**Re-Designed Hogan Umbrella**

Plenty of protection is given by the completely re-designed Ben Hogan EU 15 umbrella. It is color-coordinated to match the new Ben Hogan bags and comes in solid brave red, empire blue or purple. The umbrella is made of Zelan-treated cotton element cloth, is vat-dyed and completely water repellent. It has chrome fittings and the steel ribs are rustproof. A non-conductor shaft offers sure protection against lightning, according to the manufacturer. The umbrella is available only at pro shops.

**Sarazen's Choice in Etonic**

Gene Sarazen wears the Etonic deluxe cushioned shoe shown in the photo. Made by Charles A. Eaton Co., Brockton, Mass., it has full glove leather lining, Weather-sealed construction and sewn-in kid. The shoe is said to be exceptionally light in weight. It can be bought in pro shops.

**Par Golf Produces Matched Clubs in Aluminum**

A full line of matched aluminum woods is being offered by Par Golf Mfg. Co., Milan, Ill. Known as ParMetals, the clubheads are made of high aluminum alloy and are anodized in seven different colors. No. 1, 2½, and 3½ woods for either right- or left-handed players are available for men and women. Men's clubs are swing weighted D-4 and are 42½ to 43 inches in overall length. Women's clubs are swing weighted C-7 and are 41 to 42 inches long. There also are righthand sets for Juniors ranging from 32 to 36 ins. The clubs are equipped with true-tempered chrome, stepped-down shafts and Pride or Pride Prolette grips.
Brochure Contains Complete Info on Chamberlin Cars, Carts

A color brochure that gives complete information on its powered golf cars and golf carts can be obtained from Chamberlin Metal Products Co., Frankfort, Mich. All units are described in the booklet. Chamberlin, which claims to be the oldest name in golf carts, has been supplying equipment to golfers for more than 20 years. The company’s Kaddie Karts and Caddy Cars are distributed and serviced nationwide and in Canada. Chamberlin has leasing and purchase plans tailored to meet the needs of any club or any individual.

Eastern Gets Message Across With A Dozen Signs

The complete line of fairway guide signs made by the CourseMaster® div. of Eastern Metal of Elmira (N. Y.) has 12 different messages including tee signs numbered from 1 through 18, “Out of Bounds”, “Motor Carts”, directions, rules and other things are included in the messages. Custom made signs with any wording desired also are available from Eastern at a cost slightly above the charge for standard signs. The firm also makes Grafie-T-signs and Glo Color vinyl flags for greens. For further details write Eastern at 130 Harrison St., Elmira Heights, N. Y.

Triangle Conduit & Cable Co., New Brunswick, N. J., showed a net profit after taxes in 1961 of $441,000, an increase of about $122,000 over the previous year. Sales for the latter year topped the $51,000,000 mark and were about $700,000 higher than in 1960.
Hill with Sportsman's

Dave Hill, who has been playing the pro circuit for about three years, has been added to the advisory staff of Sportsman's Golf Corp., Melrose Park, Ill. Hill won two tournaments in 1961, the Home of the Sun and Denver Opens.

New Hilmac Club Cleaner Model

Hilmac Corp., Sheboygan, Wis., is offering a new Golf Club Cleaner that is available in both coin-operated and pro shop models. The coin operated model has been designed for public and semi-private courses. The pro model is said to cut club cleaning time by approximately one-half.

Streamlined Handicap Service

Important price reductions have been made in the service charges of Integrated Data Corp., Costa Mesa, Calif. This company has been in the electronic handicapping service business since 1956. IDC has learned the many ramifications of handicapping through the servicing of more than 100 clubs and more than 1,000,000 individual handicaps. Information about its new "Compact" service can be obtained by writing to the company.

Sewerage Commission Gets Smart; Reduces Milorganite Bag Weight

The new 50 lb. bag in which Milorganite is packaged is proving to be extremely popular with volume users, according to the Milwaukee Sewerage Commission. The Commission was prompted to go to the new packaging weight because it was found that one man could handle it without danger of injury, something that couldn't be guaranteed with the former 80 lb. bag. Where the latter was used, it was found that it took two men to handle the bag, practically doubling labor costs. Tests have shown that the 50 lb. bag saves a good deal of time and money in unloading charges and there also is a reduction in breakage with the smaller bag. Fatigue factors also greatly favor the 50 lb. bag over the 80 lb. version.

Aquatrols Corp., Bryn Mawr, Pa., has given a $100 grant for turf research to Purdue University, Lafayette, Ind. It was placed through Sheldon Betterly, Chantilly National G & CC, Centreville, Va., who won the right to name the recipient in a national contest.
Truckster Is A Workhorse

According to Cushman Motors of Lincoln, Neb., a div. of Outboard Marine Corp., its three-wheel Truckster has proved to be a real workhorse at the Lochmoor GC, Grosse Point, Mich. for the last four years. It is a 6-day a week operator, according to Cushman, and is used to transport tools, hose, soil, paint, etc. and is invaluable in collecting refuse on the course and from around the clubhouse.

Nutro Trademark on Spreaders

A broadcaster, feeder and spreader, and spreader, all bearing the 'Nutro' trademark, are available through dealers handling products distributed by Smith-Douglass Co., Inc., Norfolk, Va. and Columbus, O. The machines are easy to handle and not only save application time but give even distribution of pelletized plant foods.

Ryan's Mataway Solves the Slicing Problem

The Mataway, made by Ryan Landscaping Equipment Co., 871 Edgerton st., St. Paul 1, Minn. solves the maintenance problem of how to slice and thin overgrown or sod-bound turf areas. Powered by a 9 hp engine, with two-speed transmission, the machine does a thorough slicing job regardless of turf or soil conditions, according to the manufacturer. Along with the Spikeaire, used to soften compacted turf, the Mataway can be used to prepare soil for seeding, fertilizing, watering, etc., and to help control erosion on banks.
Certain-Teed Acquires K & M’s Asbestos-Cement Pipe Division

Certified Laboratories, PO Box 2493, Ft. Worth, Tex., is marketing two new products for insect control. Secti-cide for control of flies, mosquitoes and roaches is oil soluble and water emulsifiable and can be used in fogging and mist machines. Certified’s new Comet Sprayer handles weed killers and detergents as well as insecticides. It is powered by a Briggs & Stratton 4-cycle, 2½ hp engine and comes equipped with a spray gun with four interchangeable orifices, and a boom attachment. Operating pressure is 200 psi and maximum pressure 300 psi.

Certified Markets Insecticide and Power Sprayer

Maneuverability is Feature of Bailey Ball Picker

The Bailey Golf Ball Picker, marketed by Eastern Golf Co., 2537 Boston rd., Bronx 67, N.Y., is operated from a tractor that has four forward speeds and reverse and starts via recoil-type starter. It is a one-unit assembly that can be turned in a small circle. Optional attachments with the Bailey are a utility cart and special frame to protect the driver. Eastern also makes a lightweight hand picker that is pushed like a mower, or pulled. It weighs only 64 lbs., is of tubular construction and its wire basket is capable of holding about 200 golf balls.

Handles All K & M Service

Charles H. Striegel has been promoted to sales service mgr. of the entire sales operation of Keasbey & Mattison Co., Ambler, Pa. Six districts across the country have come under the jurisdiction of Striegel, who has been with K & M since 1947.
Golf Course Architect
Graduate Landscape Architect
DESIGN – CONSTRUCTION – REMODELING
1009 E. Heatherbrae
SCOTTSDALE, ARIZONA
P.O. Box 493
PINETOP, ARIZ.

ALEXANDER G. McKay
Golf Course Architect
DESIGN and CONSTRUCTION
Green Building Specialists
Phone 586-5467
P.O. Box 176
Marristown, Tenn.

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Any Phase or Complete Turn-Key Jobs
McCune & Company, Inc.
3721 Mahoning Ave.,
Phone: SW 9 3231
Youngstown 9, Ohio

The finest in the market
TEE MATS
Shipped prepaid. Write Harry B. White, Merchants Tire Mat Division, 2710 Washington, St. Louis.

Nathan Pritcher, executive vice president-sales, (second from left) explains a new point of purchase display to sales representatives at the recent Consolidated Pipe Co. of America (Stow, O.) sales convention. Others in the picture (l to r) Jack Tate, sales manager; Carl Pearl, pres.; and Pat Kelly, vp-manufacturing. Pritcher said Consolidated's sales have gone from $5 million to $65 million in 12 years.

Rain-O-Mat Booklet Describes Underground Installations
"What to Look for in Turf and Garden Watering Systems" is the title of a 12-page illustrated brochure just published by Rain-O-mat Sprinklers, Inc. The booklet tells how to keep installation costs of underground sprinkling systems down to a minimum by selecting a gearless, ball and anvil type of sprinkler which requires smaller pipe and fittings as well as less installation and maintenance labor. Illustrations of various installations, sprinkler and spray heads for turf, large lawn areas, flowers and shrubs are also shown. For a free copy address, Rain-O-mat Sprinklers, Inc., 11701 E. Washington Blvd., Whittier, Calif.

Myers Adds Assistant Manager to Power Sprayer Sales Staff
A new assistant sales mgr. for power sprayers has been appointed by F. E. Myers & Bro. Co., Ashland, O. He is Deane R. Woelffer, formerly an assistant marketing mgr. at Swift & Co. Woelffer coordinates sales of sprayers through Myers reps. He has a background in farm research and development and the custom spray application of chemicals used in general farming. A graduate of River Falls (Wis.) State College, Woelffer has degrees in agriculture and chemistry and has done graduate work in agronomy.

Morning Mail Deposits
Mean Better Postal Service
Classified Ads

Rates: Minimum insertion $4.00 for 20 words; additional words 20¢ each. Bold face type, 25¢ per word. Classified cols. reserved for help or services wanted and for sale of used equipment. NO CLASSIFIED ADS ACCEPTED AFTER THE 22nd of MONTH PRECEDING DATE OF ISSUE. UNDER NO CIRCUMSTANCES ARE WE PERMITTED TO DIVULGE THE NAME AND ADDRESS OF THOSE PLACING THE BLIND ADVERTISEMENTS. Response to all box number ads should be addressed to the box number, mail to GOLFDOM, 407 S. Dearborn, Chicago 5. Replies are promptly forwarded to advertisers.

JOBS WANTED

ASSISTANT PROFESSIONAL — 3 YEARS EXPERIENCE — WANTS WORK FOR MONTHS INCLUDED NOVEMBER TO APRIL. ADDRESS AD 501 c/o GOLFDOM

PGA — Class A member in Northern Metropolitan Area looking for winter employment. Experienced in all phases of Country Club activity. Will consider any position which will pay winter expenses. Address Ad 502 c/o GOLFDOM

Experienced PGA Class A Golf Professional employed in exclusive private northern country club desires winter employment in South, Nov. 1st to April 1st. Address Ad 503 c/o GOLFDOM

Assistant Professional desires work for months including November to April. Attended 1962 PGA Business School. References, Tom Martin, 1900 Girard, Apt. 9, Middletown, Ohio

May, 1962
JOBS OPEN

SALESMAN ALL TERRITORIES OPEN OUTSTANDING LINE HAND-LOOMED HAND-FINISHED MENS LADIES' SWEATERS CO-ORDINATED SKIRTS PURE MOHAIR CASHMERE LAMBS WOOL SHETLAND. ADDRESS AD 504 c/o GOLFDOM

REPS WANTED

GOLF SPIKE RUBBER

New item. Sells on sight. Generous commission. Only representatives with related following need apply.

Give experience and territory covered in first letter. Box No. 518 c/o Golfdom

MISCELLANEOUS

WANTED TO BUY OR LEASE — GOLF COURSE BY RESPONSIBLE PARTY. SEND FULL PARTICULARS IN FIRST LETTER. ADDRESS AD 505 c/o GOLFDOM

USED GOLF BALLS PAINTED & RELETTERED, 7c. BADGER GOLF CO., WATERFORD, WIS.

WE MANUFACTURE IRONS, WOODS, PUTTERS TO YOUR SPECIFICATIONS AND TRADEMARK (JOBBING QUANTITIES). WRITE FERNQUEST JOHNSON GOLF COMPANY, COLMA, CALIF. FOR PARTICULARS.

WANTED FOR CASH

Old golf balls, retrieved from ponds, golf courses, etc. Cut and bumped $0.24 to $0.36 per doz., off brands and slightly nicked $1.56 per doz. Round and perfect $1.25 brands for Refinishing $2.40 per doz. Send for Shipping Tags and Instructions.

GOLF BALLS FOR RETAIL SALES

Reprocessed for retail sales, imprinted with distance, trade name and number. From 100 to 500,000 balls at 10 cent per ball. We accept mixed compression cores and return only high compression balls at no shrinkage charge. A fast seller at 50c to 75c each. Bulk or by the carton on exchange. $2.85 per dozen. We are nation-wide Distributors of the finest in golf range and miniature course equipment — balls, clubs, mats, etc. Send for 1962 catalogue.

NORTHERN GOLF BALL CO.

2350 W. Roscoe Street
Chicago 18, Illinois

For Sale — 9 Hole Golf Course with room for additional 9. A popular Golf Course in Ohio on U. S. Highway. Beautiful Clubhouse — Pro Shop — Dining Room — Cocktail Lounge 3-D Liquor License. Present owner has operated the Golf Course for 23 years. Reason for selling is to retire. $100,000.00 Down Payment required. Address Ad 506 c/o Golfdom

Virg Brady has been promoted from salesman to manager of the Clarion warehouse by All Star Pro Golf Equipment, Clarion, Ia., according to Clark W. Holthaus, All Star distributor. Brady formerly was pro at Clarmond CC. Holthaus also says that All Star's 1962 catalog can be obtained by writing to the company.

Irrigation Finance Plan

Febco, Inc., 1993 Blake ave., Los Angeles 39, has a financing plan for the installation of golf course irrigation systems. It is handled through the U.S. Leasing Co. Full details can be obtained by writing to Febco.

Steelsmith with Spalding

Another addition to the Spalding staff is Jerry Steelsmith of Glendale, Calif. He won $12,000 in his debut on the tournament circuit last year. His best finish came in the Hot Springs Open when he captured second place. He is a former All-Army golf champion.

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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 □
Soln. green □
Algae Killer (ponds) □
Ball Washers □
Ball Washing Compounds □
Batteries (golf car) □
Benches (tee) □
Bent grass stolons □
Bermuda Stolons □
Brown-patch preventives □
Compost mixers □
Crabgrass control: Regular □
Pre-emergence □
Crabgrass control machine □
Custom Stone Picking □
Drinking Fountains □
Fertilizers Solid □
Liquid □
Flags (greens) □
Flag poles □
Flag pole reminder signs □
Fungicides □
Golf Cars: Elec □
Gas □
Golf course furniture □
Hole cutters □
Hose clamps □
Humus □
Hyd. lift haul carts □
Irrigation consultants □
Landscape Contractor □
Lopping-in Machine □
Miniature Course Const'n □
Min. Course Obstacles □
Min. putting surface (felt) □
Mowers: putting green □
rotary □
tee □
fairway □
rough □
hand □
Mower Grinders □
Peat Moss □
Pipe □
Putting cups □
Sand (for greens, tees) □
Seed: fairway □
green □
Seeding (spray-mulch) □
Shelter house □
car □
shower □
Signs — yardage, etc. □
Sod cutter □
Soil conditioner □
Soil screeners □
Soil shredders □
Sprayers: power □
hand □
Spikers: greens □
fairway □
Sprinklers: P'way □
green □
Stone picker (mechanical) □
Sweepers □
Sweepers-mulchers □
Swimming pool paint □
Tee Markers □
Tee Shelters □
Thatch removing machine □
Tractors □
Trees □
Shrubs □
Turf Insecticides □
Utility Trailers □
Water systems, fairway □
Weed chemicals □
for turf □
for water □

Pro Shop

Bags Canvas □
Leather □
Bag storage racks □
Bag carts □
electric □
Bag Tags — Guest Tags □
Balls: Regular □
Range □
Ball Name-Markers □
Ball Markers — for greens □
Ball retriever □
Ball Stripper (range) □
Ball washer & dispenser (auto) □
Batteries (golf cars) □
Battery chargers □
Bulletin & Dir. Boards □
Caps and hats □
Cash Registers □
Club Cleaning Machine □
Clubs: Woods □
trousers □
Putters □
Range □
Club head covers □
Club repair supplies □
Floor covering (spike resistant) □
Gasoline motors (golf car) □
Golf Cars: Elec □
Gas □

Golf club protectors □
Golf gloves □
Golf grips: Leather □
Comp. □
Golf Practice Devices □
Golf shoes □
Golf Shoe Cleaners —
Tee and entrance □
Grip slip preventive □
Handicap racks □
cards □
Lighting equip.—range □
Mach. Range Ball Retriever □
Name labels, for clubs □
Practice driving nets □
Practice Golf Balls □
Rubber-spiked Overshoes □
Score cards □
Charge checks □
Score card & pencil Tee Box □
Sportswear: Shirts □
Socks □
Sport jackets □
Rain jackets □
Windbreakers □
Slacks □
Ladies' Bermuda shorts □
Tee bag racks □
Tee mats □
Teaching device (automatic) □
Trophies □

Club House

Bath mats □
Bath slippers □
Disinfectants □
Floor coverings □
Folding Table (Banquet) □
Greeter pins □
Link Type Mats □
Locker Name Plates □
Lockers □
Locks (combination) for lockers □
Printing □
Runners for aisles □
Rugs □
Towels (golf, disposable) □

Send information □

To: Name ___________________________ Title ________________

Club ______________________________ Address ________________________

Town __________________________ Zone (______) State ________________

May, 1962
36th YEAR OF SERVICE
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FILL IN BELOW — MAIL THIS PAGE TO
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CHECK TYPE OF COURSE:
Private ☐ Sem-Pvt. or Fee ☐ Municipal (City or State owned) ☐
If a Par 3 course, check here ☐

NAME OF CLUB OR COURSE

No. of Holes

Original date of club opening (if known)

MAIL ADDRESS:

CITY: ____________________________ ZONE ______ STATE ________________________

President'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: ____________