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These unique trailers spread the weight of heavy loads across a 48-inch width to protect your fine turf from ruts. Keep your crews working more days...handle many different hauling jobs with an easy change from 1 cu. yd. roll-dump hopper to flat bed. We also make a 2 cu. yd. hopper model that treats your turf the same gentle way.

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which fits Cushman Truckster and small Bolens
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Walsh continued from page 24
chandise to give his members a selection. Everybody, including the sections and the national organizations, were still tour oriented but the purses were so small that only the elite players could make a living by playing.

"In 1935 and 1936 I served as an officer in the Illinois Section. In 1937 to 1939 I served as secretary of the PGA. In this capacity I was able to start the ball rolling toward a national educational program. I started working with the Illinois Section in 1937 with Horton Smith, who was president of the section at that time, and a program emphasizing accounting, merchandising and public relations as presented to the local membership. The early clinics were extremely successful," Walsh says, "because we had businessmen, equipment manufacturers and credit managers talking to us about ways to improve our income and 'professional' status.

"In 1938 and 1939, after the successful Illinois Section education clinics, The Purdue Clinic, which discussed relationships of the professional to the club, merchandising and better relationships with the manager and greenskeeper, was held. It has been billed as the first educational golf clinic ever held," Walsh relates. These three-day education clinics attracted professionals, greenkeepers and managers throughout the United States.

"When I was elected president at the national meeting in Chicago in 1940 the main topic for the pro delegates was unfair competition from the rapidly springing up sporting goods discount stores (as it will probably be this year also).

"I have little sympathy for professionals who want to hide behind a protective shield. By adhering to good business and merchandising procedures," Walsh claims, "a pro at either a public or private golf course doesn't need protection. In the old days," Walsh reminisces, "the pro did not have the formal education, merchandising or selling tools available to him that he has today. A pro has a steady clientele of people who need his products," Walsh says, "and if he doesn't take advantage of this at-hand market then he has only himself and his lack of initiative to blame.

(Continued on page 94)
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Walsh

continued from page 92

“I guess the biggest change that has taken place since the 1940s is the role of the professional,” Walsh says. “To some people it is seen as diminishing, to others, it’s a change of direction. In the early days,” Walsh says, “the pro had the greatest contact with the members and was usually the liaison between the greenskeeper, who was usually under the pro, and the club house manager. This arrangement might have created conflict and resentment among the professional and the greenskeepers as the professional status of the greenskeeper and club manager increased. But, just as the roles of maintenance and operation of the golf course increased in stature, operating a pro shop has become a full-time job. The pro does not have the time, nor is he paid, for wearing three hats.

Walsh served only two years as president of the PGA and then resigned from the organization. “I guess it caused a little controversy,” he says, “but previously no time limit had been set on how many terms a president of the national could serve. I felt in order for the association to move ahead and make the professional’s life more fruitful, then officers of the PGA should step aside after a year of service. This encourages more people to become active in the association and also pumps new blood with fresh ideas into positions of leadership. Being an officer is a full-time responsibility, or should be,” Walsh says, “and if a person stays in office more than one year, then administrative duties begin to bog him down. Something has to suffer,” he says, “it’s either his responsibility to his club and members, or it is the PGA.”

Although Walsh concedes that TV, the golf car and caddie cart have probably given golf the popularity and practicability for all people, not just the rich who could afford country clubs, he feels the success of the sport belongs to the club professionals. “They have responded to the changing needs of the public and the sport,” Walsh states. “Their dedication toward promoting golf to their members has not only provided them with a life which is satisfying and rewarding, but has been good for the game, their fellow professionals and their fellow man.”
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By these figures we see that the processors do not have to clean the seed as hard for the fairway quality. The field history that accompanies the tests assures the buyer that every bent seed in the bag is authentic and certified—Penncross. The certified tag guarantees this.

Other crop seed may be another grass, such as redtop, Colonial bent or fescue which one wouldn’t want in the greens, but wouldn’t mind in the fairways where high purity is not so vital and where a lower cost is of considerable interest. Here are the established figures for certified seed:

<table>
<thead>
<tr>
<th>Pure seed, min. %</th>
<th>Greens quality</th>
<th>Germination, min. %</th>
<th>98.0</th>
</tr>
</thead>
<tbody>
<tr>
<td>Other crop, max. %</td>
<td>85.0</td>
<td>Other crop, max. %</td>
<td>.10</td>
</tr>
<tr>
<td>Inert matter, max. %</td>
<td>1.8</td>
<td>Weed seed, max. %</td>
<td>.10</td>
</tr>
<tr>
<td>Poa annua permissible</td>
<td>0.00</td>
<td>Fairway quality</td>
<td>96.0</td>
</tr>
</tbody>
</table>

By allowing more inert matter in the fairway quality, the seed can be sold at a lower price. The point to remember is that in both grades every bent seed is genuine Penncross.

Q—Recently we learned that Certified Penncross bent seed can be obtained in two different grades: greens quality and fairway quality. We had always thought that certified meant certified—one level of quality only—the best. Can you help us to understand this situation so that we may be guided in our purchases?

A—With the increased interest in and use of Penncross bent for fairways, the decision was made to skim off the purest seed for greens and market a less-pure seed for fairways where high purity is not so vital and where a lower cost is of considerable interest. Here are the established figures for certified seed:

Q—Looking over one of your old letters, you say to reduce disease and algae to spray two pounds Powder Blue with one-half pound hydrated lime and also, if color fades, pep it up with Powder Blue-hydrated lime, plus a bit of iron sulfate. Then I had read in GOLFDOM where you said to apply hydrated lime late in the evening, leaving it on the grass overnight and then wash it off the grass early the next morning.

My question is: Is it safe to use either of the above combinations—applying it late in the evening and waiting it in the morning?

A—You will be perfectly safe to apply either Powder Blue-hydrated lime or the three-way combination of Power Blue-hydrated-iron sulfate in the evening after all play has left the course. Both combinations may lie in the grass overnight to be rinsed off in the morning (actually you rinse the materials in). The chance for a burn is minimal; the opportunity for the materials to do their work is maximal.
A.C. Buchler Jr. has been elected chairman of the board of Victor Comptometer Corp. of Chicago. He succeeds his father, the late A.C. Buchler. Alvin F. Bakwell, vice chairman in charge of international operations and research, has retired. He continues as director, however. George W. May assumes Bakwell's responsibilities in addition to his current duties as president and chief operating officer. Victor is the parent company of PGA-Victor, a golf equipment manufacturer. It also manufactures and distributes computers and other business machines, communications systems and recreational products and toys.

Three new district managers have been appointed by Harley Davidson Motor Company, Milwaukee. George Hollander's area includes Michigan, Indiana, Illinois and Ontario, Canada. Merit D. Clements covers Kentucky, Ohio and western Pennsylvania. Don Byerly is responsible for Florida, Georgia, Alabama, Mississippi and Tennessee.

John G. Laurence Jr. was named head of the Golf Div. of Aris Gloves, which sells to the pro-only market. Laurence was formerly sales manager of All Star Industries. The Golf Div. will be headquartered at 10 East 38th Street, New York, N.Y. 10016.

Webb J. Engman is the marketing manager-Outdoor Power Equipment Div., JI Case Company of Racine, Wis. In this newly-created position Engman will be in charge of sales, distribution, service, repair parts, advertising, promotion and sales and product education for the OPE Div.

William H. Thompson succeeds Edward R. Woolley as president of Golfcraft, Inc., a wholly-owned subsidiary of Acushnet Company, New Bedford, Mass., since 1968. In his new position Thompson will be responsible for the design and manufacture of Acushnet's golf club lines, marketed in pro shops under the brand names, Titleist, Finalist, Club Special and Titlette.

James G. Hogg has been elected president of the Plymouth Golf Ball Company of Plymouth Meeting, Pa. Plymouth is a subsidiary of the Shakespeare Company of Kalama-zoo, Mich.

William P. Sovey has been appointed president of the AMF Ben Hogan Company, Fort Worth, Tex. He succeeds Ray Tritten, who was made president of AMF Cuno in Meriden, Conn. Sovey was formerly vice president-international of Spalding in Chicopee, Mass.

George M. Bard, Barrington, Ill., was elected president of the Western Golf Assn. at its annual meeting in Golf, Ill., in early December. He succeeds Mark H. Cox, president of Victor Golf Company, who is retiring after his second one-year term.

Cox will become a trustee of the Evans Scholars Foundation, the WGA-sponsored national caddie scholarship program.

Other new officers elected were as follows: vice presidents, Eugene R. Firmine, St. Paul and Melvan M. Jacobs, Northmoor CC; treasurer, Robert G. Bohnen, Hinsdale GC; general counsel, Thomas A. Reynolds Jr., Shoreacres.

Guy Palso has joined the sales staff of The General Tire & Rubber Company's Athletics Div. in Jeannette, Pa. He will cover western Pennsylvania, West Virginia and western New York.

Thomas L. Proctor has been appointed sales rep, Professional Pest Control, Velsicol Chemical Corp., Chicago. His territory includes Texas, Oklahoma, New Mexico and Colorado.

McGregor Company, Cincinnati, announces the appointment of three golf sales representatives. Bill Henwood will service professional golf accounts in Alabama, Mississippi and northern Louisiana; Thomas White-law serves upper New York and Vermont, and Robert McFadden serves Iowa and Illinois.

John N. Cullen joins General Battery Corp., Reading, Pa., as vice president-Industrial Products Group. He is responsible for sales, manufacturing and engineering.

James L. Joplin has been named a sales engineer-commercial and turf Products of Jacobsen Mfg. Company of Racine, Wis. His territory covers Arkansas, Kansas, Oklahoma, Mississippi and Texas.

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WANTED: GREENS SUPERINTENDENT, For Florida Golf Course. Send complete resume, qualifications, and salary requirements to Box 106, c/o GOLFDOM.

GREENSKEEPER - Public 18 holes. Send resume and salary required. Lincoln Golf Club, 3485 Lake Michigan Drive, Grand Rapids, Michigan 49504.


YOUNG EXPERIENCED SUPERINTENDENT who desires to own course - to complete (half done) construction, operate, buy out from revenues - nine hole course in Michigan resort area. Low salary, housing, no investment required. Write Box 111, c/o GOLFDOM.

SUPERINTENDENT and CLUB MANAGER. 18 hole middle class private country club located in the Midwest. Must be qualified in all phases of course maintenance and club management. Excellent salary, living quarters and all fringe benefits. Send complete resume to Box 114, c/o GOLFDOM.

REPS WANTED leading manufacturer of golf bags, club covers and accessories for distribution to pro shops only. Quality line, excellent discount program to the trade, liberal commission. Immediate action necessary, send short resume to Box 119, c/o GOLFDOM, advising territory covered and lines presently carried.

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P.G.A. HEAD PROFESSIONAL Wants to relocate. Married, 28, ten years experience in all phases of golf shop operation. Excellent teacher and merchandiser. References. Write Box 108, c/o GOLFDOM.

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P.G.A. Professional - wife currently employed, seeking change. Can assume responsibility for pro-shop - club house - golf course. Write Box 110, c/o GOLFDOM.

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P.G.A. GOLF PROFESSIONAL—GENERAL MANAGER-College graduate, sharp businessman, 31 years old. (Continued on page 100)
married with daughter. Experienced teacher and promoter of golf. Seeking position of golf professional and/or general manager of established country club. Write Box 118, c/o GOLFDOM.

GOLF PROFESSIONAL desires position. Experienced. Recently completed PGA Business School No. II, single, age 28. Excellent references. Presently employed as Pro-Manager and Greenskeeper at 9 hole country club in Southwest. Will relocate. Write Box 120, c/o GOLFDOM.

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Atlanta

continued from page 31

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Spanish-Mexican

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