Hornung’s Pro Golf Sales in New Building

Hornung’s Pro Golf Sales, Inc., is in its new building at 41 E. Bank st., Fond du Lac, Wis.

Offices, display room and warehouse are designed and stocked to maintain Hornung’s reputation of shipping pro shop merchandise to pros the same day orders are received.

Pros Get Gilison Catalog

According to John W. Glass, sales mgr., Gilison Pro Shop Div., ox 873, Dunedin, Fla., copies of the catalog, “Touring Pro Sweaters”, have been mailed to pros. Several new styles of the Gilison sweaters are described and the entire line is available for fall delivery.

Skinner Designs Two New Pop-up Sprinkler Heads

Skinner Irrigation Co., 1411 Water st., Troy, Ohio, has designed two new pop-up rotary sprinkler heads for use on manual and automatic underground systems. Both, the UR-2 Full Circle and UR-2-PC Part Circle are constructed so that the complete assembly is removable from above ground without digging or removing the case from the riser. The models are spring loaded for positive closing when pressure is turned off, have sand-resistant bearings and are constructed entirely of brass, bronze and stainless steel. There are several nozzle choices and the heads have an adjustable stream diffuser pin that reduces diameter of coverage.

The Part Circle model covers any arc from 20 to 360 degs. through hand pre-setting of reversing rings.
Brunswick Combines Sports Divisions in a Single Department

Brunswick Corp. has integrated its three sports equipment divisions under the name, "Brunswick Sports", with a realignment of the sales force and executive personnel. This takes in the MacGregor Co., the golf and athletic equipment firm that formerly had its headquarters in Cincinnati. Heading Brunswick Sports is F. E. Troy and his administrative aide is Lawrence (Casey) Peifer, who formerly headed the parent firm's business development board. MacGregor will continue to maintain a production unit in Cincinnati and is readying a new $1 million golf ball plant in Covington, Ga. Headquarters of Brunswick Sports is 623 S. Wabash in Chicago.

Peifer and J. H. Asthalter, marketing vp of Brunswick Sports, have been conducting a sales training program for personnel of the enlarged organization. The division's director of merchandising and marketing services is Mark Cox. William H. Ford is in charge of advertising and promotion. Besides him on Cox's staff are H. J. Wilkens, design and development; James T. Butz, golf; Frank A. Koegel, shoes, gloves and protective equipment; Paul Gamm, athletic clothing and inflated goods; John Anderson, hunting clothing and fishing tackle; T. F. Lindsay, roller and ice skates and recreational games, and D. F. Horton is the purchase coordinator of sport resale items.

R. D. Rickey, divisional vp and veteran MacGregor executive, continues as professional golf sales mgr. L. M. Nelson directs promotion of the pro golf section and heads MacGregor's advisory staff. Other firms in the Brunswick Sports group are Red Head of Chicago, manufacturer of hunting and fishing clothing and related accessories, and Union Hardware of Torrington, Conn., and Ware, Mass., manufacturer of roller and ice skates and golf shafts.

Tony Likes This One

At Glenwoodie (Ill.) G & CC, an International 340 Utility tractor handles practically all the major mowing. According to IHC, Supt. Tony Kozlowski especially likes the torque amplifier since it keeps the tractor from bogging down on grades and prevents wheel spinning which would tear up turf.
Wyandotte's Ford Division Publishes Folder on Turface

A full-color, four-page folder (F-6547) describing the soil amendment, Turface, produced by Wyandotte Chemicals' J. B. Ford div., Wyandotte, Mich., can be obtained by writing to the division's office. Originally developed as a topdressing, the use of Turface has been extended to nursery and greenhouse use and to conditioning of trees and shrubs. A calcined mineral aggregate, Turface is said to help plants develop sturdier, healthier root structures by keeping moisture reserves at root levels. It also aerifies soil and prevents compacting, even of gummy soils.

Light in "Swing-Chronizer" Helps Golfer Trace Faults

The "Swing-Chronizer", engineered by Burgess Battery Co., Freeport, Ill., and which is attached to the shaft, is said to be the only practice device that identifies the moment of explosion in the swing by both light and sound. Centrifugal force exploded by the uncocking of the wrists activates the swing-light and an audible click is heard. In using the device, the Burgess firm points out that the golfer can locate and correct faults and put his pro's teaching advice into correct practice. The Swing-Chronizer has a dial that can be calibrated for different power requirements for both woods and irons. It is finished in chrome and is powered by two small batteries.
Aqua-Dial Has New Line of Pop-Up Spray Heads

The Aqua-Dial Co., P. O. Box 1325, Newport Beach, Calif., announces a completely new line of pop-up spray heads. They include full and part circles, short and long body models, and stream spray heads for low water volumes. Special features are a non-seizing adjusting screw for complete control from full flow to complete shutoff and a Buna N “O” ring which forms a positive seal.

Jordan’s Rainy-Day Runner

B. H. Jordan Co., 64 E. 8th st., New York 3, N. Y. markets a rainy-day runner creped for soft carpet-like resilience at a low throw-away price. It comes in rolls of 1,000 ft. and can be imprinted or colored to suit the purchaser. Samples are available from B. H. Jordan.

Toro Service Manager Suggests Daily Check List

Marvin T. Elstad, service mgr. of Toro Manufacturing Corp., Minneapolis, Minn., lists seven things that should be done daily in order to get more mileage out of grass-cutting machinery. Briefly, they are: 1. Check for loose nuts and bolts; 2. Check belts and chains; 3. Clean all mowers; 4. Store them properly; 5. Check oil level in crankcase each day and change oil after every 20 to 24 hours of operation; 6. Consult lube guide for care of fittings; 7. Check gear cases, esp. lubrication level. Elstad also recommends investment in the proper tools to handle daily servicing since pliers and screwdrivers, etc. not only are inadequate but can damage equipment.

Sta-Put New Entry in Putter Line

“Sta-Put” putter made by Standard Tool & Die Co., 1931 N. Broadway, Los Angeles 31, Calif., is said to be dynamically designed and balanced to enable the player to always strike the ball in the center line of the shaft. Another feature is a directional line marker on the head that aids in guiding the backswing and follow-through. The Sta-Put conforms to USGA rules, the manufacturer says.

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CLASS "A" PGA MEMBER WITH TEN YEARS EXPERIENCE AS EXCELLENT TEACHER AND PLAYER WOULD LIKE TO CHANGE FOR 1962 SEASON. ADDRESS AD 901 $0 GOLFDOM

Class "A" PGA — 16 years; 44 years old; married. Credit rating (discount). Successful in teaching and golf promotion. 11 years at one outstanding club. Address Ad 902 $0 GOLFDOM

Asst. Pro — Age 23, married, desires position as teaching or shop assistant at active club. Experienced. Excellent references. Address Ad 903 $0 GOLFDOM

Class A PGA Professional would like to hear from 9 or 18 hole club seeking experienced Pro — 42 years old — Married, 3 children — good credit. No drinking habits. Fine teacher. Interested in building membership. Some greens experience. Address Ad 904 $0 GOLFDOM

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Pro-Greenkeeper — 39 years old; 2 children; 17 years experience. Class A PGA. Sober, industrious, capable. Have experience in club and golf course management and maintenance. Good teacher, promoter, class instructor and willing worker. Have always run good shop. Highest reference and good credit. Wish to relocate for balance of '61 season or to start '62 season. Will go anywhere. Address Ad 907 $0 GOLFDOM

Assistant Pro seeking position as teaching assistant, caddiemaster or starter, 42 years old. Class A PGA member—14 years good standing. Will travel to position available. Address Ad 908 $0 GOLFDOM

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Class A PGA Pro — Excellent teacher — good player — 45 years old — 20 years experience — South Florida preferred. Available Nov. 15 to April 1. Would consider permanent position that area. Address Ad 918 $0 GOLFDOM

Greenkeeper — familiar with fungicidal diseases, machinery, golf course maintenance. Good references. No children. Desire course in Ohio, Indiana, Michigan, Illinois. Address Ad 920 $0 GOLFDOM

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Golf Course & Range Operator in Illinois desires winter position in warm climate. Age 39, married, no children. Available anytime after Oct. 10th to April. Address Ad 928 $0 GOLFDOM

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Applications are now being accepted for an “A” PGA professional. This is a middle Atlantic States Municipal golf club with about 50,000 plays per year. State age and experience. Year around employment. Teaching concession, club cleaning, sales and salary included. This position will begin January 1, 1962. Address Ad 911 c/o Golfdom

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(Continued on next page)
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Golf Business Wanted — Range, Miniature or Par-3. Operation must be netting at least $8000.00 per season. Address Ad 938 c/o Golfdom

Golf Cars for Lease — Winter Months — November 1st — March 31st. Victor Model 37 — excellent condition. Address 939 c/o Golfdom

U. of California Makes Survey of L. A. Maintenance Costs

A recent turf survey of Los Angeles county, made by the agriculture extension service of the University of California, shows that nearly $6 million is spent annually in the maintenance of 101 golf operations there. These include 43 18-hole and 11 9-hole standard courses, 5 18-hole and 9 9-hole Par 3s and 32 driving ranges.

Maintenance of the 43 standard 18-hole courses is calculated to average nearly $107,000 per course. For the 9-hole standard courses, the average maintenance cost is figured to run to $64,000. Turf acreage for the 18-hole courses is 85 and is just short of 50 for 9-hole courses.

At par 3 installations, the California extension service figures that it cost $43,500 to maintain each 18-hole layout, and about $26,000 for each 9-hole operation. Turf acreage at the larger courses is said to average 30 and at the 9-hole courses, 15.

The 32 driving ranges have an average of three acres in turf. Cost per range for maintenance is $3,750.

Investment in maintenance equipment is said to average $20,000 at the 18-hole standard courses. The extension service says that average equipment investment at 9-hole standard courses and both types of Par 3s is about $12,000.

PGA Changes Award Designation to 'Player-of-the-Year'

The PGA is changing the designation of 'Professional Golfer-of-the-Year' to 'Player-of-the-Year' so that there will be no confusion with its counterpart award, Golf Professional-of-the-Year. The latter honors a home pro who is recognized for his contributions to the game.

More than 1,000 sportswriters and broadcasters again will vote with 5,000 PGA members in selecting the 1961 Player-of-the-Year, Arnold Palmer, 1960 winner of the award and a strong candidate to repeat, can become the second man to win the honor more than once. Ben Hogan, who has monopolized this distinction, was named the leading player in 1948, 1950, 1951 and 1953. Gary Player, another strong contender for the 1961 title, could become the first foreign-born pro to get the award.

Bala Members Spurn City's Offer; Continue to Play Golf

Bala GC, within Philadelphia's city limits, has been under pressures to sell because of increased value of land in a "golden mile" under rapid development and because of tax increases. But the members recently voted to continue to play golf despite the financial pressure.

The membership received some relief when the board of tax revision said that a recent large increase in tax assessment was a mistake. The new tax increase instead of being $18,220 will be about $4,440.

Greedy Eye on Course

The City of Philadelphia has had a greedy eye on Bala GC for a number of years. The club is located in an area where land prices have skyrocketed in recent years because of industrial and residential development. The club owns 80 acres of open, developable land in an area so appealing that the city offered the club $2,000,000 for the land. About 100 members recently met to consider the offer. They chose to remain where they are and play golf. The increase in assessment followed, but the club protested and won its case.

The end, of course, is not in sight. Taxes presumably will continue to rise as land values in the area go up. Most other private golf clubs, once located in or near the city, have moved farther into the suburbs where land is cheaper and taxes lower.

The city's offer to pay $2,000,000 for Bala GC will remain as a tempting offer. Several years ago, Philadelphia CC, located in the same general area, got a big price for its land and moved to Gladwyne, Pa., where it has become an even bigger and better club.

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