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own way but often produces revenue far in excess of its operating and maintenance costs. A nationally recognized standard for tax supported golf courses is one 18-hole course for the first 20,000 population, plus one 18-hole course for each 30,000 additional.

Too Much, Too Soon

One of life's little ironies victimized Marilyn Smith just prior to the Dallas Civitan Open recently when she made her first hole-in-one after 21 years of golf. It occurred on the 185-yard third hole (she used a 4-iron) and came in the pro-am which preceded the tournament. Marilyn was elated but she pointed out, "If this ace had been shot during the actual tournament, I would have won \$10,000. Such is life."

Buyers' Service • P135
Classified Ads • P133

Scott Program Reclaims Evansville, Ind., Course

A pamphlet, recently released by O. M. Scott & Sons, Marysville, O., tells of the troubles encountered in 1961 at the John F. Fendrich GC Evansville, Ind., because of Ohio valley humidity which led to fungus disease, insects and finally the string incursion of weeds. The course had to be brought into shape for a big fall tournament, and so a Scott program in which Turf Builder, Halt and Scutl were applied, was resorted to. These products were used as suggested in the reclamation schedule and by Sept., the course was not only ready for the invasion of the tournament players, but possibly was in the best shape in its history.

Club and Range Finder

Cad-o-Matic, made by Cad-o-Matic, PO Box 2258, Santa Ana, Calif., is an unusual new club and range finder used to show yardage and specify the correct iron to use. The instrument is sighted on the pin and a sliding device is lowered or raised to determine the yardage and proper iron for the distance. Packaged in an attractive plaid wallet, it makes an excellent gift.

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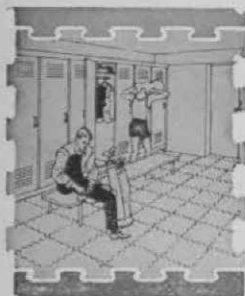


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Golf Business News

Inertol Steps Up Distribution of Swimming Pool Algaecide

Inertol Co., Inc., 480-90 Frelinghuysen ave., Newark 12, N. J., has increased distribution facilities for its swimming pool algaecide, Exalgae. Demand for the product has made it necessary for the company to put the algaecide in dealers' hands on 24-hour notice. Inertol has received numerous requests for distributorship in recent months. The pool product also been improved and is packaged in an unbreakage bottle. Complete information can be obtained by writing to Kenneth Schiller, advertising and sales promotion manager at the above address.

Electromotive's Holiday Car Has Self Contained Charger

The battery-powered Holiday car, made by Electromotive Industries, Inc., 2527 Matthews, Memphis 8, Tenn., has a self contained charger,



and the manufacturer points out that the car travels about 15 miles on one charge. The unit weighs only 300 lbs. and has only one switch for forward and reverse. The molded fiberglass body has contour formed seats and clubs are easily stowed for quick, sure reach on the rear deck. Two persons can ride in the car. It is equipped with a unique trailer hitch for easy transportation.

Pacific Polymers West Coast Distributor for Alco

Alco Chemical Corp., Trenton & Williams st., Philadelphia, Pa. has appointed Pacific Polymers, Inc., 12700 Cerise ave., Hawthorne, Calif., West Coast manufacturer and distributor of "Soil-Set" for an 11-state area. This company will cover Wash., Ore., Calif., Nev., Idaho, Mont., Wyo., Utah, Ariz., N. M. and Colo. "Soil-Set" is an elastomeric-based spray mulch for erosion control.

Turf-Vac Simplifies Problem of Cleaning Up Debris

Turf Vac, made by the Power Rig and Equipment Co. (Turf Vac Div.), 3001 Cherry ave., Long Beach 7, Calif., is attracting more and more attention in the golf maintenance field. The unit, a self propelled turf vacuum without



brushes or rakes, picks up anything from fine cut grass and leaves to heavy food containers and newspapers, and doesn't damage turf. It has a high-power turbine, extra-tough steel cutting blades that rotate at 4,800 rpm and operates on tricycle wheels. It has four forward speeds, two reverse and travels from 2½ to 15 mph. Its 12-in. low pressure tires with 8-in. wide treads are said to be easy on turf. The vacuum assembly is adjustable to meet most cleaning conditions and cutting blades can be easily replaced. Attachments will be made available for hoses so that a truck can follow the unit and collect debris.

Glenco Develops Power Drive for One-Man Golf Car

Glenco Products, 3624 Illinois rd., Ft. Wayne, Ind., has developed a new electric power drive for its one-man golf car. The car is available with



either gas or electric power systems. Each has automotive type transmission which gives safe forward and reverse movement on any type of terrain. Top speed of the models is about 8 mph, they can be locked to prevent tampering and they weigh around 175 lbs.

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Ryan Motoraires Put Thousands of Tiny Reservoirs in Turf

The Ryan Motoraire, available in two sizes, is a self-propelled turf aerating unit designed for medium and small size turf areas. The Motoraire



removes soil plugs from turf on 6" centers, leaving four small reservoirs per sq. ft., 20,000 of them in a 5,000 sq. ft. turf area. These tiny reservoirs are $\frac{1}{2}$ x 3 ins. and become invisible in a few days. They serve to bring air, moisture, and fertilizer directly into the root zone. They also minimize run-off, help give turf its desirable

"springy" feel. The cores themselves make an excellent top dressing or can be raked away for composting. The unit is specially recommended for use in early summer to get more moisture into the soil before hot, dry weather moves in. It is manufactured by Ryan Landscaping Equipment Co., St. Paul, Minn.

Chain Idler Attachment for Rolling Power Roller

The Rowco Manufacturing Co., Inc., 48 Emerald Street Keene, N.H., is marketing a new chain idler attachment for the Rowco Rolling power roller. The attachment, easily mounted on the side of the roller cover, eliminates all slack in the chain drive. Extensively used by golf courses, the Rolling power roller weighs 500 lbs. when filled with sand and water. It is powered by a Clinton 4-cycle, 2½ hp engine. A combination V-belt and roller chain drive gives the Rolling a ground speed of from 2.5 to 3.5 mph. The roller has an 11-gauge steel shroud, two drum plugs and steel tubing handles.



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Kunik Builds Sideline Into \$250,000 Business

Eight years ago John Kunik 'played around' with design and creation of men's and women's sportswear as a sideline of his ready-to-wear clothing business. It has grown into "Kunik Kasuals," one of the fastest growing sportswear manufacturing firms in America, with ten sales reps. selling to 2,500 pro shops all over the U. S., including Hawaii. Kunik himself travels over 50,000 miles a year. He studies nationwide style trends for clues that will lead to new features. Samples of new items are constantly being made up for regional testing of customer reactions. Mrs. Kunik also is active in the sportswear firm, drawing on her theatrical experience as a former member of the Ice Capades company in designing new styles and selecting fabrics for the women's line. Kunik says almost 65 per cent of his annual \$250,000 volume is in women's tapered slacks, Bermudas and coordinates. Kunik has been associated with the clothing business for more than 30 years. He left his family's firm to set up his own manufacturing company at 6818 Ventnor Ave., Ventnor, N. J., where a \$100,000 inventory including men's blazers, Bermudas and slacks and women's blouses, Bermudas and coordinates is maintained to quickly handle special pro orders.



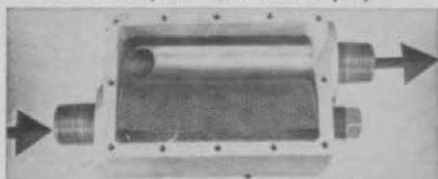
Harry Colburn (l) vp and national sales mgr. for Wilson, and a 25-year man, gives Ed Reutinger, college athletic dept. mgr., a diamond tie clasp as a 35-year award. In the photo are Jerry Angst (15 years), Joe Wolfe, golf promotion dir. (25 years), and William P. Holmes, Wilson pres.

Spalding's Dot and Distance Dot Have Several Selling Points

Spalding's new Dot Plus features a cover material which resists cuts and scuff marks without sacrificing a single yard of distance, according to the company. The Spalding Distance Dot, designed for and used extensively by top pros and amateurs alike, delivers maximum initial-impact velocity, strong yardage and long playing life. Attractively packaged, the Dot Plus and the Distance Dot both can be personalized free of any extra charge.

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Ben Hogan's Pros' Shop Opens in N. Y.; AMF Host at Party

Ben Hogan Sales Co. opened its pros' sales room, 16 E. 50th st., New York City, May 14,



Ernie Sabayrac, Ed Rankin, Ben Hogan Co. vp, and Peter Lind Hayes, TV and stage star, at opening of Ben Hogan pro shop in New York.

with pros and golf writers in N. Y. Metropolitan area, American Machine & Foundry Co. executives and other guests attending the preview. The idea of the shop is to have clubs of the

wide range of the Hogan line available to professionals in the Met area.

The policy of having a quick supply of virtually custom-made Hogan clubs was explained in detail by Ed Rankin, Hogan vp, who with Jack Blades, also a Hogan-AMF vp, came from Fort Worth for the shop opening. Carter L. Burgess, AMF pres.; Edward R. Corvey, AMF vp in charge of marketing; David S. Meiklejohn, AMF treas.; and Clarence Johnson, Norman Lang and Frank Downey, also executives of the Hogan holding company; Jack Mallon, Pete Cassella, Joe Dante and Elmer Voight, NY Met area pros; Adam Gimbel, pres., Saks Fifth ave.; Larry Robinson, Golf Writers' Assn. ex-pres., and Jimmy D'Angelo, pro at Dunes G&CC, were among those who attended. Ernie Sabayrac spoke briefly on selling clubs. Nate Feeman, pro at the new Ben Hogan's Pros' Shop, and Henry Leopold of Display Creations, who designed the shop, also were busy at the preview party which was planned and conducted by Ben Holderness of the AMF marketing div. and Bernie Burke of AMF publicity.

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Otey Crisman in New Selma Putter Plant

Otey Crisman, a pro who did so well designing and custom-building putters that he started



ed a putter factory of his own, has moved into a new and bigger plant in Selma, Ala. There is also a sample, sales and demonstration room equipped with an electric organ in the plant.

Spalding Signs New Woman Staff Member

Both Stone, 22-year old former University of Okla. player and runnerup for the USGA

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National Junior championship in 1957, has been signed to the Spalding golf advisory staff. In 1960, Miss Stone won the Oklahoma state women's amateur title. Her best professional finishes were a ninth in the 1961 Ladies PGA Championship and a 10th in the Titleholders the same year.

McLaughlin's Range Balls in Several Compressions

Hugh J. McLaughlin & Son, Inc., 614 N. Indiana ave., Crown Point, Ind., has developed two all new construction driving range balls in several compressions that are giving excellent results. They are available in either paintless covers or with the conventional painted covers. Price and other information can be obtained by writing to McLaughlin.

Golfdom Overshoots

In the May edition of *Golfdom* (page 156) it was inadvertently stated that sales of plastic pipe by Consolidated Pipe Co. of America, Stow, O., have gone from \$5 million to \$65 million in 12 years. These figures actually are for the entire plastic pipe industry and not just Consolidated.

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U. S. Royal Bags Come in Four Selections for Men

U. S. Royal golf bags are fashioned of premier U. S. Naugahyde. A selection of four men's bags, in large and extra-large models, are styled in black, espresso brown and white, saddle tan and oxblood, and with a fine Italian touch of leather in straps and trim, are said to give a ruggedly handsome appearance. The bags have U. S. Royalite bottom rests, constructed with reinforced metal drag plates. Ladies' model bags are made of scimitar elastic Naugahyde. They are available in burnt orange with dark brown leather straps and trim, and in oxblood.



Eton Grip-Nu is New Product

Grip-Nu, a new product from Eton, is said by the company, to restore leather grips and golf gloves to their original softness. Also, tackiness is said to be restored and mildew prevented. Information can be obtained from Mid-American Golf Supply Co., 3551 Charleswood Ave, Memphis 12, Tenn.

Spalding Terpolymite Clubs Give That Wood Feeling

In Spalding's pro-only equipment line are what are described as woodless woods. The new Top-Flite Registered Terpolymite clubs look, feel and play like wood but wear like steel, according to the company. The head is made from an amazing new terpolymer compound, pressure molded to produce great toughness and resilience. The Terpolymite woods aren't affected by temperature and moisture extremes and resist denting, chipping and scratching. They have a permanent molded-in ebony color with high gloss finish. Sets of four only are offered with Top-Flite cushion control or all-leather form grips and the executive "Pro-Flite" medium or stiff shafts.

Armour on Film In "Play Your Best Golf"

Castle Films, 1445 Park Ave., New York, is packaging the Tommy Armour "Play Your Best Golf" movies for home projector owners in a special box for camera store counter display. The package holds the six films of the golf instruction series and is offered with a copy of Armour's book from which the home movies were adapted.

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Ball-O-Matic Stages Kickoff Sales Meet

At its first annual sales meeting, May 14-15 Ball-O-Matic, Inc., 201 University Blvd., Denver, Colo., set pattern for company-distributor team-



Leon D. Faucett, Garland, Tex., distributor, Dan Sheehan, sales vp, and Marq Cummings, hostess, at Denver meeting of Ball-O-Matic.

work that promises a bright future for the company's new practice range machine. The machine automatically washes, stores, counts and coin-dispenses golf balls. Following pres. G. W. Jensen's kick-off breakfast at Denver's Cherry Creek Inn, 18 distributors from all parts of the

U. S. swung into a two-day session that gave them a detailed understanding of the engineering, manufacturing, service and sales promotion of the machine. Dan Sheehan, Sales mgr. explained the company's marketing policy and program. Bruce Jacobs, production mgr., described the machine's mechanical and servicing details and the stepped-up production schedule. Jerry Gunderson and Fred Fisher staged an interesting and instructive sales and service presentation to close the meeting. As guest dinner speaker Monday night, Joe Graffis, Golfdom pres., reviewed golf's postwar gains and previewed the opportunities for an accelerated pace of future market expansion.

Good Represents Golfcraft

Ted Woolley, pres. of Golfcraft, Inc., Escondido, Calif., has announced the appointment of Walter Good as sales rep for the Glassshaft pro-only golf clubs. He covers Ind., Ohio and Mich., and works out of Golfcraft's office at 7059 W. Addison st. in Chicago.

Lighting Pamphlet

"Night Owl Golf" is a pamphlet describing Par 3 lighting installations that can be obtained from the Press Relations Dept., General Electric Co., Nela Park 12, N. J.

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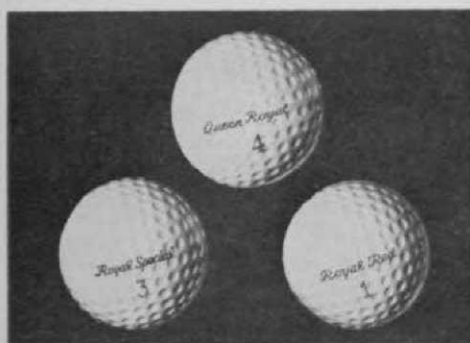
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Special Finish Applied to U. S. Royal Balls

United States Rubber Co., has developed a special finish to shield the U. S. Royal line of golf balls from stains and scars. Called Royaloc



the new process locks in the original brilliance and resists abrasions. Cover on all three U. S. Royal balls—Royal Special (L/P), Queen Royal and the new Royal Red—are surfaced with Royaloc. These balls are sold by the professional.

Jacobsen Reports Record Mower Sales for April

Jacobsen Manufacturing Co. reported record sales of \$2,300,000 for April. The Racine, Wis., mower equipment producer also said that sales for the first eight months of fiscal 1962 showed an increase of 7.3 per cent over a comparable period of 1961, amounting to \$11,400,000. Sales of \$15,900,000 for all of 1961 were the highest in the company's history.

Makes Swing Through Europe

In an effort to make its mowers as well known in Europe as in the United Kingdom, Ransomes Sims & Jefferies, Ltd., Ipswich, England, has been demonstrating them on the continent this spring. They have been transported to Italy, Holland, Belgium, West Germany and Switzerland in a special van for showing.

Doug Sanders Golf Shirts

Doug Sanders golf shirts, marketed through First Flight Co., Chattanooga, Tenn., are 100 per cent cotton, knit for comfort as well as good looks. They are machine washable and come in small, medium, large and extra large sizes. They are available in gray green, light blue, gold, beige, white, black, red and navy.

Foresees \$66 Million in Sales

Victor Comptometer Corp., Chicago, expects 1962 sales to total \$66 million as a result of a major product line expansion, broader market coverage, and greater operating efficiencies according to a report by A. C. Buehler, chmn.

Wilkins Promoted by K&M

Lee Z. Wilkins has been promoted to mgr. of market research and product planning of Keasbey & Mattison Co., Ambler, Pa. manufacturer of asbestos-cement pipe, asbestos textiles, thermal insulations, electrical board and sheet packing.

Sportsman's Golf Corporation Open New Warehouse

Sportsman's Golf Corp. Melrose Park, Ill., has opened a new warehouse in the N. Y. Met.



Homer D. Fieldhouse & Associates Golf Architects & Subdivision Consultants

5512 University Avenue, Madison 5, Wisconsin

Telephone: CEdar 3-4150 (Area Code: 608)

area. The warehouse is located at 150-33 14th Rd., Whitestone 57, N. Y. The new facility will permit the firm, producer of Bristol Pro Golf Equip., to service pro shops in the eastern part of U. S. more quickly and efficiently.

IHC Offers Unitized Tractor and Loader

International Harvester Co. is producing a new 3414 loader-tractor, described as a new concept of the integral tractor and loader in the



low price field. The 3414 gives unitized construction that completely isolates the power plant and chassis from all shock and torsional strain, thus giving 2,500 lb. full-lift capacity with the economy of a 43.5 hp gas or diesel engine. The unit has hydrostatic power steering and its hydraulic system has a 17 gpm front-mounted pump which operates the loader and other mounted equipment.

Toro Demonstrates Caddymaster at U. S. and Canadian Clubs

Toro Manufacturing Corp., Minneapolis, is in the midst of a twelve-week drive to demonstrate its Caddymaster golf cart on every course in the U. S. and Canada. This big promotion offers a one-week trial of the electric bag carrier at a profit to the course. Charles T. Willey, Toro product manager, points out that a fleet of 20 Caddymasters, averaging 150 rounds a year at \$2 a round, can return a net profit of \$3,600 to course owners and operators. Toro started its demonstration program with a direct mail campaign and used magazine advertising in further publicizing it. Demonstrations will be made until July 16. Caddymaster is easily transportable, operates via finger-tip control and matches its speed to the golfer's stride, climbs hills easily and has a turning radius of only 11 inches.

Hogan Company Appoints Three Sales Reps

Three new salesmen have been appointed by the Ben Hogan Sales Co., Ft. Worth. Richard B. Morley of Syracuse, N. Y., represents the company in upstate N. Y. and Erie, Pa. Representing the company in La., Ark., Miss., Ala., and part of Florida is Jim Ford of Jackson, Miss. Harvey Conley of Springfield, N. J., represents Hogan in Trenton, north N. J., the Catskill area, N. Y. City and Conn.

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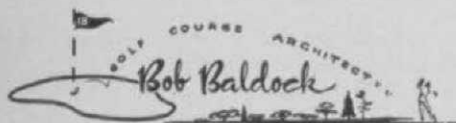
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Santa Ana Equipment Co., PO Box 1541,
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and stainless steel chain that follows the con-
tour of the green for removing early morning
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and has been in production for about two
months. Price and other information can be
obtained from the manufacturer.

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shafts and slip-proof
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cobalt blue. Precision
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Disposable Tumbler Offered by Busse Firm

A new, disposable plastic tumbler for hot and
cold drinks is now available. Samples can be
had from Robert Busse & Co., Inc., 64 E. 8 St.,
NYC 3. At the price of paper cups, each person
can now have a disposable plastic drinking tum-
bler used solely by him.

Bowen Golf Shoe Reps

The following now are representing Bowen,
Inc., Pasadena, Calif.; Windy Winberg, Orchard
Lake, Mich., in Ind., Ohio and Mich.; and Ken
Alexander and Bill Mutzfeld, both of Kannapolis,
N. C. in W. Va., Va., N. C., S. C., Tenn., Ky.,
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WE MANUFACTURE IRONS, WOODS, PUTTERS TO YOUR SPECIFICATIONS AND TRADEMARK (JOBING QUANTITIES). WRITE FERNEQUEST & JOHNSON GOLF COMPANY, COLMA, CALIF. FOR PARTICULARS.

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For Sale—Complete golf range set-up, including 10 mats, 20 drivers, 2000 balls, lights and miscellaneous items, all one year old. To be moved. Write W. L. Smith, Longmont, Colorado or Phone PR 6-6867.

FOR SALE—22 ACRE 18 HOLE PAR 3, 2150 YARDS NIGHT LIGHTED GOLF COURSE. 2400 SQ. FOOT FULLY EQUIPPED COFFEE SHOP, STARTERS ROOM & LOUNGE, 2 YEARS OLD, LAST YEAR'S GROSS \$50,000 PRICE \$270,000 INCLUDES LAND & IMPROVEMENTS. PEDLEY GOLF COURSE—4543 PEDLEY ROAD—RIVERSIDE CALIFORNIA.

FOR SALE: 21 Moto-Caddys—slightly used. Price is right. Nat-Car Golf Sales & Rentals, Inc., 1033 Central Avenue, Albany New York

Wanted to Lease or Rent—Golf Course in South. Very best financial references. Class 'A' PGA member. Address Ad 612 c/o Golfdom

WANTED FOR CASH

Old golf balls, retrieved from ponds, golf courses, etc.
Cut and bumped . . . \$0.24 to \$0.36 per doz.
Off brands and slightly nicked . . . \$1.56 per doz.
Round and perfect \$1.25 brands for
Refinishing . . . \$2.40 per doz.
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GOLF BALLS FOR RETAIL SALES

Reprocessed for retail sales, imprinted with distance, trade name and number-in stock. We accept your mixed compression cores and return only high compression balls at no shrinkage charge. A fast seller at 50¢ to 75¢ each. Bulk — your cost on exchange \$2.85 per dozen. We are nation-wide Distributors of the finest in golf range and miniature course equipment — balls, clubs, mats, etc. Send for 1982 catalogue.

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2350 W. Roscoe Street

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Used golf balls for sale—Good for range or play—Sold in lots of 100 or more, 20¢ each. Brewer Golf Shop, 280 DeBaliviere, St. Louis 12, Missouri

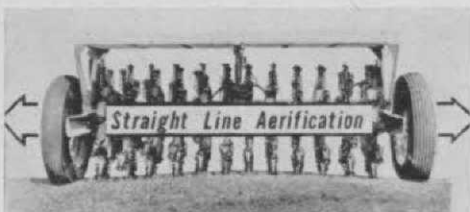
Lindig L-40 compost grinder-blender w/10' conveyor, used only 30 days, Cost \$4,000 sell \$2,500. Floyd Farley, 5518 N. Lottie, Okla. City, Okla.

RESPONSIBLE PARTY WANTS TO BUY GOLF COURSE. ADDRESS AD 615 c/o GOLFDOM

9 HOLE GRASS GREEN COURSE RIGHT IN THE HEART OF THE MIDWEST'S LARGEST RESORT AREA, NETTING APPROXIMATELY \$25,000 PER YEAR ON NINE MONTHS' OPERATION. BEAUTIFUL WATERED EXTRA LARGE GREENS; NIGHT DRIVING RANGE; SUMMER THEATER SET-UP; LARGE WELL EQUIPPED CLUBHOUSE, 3600 SQUARE FEET WHICH INCLUDES CLUB ROOMS BEAUTIFULLY FURNISHED, HEAVILY AIR CONDITIONED; PRO SHOP; OWNER'S HOME RIGHT IN THE MIDDLE OF COURSE; QUARTERS FOR HELP; STORAGE AND REPAIR BUILDING; EXCELLENT EQUIPMENT INCLUDING FAIRWAY AND GREENS MOWERS; 11 PRACTICALLY NEW POWER GOLF CARTS AND MANY OTHER PIECES OF EQUIPMENT TOO NUMEROUS TO MENTION. THIS PLACE HAS ALWAYS BEEN A MONEY MAKER.; PRICE \$125,000.00, 30% DOWN, BALANCE IN 10 YEARS. WRITE FOR COMPLETE DETAILS AND DESCRIPTION. A. C. HASKIN REAL ESTATE COMPANY, MOUNTAIN HOME, ARK.

Grasslan Aerifier Gives Maximum Penetration

The Grasslan Aerifier (Model GN-2A), a new West Point (Pa.) Products Corp. machine, has exclusive straight-line construction that as-



sure maximum penetration of spoons into high, hard spots, according to the manufacturer. This construction also prevents over-penetration in soft spots. The Grasslan has evenly distributed weight for uniform cultivation of a swath. A hydraulic control raises the spoons for transportation.

Delmhorst Instrument Co.'s New Development

With the help and cooperation of the Department of Soils of Oregon State University, the Delmhorst Instrument Co. Boonton, N. J., has been successful in the development of a new cylindrical Gypsum Soil Moisture block with improved accuracy and permanence of calibration for measurement of soil moisture content. For more detailed information, write to Delmhorst.

Distributes Marblehead Putter

The Marblehead Corp., Sarasota, Fla., has announced the appointment of LaPar Assoc. of Fairfax, Va. as Middle Atlantic States distributor for the new Marblehead putter. Temporary address of LaPar is Box 446 Fairfax, Va. The Marblehead putter has a True-Temper steel shaft. Research has proven, according to the company, that the fine grain of genuine marble used in the putter gets the ball away from the putter face with a minimum of strokes.

Eaton's Shoe Fitting Guide

Charles A. Eaton Co., Brockton, Mass., manufacturer of the Etonic, the all-weather golf shoe, suggests a three-step guide for correct fitting of shoes. No. 1 is to use professional fitting devices; No. 2 is to check the heel-to-ball measurement of the shoes that are being fit; and No. 3 is to check the lacing. These tips appeared in a recent release of the Golf Shoe Sales Builder, periodically published by the Eaton firm.

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