow, Field & Flint (Foot Joy) Co. executive vp.

New Instructions on Aqua Gro

Research Agencies’ 1956-57 use of and work with Aqua Gro has indicated simpler and more economical use of the material. New instructions on preparation and use of the wetting agent are available from Aquatrols Corp. of America, 1731 Spring Garden st., Philadelphia.

Name Canadian Roseman Reps

Duke Lawn Equipment, Ltd., Burlington, Ont., Roseman Mower Corp., distributor for Canada, has appointed Harry Bolton and Richard Nolan to its sales staff. Bolton is Canada’s oldest active course supply salesman, having been in the business for 33 years. Nolan, a Royal Canadian Navy vet, is just breaking into the business.

Government Has Great Hope for New Repellent

Diethyl toluamide, a new government-developed insect repellent, the Agriculture Dept. claims, is the best all around chemical ever concocted to chase mosquitoes, chiggers, ticks, fleas and biting flies. It is said to be safe and pleasant to use on skin and clothing and remains effective approximately twice as long as most repellents.

Tell Them You Saw the Ad in GOLFDOM

CREEPING BENT STOLON

Penalu 10 (37) 4, Arlington C-11, Congressional C-19 Old Orchard C-52

Old Orchard Turf Nurseries
P. O. Box 350—Tel. AL 6-6395
R. R. BOND, Prop.
Madison 1, Wisconsin

THE GREENS ARE THE FOUNDATION OF ALL SUCCESSFUL GOLF COURSES

June, 1957
 Classified Ads

Rates: Minimum insertion $4.00 for 20 words; additional words 20c each. Bold face type, 25c per word. Classified cols. reserved for help or services wanted and for sale of used equipment. NO CLASSIFIED ADS ACCEPTED AFTER THE 25TH OF MONTH PRECEDING DATE OF ISSUE. Under no circumstances are we permitted to divulge the name and address of those placing the blind advertisements. Responses to all box number ads should be addressed to the box number and mailed to GOLFDOM; replies are promptly forwarded to advertisers.

JOBS WANTED

PRO-GREENKEEPER — PRESENTLY EMPLOYED IN SOUTH CAROLINA, EXPERIENCED IN ALL PHASES OF CLUB OPERATIONS. GOOD TEACHER, CAN GIVE TOP SATISFACTION. WILL GO ANYWHERE. MARRIED. BORN IN FAMILY WITH OVER 100 YEARS EXPERIENCE. Address AD 681 c/o GOLFDOM.

PRO — 25 YEARS EXPERIENCE, EXPERIENCE ALSO INCLUDES COURSE AND CLUB MANAGEMENT. CONSIDERED EXCELLENT PLAYER AND INSTRUCTOR. GOOD CREDIT RATING. ADDRESS AD 692 c/o GOLFDOM.


Chef - Manager — wants Country Club Bar and Food Concession. Now employed on salary. Good references. 12 years experience, complete operation. Address AD 605 c/o Golfdom.

Professional and Greenkeeping Superintendent, age 34, happily married, a lifetime of experience in all phases, 10 years as Class “A” P.G.A., presently employed at top club in state, excellent teacher and promoter, desires change. Address AD 606 c/o Golfdom.

Wanted — position as country club manager or Maitre D’Hotel. Will locate in any Southern or Southwestern state. Married; one child, school age. Excellent country club references. Will also consider presiding over restaurant and bar. Address AD 607 c/o Golfdom.

PRO — MANAGER AND WIFE DESIRE FLORIDA CLUB. 12 month operation. Experienced in food service, golf course maintenance, pro shop, swimming pool. Take over complete management. Best references and credit rating. Available Sept. 1. Will also consider leasing club. Address AD 608 c/o Golfdom.


Wanted — Job as Pro-Greens Sup’t, or Sup’t. Have course designing ability; excellent records in course maintenance. Northern and Southern grasses. Capable teacher and promoter. A-1 credit rating. Turf Association member. Available now, any location. Address AD 611 c/o Golfdom.

JOBS OPEN

Wanted Qualified pro shop man to work in Florida year around. Write Golf Pro — Naples Golf Club, Naples, Florida

Salesmen: Exceptional opportunity for aggressive reliable salesman for established territories, particularly New York State, New Jersey and Pennsylvania. Write, wire or telephone — Scoggin’s Golf Supply Co., Dunedin, Fla.

WANTED — Man to act as Chef, active Country Club Northern Ohio. Woman to act as Hostess same Club. Husband, wife satisfactory. References required Address AD 609 c/o Golfdom.

WANTED — A greenkeeper for nine hole golf course on private estate on North Shore of Chicago. Must be experienced and steady. Address AD 612 c/o Golfdom

MISCELLANEOUS

WANTED — TO LEASE OR BUY, 9 OR 18-HOLE GOLF COURSE IN GOOD CONDITION. ADDRESS AD 603 c/o GOLFDOM.

Used electric golf cars. All in excellent condition. Write Wayne Clark, 1306 E. Maryland St., Evansville, Ind. Phone Harrison 32429.

WANTED FOR CASH

Old Golf Balls retrieved from ponds, or out of bounds, on or around Golf Courses.

Cuts and bumpy balls..................... .36 per dozen

Off brands & synthetic, or slightly nicked 1.56 per dozen

Round & Perfect 1.25 brands for reconditioning, 2.49 per dozen

Like new top grade for reselling... 3.68 per dozen

NOTICE! Golf range calls, picked over lots, and cut deep into the rubber types wanted, but not acceptable at above figures.

Send for shipping tags and instructions

GOLF BALLS FOR RETAIL SALES ONLY

Reproduced with 100% brand new Balata covers, new snow white enamel, imprinted with distance, trade name and number. We accept your mixed compression conditions only. Write for reconditioning catalogue. Call for quotations.

 premiums for the best in golf range and miniature course equipment — Balls, clubs, mats, and etc. Send for catalogue.

NORTHERN GOLF BALL CO.

2350 W. Roscoe Street.

Chicago 18, Illinois


USED GOLF BALLS WANTED

Water hole balls or balls found on golf courses.

Cuts and bumpy balls..................... .36 per dozen

Off brand and synthesizes slightly marked.................. 1.56 per dozen

Round and perfect $1.25 brand balls with 2% rebound, 2.49 per dozen

Like new top grade for reselling 3.68 per dozen

ATTENTION

Golf balls repainted, your balls.................. .24 per dozen

Minimum of 50 dozen

Golf balls painted and lettered.................. .72 per dozen

Golf balls striped................. .18 per dozen

B & W GOLF BALL CO.

5124 West North Ave.

Chicago 39, Illinois

Berkshire 7-5660
FOR YOUR CONVENIENCE—GOLFDOM'S
Buyers' Service

Check off your Needs, tear out and mail this sheet to Golfdom, 407 S. Dearborn St., Chicago 5, Ill. You'll get prices, literature direct from the sources of supply.

Golf Course
Aerifying equipt.: Fairway □ green □
Architects: course □ house □
Ball washers
Ball Washing Compounds
Bent grass stolons
Bird houses
Brown-patch preventives
Compost mixers
Crabgrass control
Divot fixer
Drinking fountains
Fertilizers Solid □ Liquid □
Flags (greens) □ Flag poles □
Fungicides
Generators (gasoline)
Gopher killer
Hole cutters
Hose
Hose clamps
Humus
Inclinator
Insecticides
Lapping-In Machine
Leaf pulverizer
Liquid spreaders
Litter receptacle
Miniature Course Const'n
Min. putting surface (felt)
Mole Killer
Mowers: putting green □ whirlwind □ tee □
fairway □ rough □ hand □
Mower Grinders
Peat Moss
Pipe
Playground equipment
Putting cups
Rakes (worm cast & clean-up)
Rakes (mechanical)
Refuse containers
Rollers: power □ water filled □
Sand (for greens, tees)
Seed: fairway □ green □
Seeding Machines
Shoe Spike Cleaner
Sod cutter
Soil conditioner
Soil screeners □ Soil shredders □
Sprayers: power □ hand □
Spreaders, fertilizer,
seed, topdressing
Spikers: greens □ fairway □
Sprinklers: f'way □ green □
Swimming pool equipment
Swimming pool cleaner
Swimming pool point
Thatch removing machine
Tractors
Trees
Turf sweepers
Water systems, fairway
Weed chemicals

Pro Shop
Bags: canvas □ leather □
Bag carts, for players
Bag supports
Bag racks
Bag Tags—Guest Tags
Balls: Regular □ Range □
Ball Markers
Ball retriever
Caps and hats
Cash Registers
Charge books — for pro shops, green fees, etc.
Club Carriers
Club Cleaning Liquid
Club cleaning machine
Clubs: Woods □ Irons □
Putters □
Club head covers
Club repair supplies
Cushion-sole Inserts
Display equipt.
Dressing for grips □ bags □
Electric golf cars
Golf bag covers
Golf club protectors
Golf gloves
Golf Grips: Leather □
Composition □
Golf Practice Devices
Golf shoes
Golf Shoe Spikes
Handicap Computer
Handicap ranks □ cards □
Mech. Range Ball Retriever
Name labels, for clubs
Practice driving nets
Practice Golf Balls
Preserver for leather
Score cards ( ) Charge checks ( )
Score card & pencil Tee Box
Score counter (watch type)
Seat attachment, for carts
Shoe & leather preserver
Sportswear: Shirts □ Socks □
Sport jackets □ Rain jackets □
Windbreakers □ Slacks □
Sweaters
Ladies' Bermuda shorts
Tee mats
Tees
Tees (rubber) for driving mats
Teeing device (automatic)
Trophies

Club House
Athletes foot preventives
Bars (portable)
Bath mats
Bath slippers
Cash Registers
Deodorants
Disinfectants
Floor coverings
Folding Table (Banquet)
Link Tyoe Mats
Locker Name Plates
Lockers
Massage equip.
Printing
Runners for aisles
Rugs
Showers □ Shower mixers □
Shower water control
Step treads
Wash fountains

Send information
To: Name ____________________________ Club

_______________________________ Address ____________________________

_______________________________ Title ____________________________

_______________________________ Club ____________________________

_______________________________ Town ____________________________ Zone ( ) State ____________________________

June, 1957
Each month GOLFDOM presents the latest, most practical ideas on golf club administration, management, upkeep and service...for time, labor and money-saving guidance of your officials and department heads. Help the right men at your club do the job right. Send in the form below. Keep them informed on the latest how-to-do-it ideas!

FILL IN BELOW — MAIL THIS PAGE TO

GOLFDOM, 407 SOUTH DEARBORN STREET, CHICAGO 5, ILLINOIS

Name of club: ........................................

Address ........................................ Town: ................. Club

Zone ( ) State .................. By .................. Position .............

President’s:

name ........................................ (Zone...........)

Add.: ........................................ Town: ................ State: ...........

Grn. Chmn’s.

name ........................................ (Zone...........)

Add.: ........................................ Town: ................ State: ...........

Manager’s:

name ........................................ (Zone...........)

Add.: ........................................ Town: ................ State: ...........

Course Superintendent’s (Greenkeeper)

name ........................................ (Zone...........)

Add.: ........................................ Town: ................ State: ...........

Professional’s:

name ........................................ (Zone...........)

Add.: ........................................ Town: ................ State: ...........

Golfdom
Golf Business Meeting and Beating Tough Problems

(Continued from page 24)

revenue at pro shops.

Among pro resignations announced to go into effect at the end of this season, or which have occurred recently, have been some at clubs rumored (without foundation) to have exceptionally high pro shop sales volume and net profits.

On widely known professional, an excellent teacher, businessman and developer of golf has given his resignation to his club. His shop operating expenses are $18,000. There’s not enough business at the club to justify that overhead. He plans to connect with a club that isn’t quite as “exclusive” as his present location and will present a chance for profit by development of golf play.

The pros in some districts are being troubled by the talk about financing pro old age relief, charity to indigent pros, and retirement and an extensive pro educational program, plus providing legal fees and a promoter’s profit out of increased profits on pro shop merchandise.

Officials Misled

This rosy dream of high finance has excited officials of some clubs that are operating in the red and which want to get clubhouse rebuilding projects under way. These officials have been sadly misled into believing the pro shop revenue can solve all financial problems. Investigation would have plainly showed that the pros at such clubs were making a fair net profit on their investment only because of lesson income, car and cart rental and, in general, excellent management, long hours of work and not charging full salaries for themselves or interest on their investment in inventory.

One very cheerful development has started to spread at private golf clubs this year. That is the highly important job of educating members in their responsibilities and duties as members. The situation has been that especially newer members usually expect to have no obligations to a private club except paying their bills and letting unpaid officials and the staff work out the right answers for everybody.
The ball you find

farthest down the fairway...

Hit the Long Ball—the New 1957 Wilson Staff!

Look at the ball closest to the pin, chances are it's the all-new 1957 Wilson STAFF Ball. This is the ball developed for you by that great group of golfers, the Wilson Advisory Staff.

For greater sales performance, too, it’s the Wilson Staff Ball in 1957. Display 'em and see!

Available at Golf Professional Shops

Win With Wilson

Wilson Sporting Goods Co., Chicago • New National Headquarters at River Grove, Ill., a western suburb of Chicago • Fastest nationwide service from 32 branch offices. (A subsidiary of Wilson & Co., Inc.)