



Ronald H. Smith (I), president of Flossmoor (Ill.) CC, presents Bruce Herd with a lifetime club membership at a party observing Herd's 25th year with the club. Bruce and his wife also were given round trip air tickets to the British Open and a check to cover expenses. Three hundred Flossmoor members were at the party along with several Chicago district pros.

year amounted to 5,536 . . . Mrs. Paul Hendrix (the former Wanda Sowell) won the 48th Women's Southern GA title in Little Rock early in May by defeating Barbara Fay White in the final, 9 and 7 . . . Barbara was the medalist with a 72 over the Riverdale CC course.

Fourth Lincolnshire Open to be played at Lincolnshire CC, Crete, Ill., July 15 . . . It's a 36-hole affair that was won last year by Dick Hart, Hinsdale (Ill.) CC pro . . . The 1964 Western Open will be played at Tam O'Shanter CC, Niles, Ill., famed in the '40s and '50s for its big money tournaments . . . More than 30 major tournaments were held at Tam between 1940 and 1957 when the late George S. May owned the club . . . Pro-manager tournament for the Metropolitan N. Y. golf course personnel that is sponsored by Sid White, Amstel beer importer, was held May 9 at Sleepy Hollow . . . It was won by Al Feminelli with a 64 . . . A total of 92 pro-manager teams participated in the event.

When the Rutgers University (New Brunswick, N. J.) course was officially put in play in May, William Garbarini, the school's golf captain, batted the first two balls out of bounds . . . Dr. Mason Gross, the university president, declined the honor of taking the first swing . . . He may have sensed what was going to happen . . . The Rutgers course plays to 6,272 yards and is a tight 71 . . . Pete Cooper is professional at Palm Beach Na-

(Continued on page 130)

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Golf Business News

Worthington Named Sales Engineer for Orangeburg

Orangeburg Manufacturing Co., a division of Flintkote Co., has appointed sales engineer for asbestos-cement pressure pipe, gravity sewer pipe and irrigation pipe in the Pittsburgh sales district. Worthington, who attended Ohio University in Athens, has been in the clay pipe industry for about 12 years. He is a member of the American Water Works Assn. and belongs to two state associations. The Flintkote line is produced in a new plant located in Ravenna, O.



AMF-Hogan Markets All Fiberglass Umbrella



The golf umbrella made by AMF-Ben Hogan is said to be the first all fiberglass copy introduced to golfers. It is made entirely without steel. The manufacturer says that the umbrella retains its original

shape even though handled vigorously, and gives the user safety, durability and beauty. The interior coated 100 per cent acrylic nylon cloth is washable or can be dry cleaned. The umbrella is available in avocado green or royal purple in stunning solids.

Southwestern Improves Its Sales Communications

Southwestern Plastic Pipe Co., Mineral Wells, Tex., has installed Bell national TWX communication equipment at both its Mineral Wells and Phoenix plants to provide fast, two-way contact between the sales dept. and distributors in all parts of the U. S. Dial operated, the equipment serves as a direct link between the company's affiliated organizations in Ind., Fla. and Ky.

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Drimaster, a coin operated hair dryer, made by Drimaster New Dealer Div., Devon, Pa., is said to be for dressing room convenience. It is offered on a free installation plus commission basis, or purchase plan. The Drimaster is referred to as an "air-conditioned dryer", plugs in anywhere and carries an Underwriters Laboratories seal of approval. It is available in wall, portable, roller or deluxe upholstered chair models. Inquiries should be sent to the Devon, Pa. address.



Check! Ryan's New Unit Is Called the Rollaire

The reverse gear roller made by Ryan Landscaping Equipment Co., 871 Edgerton St., St. Paul 1, Minn., was erroneously called the Bellaire in Golfdom in May (page 135). It should have been referred to as the Rollaire. This new unit concentrates weight in a single drum, providing waterfilled pressure of more than 29 lbs. per lineal inch (more than a quarter-ton total).

The reverse gear on the Rollaire makes it easier to get the roller into corners and gives deeper penetration in back-and-forth rolling, according to the manufacturer.

Surface Said to Improve Drainage and Aeration

Wyandotte's Surface for tee and green conditioning is a new application developed by



Wyandotte Chemicals Corp., J. B. Ford div., Wyandotte, Mich. It absorbs water quickly and worked into the soil, assures permanent improvement in drainage and aeration. A mineral aggregate, Surface is specially processed into hard granular particles that act as separators even in sticky, gummy soils while absorbing their weight in water. Thus it stimulates deep root growth, according to the manufacturer. Complete information can be obtained by writing to the Wyandotte firm.

Buyers' Service • P. 127

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Ken Venturi autographed clubs are now being sold in pro shops throughout the country. Venturi (l) spent two years designing the "Star of Quality" line. Bob Rodgers (r) is vp of H. S. Crocker Co., Inc., which designed the packaging for Venturi's line. The Ken Venturi Golf Co. is located in Colma, Calif.

MacGregor Repeats Offer

To acquaint more players with its DX-Tourney ball, MacGregor again offers a "money back" guarantee, a promotion that was very successful in 1962. According to R. D. Rickey, vp, there was less than one per cent return last year when MacGregor made a similar offer. The DX has been used by four straight winners of PGA driving contests and is sold only in pro shops.



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Sales Appointments Announced by Hercules

Appointment of George E. Osburn as sales manager for Hercules Powder Co.'s synthetic department was made in May. He had been manager of sales development for that department for several years. Osburn joined Hercules in 1941 in the research center and subsequently moved into sales.

Hercules also recently announced the appointments of two technical reps in agricultural chemical sales. Dean A. Peterson has been assigned to the Louisiana, Mo. sales office, and Bryson L. James to the Raleigh, N. C. office. Both have served as turf consultants for golf clubs.



Osburn

Coffin Is Appointed Smith-Douglass Sales Manager

William H. Coffin has been named district sales manager for a portion of the non-farm Midwest territory of Smith-Douglass Co., Inc., Norfolk, Va. He had supervised non-farm sales in Chicago for the past year and before that was a sales rep in Mich. and Ohio. He now directs sales in S. D., Kans., Minn., Ia., Mo., Wis., Ill. and part of Ind.

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rules. Dots are also tested for optimum weight, compression and size. The ball is sold exclusively at pro shops.

Cast Iron Pipe Publishes Second Irrigation Edition

For the second year a 20-page booklet, "Golf Course Irrigation", is being made available by Cast Iron Pipe Research Assn., 3440 Prudential Plaza, Chicago 1, Ill. The booklet has been prepared to help supts. in the selection, design and construction of new systems and the expansion of existing ones. The booklet covers annual rainfall charts, piping assemblies, general design, types of systems, pumping equipment, sprinkler and nozzle spacing and installation methods.

Koener Golf Game Played Indoors or Outdoors

The Koerner Foursome, said to be the most advanced golf game available today, is manufactured by Koener Products Corp., 1107 E. Croxton, Bloomington, Ill. It comes in two models, indoor or outdoor, has a tough non-skid mat for a standing surface and a simulated green is made of a specially processed nubby weave material. A putter is used with the game which has a lighted scoreboard, automatic ball return and a sweep arm that removes the ball from the cup area when it doesn't drop.

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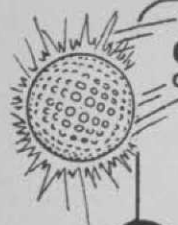
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Peggy Wilson of the Dunlop staff won \$200 on the "To Tell the Truth" TV show by fooling the panel by pretending she was a lady sheriff from Bloody Mingo County, Tex. In the photo with her are (l to r): Carol Channing, Skitch Henderson, Joan Fontaine and Henry Morgan.

Welton and Collett Form Golf Architecture Firm

Kenneth Welton and Don Collett have formed a golf architectural partnership. Their offices are at 5646 Chelsea ave., La Jolla, Calif. Soon to be announced are three new jobs of their design. Collett retains his job as pro at Coronado (Calif.) CC. He has won numerous southern California PGA and Open events and is highly regarded by fellow pros as a competent course

designer. Welton is widely known for his work as a member of the USGA green section staff and for his agronomy and drainage work with the U. S. Dept. of Agriculture. At one time he worked for the noted Canadian architect, Stanley Thompson.

Armour Book on Teaching

"Tommy Armour Speaks" is a booklet on teaching containing the talk that Armour made at a PGA business school in Clearwater. Veteran professionals and assistants who attended the school were so enthusiastic in their praise of the Armour talk as the best they ever had heard on how to teach that MacGregor Golf division of Brunswick Sports had the address printed in booklet form for distribution to professionals and assistants. Those who have not received a copy may get one by writing to MacGregor, Cincinnati 32, O.

Irrigation Planning Service

Staley's Irrigation Planning Service, 580 E. San Madele, Fresno 26, Calif., has been in business for 17 years handling sprinkling system engineering and installation work. It specializes in golf courses, parks, industrial developments and similar projects. Complete information as to its services can be obtained on request.

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Coody Turns Pro and Joins Ben Hogan Staff

Charles Coody, semi-finalist in the 1962 National Amateur, has turned professional and has joined the staff of the AMF-Ben Hogan Co. As an amateur, Coody won 32 tournaments including the Texas and West Texas Amateurs. He received a degree in Business Administration from Texas Christian U. in 1960. He will complete his Air Force service next month and plans to play the tour full time.

Southwestern Pipe Brochure

Plastic pipe for turf irrigation systems is featured in an illustrated brochure available without cost from Southwestern Plastic Pipe Co., Mineral Wells, Tex. Installation and performance benefits are outlined and six methods for connecting plastic pipe to other pipe material are shown.

Turn The Dial; Get The Answer

"Ask the Pro" is one of those gimmicks on which you turn the dial to the question and the answer appears in one of the cut-out windows. It has "cause" and "correction" windows for hook, slice, pull, fade, sky, top, shank, smother, push and scuff problems. Everybody

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Robert W. Gibson, vp, marketing, for Toro Manufacturing Corp., and William D. McNeely, the company's director of sales planning, receive the "Marketing Company of the Year" award from Robert G. Anderson, pres. of the Minnesota chapter of the American marketing association.

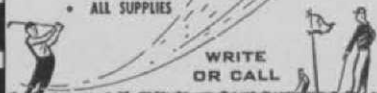
would be a pro if these things worked but this gimmick makes a lot more sense than most of them. The manufacturer is Professional Training Aids, 8430 Grand River, Detroit 4.

Moody Sprinkler Catalog

Moody Sprinkler Co., Inc., Box 240 Arcadia, Calif., has released an illustrated catalog that gives complete information on improved sprinkler heads for all large area needs. It can be obtained by writing to the company.

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Eaton Plans Maine Factory

Construction is scheduled to begin soon on a new Charles A. Eaton Co. plant in Maine. Covering a full acre, the new factory (photo)



will increase the golf shoe company's productive capacity by 50 per cent. It will be approximately 100 x 375 feet and will have fiberglass insulation throughout to reduce noise. The Eaton firm plans to occupy the new structure in the fall.

Kohler Promotes Three Men

According to Kohler Co., Kohler, Wis., three new executive positions have been created and filled in recent weeks. C. A. Pagnucco has been given overall supervision of public relations, advertising and market development, and organizational planning. A. M. Ellrodt, former precision control sales manager, has been put in charge of market research and development for all Kohler products. D. L. Smith, for the past three years assistant to the training director, has been named training director.

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Certain-teed Sets Up Separate Pipe Division

Certain-teed Products Corp. has set up a separate pipe division with headquarters in the Lea bldg., Ambler, Pa., to operate the sales, manufacturing, purchasing and traffic departments of its K & M Asbestos-Cement pipe. Certain-teed acquired the K & M facilities in 1962, thereby becoming the nation's second largest producer of asbestos-cement pipe. M. S. Davis is general manager of the new division; James R. Reichel is general sales manager; Alan F. Nagel is general merchandising manager; Ralph L. Lanz is production manager; and Robert A. Schneider is chief engineer.

Raise Memorial Flag to Pedersen Brothers

A memorial flagpole and flags commemorating the memory of the Pedersen brothers, Paul, Walter and Albert, now appear in front of the Pedersen golf club plant in Wilton, Conn. Three hundred citizens of Wilton, together with Pedersen employees were at the dedication of the flagpole on which the U. S. flag flies above the Pedersen company pennant. At the base of the pole is a bronze plaque on which is inscribed:

The Flag Flies in Tribute to The Pedersen Brothers — Paul 1900-1962; Walter 1893-1959; — Albert 1895-1951 — Master Craftsmen, Gen-

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lemen Sportsmen, Beloved Citizens of Wilton, Founders of The Pedersen Manufacturing Company — May 1963.

The Pedersen brothers' business is being continued by Paul's widow, Winifred R. Pedersen.

Aluminum Frame Improves Fitting of Mats

An extruded aluminum frame that insures perfect fit of entrance mats into recesses is being marketed by the American Mat Corp., 1802 Adams st., Toledo, 2, O. It is said to prevent out-of-square recesses with concave or convex sides, gives longer mat life and greater safety. Recessed mats and frames are factory fabricated and furnished ready for easy installation.

Mallinckrodt Gives Figures on Cadminate Treatment

According to figures compiled by Mallinckrodt Chemical Works, St. Louis 7, Mo., a single ½ ounce monthly treatment with Cadminate gives full protection against dollarspot, copperspot and red thread at only 28 cents per 1,000 sq. ft. of turf. Cadminate has proved to be highly successful in fungus control for the last 10 years. The company points out that if greens are already infected, intensified treatment followed by regular monthly application will bring disease under control.



The tractor-drawn Model 1000 Scotts spreader operates best at six or seven miles an hour speed. Eight feet wide, it is ideal for use on courses, athletic fields and industrial lawns. One man can operate it and cover about 40 acres in an eight-hour day.

Judy Pulls a Switch to Enlarge Wardrobe

DiFini Originals, 18 W. 20th st., New York, cites Judy Kimball, young Ladies PGA star, as an example of a young woman who does an excellent job of expanding her golf wardrobe by switching combinations. Sweaters, blouses, slacks and shorts, all marketed by DiFini, are used in Judy's creative efforts. DiFini's complete line, including the newest in knitwear, is available exclusively in pro shops.



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A removable, all-steel pickup truck box with hinged tail gate is optional equipment with the 1963 model G-1 Mardi-Car golf car. Loaded



with as much as 500 lbs. of supplies, the convertible turf truck is said to keep compaction to a minimum. The pickup box is easily removable without tools in a matter of minutes, converting the truck to a golf car.

Lawnmaker Handles Five Operations in One Pass

The Lawnmaker Junior (a walking model), made by Brettrager Manufacturing Co., 5410 East st., Saginaw, Mich., crushes, fertilizes,

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seeds, rakes and finishes turf, all in one pass, according to the manufacturer. It is 30-inches wide, 48 long and is powered by a 2½ h.p. air-cooled engine. Crushing rollers can be replaced by water weighted smooth rollers on the unit and a spiking attachment can be substituted for the rear roller. Brettrager also produces other lawn finishing units — the Model 67 (Lightning) and Model 36. Model 67 can handle about three acres in an hour and Model 36, about 35,000 square feet.

Jayfro Markets Four Types of Golf Cages

Jayfro Athletic Supply Co., PO Box 1065, New London, Conn. offers four practice cages, all of which have been used extensively by pros. This company is set up to ship from stock within 24 hours after receipt of order. Its G-1 cage is for outdoor use; G-2 is an indoor cage; G-3 is multi-purpose for indoors or outdoors; and G-4 is described as a deluxe gym unit. Complete information can be obtained by writing to the Jayfro company.

United's Practi-Chute Is Space Age Device

United Metal Products Corp., Dept. 1603, 8101 Lyndon, Detroit 38, Mich., has added a new accessory to its line of training aids. Called the Practi-Chute, the item consists of a real golf ball attached to a nylon parachute. The

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