Kid Golf Forecasts Growing Boom

Ralph DeSalvo of Eastern Golf Co., maker of miniature courses and range equipment and supplies, reports that its 1957 business in junior golf equipment is 20 percent ahead of 1956.

"Golf instruction and competition in high schools and colleges and the attention given to junior golf at ranges, private and public and miniature courses, points to a depressionproof boom in golf," says DeSalvo. He adds: "The birth rate for the past ten years or so would in itself be a good basis for forecasting a golf boom but when you consider that a greater percentage of youngsters now is getting golf training than ever before you see that a big growth of the game is certain."

Jacobsen Improves Model 9A

Jacobsen Manufacturing Co., Racine, Wis., announces an improved Greens Mower Model 9A for 1958. Power has been stepped up. The Model 9A is now equipped with a 3.0 hp Jacobsen-built Hi-Torque engine to provide smoother starting and acceleration. The engine is mounted horizontally as in the past for low center of gravity and easy handling. The main clutch drive has been re-engineered completely for simplicity and durability.

Other features that distinguish the Jacobsen Greens Mower include the 5-in. dia. reel of 9 tough heat-treated chrome nickel alloy steel blades. Turf slicer attachment is available. The mower features an All Chain drive which prevents slippage and eliminates uneven cutting.

Michigan Supt. Starts Grass Indoors in Vermiculite

New grass for the 18-hole University of Michigan GC at Ann Arbor is germinated indoors on a basement floor, according to Zonolite Co., Chicago producer of vermiculite. Supt. Bill Slack follows this unique procedure:

- A clean sugar-sack of grass seed is dipped several times in a bucket of lukewarm water, then left to stand for about an hour. The soaking speeds germination.
- Seed is then spread thinly over the basement floor.
- After germination about one week — dry vermiculite is spread over the seeds.
- The entire mixture is then shoveled up and scattered over badly worn spots on the course.

Cleary Points Out Advantages of New Greenzit Product

The new Greenzit, marketed by W. A. Cleary Corp., New Brunswick, N. J., contains permanent green pigment and can be sprayed to restore natural color to dormant or dis-



A rented Farmall and McCormick baler enable the park commission at Attleboro, Mass., to clear City parks of leaves in seven to eight days, a job that formerly required five to six weeks when the work was done by hand. Four to 500 bales of leaves removed each season are piled for composting and will be available for mulching trees and shrubs in the parks two years later.

colored grasses. Greenzit, it is claimed, will not wash off, wear off or fade in sunlight and is harmless to all types of turfgrass. One qt., diluted in water, will spray 1,500 sq. ft.

Sabayrac Says Pros Star As Quality Salesmen

Ernie Sabayrac, former pro shop salesman who has built a big business as manufacturers' agent selling what he terms "The Tops for Pro Shops," says that pros each year are strengthening their position as quality retailers.

Sabayrac is in a good position to speak as an authority. His company, doing business entirely with pros, increased its sale from last year's \$3,200,000 to the extent that volume for 1957 will be about 1/3 over 1956.

Ernie remarks that most successful businessmen pros have set the policy of providing quality lines instead of competing on price with any and every cut-price store in a town. The quality reputations are powerful silent salesmen for the pro shops. In addition to the eager acceptance and selling power of such quality brands as Foot-Joy, Izod, Palm Beach and La Coste, the value of such merchandise, Sabayrac points out, is increased by stability o fithe styling.

Belts for Squire Slacks

By special arrangement with Pioneer Belt Co. of America, a complete line of men's belts styled to harmonize with Squire Slacks, will be available soon. Complete information can be obtained from Jack Lust, sales mgr., Squire Slacks, Inc., 18 W. 20th st., New York 11.

Correction

In September GOLFDOM (page 72) it was stated that Tom Robbins, who is retiring from The MacGregor Co., was a former USGA secretary. This is incorrect. The item should have mentioned that Robbins is a former U.S. Seniors champion.

COLBY PIONEER PEAT

Products for building and maintaining golf greens are available for prompt shipment. BLACK-cultivated fine milled for top dressing. BROWN-peat for building new greens. GREENS-top dressing (1/3 peat - 1/3 sharp sand and 1/3 loam), or any required proportion.

QUOTATIONS on materials packed in plastic lined bogs, or in bulk gladly furnished.

COLBY PIONEER PEAT CO. P.O. Box 115 HANLONTOWN, IOWA

New Design, Construction Ideas in 1958 MacGregor Line

"Pro-Pel Action," "Recessed Weight," "Velocitized," and "Sweep Flare," are the theme for the new 1958 MacGregor line of clubs, balls and bags.

MacGregor Tourney, Tommy Armour and



Louise Suggs iron models have completely restyled head designs incorporating "recessed weight" backs that are said to give extra concentrated power. "Velocitized" Tourney woods feature a new target that is claimed to give the largest hitting area of any wood now available. Woods are finished in rose-



Write Dept. "G"

DEALERS WRITE FOR OPEN TERRITORIES H. & R. MFG. CO., Los Angeles 34, Calif.



wood, mahogany and walnut stains and black glaze. Tourney woods and irons and George Bayer driver are available for lefthanders.

MacGregor's "Pro-pel Action" shaft, available in four flexes and patterned after the bull whip principle, is the result of several years of research. Men's grips in black leather with gold bead or black cord and rubber with gold bead; women's grips are 3-tone, blue, red and white bead.

The 1958 Tourney ball features high compression winding, tough cover and improved white finish. "Sweep Flare" styling and expert tailoring mark the new MacGregor bag line.

Dunlop Has New Service Depot in Miami

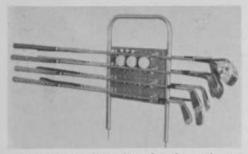
The Dunlop Tire & Rubber Corp., to better serve Florida sports devotees during the coming winter, has established a Sporting Goods service depot at 615 S.W. 2 Avenue, Miami, Fla. Vincent Richards, vp in charge of Dunlop's Sporting Goods div. said the depot will stock Maxfli balls and Dunlop. Tufhorse golf bags.

BUYERS' SERVICE - page 127



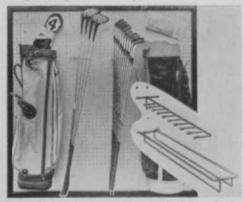
Miller Markets Club Caddie, Pro Display Fixture

Miller Golf Printing & Supply, 2053 Harvard ave., Dunedin, Fla., has added two new



products to its line. One, for the pro's customer, is the Club Caddie and the second is a fixture for display of clubs in pro shops.

The Club Caddie (above) carries eight clubs in addition to balls and tees. It is especially useful where caddies are scarce. It is expected to get a big additional play at Par 3 courses.



The display fixture (below) is designed for pegboard and will hold up to 11 irons or 5 woods. It fans out in either right or left direction and a complete set of clubs can be displayed in two fixtures requiring only a 6-in, width of wall space.

Development Report Tells Uses of Krilium

One of the Development Reports prepared by Monsanto Chemical Co. describes the uses of Krilium as a soil conditioner in course maintenance and can be obtained by writing to R. A. Ehrhardt, Organic Chem. Div., Monsanto Chemical Co., 800 N. 12th Blvd., St. Louis 1, Mo. The eight-page report explains how Krilium can be used to counter compaction, discusses the economies that can be effected through its use and tells how it can be used in building or rebuilding greens and tees.

Monroe, In Business 50 Years, Publishes Largest Catalog

The Monroe Co., 12 Church st., Colfax, Ia., will celebrate its 50th year in business in 1958. Founded by W. H. Monroe, the firm which is the world's largest direct-selling folding banquet table manufacturer, has been a familyheld operation since its founding. In observance of its anniversary, Monroe now has available the largest catalog it has ever published. Color printed, it shows 60 table models plus folding chairs, movable partitions, folding risers, platforms and stages. The catalog is available upon request.

West Point's Handbook for Chairmen Fills a Great Need

A "Handbook for New Green Committee Chairmen," a public service bulletin, is just off the press and is being distributed by West Point Products Corp., West Point, Pa. West Point writers have done a lot of sampling of opinion in getting all the facts new chmn. should be aware of. The range covers information about turfgrass, membership and employee relations and the duties of the chmn. The course budget also comes in for discussion. Copies of the handbook can be obtained free of charge from West Point distributors.

Worthington Introduces New Golf Ball Xmas Package

A new, handsomely designed Xmas gift package which holds one doz. personalized Sweet Shot golf balls is being offered by the Worthington Ball Co., Elyria, O.

The special 1957 Xmas package, consisting 7



of a handsome leatherette case, and one dozen super-charged Sweet Shots, will be sold at regular price. A similar package will be available containing a half dozen golf balls. In addition, the balls will be personalized free in lots of one doz, with a name or initials up to 15 letters and spaces.

Gift boxed, personalized Sweet Shots are available only through pro shops, Orders for personalizing will be accepted until Dec. 10th.

Golfdom -

Tell Them You Saw The Ad In GOLFDOM



Spalding Personalized Balls Make Every Day Xmas Day

Famous Dot and Double-Dot balls manufactured by A. G. Spalding & Bros. can be personalized with the player's name on a



year-round basis, it has been announced by J. Robert S. Conybeare, dir. of marketing for the firm. There is no extra charge for this service which previously has been available only at the Christmas buying season.

In his announcement, made during the company's annual national sales conference, Conybeare also pointed out that a brand new production-line system has been established at the Chicopee plant for handling these orders. These new facilities will enable Spalding to make shipments of personalized balls within 72 hours after orders are received in Chicopee. This new year-round personalizing service applies to all top grade Spalding balls. The minimum order requirement is one doz. and the maximum character count — letters and spaces — is eighteen for any imprint.

TOMMY

ARMOUR

golf

GLOVE

Imported Capeskin. Special reinforced thumb, Exclusive Club Hugger inset on palm for firm, yet relaxed grip.

Sold at Pro shons only

I NY.

Jacobsen Increases Sales Staff

In anticipation of increased volume in the power lawn mower industry, and the intro-



 (Seated, I. to r.): R. R. Lehman, Eastern Pa. and Md.; D. M. Moore, New England States. (Standing):
W. F. Hardaway, Dist. Mgr., Mo.; J. D. Blodgett, Northwest Pacific; B L. Logan, Calif. and Nevada; J. F. Scheer, Dist. Mgr., Indiana

duction of two new models to the 1958 line, the Jacobsen Manufacturing Co., Racine, Wis., has appointed four additional sales reps in the field and two additional district mgrs.



Par Aide Washer Operates Quietly Due to Helical Agitator

The ball washer, bearing the Par Aide label, works efficiently and quietly because of its helical agitator molded of tough Tenite



butyrate plastic. The ball is placed in a molded hole in the agitator and is rotated against a brush in the washing chamber, resulting in a quick and effective cleaning job. The washer has unusual resistance to weather and won't rust or corrode. Par Aide Products Co., 1457 Marshall ave., St. Paul, Minn., also markets a companion tee marker.

Nitroform's Recommendations for Applying Powder Blue

Nitroform Agricultural Chemicals, Inc., 92 Sunnyside ave., Woonsocket, R. I., has these suggestions for applying its new "Powder Blue" Nitroform. It suggests doing it by use of a proportioner, as a topdressing, especially after spiking or aerating, or through a sprayer. Nitrogen in Powder Blue is said to be slightly more active than in regular Blue Chip and recommended dosages per 1,000 sq. ft., are: Hot weather -6 to 7 lbs; Cool weather -10 lbs.

Johnson New Member of Fawick Staff

Fawick Flexi-Grip Co., Akron, O., has signed Howie Johnson, one of the more promising young pros, to its advisory staff for Golf Pride

grips. Johnson en-tered pro ranks early in 1956 after compiling a very impressive record in amateur competition. In his first pro-year, he finished third in the Mexican Open, tied for first in the Gulf Coast and Seldon Opens. He was in the money at St. Paul, Akron, Ft. Wayne, Oklahoma City and Sanford, Fla.



This year he started the season with a good showing in the Los Angeles Open and has been playing steadily in circuit tournaments, usually finishing somewhere among the top 15. Most recently, using Golf Pride grips, he placed third in the St. Louis Open and tied for fourth in the Miller Open.

McDermott Gets Dunlop Promotion

Thomas J. McDermott, White Plains, N. Y., has been appointed credit operating Mgr. Sports in the Dunlop Tire & Rubber Corp.'s Des Moines, Ia., warehouse. A graduate of Washburn University, Topeka, McDermott is an Army veteran of the Korean War. He joined Dunlop in 1955 and in 1956 was named asst. credit and operating manager of the N. Y. Div.

Hogan, Sabayrac Sales Reps Meet in Ft. Worth

National sales reps of the Ben Hogan Co., Ft. Worth, recently met in Ft. Worth's Western Hills Hotel to be brought up to date on the latest developments in the Ben Hogan pro golf equipment. Meeting with the Hogan delegation were reps of the Ernie Sabayrac, Inc. organization, executive sales agency for the Hogan line. Also on hand were persons representing Flip It Hat Co., Alexette Bacmo Gloves, Foot Joy, U. S. Rubber, Haas-Jordan.

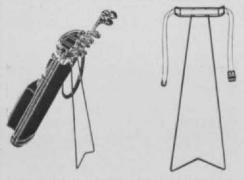


At Hogan-Sabrayas meeting were: (Seated, I to r): Arnold Litman, Jr., Carl Becker, Sue Thempson, Sam Baker, C. L. Wilcox, Ernie Sabrayas, Ben Hogan, Ben Stone, Dick Tarlow, George McCarthy, Ed Rankin, Bud Waltz. (Second row): Sammy Sigh, Max Baker, Bud Werring, Jack Murphy. Lyne Price, Bob Haggerty, Jr., John Hainje, Grant Robbins, Johnny Burt, Chester Kubik, Ted Longworth. (Third row): Michael Long, Les DeFino, Dan Stovall, Jack Carnahan, Joe Aubuchen, Bill Fook, Morgan Barofsky and Hai Whitington.



Stand Keeps Bag Upright

Kaddy Products, 235 Old Bergen rd., Jersey City, N. J., is distributing a kaddy stand designed for attachment to golf bags and manu-



factured for the golfer who carries his own bag. The frame, as the illustration shows, makes it a simple matter to keep the bag standing upright and does away with bending over to pick up the bag after each stroke.



Pitts Gets Appointment

Fordie H. Pitts, Jr. has been appointed to the sales staff of the Pro Golf Div., A. G. Spalding & Bros. J. Robert S. Conybeare, marketing director, emphasized that this is a brand new assignment which will enable the company to better service its customers in the northern New England area.

Pitts will cover Me., Vt., N. H. and a small portion of Mass., which were previously handled by Jim Shea of the Spalding sales staff. Professional golf sales in the balance of Mass. will continue to be handled by George Weaver.

Pitts comes to Spalding from Chadburn-Gotham Sales Corp. He is an Air Force veteran and a graduate of Boston College where he majored in marketing.

Etonic PGAs Selected as Ryder Cup Shoes

The Etonic-PGA All Weather golf shoe has been selected as the official Ryder Cup style. These shoes are available in black and brown, feature domestic and imported Softee leathers, full length foam air-cushion innersoles and glove-tanned leather linings. Sold only in pro shops, the Etonic is packaged in personalized shoe bags. Etonic is manufactured by Charles A. Eaton Co., Brockton, Mass.



Len Wirtz, Walt Purdy Get MacGregor Assignments

Robert D. Rickey, MacGregor Co. pro div. sales mgr., announces two changes in the firm's sales force. Leonard W. Wirtz, associat-



ed with MacGregor since 1954, has been assigned to the home office sales where he will handle special assignments. Walter G. Purdy, now assistant pro at Cincinnati CC, joined MacGregor on Oct. 1. He takes over Wirtz' sales territory of Southern Ohio, Ky., Tenn., W. Va. and western Va.

Wirtz is a native of Cincinnati and a graduate of Miami (Ohio) University. Purdy, Cincinnati caddie champ in 1947 and 1948, is a 1954 graduate of the University of Arizona. He has been assistant to Head Pro Freeman Haywood at Cincinnati CC since April, 1956.

New Turf Green Xmas Package for Par-Mate Gloves

Par-Mate Gloves, 10 W. 33rd st., New York 1, has designed a special Xmas gift package for its entire line of gloves. Turf green, it was designed by Artist Roy Goodwin, and is being made available to pro shops. Golfers can obtain it free of charge for gift wrapping purposes with purchase of Par-Mate products. Par-Mate now markets 12 different models, including the new Paul Hahn Glove. There is a large choice of sizes for men, women and cadets in addition to a wide variety of colors from which to choose.

Five Firms Get Toro Awards

Toro Manufacturing Co., Minneapolis, Minn., recently made achievement awards to five distributors for outstanding work in 1957. The awards and firms receiving them follow: Mr. Toro of '57 – Toro Eqpt. Co., White Plains, N. Y.; Mr. Toro Service – Haverstick Toro Sales Co., Rochester, N. Y.; Mr. Toro Merchandiser – Aktiebolaget N. K. Kristensson, Stockholm, Sweden; Mr. Toro Institutional Sales – National Capital Toro Co., Silver Springs, Md.; Mr. Toro Dealer Sales – Ohio Toro Co., Cleveland.

Check Your Needs the Easy Way BUYERS' SERVICE See Page 127

Grass Catcher Integrated with Jacobsen Mower

Jacobsen Manufacturing Co. has added an

18-in. Turbo-Vac grass catching rotary power mower to its 1958 line. This is not just a rotary mower with a grass catcher but a completely integrated unit – the plastic catcher is part of the mower. This new



mower actually vacuum-cleans the lawn, even to picking up litter, leaves no windrows or weed seeds. A covered plastic grass catcher prevents clippings or litter from blowing around on the lawn.

Board of directors of Jacobsen Manufacturing Co., Racine, Wis., have voted a 15 cents quarterly dividend which was payable Oct. 1 to shareholders of record Sept. 16, 1957. This continues an annual rate of 60 cents per share.



Safety Light for Pros

Cathy Cornelius, 1956 U.S.G.A. Women's Open champion, receives a Safety Light from Art Clark, pro at the Country Club of Asheville, N.C., who presents it in behalf of Fawick Flexi-Grip Co., makers of Golf Pride grips. Professionals who tour the major fournament circuits are among most travelled people in the world. Last year six pros lost their lives in auto accidents. Touring golf pros frequently travel at night. Accordingly, Bill Junker, sales mgr. for Golf Pride grips, arranged for his firm to present personalized Safety Lights to all touring men and women pros. The Safety Light plugs into the cigarette lighter of the automobile and blinks to warn of an emergency on the highway.

Golfdom



ROBERT BRUCE HARRIS Golf Course Architect

MEMBER AMERICAN SOCIETY OF GOLF COURSE ARCHITECTS

664 N.MICHIGAN AVENUE CHICAGO 11 · ILL. WHItehall 4-6530

> See Sell-O-Matic As Boon to Pro Sales of Golf Shoes

A new selling idea designed to give pros a

complete retail golf shoe dept. in a minimum of space is being introduced this fall by Field & Flint Co., Brockton 68, Mass. makers of Foot-Joy shoes. The innovation is a merchandising unit, the Sell-O-Matic, that re-quires less than 5 sq. ft. of floor space and offers golfers a planned assortment



of sizes and styles with a minimum inventory. The Sell-O-Matic can be used effectively in small, medium or large pro shops.

small, medium or large pro shops. Since the average pro doesn't have the time to operate an adequate shoe dept., Field & Flint feels that through the new unit it



will do a large part of the selling job for him. Sell-O-Matic will display one major style of men's and women's shoes in a full range of sizes and also carry many popular styles in at least one important size. The new setup is expected to do away with the system whereby the golfer places an order and then has to wait for delivery. The Sell-O-Matic displays 36 pairs of men's and 12 pairs of women's Foot-Joys. Small shops should get along with one unit, medium with two and large ones with three.

Molded-In Color in Diving Boards

Diving boards with molded-in color, including two-tone finishes are being produced by S. R. Smith & Co., Canby, Ore. The boards are surfaced with polyester resins supplied by American Cyanamid Co. All four models made by Smith are slip-preventive and have permanent waterproof finishes.

Delaware Swimming Pool Co., Inc., 811 River rd., Wilmington, Del., is using a combination of embossed vinyl and urethane foam, supplied by E. I. Du Pont, as coping around concrete block pools to prevent slipping and provide cushioning. The material can be easily applied, is tear resistant and retains resiliency indefinitely.



40-Mile Plastic System Installed at Torrey Pines

Plastic pipe – 40 miles of it – will help keep fairways green at San Diego's new Torrey Pines Mesa GC.

The long stretch of pipe is the main section of an underground sprinkler system for



Bending Kralastic offers no problems; Triangle supplied special couplings (right) to join mains to lines.

the two 18-hole courses at the California club. It is thought to be the largest plastic sprinkler system ever installed at a club. More than 100 clubs have installed buried sprinkler systems over the past few years.

Plastic pipe is tough, corrosion-resistant and easily installed. Since it is light and because it needs no special trenching and can be quickly joined by solvent cement welding, the supt, and a few helpers often install it.

Plastic used in the California installation is Kralastic, a blend of rubber and plastic produced by the Naugatuck Chemical div., United States Rubber Co. It was formed into pipe by Triangle Conduit and Cable Co. It was selected by the city of San Diego for its course after thorough testing proved its durability. In addition, it was guaranteed by Triangle, and that company also provided engineers to assist in planning the installation.

Main lines for the sprinkler system are ceramic. Special couplings, supplied by Triangle, join mains to plastic lines which fan out across the fairways. The plastic pipe was made in 20-foot lengths with slip couplings cemented to one end of each length. Joints were made by solvent welding the lengths together.

Pop-up sprinkler heads of metal were installed along the plastic lines with plastic-tometal couplings. Lengths were cut with hacksaw to position sprinkler heads or fit a length to the sprinkler pattern laid out by the architect. The ease with which the pipe could be cut speeded the installation and also minimized scrap. Less than 100 ft, of the total of 40 miles of plastic pipe installed had to be scrapped.

Among the many other clubs that have installed Triangle's Kralastic pipe are Blue Hills CC, Canton, Mass.; Baltusrol GC, Springfield, N. J.; Coral Ridge CC, Fort Lauderdale, Fla.; Hempstead (N. Y.) GC; and Sanford (N. C.)

Triangle presently is making plastic installations at Dickinson (S. D.) GC and Lyford Cay GC, Nassau, Bahamas.

Shull Is New Sales Promotion Manager at Spalding

The appointment of Robert W. Shull as sales promotion mgr. for A. G. Spalding & Bros. Inc. has been announced by J. Robert S. Conybeare, marketing director. This is a new position in the expanding Spalding organization, and Shull will work under Harry Amtmann, director of advertising and promotion.

Shull comes to Spalding from Aluminum Cooking Utensil Co. Inc., New Kensington, Pa. where he held the position of sales promotion merchandising mgr. He served with the U. S. Navy from 1943 through 1946, holding the rank of Lieutenant at the time of his releasefrom active duty. He was graduated from Yale University with the class of 1944.

New Golf Car "Recharjer" Fully Automatic, Self Regulating

The LaMarche golf car Recharjer is a new type of battery charger designed to overcome the problems of short battery life and incorrect handling of the charging cycle. The device is fully automatic and self-regulating, supplying correct current whether the battery is completely or partly discharged. This feature permits booster charging of the battery at any time the golf car is not in use. All data on the new Recharjer can be had by writing LaMarche Mfg. Co., 49 Woodruff ave., Wakefield, R. I.



Gets Lawn Mower Cartoon

Oscar T. Jacobsen, pres., Jacobsen Manufacturing Co., Racine, Wis., déan of the Power Lawn Mower Industry, receiving autographed original of the "lawn mower" cartoon by famed cartoonist, Joseph Parrish, which appeared in Chicago Tribune recently. Ken Ring, executive vp, Wesley Aves & Assoc., Inc., the Jacobsen advertising agency, made presentation with Don Smith, Public Relations director of the agency, at a recent meeting with the Jacobsen staff to review advertising campaign.



"Do-All" Club Repair Kit Saves Work, Time, Space

The equipping of a golf club repair shop has been simplified by the Golf Pride "Do-All" kit, offered by the Fawick Flexi-Grip Co., Box 8072, Akron 20, O.

The kit consists of a "Do-All" power unit



with 1/3 hp motor and adjustable cradle. It also has buffing and polishing wheels, vise clamp for holding shafts without damage, sanding block, pro's knife, arbor, bit chuck, sanding bclt and other essentials.

The kit is claimed to be a great saver of work, time and space in any golf club repair shop. Price list and further details are available from Fawick, maker of Golf Pride "traction action" grips.

Release New Ditzen Birthday Cards

Barker Greeting Card Co., P. O. Box 2177, Cincinnati, O., has released four new birthday cards designed by the famous sports artist, Walt Ditzen.

These cards should appeal to the golfer for they speak his language. Walt Ditzen, long famed for the sports cartoons "Fan Fare," that appears in most of the large newspapers throughout the nation, designed these cards in the popular tall slim shape and they are laugh riots.

They are on sale at better retail stores everywhere.

Management Group Cites Toro

Toro Manufacturing Co., Minneapolis, Minn., has been cited for "excellence of management" in a special audit report of the American Inst, of Management. Especially praised were Toro's workmanship, distribution system and employment of young men with great potential executive ability.

Jacobsen Manufacturing Co. has announced appointment of Donald J. Strever as district sales mgr. for Iowa and Neb.



Commission salesmen visiting golf courses wanted for line of grass seed, peat moss, and out-standing line of organic, chemical fertilizers. Many Eastern territories open. Write details, experience, background, area desired. Box 68, Spring Valley, N. Y.

GREENKEEPER WANTED — 9 hole course. Northern Illinois, Eight month job with work available during off season in local factories, Good equipment. Greenkeeper is expected to do the work himself with the help of an extra man. Address Ad 1944 c/o Golfdom

the work himself with the help of all extra man. Address Ad 1044 c/o Golfdom Country Club Food Service Operators: Are you looking for an excellent opportunity and loca-tion to completely operate a Country Club Din-ing Room? Silver Lake Country Club located in Lake County, near Leesburg and Mt. Dora, Flori-da offers the following: Dining and service rooms rent free. Operator to furnish other equip-ment than what is available. Would also consid-er lease of bar concession. New men's and ladles' air conditioned and heated locker rooms. Pres-ent membership is approximately 200. 18 holes of watered fairways of championship quality. Club open year 'round with a Professional. Man-agement desires dining service year around. Would consider December through May. A new swimming pool is planned for Spring. Appli-cants must be top quality food operators and able to furnish bona fide recommendation of character and ability to prepare and serve top grade food and service. For information write or phone — J. H. Frisch, P. 0. Box 257, Solon. Ohio. Phones — Day: Churchill 8-6575; Nite: <u>CHurchill 8-5067 Cleveland</u>, Ohio <u>GOLF PRO</u> for private country club, active golf-

GOLF PRO for private country club, active golf-social membership, Ohio clty (10,000), 9 holes, prefer package contract pro, greens, manager. Address Ad 1014 c/o Golfdom.

Pro — Illinois' finest nine hole golf course. Must be aggressive; good teacher. Address Ad 1015 c/o Golfdem

Manager-500 members, golf course and country club. Aggressive, experienced, qualified man-ager. Address Ad 1016 c/o Golfdom

Caddymaster — Experienced, competent, sober, conscientious man. Wife able to assume re-sponsibility office or concession. Available im-mediately South or West. References. Address Ad 1021 c/o Golfdom

GOLF PROFESSIONAL WANTED—Middle West. Excellent proposition for the right man. Pro shop open April 1 to September 31, Good golf-ing membership in active club. Small town, private club. Apply in writing enclosing pic-ture. Address Ad 1050 c/o Golfdom

Wanted: An aggressive, capable and experienced golf club manager who can build up member-ship and income for 18-hole course located in a fast-growing community in east-central Flori-

McAllister Succeeds Hatch as Shell Sales Division Head

S. H. McAllister has been appointed to succeed F. W. Hatch, who is retiring, as manager

of Shell's Chemical Agricultural Sales div. A Stanford University graduate, McAllister has been with Shell since 1930 and after doing research work for 12 years, took over as director of the company's pilot plant in Emeryville, Calif. From 1946 until 1955 he was associate director of petroleum technology. In the latter year he was named director of the Chemical



S. H. McAllister div.'s research project in Denver, Colorado. da. Willing to sell on an attractive basis an equity to the manager who can show profit results. Excellent opportunity for the right man, Give references experience age and salary ex-pected. Addrss Ad 1022 c/o Golfdom.

MISCELLANEOUS

FOR SALE - MAINE GOLF COURSE 9 HOLES PAR 37, 3210 YDS, COMPLETELY EQUIPPED FOR SALE — MAINE GOLF COURSE 9 HOLES PAR 37, 3210 YDS. COMPLETELY EQUIPPED CLUBHOUSE AND PRO SHOP, PROPITABLE BUSINESS FOR 31 YEARS. AVAILABLE OCTO-BER 1, ADDRESS AD 1011 c/o GOLFDOM. USED RANGE GOLF BALLS — 10e each, 5000 left. These balls are round and are not cut Ideal for fill in on Range, Act now, Golfland, 229 W. Breckenridge, St., Louisville 3, Ky.

Driving Range for lease or sale. In fast grow-ing area near popular lake in Southern Wis-consin. Address Box 377, Walworth, Wisc.

WANTED FOR CASH

figures.

Send for shipping tags and instructions

GOLF BALLS FOR RETAIL SALES ONLY Reprocessed with 100% brand new Baleta cover, new now white enamel, imprinted with distance, trade name and number. We accept your mixed compression cores and return only high compression (no shrinkage), at no additional charge. A fast seller at 50c to 65c each. Bulk-your cost on exchange \$2,65 per disen. Also nation wide distributors of the best in golf range & miniature course equipment-Balls, clubs, mats, and etc. Send for catalog. NORTHERN GOLF BALL

ALL CO. Chicago 18, Illinois 2350 W. Roscoe Street

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Grant Robbins Collaborates with Detroit Paper on Golfwear Story

Grant Robbins, Detroit rep for Ernie Sabayrac, Inc., Hialeah, Fla., collaborated with the Sunday Pictorial staff of the Detroit News recently in a feature on sportswear. The front cover of the magazine section was given over to a colorful shot of golf hats and caps while the accompanying story, entitled "Tee-off Togs," showed golfer and non-golfer as well as the large and resplendent sportswear wardrobe he can now select from. The article conchided, and without regrets, that the day is passed when the golfer can feel comfortable playing in T-shirt and baggy slacks. Photo models included Robbins, Wally Burkemo, Franklin Hills, Warren Orlick, Tam O'Shanter CC, Orchard Lake and Jack Hoffmann, Edgewood CC, Walled Lake. Hoffmann's stunning wife also appeared as a model.