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## Golf Business News

### ***Gets Dunlop Promotion***

Joseph Bold has been appointed Southwestern regional manager for the sports div. of Dunlop Tire & Rubber Corp. Bold makes his headquarters in Dunlop's Dallas regional office. He has been promoting the sale of the company's golf and tennis equipment for 15 years.

### ***Rubado Handles DeYoung Glove***

Earl Rubado who retired after 40 years with United States Rubber selling golf balls to pros in Pa. and N. Y., is covering his old territory selling the DeYoung capeskin golf glove, made in England. Rubado heads the Veritas Import Co., 2501 Grant Blvd., Jamaica, N. Y.

### ***Feldner with Hornung***

Claude Feldner has joined Hornung's Pro Golf Sales, Inc., Fond du Lac, Wis. Feldner, formerly in the retail clothing business in Fond du Lac, will cover territory from Florida north for the Hornung organization.

### ***Cushman's Scotsman Is Dual-Purpose Vehicle***

The Scotsman, newest in the line of golf cars made by Cushman Motors, Lincoln, Neb., subsidiary of Outboard Marine Corp., is a double-



duty vehicle that can be used for utility purposes as well as transporting golfers. It is powered by gas and is designed so that a utility body fits neatly on its rear deck. Fertilizer and other materials can be hauled in the utility unit. The two seat Scotsman also can be equipped with an optional surrey. The car is powered by a 5 hp engine, has a 12 mph forward speed and turns in a 11.5 foot circle. The tri-wheel Scotsman has standard automatic electric starting, brake-accelerator control and a positive locking parking brake. For golfing convenience, it has front mounted golf racks and ball and tee compartment.

Miller Chemical & Fertilizer Corp., 3006 W. Cold Spring Lane, Baltimore 15, Md., has introduced Broad Spectrum turf fungicide.

## **Old Orchard Turf Nurseries**

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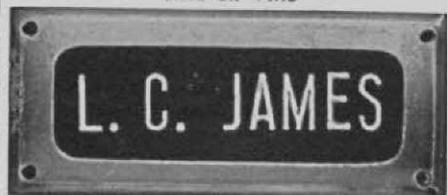
**R. R. Bond, 1711 Fritz Avenue, Madison 5, Wisconsin. CEdar 3-9130**

**West Coast Grower: Cal-Turf Nurseries, Inc., Camarillo, Calif.**

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### West Point Adds Fairway Spiker to Aerifier Line

West Point (Pa.) Products Corp., has added a companion tool to its line of tractor-drawn aerifiers, the FS-1 Fairway Spiker. It is design-



ed to keep the surface open for water penetration rather than runoff. The FS-1 is 6 ft. wide and has flipover transport wheels. There are 140 double end spring steel spiking blades on the unit, and it is said to slice the soil without disturbing the lie for the golfer.

Al Florian now is with Wittek Golf Range Supply Co., Chicago, covering Md., Del., Pa. and N. Y.

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### Benkert, McGrath Elected Vps by H & B; Becker Is Controller

Carl J. Benkert has been elected executive vp, sec. and treas. of Hillerich & Bradsby Co., Louisville, Ky., succeeding E. B. Reichmuth, who died in Dec. Benkert has been with H & B since 1929 and for many years has been vp in charge of distributor sales, a board member and member of the executive committee. Also recently elected an H & B vp was John J. McGrath, who is the



Benkert



McGrath



Becker

company's director of advertising and promotion. He has been with the firm for 37 years and for the last 20 has been advertising manager. B. W. Becker is H & B's controller, a new position, assistant treasurer and member of the executive committee. Becker was with a public accounting firm before joining H & B.

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**Jacobsen Turf-King 76  
Has V-Belt Drives**

The Turf-King 76, a 3-reel heavy duty mower, manufactured by Jacobsen Manufacturing Co., Racine, Wis., is powered by a 9 hp engine and



V-belt drive for each reel with a total of 7 belts. Belts are subjected to prolonged stresses with the frequently used 76 and so the V-belt, with fully molded notches and fully jacketed to give maximum flexibility, is used on the mower. Smoother

and cooler operation is said to result from use of the notched belt. The belts are manufactured by Raybestos-Manhattan, Inc.

**Densified Wood, No Screws  
in Pedersen Wood Heads**

Pedersen Sales Co., Wilton, Conn., is making its Exel model woods (1 through 5) with densified



wood inserts and no screws. Drivers with "Bomber" and medium depth faces are available for men, and shallow No. 1 heads for women. The woods have persimmon heads, stained golden brown with copper color markings

on top. All woods have the exclusive "Peder-Seal" finish. It is said to stabilize the heads and prevent shrinkage, swelling and marring under all playing conditions. Three standard flexes are available for men and one for women. Pro-Fit shafts in all flexes may be specified.

**Classified Ads • P 125**

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## Packaged Comfort Station

Super Secur Comfort Stations, 778 Burlway rd., Burlingame, Calif., markets a pre-fab steel comfort station that is said to meet the need for low cost comfort facilities on courses. Single room units are 8 x 8½ feet and separate room, 14 x 8 feet. Plumbing fixtures are unbreakable cast aluminum. Flush valves, mirrors and security bolts are of vandal-proof design. The Super Secur station is designed for package delivery, is erected on self-leveling stakes and a flat slab can be poured after the building is completed.

## First Flight Opens Outlet in New Jersey

New quarters of First Flight Co's Northeast division were opened in Jan. in Hackensack, N. J. It will serve pros in N. J., Pa. and other northeastern states. Manager of the new quarters is Ed Philbin, who has been with the firm for several years and formerly headed its Midwest division. He is succeeded in Chicago by Mike Jiaras. First Flight has announced plans to open a



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Southwest division in the Dallas-Ft. Worth area in Sept. A total of 31 sales reps now call on golf pros in the U. S., according to Gordon Ramsey, chief sales executive.

## Toro's Parkmaster Not Stymied by Obstacles

According to Toro Manufacturing Co., Minneapolis, the Parkmaster greatly reduces mowing time because of its ability to go over or run



around obstacles. Raising or lowering of blades or tucking them in for transport is handled through a quick-acting hydraulic system. The Parkmaster can be fitted with six- or eight-blade reel Spartan gang mowers. Its high torque engine is geared to give proper mowing speeds with reserve power for any mowing operation.

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**Beauty, Durability Feature  
Two Ben Hogan Golf Bags**

Beauty and durability are said to be combined in two new Ben Hogan bags that are sold in pro shops only. The Kangaroo-Ala-Gator (left) unites 10-in. stepdown keystone construc-



tion with easy-carry triple bridle-brace suspension. It has a roomy, three-zippered ball pocket and extra zipper pouch across the face of the deep boot pouch. The round molded leather bottom is steel ring reinforced and fitted with slotted drain holes, metal drag plate and a foam rubber cushion to protect grips. The exclusive deluxe bag (right), of imported Kangaroo leather, has all the features of the copy described above plus gold welting and handset copper rivets. It is available in black, red, loden, mink and alligator pattern. Carry-all,

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shag bag and head covers, to match, are available with both bags.

**Burgett's New Par-D-Lux Glove  
Gives Skin-Tight Fit**

A new stretch golf glove, with snap fastener on the back to give a better fit, is being marketed by K. L. Burgett, Co., Peoria, Ill. The helanca nylon insets stretch to give the player a skin-tight fit, although the glove slides on and off with ease. It is cut from pigtexed capeskin with full finger styling. Known as the Par-D-Lux (BTB), the glove comes in champagne and red, champagne and champagne, champagne and wheat, wheat and wheat, black and red and black and black. Burgett manufactures a complete line of gloves, head covers and accessories for the pro shop trade.



**Bonamy Gets PGA Appointment**

Robert Bonamy has been appointed assistant sales manager of PGA Golf Equipment Co., Inc., according to Robert F. Smith, the firm's president. Bonamy has been in the golf business for several years and until recently was assistant sales manager of the AMF Ben Hogan Sales Co.

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### *There's Glint of Gold in Those Etonic Shoes*

There is a glint of gold in the Etonic all-gold Official Staff Model golf shoe for men.



It has full gold kidskin lining, cushion inner-sole and new Power-Play spike placement. The shoe is crafted of choicest calfskin with genuine 14-karat gold leaf finish and is sold only in pro shops. Etonic shoes are manufactured by Charles A. Eaton Co., Brockton, Mass.

### *Pardy Acquires Control of Bridgeport Implement*

Controlling interest in Bridgeport Implement Works, Box 397, Stratford, Conn., has been acquired by Thomas G. Pardy, who now serves as president. He had been sales and general manager since 1953. The newly reorganized firm plans to expand its sales through dealers in the commercial, industrial and farm fields. Other officers are E. Z. Sarka, vp, and Edna W. Pardy, sec. Bridgeport manufactures the Pixtone, widely used for picking up, carrying and dumping stones from 3/4 to 9-in. diameter.



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### *Kent Markets Golf Tubes for Bag Insertion*

Golf Tubes, product of Kent Sales & Manufacturing Co., 501 Dodge st., Kent, Ohio, are made of tough, colorful transparent polyethylene and are inserted in bags to prevent club shafts from getting nicked and scratched. Grips also are preserved by the tubes. The tubes are packaged for convenient display, with bulk packs containing 150 or 42 tubes, and gift packs, 14. Colors are red, natural, green and yellow. The tubes are 34 ins. long and 1 1/4 ins. in diameter.

### *Toro's Caddymaster Gives Fingertip Control*

Toro's Caddymaster, a battery-powered caddy cart, is said to respond instantly to the finger to follow the player's stride, up or downhill. It can be disassembled without tools for easy transport or storage. The unit has a 12v power supply that is entirely enclosed, and a 110v a.c. charger and timer clock are built into the battery box.



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**Use IHC 404 in Building  
 Tippecanoe CC Course**

Tippecanoe CC, Monticello, Ind., used an International 404 with 2000 loader to construct a 9-hole addition to its course last fall.



The unit was primarily used for building tees. After final touches are put on the new part of the course this spring, the club will use the tractor for mowing and other maintenance work.

**Bob Harrison Joins  
 MacGregor Pro Staff**

Robert W. (Bob) Harrison, former North Carolina Junior champion and member of a Rollins (Fla.) College golf team that was unbeaten for three years, has joined MacGregor's advisory staff. Harrison, a pro since 1960, did well in the 1961 Portland and Bakersfield Opens and in 1962 finished high in the money in several tournaments. A fourth place tie in the Seattle Open was his high mark for last season. He is 24 years old and started playing golf eight years ago.

**Turfacer Improves Drainage  
 in Green, Tee Construction**

Turfacer, product of Wyandotte Chemicals Corp., J. B. Ford div., Wyandotte, Mich., is a

new type soil amendment developed for top-dressing and construction of tees and greens to improve drainage and aeration. A calcined mineral aggregate, Turfacer is said to help grasses develop sturdier root structures by storing moisture at root level. It also acts as a separator for aerification purposes, particularly in sticky, gummy soils.



**SS-13 Reduces Seepage**

Owner-Pro George Jemsek of Chris Town G & CC reports that seepage on the course's lagoon has been reduced by almost 90 per cent through application of Soil-Sealer 13. Information about the chemical stopper can be obtained from Bishop White & Assoc., 3933 E. Flower, Phoenix, Ariz.

## Cooler, Operated on L-P Gas, Needs No Electricity

Sahara Water Cooler Corp., 1633 S.E. 4th st., Deerfield Beach, Fla., produces an L-P gas operated water cooler adaptable to all courses. It requires no electricity or batteries, operating on a time tested and proved gas absorption principle. Courses with fresh water lines can easily connect to the Sahara, while those without lines can manually fill a 9.3 gallon reservoir to supply it. The manufacturer points out that with the cooler, costly icing problems are eliminated and there is no necessity to make water line and electric cable installations. A descriptive brochure can be obtained by writing to Sahara.

## Mann Supervises First Flight, Palmer Co. Production

Paul Mann, who has specialized in the engineering of production lines and in producing golf equipment for the last 25 years, has



Dan Oehmig      Paul Mann      Jack Harkins

accepted a position with First Flight Co., Chattanooga, Tenn. to supervise expansion of the company's golf line and to set up production of Arnold Palmer Co. equipment. Construction of a new plant to house both manufacturing facilities was started in January. It will encompass about 36,000 square feet of manufacturing space. Mann attended Northwestern U. and is a graduate engineer. He is married, has two children and makes his home in Chattanooga. Announcement of his signing with First Flight was made by Jack Harkins, board chairman, and Dan Oehmig, the company's legal adviser.

## Five Jacobsen Appointments

Jacobsen Manufacturing Co., Racine, Wis., recently announced the following appointments: H. Ernest Munch to manufacturing manager of the Racine plant; John E. Burke to sales rep for commercial products; Robert McNabb to manufacturing engineer; John A. Chobanian to production control manager; Walter L. Stripe, Jr. to cost and budget supervisor; and John K. Jacobsen to conduct institutional market research.

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Pop-up institutional sprinklers made by Moist-O-Matic, Riverside, Calif., a Toro Manufacturing Co. subsidiary, have manual controllers that can override the automatic system for special watering programs. Controllers are installed outside the sprinkling diameter to control watering, completely eliminating the need for shifting hoses and sprinklers as with older systems.

## Disease, Measuring Guide in Mallinckrodt Chart

The convenient Turf Fungicide application chart, published by Mallinckrodt Chemical Works, 2nd & Mallinckrodt sts., St. Louis 7, Mo., again is available from this firm. It enables the supt. to keep an accurate record of his turf disease control program for the entire year. It is recommended that he hang it over previous years' charts so that a detailed history of treatments of every green is available. The chart includes a Timetable which tells when to be alert for certain diseases and an Area Measuring guide for figuring correct fungicide dosages.

## Wright Takes Flintite Post

John Wright has been named sales engineer of the Flintite sales dept., Indianapolis region, according to E. C. Koch, vp of the Orangeburg div. of Flintkote Co. He covers all of Indiana and central Ill. Wright was graduated from Purdue U. with a B. S. in civil engineering and before joining the Flintkote firm was a sales engineer with Armco Steel Co. Orangeburg produces Flintite asbestos cement pipe in a new plant in Ravenna, O.



## Palmer Instruction Record Available from L-M Dealers

The Arnold Palmer instruction record, made in conjunction with the weekly ABC-TV Challenge Golf show, is available exclusively through Lincoln-Mercury dealers throughout the country. The LP records on which the Palmer lessons are pressed consume about 1 1/2 hours playing time, and the album in which they are packaged includes photos and text describing Palmer's swing.

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### MISCELLANEOUS

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Golf Course for Sale — 18 hole tournament length — Watertown, N. Y. area — Federal Highway 81 through property — 1 hour north of Syracuse. 222 acres; \$20,000 clubhouse; water to all greens & tees; brook through length of course. Work barn; Ford tractor; 7-gang & 5-gang fairway units; 2 new cutting green units. Full course & equipment price \$115,000.00. C. Bucky Hewitt, Willow Brook GC., Fireside Lane, Camillus, New York.

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Toro Master hitch. Like new. Complete, less mowers. \$195.00 f.o.b. Phila. Area. Whitford Country Club, Exton, Chester Co. Pa.

**FOR RENT OR LEASE — COUNTRY CLUB, BAR AND DINING FACILITIES, SWIMMING POOL, 18 HOLE GOLF COURSE, LIGHTED DRIVING RANGE, \$300.00 PER MONTH, MAINTENANCE EQUIPMENT EXTRA, LOCATED IN NORTH LOUISIANA. ADDRESS AD 231 c/o GOLFDOM**

For Sale — 18 hole Par 70 Public Golf Course, Clubhouse, Dining Room, Ballroom, Bar, liquor license, large Pro Shop. Flourishing community Eastern Pennsylvania. Address Ad 235 c/o Goldfdom

**FOR SALE ONLY — 9 HOLE GOLF COURSE FULLY EQUIPPED. CLUBHOUSE. RENTAL PROPERTY ATTACHED. GOOD LOCATION ADDRESS AD 237 c/o GOLFDOM**

**USED & RE-MANUFACTURED ELECTRIC GOLF CARS FOR SALE. SEE OUR AD ON PAGE 6 THIS ISSUE OF GOLFDOM. H. COSTER ELECTRIC CAR CO.**

Representative wanted to sell line of top quality pro golf balls and also range balls. Territory open in Midwest and South. Address Ad 238 c/o Goldfdom.

### Heads Southern Tier Association

Al Durland of Otterkill G & CC, Newburgh, N. Y., is president of the Southern Tier Turf Assn., which has a membership composed of supts. in the outlying metropolitan and Catskills areas of New York. Francis Leffert, Port Jervis, CC is vp and Bob Montanye Tuxedo Park CC, is sec.

### PGA Retirement Plan

At the PGA's annual meeting last November, delegates recommended that the possibility of establishing a retirement plan to cover present and future members of the organization be investigated.

### Wants Super Senior

W. H. (Bert) Way, 88-year-old dean of U. S. professionals is trying to get PGA support for a Super Senior tournament for both amateurs and professionals who are 70 or older.