ATTENTION MANUFACTURERS' SALES MANAGERS

If your company is in continuous need of FREQUENT PERSONAL CALLS or if your territory is too large to make frequent personal visits, please consider the advantages and possible gains of employing a MANUFACTURERS' SALES MANAGER. Your company will enjoy the services of an aggressive, energetic professional who will operate autonomously with the quality and efficiency that only a company can derive from a well-qualified, full-time professional sales representative.

MANUFACTURERS' REPRESENTATIVES WANT ED TO SELL TOP GRADE LEATHER CARRY-ALLS AND LEATHER GOODS. ALL TERRITORIES AND COMMISSION OPEN. ADDRESS AD 1009 c/o GOLFDOM

WELL KNOWN SUPPLIER OF SPORTSWEAR SEEKING AGENTS NOW CALLING ON PRO SHOPS, TERRITORIES OPEN IN MIDWEST AND CENTRAL WESTERN STATES FROM W. VA. TO COLO., ALSO STATE OF TEXAS. ADDRESS AD 1010 c/o GOLFDOM

EXCELLENT OPPORTUNITY for southern pro desiring summer location: PGA member experienced in all phases of golf to assist pro-manager at new Pennsylvania course. Please send resume and salary requirements to Ad 1011 c/o GOLFDOM

WANTED — MANAGER FOR DAILY FEE GOLF CLUB. PLEASE WRITE AD 1012 c/o GOLFDOM GIVING FULL PARTICULARS OF EXPERIENCE, ETC.

PGA — Pro-Greenkeeper — new municipal course to open in Bangor, Maine, in spring of 1964. Man needed immediately. 9 hole course with additional 9 holes to be constructed in 1964. Salary open. Address Recreation Director, City of Bangor, Bangor, Maine.

Will interview for Greens Superintendent at leading South Louisiana Private Country Club. Must know Turf Maintenance and Machinery, Oakbourne Country Club, Box 2764, Lafayette, La.

Greens Superintendent — Experienced Perfectionist. Must be able to maintain Golf Course and grounds in manicured condition. Knowledge of course construction and maintenance of equipment important. Locate in Philadelphia, Pennsylvania area. Reply stating full qualifications and experience. Address Ad 1020 c/o GOLFDOM

Couple needed as greenkeeper, maintenance man, lifeguard, domestic help in home and in club at nine hole course and swim club in central Connecticut. Apartment available. Address Ad 1024 c/o GOLFDOM

Salesman — Golf Cart line — 3 yr. guarantee — 12 inch wheels — resale & rental model — rental $17.50 — resale $29.95. Strongest on market. Please send replies to Golfdom Box 1026. Reference and territory outline imperative.

Help Wanted — Greens Supt. — 18 Hole Course. Man with only Northeast experience need apply. Mail to P. O. Box 445, Beverly, Mass.

GOLF COURSE SUPERVISORS WANTED — The City of Philadelphia needs two golf course supervisors who have had at least four years experience in caring for and maintaining golf course grounds, including two years as a supervisor. Must be capable of supervising golf course operations and maintenance. The starting salary is $5,126 per year with four yearly increments to $6,152 per year. Excellent fringe benefits! For information apply to Steve Henry, 792 City Hall, Philadelphia, Pennsylvania 19107.

Immediate opening for Country Club salaried Manager to be in charge of all facilities; consisting of modern clubhouse, pool, pro-shop building and nine-hole golf course with grass greens. Membership is 250. Year round activities. Progressive Missouri town of 25,000 about 40 miles from St. Louis, Missouri. Responsible to Board of Governors of nine men. Address Ad 1036 c/o GOLFDOM

Manager, large range at Myrtle Beach, S. C., Mar. Nov. References must show highest integrity and responsibility. Good salary, shop sales, lessons and quarters. Or, assistant for night shift only. Days free for golf. Salary, shop sales, lessons and quarters. James Bryan, 510 Valley Road, Charlottesville, Virginia

October, 1963
Growing community in Pa. needs Pro with some Greens
experience for the 1964 season. nine hole cou. c. fully
equipped. State experience and salary expected when
answering thru Ad 1037 c/o Gold Dom

Mexico's largest manufacturer of hand made leather
goods needs salesmen to call on golf and country clubs,
pro shops, etc. throughout the U.S. to introduce com-
pletely new line. No competition. Offers wonderful
opportunity for the right men. Contact: Fred H. Hay-
den, 1317 Robin Road So., St. Petersburg 7, Florida

MISCELLANEOUS

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

WE WILL REPAINT AND RELETTER YOUR
USED GOLF BALLS FOR 7¢ EACH. BADGER
GOLF CO., WATERFORD, WIS.

WANTED FOR CASH

OLD GOLF BALLS — RETRIEVED FROM PONDS,
GOLF COURSES ETC.

Cut or bumped ______________________ $0.24 per doz.
Off brands and slightly nicked ________ 1.56 per doz.
Round and perfect $1.25 brands for refinishing ________ 2.40 per doz.
At above prices, freight to be prepaid by shipper.
Send for shipping tags and Instructions
NOTE — Golf Driving Range Cull
not wanted at present.
We are nation-wide Distributors of the finest in
Driving Range, PAR 3 and Miniature Course equip-
ment — balls, clubs, mats etc. Send for our current
supply catalogue.

NORTHERN GOLF BALL CO
2350 W. Roscoe Street
Chicago 18, Illinois

Wanted to lease — 9 hole golf course with option
to buy. PGA Professional and Golf Course Super-
intendent Assoc. Twenty years experience. Write
P.O. Box 28, Mt. Gilead, Ohio

Golf Course Wanted — located in well populated area
or active resort. Must have adequate facilities and
equipment. Additional acreage necessary. Address Ad
1014 c/o Gold Dom

GOLF COURSE WANTED. Lease with option. Will
improve course. Financially responsible. Prefer south-
west Ohio. Will consider others. Address Ad 1015
c/o Gold Dom

Nineteen 30 foot long 3 inch diameter steel poles,
wired; 24 brackets of 5-500 watt sealbeam lights (Par
Light Mfg. Co.) used on range and Par 3 course one
year. One Dyna Fog Jr. machine. Maker offer, G.
Hammond, Merry Acres Golf Ranch, Columbus, Georgia.

SURPLUS SALE GOLF COURSE SUPPLIES

Up to 50% discount on many items for tees, greens,
traps, mowers and other repair parts, to balance in-
ventories at season end. Postcard brings detailed reply.
S.E.S. Box 2, Wayne, New Jersey

FOR SALE — Golf Course & Park Supply manufactur-
ing Business, Segments for sale $5,000 up. Could be
run as side line by Supt. or Pro for second income.
Owner has other interests. Also want sales representa-
tives in various areas. Small investment for
high profit. Address Ad 1016 c/o Gold Dom

FOR SALE, TWO THOUSAND DOZ. USED U.S.
RANGE GOLF BALLS, USED ONE SEASON, $2.00
PER DOZ. E.O.B. JOHN H. JOHNSON, 9 MOUN-
TAIN ROAD, WAYNE, N. J. PHONE OX-2150.

For Sale — 18 hole Par 71 Public Golf Course, North-
ern W. Va. Clubhouse, locker room, with residence
2nd floor, 3 Ford Tractors, 2 — 7-gang mowers, all
necessary equipment & tools for operation, equipment
garage, 165 acres, $125,000. Owner, 68, wishes to re-
tire. Address Ad 1021 c/o Gold Dom

FOR CLUBS HAVING HEAVIEST PLAY IN WIN-
TER — 1963 GOLF CAR FLEET AVAILABLE ON
LEASE BASIS. October to May. Lease terms highly
favorable since same fleet is used at Northern resorts
June to September. Sandymac Corporation, Benzenia,
Michigan.

USED GOLF CARS $225. WINTER STORAGE FOR
100 CARS AVAILABLE. FLEET MAINTENANCE
SERVICE CONTRACTED. R. SLOTTEN, 414 N.
GARFIELD ST., LOMBARD, ILL. MAYFAIR 7-6266

Wanted — Fairway Mowers used in good condition
complete with hitch. State make, price. Bowdle Golf
Club, Bowdle, S. Dak.

Golf Course Wanted — Lease with option to buy —
9 or 18 holes — New England, New York, Penna.
preferred. Address Ad 1033 c/o Gold Dom

CASH FOR BALLS

Old Golf Balls—from Ponds, Golf Courses, etc.
Cuts and bumps ________________ $ .36 per doz.
Off Brands and slightly nicked ______ 1.56 per doz.
Round and perfect $1.25 brands for reprocessing ______ 2.40 per doz.
At prices above — shipper prepays freight.
Send for shipping tags and instructions.

Golf Driving Range culls not wanted.

ALL STAR PRO GOLF COMPANY
120 South Main Street, Clarion, Iowa

FOR SALE — TOTAL GOLF COURSE EQUIP-
MENT from Ford Tractor, 5-gang mowers, greens
mowers, sod cutter etc. through to flags, cups, mis-
cellaneous tools. All equipment less than one year old
and in excellent condition. Address Ad 1091 c/o
Gold Dom

Golf Course expansion money available on a sale and
percentage lease back basis. Also, interested in buying
for lease back, 3 courses in Indiana. Courses must be
existent with provable records of play and must be
financially solvent. Public, semi-private, or munic-
IPAL. Address Ad 1039 c/o Gold Dom

3 Lawn Sweepers each 3′ wide with metal frame hitch,
3 canvas baskets Springfield, Parker Pattern & Foundry
Building Company, 208 S. La Salle Street, Chicago 4
Illinois

Big Turnover in the Amateur
In the 62 years the National Amateur has been played, there has been a remark-
ably large turnover in participants, accord-
ing to the USGA. The annual average has
been about 48 per cent. Of 5,469 match
play spots in the Championship, since it
was started in 1895, 2,619 have gone to
newcomers and 2,850 to veterans. The
turnover, according to Bill Inglis of the
Oklahoma City Daily Oklahoman who dug
up the figures for the USGA, is due to the
fact that players have to take time off from
their jobs and pay their own expenses in
getting to the Amateur site. It hasn't always been convenient for them to do one or the other or both.
Buyers’ Service

Check off your Needs, tear out and mail this sheet to Golfdom, 407 S. Dearborn St., Chicago 60605, Ill. You'll get prices, literature direct from the sources of supply.

**Golf Course**

- Aerifying equip.: Fairway □
- Green □
- Algae Killer (ponds) □
- Architects: course □ house □
- Ball mark repair tool □
- Ball Washers □
- Ball Washing Compounds □
- Batteries (golf cart) □
- Benches (tee) □
- Bent grass stolons □
- Bermuda Stolons □
- Brown-patch preventatives □
- Color spray for turf □
- Compost mixers □
- Crabgrass control: Regular □ Pre-emergence □
- Crabgrass control machine □
- Custom Stone Picking □
- Drinking Fountains □
- Fertilizers Solid □ Liquid □
- Flats (greens) □ Flag poles □
- Flag pole reminder signs □
- Fungicides □
- Golf Carts: Elec □ Gas □
- Golf course furniture □
- Hole cutters □
- Hose clamps □
- Humus □
- Hyd. lift haul carts □
- Insecticides □
- Irrigation consultants □
- Landscape Contractor □
- Lopping-in Machine □
- Lighting equip.: Miniature □
- Par-3 □ Regulation Course □
- Prac. green □ Park □
- 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 □
- Seed: fairway □ green □
- Seeding (spray-mulch) □
- Seepage stopper (ponds) □

**Shelter house: car □ shower □**
- Signs (Illuminated & Revolving) □
- Signs — yardage, etc. □
- Seed cutter □
- Soil conditioner □
- Soil screeners □ Soil shredders □
- Soil Pasteurizers □
- Sprayers: power □ hand □
- Spreaders: seed □ fertilizer □
- Topdressing □
- Spikes: greens □ fairway □
- Sprinklers: f’way □ green □
- Stone picker (mechanical) □
- Sweepers □
- Sweepers-mulchers (turf) □
- Swimming pool paint □
- Tee Markers □
- Tee Shelters □
- Thatch removing machine □
- Tractors □
- Trailers (utility) □
- Trees □ Shrub □
- Trucks (utility) □
- Turf consultants □
- Water systems, fairway □
- Weed chemicals □ for turf □ for water □

**Pro Shop**

- Bags: Canvas □ Leather □
- Bag storage racks □
- Bag carts □ electric □
- Bag Togs — Guest Togs □
- Balls: Regular □ Range □
- Ball dispenser (coin operated) □
- Ball Name-Markers □
- Ball Markers — for greens □
- Ball retriever □
- Ball Stripper (range) □
- Ball washer □
- Ball washer, counter & dispenser □
- Batteries (golf cars) □
- Battery chargers □
- Caps and hats □
- Cash Registers □
- Charge books: pro shop □
- Green fee □
- Clubs: Woods □ Irons □
- Putters □ Range □
- Club head covers □
- Club repair supplies □
- Floor covering (spike resistant) □
- Gasoline motors (golf car) □
- Golf Cars: Elec □ Gas □
- Golf car radio □
- Golf car trailers □
- Golf car transmissions □
- Golf car protector □
- Golf gloves □
- Golf grips: Leather □ Comp. □
- Golf Practice Devices □
- Golf shoes □
- Golf Shoe Brush & Scraper □
- Golf Shoe Cleaners □
- Tee and entrance □
- Grip slip preventative □
- Handicap Computer (auto) □
- Handicap racks □ cards □
- Insect bite lotion □
- Insect repellent □
- Lighting equip.: — range □
- Mach. Range Ball Retriever □
- Name labels, for clubs □
- Practice driving nets □
- Practice Putting Devices □
- Rubber-spiked Overshoes □
- Score cards □ Charge checks □
- Score card & pencil Tee Box □
- Shoe Deodorizer □
- Sports wear: Shirts □ Socks □
- Sport jackets □ Rain jackets □
- Windbreakers □ Socks □
- Bermuda shorts: □
- Ladies □ Men’s □
- Tee bag racks □
- Tee mats □
- Teeing device (automatic) □
- Trophies □

**Club House**

- Bath mats □
- Bath slippers □
- Disinfectants □
- Duplicating machines □
- Floor coverings □
- Folding Table (Banquet) □
- Greater pins □
- Health baths □
- Link Type Mats □
- Locker Name Plates □
- Lockers □
- Locks (combination) for lockers □
- Printing □
- Runners for aisles □
- Rugs □
- Towels (golf, disposable) □
- Trays (with club emblem) □
- Vinyl wall covering □

Send information (please fill as completely as possible)

| To: Name __________________________ | Your Title at Club __________________________ |
| Club __________________________ | Address __________________________ |
| Town __________________________ | Zone (_____) State __________________________ | Check if new club □ |

(see reverse side)

October, 1963
37th Year of Service Experience

... as golf's clearinghouse of information on the most successful operating policies, practices and products for your club.

Each month GOLFDOM presents the latest, most practical ideas on golf club and practice range administration, management, maintenance and service... for time, labor and money-saving guidance.

Make certain the right men — those with the operating duty-responsibilities — are kept currently informed by reading the magazine of golf business.

Use the form below. We’ll see that they get GOLFDOM.

FILL IN BELOW — MAIL THIS PAGE TO

GOLFDOM, 407 SOUTH DEARBORN STREET, CHICAGO 5, ILLINOIS

Club or Course Name .................................................... No. of Holes ........

Mail Address ........................................................................ Year Started ........

City ............................................................ Zone ........ State ........

PLEASE CHECK, BELOW, TYPE OF COURSE

Private ☐  Semi-Pvt. (Fee) ☐  Municipal (city, county or state owned) ☐

Par 3 ☐  Military ☐  School ☐  Company owned ☐  Range ☐

President ............................................................ Zone ........

Add. ............................................................ City ................................ State ........

Manager ............................................................ Zone ........

Add. ............................................................ City ................................ State ........

Course Superintendent or Greenkeeper  .................................... Zone ........

Add. ............................................................ City ................................ State ........

Professional ............................................................ Zone ........

Add. ............................................................ City ................................ State ........

USE REVERSE SIDE FOR BUYERS' SERVICE INFORMATION
Swinging Around Golf (Continued from page 126)

of Mid-Ocean Club Invitation . . . According to Doc Giffin, who handles publicity for the PGA circuit, seven of the first 33 pro tournaments ended in ties this year . . . Last year, 12 of 48 events required playoffs.

Paulini & Vespa Bros., Inc., are going to build the 27-hole New Seabury GC course at Mashpee on Cape Cod . . . They say this is going to be the Pebble Beach of the East coast with seven or eight holes being constructed along the waterfront . . . A total of 1,569 played the Palm Springs (Calif) GC course in both July and August . . . We wonder how often the preceding month's figure is duplicated at courses throughout the U.S. . . . John Charles Spotts, the 20-year old who won $10,000 in this year's Professional Putters Assn. championship in Cleveland, wasn't sure if he could finance his fourth year at Bel-
The new Jacobsen “321” Greensmower is the standard of excellence for truly fine greensmowing. Listen to the purr of its reel. Feel the Greensmower’s perfect balance. See the improved performance of its new Jacobsen “321” engine... longer plug life, minimum exhaust, greater low-speed power—uses 50% less oil! Compare the Greensmower’s day-in, day-out reliability for the smoothest putting carpet at the lowest cost per square yard. Phone your Jacobsen Turf Equipment Distributor for a demonstration or write today! Jacobsen Manufacturing Company, Dept. G-10 Racine, Wisconsin.