

WHAT THE MAKERS SAY

Hillerich & Bradsby Co., Inc., by its sales mgr. Uncle John Rodgers, blasts a rumor. Uncle John says they ain't a darn bit of truth to gossip that Louisville Power-Bilt clubs are to have any other than a pro-only selling policy. Power-Bilts were designed by pros for exclusive sale thru pro-shops and have been selling strong. Uncle John assures the laddies he never could see no sense in folks getting greedy for all the business in the world and that he and his fellers are perfectly content with the substantial and growing volume they've been getting thru pro-shops.

And when Uncle John says so, 'tis so, b'godfrey!

Jack Jolly, pres., Colonel Golf Balls, Inc., announces that effective July 19, Orville Reuter, son of John Reuter, jr., well-known pro, became the Colonel representative in



Orville Reuter,
new Colonel
representative
in Chicago
district.

the Chicago district, taking over position formerly held by Jess Snook. Telephone at Reuter's headquarters is Niles Center 2414.

"Every one of the thirteen years I've been selling U. S. Royal golf balls has been different," declares E. C. Conlin, aggressive manager of the golf ball dept., U. S. Rubber Products. "That's what gives

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Vigorous, healthy stock that develops fine, true putting surfaces. Write for full information.

HIRAM F. GODWIN

Box 122, Redford Sta., Detroit, Mich.

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The Brown Patch Fungicide that Contains 2 Real Organic Mercuries

More Effective—gives your greens as low cost effective protection as any money can buy.

More Coverage—one pound treats 6,000 square feet of turf for as little as \$1.29.

More Economical—fewer applications needed in severe brown patch weather than with inorganic mercurials.

New Low Prices. Five lbs., \$7.00; 25 lbs., \$33.00; 100 lbs., \$129.00. Easily applied in water solution or dry with compost. Does not damage the spray rig.



Regular Semesan, the original brown patch fungicide, and Nu-Green, the brown patch preventive which also hastens recovery of infected turf, are still available to all greenkeepers who prefer them. Your supply house will send prices.

For free pamphlet on turf diseases, write
BAYER-SEMESAN CO., INC.
Du Pont Bldg., Wilmington, Del.

Without a Swimming Pool—

no Country Club is "tops" nowadays. These four clubs have recently supplied this deficiency, with low-cost, quickly-built and economically-maintained "GUNITE" Swimming Pools—

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Nutley, New Jersey
- Woodholme Country Club
Baltimore, Md.
- Northampton Country Club
Easton, Pa.

YOU SHOULD BE NEXT!

Write us for full details—TODAY.

CEMENT GUN CO.
ALLENTOWN, P. A.

me a profound conviction that many pros are more competent and resourceful businessmen that they are inclined to publically rate themselves.

"The successful pros have a canny sense of adapting their policies and methods to suit changing conditions. There aren't, apparently, any two clubs alike in selling problems and as far as I have been able to learn, no two years alike in the golf ball business. It keeps a fellow on his toes to make money in the face of frequent changes in the golf trade," says Eddie.

He puts his own case this way: "We've made some great golf balls during our 13 years but this year's product of ours, according to pro and amateur testimony, is our best. Independent machine and personal tests have given us top rating on distance, feel, click and cover durability on the Royal Blue, Royal Arrow and Royal Nassau in their price and service fields.

"Ball design and production of a line that stands out is only the beginning of the ball merchandising job that has to be done in association with the pros. More each year the pro businessmen realize the value of close tie-ups with a hard-hitting consumer advertising campaign like the one we've banged through for the U. S. Royal line this year, and pro selling helps on the order of the U. S. tournament kit which was not only the most expensive pro selling help ever presented, but the most definitely effective in actually increasing play and ball sales," Conlin remarked.

Crawford, MacGregor, Canby Co., announces the appointment of Jim Scott as exclusive distributor for MacGregor golf equipment in Northern California, Nevada, and Hawaii. Scott has opened an office



Jim Scott

and warehouse at 121 Second St., San Francisco, and will carry a complete stock of clubs, bags, and balls.

For the past six years, Scott has been associated with MacGregor, in Los Angeles and San Francisco.

He is one of the low-handicap amateur golfers in the Northern California district, and at the present time is the pro-salesmen's champion of the Pacific coast, having held the title for two straight years.

A new, ultra-modern, monitor-type, pressed brick and steel factory building is being rushed by The Hardie Mfg. Co., at Hudson, Michigan, where the main plant

**DON'T
DYNAMITE YOUR GREENS
TO KILL BROWN PATCH?**



USE FUNGOL

**THE SAFE, HARMLESS BUT POWERFUL
TURF FUNGICIDE AND VERMICIDE**

Many Greenkeepers, when Brown Patch weather comes, buy any old chemicals regardless of consequences to turf and fertilizing activities. Fungol is in a class by itself for Large and Small Brown Patch and the Prevention of Soil Vermin.

There are no Brown Patch scares with regular Fungol usage.

Get in on big covering capacity Fungol. Each pound treats 3,500 to 7,000 feet of Green.

Fungol solves the Soil Vermin problem. Complete protection against Earthworms, Sod Webworms, Cutworms, Grubs, etc., is yours because Fungol also contains all that it takes to control these Putting Green pests.

Write for special literature and free testing sample.



McCLAIN BROTHERS CO.
CANTON, OHIO

and general offices of the company are located.

The new unit, which is the latest of many expansions of factory space made by the company since the first Hardie Sprayers were built some 35 years ago, will house manufacturing departments which have been severely crowded for the past several years. The fast-increasing use of Hardie equipment in overseas countries, as well as in the United States, is one of the conditions that is compelling the enlargement and modernization now being carried out.

Willie Macfarlane, one of the consistently great putters, has a piece of a new invention that many pros have tested and endorsed. It's an indoor putting surface with a base of sponge rubber carefully covered with mohair velvet upholstery. The rubber base gives the springiness of good turf and the mohair has the same speed as well-maintained grass. The com-



Macfarlane sharpens his game on the new putting surface material.

position wears like iron and for that reason is especially good for pro-shop use.

Willie and the other fellows in on the proposition haven't decided what the price of the material will be. Any of the boys who want more dope on the material should write L. S. Rounds of Arthur Kuder, Inc., International Bldg., New York.

Golf Register, instruction and practice device used and sold by many well-known pros, scored strong at the conventions of the American Physical Assn., and the National Recreation Assn., where it was demonstrated this summer.

More than 3,000 physical directors

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"The King of Turf Grasses"

Again we will have limited quantities of the PURE SEED of this most valuable grass. Ideal for working into your present turf, or for starting Turf Nursery or New Greens.

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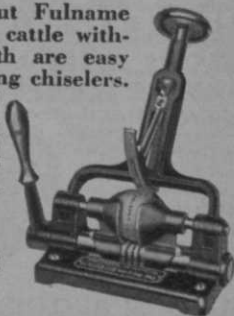
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The positive branding iron. Demonstrated by actual trial — installed if satisfied FREE OF CHARGE under liberal plan.

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Insist on Lewis Washers—for years of service and constant use. Popularity with golfers everywhere has made Lewis Washers standard throughout the world.

Lewis Washers: lots of 1 to 10...\$6.00
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Complete Tee Ensemble: Washer, tee stake, towel, waste container, tee data plate, towel and ring...\$10.65

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PHOENIX RED TIP TRACTOR SPUDS



Extra Long Service

Made of special analysis steel, hardened by latest scientific heat treating methods. Sizes $\frac{3}{4}$ " to $\frac{1}{2}$ ". Also Lawn Mower Spuds. Write for circular and prices.

PHOENIX MFG. CO.
Jeliet, Ill. Catonsville, Pa.

watched the Register demonstration at the American Physical Assn. convention, and gave it high endorsement for school instruction work. Physical directors stated that golf instruction by competent pros was due to become a feature of high school athletic work.

A limited number of Golf Registers are available on a loan basis to pros who figure they would be able to sell Golf Registers to members were they able to give demonstrations. Applications for such Registers as are available on this basis should be made at once to John Stafford, Golf Register Co., Pittsfield, Mass., together with credit data. Several prominent pros are associated with Stafford in the company's operations.

Union of South African Pros has adopted the Penfold PGA ball exclusively, according to word from Milt Heymann, Penfold sales manager.

Here is the complete list of pro-groups promoting Penfold-made PGA's: England, Scotland, Wales, Irish Free State, France, Belgium, Switzerland, India, South Africa, New Zealand, Singapore, Bermuda.

A new steel group locker which will accommodate 16 persons in approximately one-half square foot of floor space per person has been made available by the All-Steel-Equip. Co., Aurora, Ill.

The new locker is called the A-S-E Unit-Robe. Incorporating construction ideas developed through 25 years of locker building, the Unit-Robe is made up of box locker units 12" wide, 12" high by 18" deep, assembled in two vertical columns



of six units each, connected across the top by a horizontal section of four units. Directly underneath is a coat hanger rod.

The Unit-Robe is adaptable to use in a great many clubs, especially in crowded locker-rooms for women. Its outstanding value is the exceptionally great amount of storage afforded in limited floor space. The component units, which can be supplied with padlock attachment or with

Three Styles of One-Color Score Cards

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Priced \$21 to \$26 for 5,000

Produced by a New Process they
are complete and of correct size.

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2-color cards to clubs on request.

JOHN H. VESTAL CO., Printers
703 South La Salle Street - - - Chicago

practically any type of flat key or locker combination lock, offer security for clothing, shoes, hats, wallets, and other personal effects or equipment.

The frame of the Unit-Robe is strongly constructed of steel channels and $\frac{1}{8}$ " steel angles, riveted together to make the complete section an integral unit, twist- and "weave"-proof. Unit-Robe can be set up in single rows, back to back, or may be "ganged."

With a view to making it acceptable for use in golf club dressing rooms, sanita-

TWICE THE GRASS WITH ONE FOURTH THE FERTILIZER •



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THE MODERN METHOD OF
FERTILIZING PUTTING GREENS

Mix small quantity with water and get Nitrogen, Phosphoric Acid and Potash in highest percentages for rapid grass growth. Specially prepared for Greens.

Clean, odorless, easily applied. Much stronger than ordinary fertilizers. Time and money saver. Write for literature and free testing sample.

McCLAIN BROTHERS COMPANY
CANTON, OHIO

tion has been stressed in the Unit-Robe's design. Outer garments may hang free to the movement of air currents. Four standard locker louvers in each door allow ample space for the passage of air into the unit and, where the maximum amount of ventilation is needed and where contents must be available for inspection at all times, grilled steel doors are optional equipment. The bottom of each unit has been made flush with the door frame so the unit can be thoroughly cleaned.

Classified Ads

Rates: 10 cents a word per issue. Minimum charge \$2.50

Manager with high reputation for cuisine and service and outstanding record of thrifty, first-class clubhouse operation, desires change. Excellent reasons, not reflecting on ability or performance, responsible for desire to change. Moderate salary. Highest references. For full particulars write: Ad 800, % *Golfdom, Chicago.*

Widely Known Professional, formerly a prominent amateur and national title holder, desires pro or secretarial work at resort club for fall and winter. Expert teacher and very well qualified to make good friends for the establishment with which he is connected. For complete details write Ad 804, % *Golfdom, Chicago.*

Pro-Greenkeeper—twenty years' experience, desires winter location with small club where loyalty, efficiency and low cost maintenance is appreciated. Thoroughly familiar with grasses, instructions, club repairs, club management. Excellent recommendations. Address: Ad 802, % *Golfdom, Chicago.*

First class professional, player and instructor desires post for 1937 season preferably in south. Experienced architect and greenkeeper with fine record for thrifty construction and maintenance operations. Highest credentials. Address: Ad 801, % *Golfdom, Chicago.*

Class A Professional-Greenkeeper—for political reasons desires change to all year position with first class club having winter activities preferred. Have served in capacity of general manager nine years. An authority on course maintenance acquired by actual experience and hard study. Am conscientious and work faithfully for the interest of organization with which connected. Catering if desired. References A-1. Address: Ad 805, % *Golfdom, Chicago.*

Scottish-American Pro-Greenkeeper who recently returned to the United States is available for new connection summer, winter, or year-around. At present attached to a club. Internationally known as teacher of many prominent pro and amateur stars. Very successful greenkeeper. Excellent references for ability, character and performance. A-1 credit rating. For further details write Ad 803, % *Golfdom, Chicago.*

Boston—Managing Steward and Stewardess with over 15 years' experience desire winter work in small southern club. White, honest. Well recommended. At liberty Nov. 15. Address: Ad 806, % *Golfdom, Chicago.*

Pro-Greenkeeper desires southern position. Married—wife as golf hostess. PGA member. A-1 credit rating. Age 29. Your inquiry welcomed. 15 years experience. Address: Ad 810, % *Golfdom, Chicago.*

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