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Bobby Nichols

tournament playing professional

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August, 1962
Delays? "Sit-N-REST" with CART-BAG

Your golfers rest, relax comfortably on CART-BAG's famous swing-out hammock-type Seat! It's unique - doubles as an emergency carrying strap, when wheeling is impossible. CART-BAG wheels easier, too, even with a full set of clubs. Try it! Demonstrate to your members! They'll enjoy its feather lightness, new aluminum wheels with wider smoother tires, new variety of colors, and other features.

4 MODELS
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Write for the facts...
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supt. of parks and municipal course, retires... He is succeeded as park supt. by Edwin Griffiss and as course supt. by Anthony Belpulsi.

Dave Levinson, 80, veteran of sports goods business, died in Hollywood, Fla. in June... He was an owner of the Western Sporting Goods Co. which was merged with the Wilson operations in 1925 to form the Wilson-Western Sporting Goods Co. Levinson became vp of the company... He retired for a brief period then re-entered business in 1936 as a marketing consultant for A.G. Spalding & Bros., Inc. ... In 1954 he retired and moved to Florida where he frequently was visited by old and new hands in the sports goods industry.

Pinehaven CC, Albany, N.Y. opens its 18... Dick Osborn is pro... D. E. Krush, Cleveland, O., hardware store owner to build course at suburban Hinckley... Harold Paddock is architect... Talk about building course at Port Richey, Fla... Hamilton County (Cincinnati) opens first 9 of Miami-Whitewater Forest course... Bob Manley is pro... Harold Tretin heads committee building course at Rockford, Ia., to plans of Beryl Taylor of Iowa State U at Ames.
MEMO TO: Professional Golfers

FROM: Rickey

SUBJECT: THE NEXT FIVE WEEKS

Sometime, within the next five weeks, you are going to preview the MacGregor 1963 line of golf equipment that only golf professionals, such as yourself, sell.

Check the MacGregor Tourney Woods. The ROCKER SOLE that proved SO SUCCESSFUL has been added to more models of these fine woods! The result is: IRON ACTION on the fairway. Examine the Tourney Irons particularly! Notice how the BACK glistens and gleams to perfection. Study the weight distribution of the winged-back shape. Consider the distinctive FLAME CERAMIC face that gets the ball off cleaner.

The DX Tourney! What can we say that hasn't been said? A pure distance-demon! Nicklaus used it to win the U.S. Open and outdistance every distance hitter there! Indeed, the entire MacGregor '63 line is lavish—from the SWEEP-FLARE Professional Style Kangaroo leather GOLF BAGS to the umbrellas, headcovers and carryall.

Prepare for action! Wait till you see the promotion we're putting behind the entire line. Get set to sell...and go the way of the sales winners!! It's going to be a GREAT YEAR for all of us!

Yours sincerely,

Robert D. Rickey
Vice President
Par Master Golf Net
Pro Profit Builder —
When you sell it . . . Keeps your players golf-happy in season and out. They can use it at home — in the yard, basement or garage — to practice, keep golf interest high!
When you use it . . . Indoors or out, for lessons, for golf club 'try-outs'. Puts your practice or lesson tee near the Pro Shop. Perfect for all-season indoor lesson use. Special commercial type netting available in any size for practice or driving range areas.

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Phone: 345-8610 or 342-4640

Oak Orchard CC, Medina, N.Y., lost its clubhouse in a $75,000 fire three weeks before new clubhouse and course were to open . . . Harold J. Myers, Carlton, N.Y., is owner . . . Audubon State Park, Henderson, Ky., to have 9-hole course open in the spring of 1963 . . . Cecil Hollingsworth and others of Recreation Properties, Inc., San Bernardino, Calif., considering building course in Warm Creek channel north of San Bernardino.

Jack Helms, formerly at York (Pa.) Outdoor CC, now pro at Carlisle (Pa.) CC succeeding Cameron Dunn who went to Cedar Brooks CC, Ambler, Pa., as pro . . . Testimonial dinner being planned for Armand Farina, pro-mgr., Schenectady (N.Y.) municipal course . . . Pro Jack Leaf and Manager Eric Koch, moving with North Hills CC to its new site in Douglaston, L.I., N.Y. . . . Leaf and Koch were hired by North Hills 35 years ago when the club was founded.

Quinton Johnson named supt. of Fort Worth's new municipal course, Meadowbrook . . . Green Section's new circular on what the Section is, how it operates and how it helps golf courses, is "must" reading for supt.s and green chmn . . . Write

This Stronger "Hester Heart"
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The "heart" of your golf car is the battery. When it fails, rental profits vanish. This Hester Golfmaster assures longer, dependable, day-in, day-out service, charge after charge—BECAUSE . . . it is built with larger, heavier, power-packed plates—BECAUSE . . . it is the highest-quality golf car battery made. Yet it costs no more.

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USGA, 40 E. 38, NYC 16 for it... It is free... Residents of St. Andrews complaining that they can't get on any of the golf capital's four courses because visiting parties grab so much of the playing time with "block bookings."

Sponsors of Denver Open making fiery protest about PGA approving conflict of "world series" television match at Firestone CC, Akron, Sept. 8 and 9, which will screen winners of US and British Open, Masters and PGA in match for $50,000 first money... In this event if one pro wins more than one of the four championships, the substitute or substitutes will be named by PGA... What makes this deal puzzling is that the PGA last year warned Palmer that he'd be suspended and fined if he played as member of the U.S. team in The International Golf Assn. event in Puerto Rico while the Memphis Open was being played... This year, Palmer as Master's champion, gets PGA approval for play in a TV show conflicting with the Denver tournament which had its date on the PGA tournament calendar long ago.

Al (Chappie) Chapman now pro-mgr. Catalina Island C&CC, Avalon, Calif... Chappie's talking about getting a big tournament, possibly a Senior event, with top prize being the $10,000 cup Wm. Wrigley bought as the Bobby Jones trophy... That was played for in an amateur invitation tournament when the L.A. Open was new... Chapman's wife, Grace, and their daughter, Carole, are with him in the Catalina operation.

Jack Nicklaus is a slow player but certainly not the slowest among the pros... Slowest we've seen in major competition in the past few years is a young pro who has won some state titles... Those who are condemned to play with him says he drives them nutty... He has lost a chance for a golf writers' buildup by taking so much time on a shot he seems to be dead.

Art Race now pro at Ribault G&Yacht Club, Ft. George, Fla... Colonie CC, Albany, N.Y., sells its 57 acres to Sears-Roebuck Co. as shopping center site... Selling price $1,337,000... Colonie will buy new course and vacate present one before Oct. 1, 1964... Ron Green, golf writer, Charlotte (N.C.) News says Junior classes of pros has been "greatest stimu-lus" of golf's recent great growth... Charles Schneider, jr., pro at Mike Sloan's new Malvern (Pa.) GC.
Pleasure and profit are designed into this year's new Super Maxfli Christmas Gift Box ... where a dozen of the finest golf balls ever put under a tree wait to give more pleasure off the tee. The irresistible simulated red leather case with rich cork-like interior gives pleasure year 'round as a fashionable cigarette dispenser or desk companion for pens, pencils, etc. Available in both dozen and half-dozen sizes. (Upon request we'll personalize each Super Maxfli when purchased in dozens.)

No ball will outdistance the Super Maxfli this Christmas in giving pleasure, performance ... and profit. So order early!

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For More Detailed Information Write for Catalog
Crabgrass Annoys Superintendents
But 3 out of 4 Tolerate It

Nationwide survey by chemical company reveals much interesting data on preferences, products and problems

From the standpoint of turf maintenance, what is the biggest problem that confronts the course superintendent? According to the findings of a large chemical company investigating the golf course market for herbicides and fungicides, superintendents rate crabgrass as the grass or weed, if you prefer, that they would first eradicate. But right behind this menace, and for that matter, practically abreast of it, are weeds of the broad-leaf species and poa annua.

In the second grouping of deterrents to vigorous turf growth are insects and rodents, and in the third grouping are goosegrass, foxtail and all other retarding factors. “All other,” incidentally, may cover a multitude of sins. In the Mid-Atlantic and Midwest areas, for example, it takes in clover and chickweed, and in the Western states, Dallisgrass.

The survey covered the entire U.S. and geographical groupings were made in this manner: New England; Mid-Atlantic and Midwest; North Central and Rocky Mountain; the Transition zone (N.C., Tenn., Mo. and Kan.); South; Southwest and Northwest.

The survey questionnaire was mailed to 3,776 superintendents and an unusually high percentage — 20 — or 747 greenmasters answered and returned it. In all, the superintendents who replied represent about 11 per cent of the 6,600 courses in the U.S.

A close study of the survey shows that these factors are most pertinent to both superintendents and firms serving the golf market:

- The relative severity of the crabgrass and poa annua problems in relation to other pest problems.
- Current average treatment rates such as by acreage treated, treatments per year, etc.
- Importance of various distribution outlets in reaching the course market.
- Problems encountered by superintendents for such preferences.
- Preference of product form and reusing chemicals.

Go Along With Crabgrass

Even though crabgrass probably is the most undesirable vegetation that the greensmen have to contend with, their attack on it hasn’t been widespread. According to the survey, slightly less than
one out of four supts. used herbicides in trying to rid fairways of it in 1961. Average treatment covered about nine acres.

About 30 per cent applied herbicides in an attempt to suppress crabgrass in the Mid-Atlantic and Midwest areas and in the Transition zone, approximately 25 per cent did so. In other regions, except New England, the range was from 10 to 20 per cent. Only about one out of 25 New England supts. saw fit to attempt to knock out the plant, and they treated only about an average of three acres. In all, three out of four supts. across the country agreed that crabgrass is a serious problem.

About 35 per cent of the supts. said that they intended to treat against crabgrass in 1962.

Treatments vs. Climate

Treatment to prevent or knock out broadleaf vegetation, however, was much greater than for crabgrass. About 57 per cent of all supts. treated against the different broadleaf species and they covered an average of 46 acres. More than three out of four applied 2,4-D treatments in the North Central-Rocky Mountain region and from 43 per cent upward did so in all other sections of the country.

As to the use of fungicides on greens, ward did so in all other sections of very clear association between the number of treatments and the climate, these being higher in warm, moist areas. The average number of greens treated per course in the U. S. is 17 and the average number of treatments per year amounts to about 11. Except in the Southwest, more greens than holes per course are treated, indicating that practice greens also get treatments. Both 9-hole and 18-hole courses were covered in the survey. This accounts for the number of greens treated coming out to an average of 17.

The poll on the use of insecticides reveals that 43 per cent of all supts. in the U. S. use Chlordane. This product is most popular in New England, where three out of five greenmasters apply it, but its application in North Central-Rocky Mountain is spotty since no more than 25 per cent of the reporting supts. said that they use it. About one out of four supts. use some other type of insecticide, with most of these specifying DDT. One out of three doesn’t use insecticides of any kind.

Wholesaler Main Supplier

For the country as a whole, the most popular distributor of both chemicals and fertilizers is the wholesaler. He supplies half of the chemicals and 45 per cent of the fertilizers. Retail outlets, manufacturers’ reps. and local manufacturers rank behind the wholesaler in that order in supplying chemicals. Manufacturers’ reps., retailers and local manufacturers occupy the No. 2, 3 and 4 spots in distributing fertilizers.

If the price of different maintenance products are about the same, supts. have a slight preference for granular forms over liquid. The figures show 54 per cent in favor of granular and 48 per cent for liquid. However, if granular prices are 1/3 higher than those of liquid, 59 per cent of the supts. say they will go along with liquid products.

Three Application Factors

Easier application, equipment already owned for making application and speed of application are the three main reasons for product form preferences when the prices of liquid and granular forms are the same. Percentagewise, supts. say that liquid products are easier to apply than granular, but the difference is slight and is counterbalanced by those who say that granular can be applied more quickly. Both types of products are rated even under the heading of “better distribution.”

(Continued on page 72)