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Golf Business News

Cut Down on Wearing Parts in Hudson Peerless Pumps

A power sprayer with a pump that can spray materials without the use of packing, cups, sliding pistons or similar wearing parts is manufactured by H. D. Hudson Manufacturing Co., 589 E. Illinois st., Chicago 11. The Ten-O-Matic as it is known, is standard equipment on all Hudson Peerless sprayers of 10 gpm output. The pump's drive mechanism is enclosed in a transmission chamber which runs in a bath of oil, eliminating the need for daily lubrication. All

parts of the pump that come in contact with chemicals are made of metals and synthetics highly resistant to corrosion. Peerless sprayers come in 150, 200 and 300 gal. sizes.

Hogan Claims Total Playability for Woods

The 1963 Speed Slot woods, made by Ben Hogan Co., are said to incorporate total playability factors to add yardage and accuracy. Flash Reaction shafts with exactly matched flexes, specially engineered curved soles and the Speed Slot clubhead design, that is claimed to cut down on air drag, are combined in the Hogan woods. The new curved soles are devised to ride through the toughest kind of a lie. Shafts in all Hogan woods are of special steel made of exclusive metal content for uniform response. All woods are designed with Ac-



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cur-Air face inserts which, it is said, extend the full width of the clubhead to give a clear view of the sole line for better alignment.

Visits Australian Plant

James R. Coson, president of Buckner Industries, Inc., Fresno, Calif., recently toured Australia where he inspected the company's plant in Sidney. He reports business Down Under as being thriving. Through its Fresno and Australian plants and a third installation in Mexico, Buckner claims to supply 85 per cent of the world's turf irrigation with sprinklers and sprinkler irrigation systems. The company's sprinklers and accessories are sold domestically to 60 distributors. Buckner's first hoseless irrigation system was installed 50 years ago at Pebble Beach GC.



Coson

planning guide submitted by William D. McNeely, the firm's director of sales planning and research.

Moody Moves Into New, Larger Arcadia Plant

Moody Sprinkler Co., PO Box 240, Arcadia, Calif., has moved to its new factory and office building in the Arcadia Industrial Center. The



new location has 20,000 square feet, double the size of the previous Rainmaster plant and manufacturing capacity has been increased almost three-fold. The increased space, says Jack Nees, Moody pres., will result in better quality control and improved order handling. Since the firm has moved to larger quarters it is setting up a research and development department.

Toro Gets Marketing Award

Toro Manufacturing Corp., Minneapolis has been selected by the Minnesota Chapter of the American Marketing Assn. for its "Marketing Company of the Year" award. The award was made on the basis of Toro's distributor sales

BUYER'S SERVICE • P. 143
CLASSIFIED ADS • P. 141

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Toro Signs for Exhibit Space at New York World's Fair

Toro Manufacturing Corp., Minneapolis, is the first company to sign a contract for exhibit space in the proposed Minnesota pavilion at the 1964-65 New York World's Fair. Robert W. Gibson (in photo), Toro vp, signed for \$24,000 worth of display space. The firm will show its mowers, golf cars and Moist O'Matic sprinkling system in the eight story, air-supported dome building that will house Minnesota exhibits at the fair.

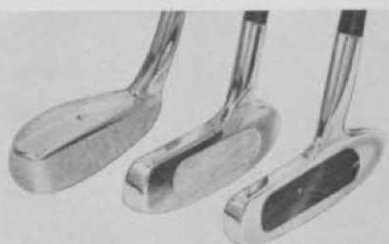


New Wilson Miami Manager

Thomas R. Kelleher has been named manager of Wilson Sporting Goods Co's Miami (Fla.) sales division. He replaces J. R. (Bob) Duvall, recently promoted to general sales manager of the Walter Hagen Golf Equipment Co. Kelleher has been with Wilson for more than 10 years and has served in various sales capacities in the Philadelphia area. He served in the Marine Corps and Navy Intelligence and in 1949 was captain of Holy Cross College's football team.

Two New Models Added to Marblehead-Sit-N-Rest Line

Two new designs have been added to the Marblehead putter line, recently introduced by Sit-N-Rest Golf Bag Corp., 637 E. Center st.,



Milwaukee 12, Wis. These are blade-type designs with genuine marble inserts encased in polished brass head and hosel. The "heavy" blade, with black marble face insert, is convex. The "medium" weight blade, with white marble insert, has a standard straight face. Like the popular mallet-type Marblehead, the new models were designed by Fred (Stoney) Taylor and Leo O'Grady. All are manufactured by Marblehead Golf Corp., Sarasota, Fla.

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Find Many Uses For Toro Workmaster

The Toro Workmaster, serving as a work-horse at many golf courses, is finding plenty of occupation at other localities. It's a person-



nel carrier in a Texas aircraft plant, is used at numerous motels throughout the country as a utility vehicle, services light aircraft at airports, etc. In the photo, CBS-TV uses a Workmaster on location at the filming of a "Route 66" thriller. The utility car is the running mate of the Toro gas-driven Golfmaster, which is widely used by players.

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Club Emblems on Flags

Fore-Par Manufacturing Co., P. O. Box 31, Laguna Beach, Calif., manufactures flags in red, white and yellow duralon. This material has a nylon base with laminations of vinyl and, it is said, is unaffected by rain, heat, cold and chemicals. Club emblems can be imprinted on the flags in place of numbers at no extra charge.

Duvall Promoted to Hagen Sales Manager Position

J. R. (Bob) Duvall has been named general manager of sales and promotion for Walter Hagen Golf Equipment Co. Duvall has represented the Hagen organization for 30 years and, since 1943, had been manager of its Miami Sales division. While in Florida he was active in the organization of the Florida PGA and establishment of the Florida State Open. In his new position, Duvall is associated with Dick Link, Hagen factory division manager who has been with the firm since 1927. Announcement of Duvall's promotion was made by Walter Hagen at party for pros and the press in April in Grand Rapids, Mich.



Bob Duvall

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Orangeburg Makes First Shipment from Ravenna, O.

Orangeburg Manufacturing Co., New York, third U.S. producer of asbestos-cement pipe, which started commercial production on Mar.



1 in its \$10 million Ravenna, O. plant, made its first shipment from that location in mid-April (photo). The 183,000 square foot Ravenna plant has an annual production capacity of 10- to 12-million feet of pipe a year. Five different types of Flintite pipe, including irrigation pipe for courses, are produced in the new plant.

Reverse Gear on Bellaire

With addition of a reverse gear to the self-propelled Bellaire, made by Ryan Landscaping Equipment Co., 871 Edgerton st., St. Paul 1, Minn., it is possible to work into corners and also get deeper penetration of repeated back-and-forth rolling. Design of the Bellaire concen-

trates weight of the unit in a single drum, providing waterfilled pressure of more than 29 lbs. per lineal inch (more than a quarter-ton total). The Bellaire is used to firm new sod, smooth out undulations caused by frost, rodent tunnels, etc.

Hogan Woods for Women Available in Five Colors

Fashion conscious women golfers now can select wood clubs in special designer colors.

They are made available by the Ben Hogan Co., subsidiary of American Machine & Foundry Co., and are known as fashion/color woods. Available are celestial blue, luna white, dawn pink, astro aqua and galaxy gray. These shades were selected on the basis of a ladies' day survey made at Colonial CC in Ft. Worth. The woods have seven separate coats of finish and are said to be impervious to marking under normal use. All are fitted with neutral color gold stripe Hogan "Slip-Proof" grips. They are of Speed Slot 405 construction and have Flash Reaction Hogan L shafts.



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At Chicago Show



Miss U.S. Royal and Ken Venturi, U.S. Rubber Co. staff member, were among the feature attractions at the second annual golf show held in Chicago early in April. It was sponsored by the Illinois PGA.

Pennsalt Offers Eight Products for Pool Sanitation

Pennsalt Chemicals Corp., 3 Penn Center, Philadelphia 2, is offering a new, low cost method for pool maintenance and sanitation. Called the Pennswim Method, it enables pool operators to maintain effective bacteria-algae control and keep chlorine residual and pH at safe levels for a week with a single chemical treatment. There are eight pool-care products in the Pennswim package and all are identified by both code and name. All come in polyethylene containers with multi-color fadeproof labels.

Bob Hagge, for past few years on the staff of golf architect Dick Wilson, now is in golf architectural business for himself. His office is at 1045 Bldg., Delray Beach, Fla.

IHC Tractor-Loader Shows Versatility on Utica Job

While 9 holes were being added to the Sunnysbrook GC, Utica, Mich., the contractors used an International 3414 tractor-loader (in photo)



to push out unwanted trees. The combination vehicle also moved bank run sand and the box scraper and scarifier were used for grubbing after the trees were removed.

Record Shipments for Jacobsen

Jacobsen Manufacturing Co., Racine, Wis., reports March shipments of power mowers, lawn and garden tractors and tillers resulted in sales of \$3,076,000, the largest single month figure in the firm's 42-year history. In March, 1960, sales reached \$3,064,000. At the end of March Jacobsen was 7.5 per cent ahead of last year when sales amounted to a record \$17,228,000.

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Gibbs Promoted to Sales VP Post by Dunlop

Paul W. Gibbs has been appointed vp in charge of national sales of Dunlop golf and tennis equipment. He moves up from the position of assistant vp. A 25-year man with the company, Gibbs worked out of the Richmond, Atlanta and New York sales division before going to the New York headquarters office in 1953. He is a finance committee member of the National Golf Foundation and a vp of the Golf Ball Manufacturers Assn. At one time he served as tour manager for Vinnie Richards, Bill Tilden, Alice Marble and Fred Marble and other tennis greats. Gibbs will continue to work out of the Dunlop sports division office, 500 Fifth ave. in New York.



Gibbs

Certain-Teed Manager

Asbestos-Cement Pipe div. of Bestwall Certain-teed Sales Corp. has appointed C. C. (Cal) Clubb, as a manager of the Atlanta pipe sales district office. Formerly, he was assistant district manager in the Houston pipe sales office.

U. S. Rubber Markets Lightweight Golf Shoe

What is described by U.S. Rubber Co. as a really lightweight shoe is this model made of



U.S. Royalon. It is said to introduce an entirely new concept in golf shoes. Royalon looks like leather, never scuffs or stains and may be washed free of dirt or grime. Shown here is the woman's model. It is equipped with replaceable spikes and cushioned insoles, and is available in saddle tan and ivory.

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Jack Nicklaus, Masters winner, presented a set of MacGregor woods and irons to Carl Sanders, governor of Georgia, before the Augusta classic got underway. MacGregor has plants in Albany and Covington, both in Ga.

New Con-Voy Distributors

Three new distributors have been named by Con-Voy, Portland, Ore. to handle sales of Con-Voy golf carts, rental carts and accessories. Turf Hugger, Boston, Mass. is distributor for the Northeast; Larry Kemper, Akron, O., covers Ohio; and Jackman Sportswear Co., Inc., Oak Park, Ill. handles pro accounts in Illinois and St. Louis. Con-Voy has 18 distributors in U. S. and Canada.

Etonic Pastels for Women

These pastel shoes for women, made by Etonic, are light and flexible. Uppers are of full grain glove leather and soles are of buoyant cushion crepe with removable spikes. This model is available in bone, sage green and faded blue denim, and there is a complete set of four interchangeable kilties in matching and complementary colors.



Charles A. Eaton Co., Brockton, Mass., manufactures the Etonic brand.

Price Named Sales Vp by Ben Hogan Company

Lyne Price of Dallas has been appointed sales vp and a member of the board of directors of the AMF-Ben Hogan Co. He joined the Hogan firm in 1956 after having operated a construction business for several years. For the past several years, Price had served as New Mexico sales rep for the Hogan company. After leaving the Air Force in 1946, Price worked as a sportswriter on newspapers in Ohio and Mich. As sales vp, he succeeds Jack Blades, new vp and general manager of AMF-Ben Hogan Co.



Price



Leading members of the Spalding advisory staff were at a press reception staged by the company at the Masters. They are (l to r): Jerry Barber, Jay Hebert, Bob Jones, Kel Nagle, Dave Ragan and Dan Sikes. The new Spalding "Dot" and many historical balls were on display at the reception.

Kingsbury Named Sales Vp of Michigan Peat Firm

A. F. Kingsbury, Jr. has been named vp and sales manager of Michigan Peat, Inc., 67 W. 44th st., New York 36, N. Y. A graduate of Wesleyan U., Kingsbury comes from Hubbard Hall Chemical Co., where he was assistant vp in the consumer products div. Kingsbury oversees sales of Bacto peat and potting soils and sprays manufactured by Michigan Peat's subsidiary, Nursery Specialty Products, Inc. Kingsbury succeeds Philip Hamerslough.

Vac-Master Saves Raking and Sweeping Time

Vac-Master Power Sweeper, made by Kato Equipment Co., 605 E. Whittier blvd., Whittier, Calif., eliminates time ordinarily consumed in hand sweeping and raking. The exclusive front and side pickup on the unit shreds leaves, grass, papers, etc. Flower beds and other inaccessible spots are cleaned by means of a hose attachment on the pickup intake. The hose also can be attached to the exhaust for blowing debris out where it can be picked up. Vac-Master comes in widths of 22, 24 and 30 inches and cotton or burlap bags can be used for collecting the refuse that is picked up.



Arnold Palmer Company Names Five Sales Reps

The Arnold Palmer Co., 81 Tremont st., Chattanooga 5, Tenn. has appointed the following sales reps to serve in the areas designated: Bill Mofford, Mich. and Ohio; Dick Dodds, Chicago dist. and Ind.; Ray Artz, Eastern Pa. and N. J.; Booty Monroe, Tenn., Ala., Ga. and Ky.; Tom Brown, Tex. and Okla.; Sam Mason, Metropolitan New York and Eastern N. Y.

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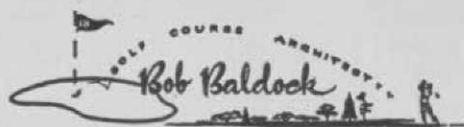
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Western Tool's Par Pony Has Utility Accessories

Par Pony, the gas model produced by Western Tool & Stamping Co., 3811 McDonald ave., Des Moines, Ia., is powered by a Kohler (Model



5740) or Briggs & Stratton (Model 5600) engine. Both are said to give quiet, powerful performances. Tubular steel framing, complete spring suspension and foam cushions insure comfortable riding. A three-gang mower unit, lawn sweeper and carry-all cart, marketed by Western Tool, make it possible to convert the Par Pony to a utility vehicle.

Hardie Tank Sprayer Available on Skids

One of the features of the Hardie Sprayers line is the Model WET 150 with 5 gpm pump and a 150 gal. wooden tank. It is available on skids for transportation on any truck or trailer. The unit is equipped with high quality spray booms and adjustable spray guns that assure quick, easy application of insecticides, fungicides, liquid fertilizers and similar products. Hardie is a division of American Pulley Co., 4200 Wissahickon ave., Philadelphia 29, Pa.

Johns-Manville Publishes Irrigation Brochure

Applications of Transite asbestos-cement pipe and PVC and ABS plastic pipe in turf irrigation systems are described in a 12- page brochure (TR 359A) now available without cost from Johns-Manville Pipe Div., Box JJMC-15, 22 E. 40th st., New York 16. The brochure specifies five ways in which the different J-M pipe reduces installation costs. Special sections give design and specification data and include a typical design for a course system.



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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

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Desire to buy or lease course — Experienced in complete operation. Present lease expired. Have clubhouse and course equipment. Available now. Address Ad 514 c/o Goldom

Fast Pic Stone Picker for sale. \$500.00 — good condition. new springs, operates hydraulically from pto. Robert Marteeny, R. D. #6, Somerset, Pa.

FOR SALE: 25 Gasoline golf cars \$100.00 — \$350.00. Fleet operating now. R. Slotten, 414 N. Garfield St., Lombard, Ill. or J. Bastien, Glendale CC, Bloomingdale, Ill. LA 9-6232.

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New Golf Cart Straps

Golf cart straps, made of a special plastic that will support up to 60 lbs of dead weight, and that will not stretch in hot weather, rot or dry out or mar golf bags, are manufactured by the Midland Plastics Co., 1300 West Fletcher st., Chicago, Ill. The new cart straps, available in 30 in. and 40 in. sizes have 15 prepunched holes to fit all size bags and carts.

Victor Earnings Report

Victor Comptometer Corp., reported sales of \$15,115,000 during the first three months of 1963 and net income of \$1,224,000, equal to 27 cents a common share. In 1962, Victor's first quarter income equalled 29 cents a share. Moving of the golf equipment division's sales, accounting and warehousing operations from Ohio to Morton Grove, Ill., are said to account for the slight dropoff in profits.

Improves Sales Communications

Southwestern Plastic Pipe Co., Mineral Wells, Tex., has installed Bell national TWX communication equipment at both its Mineral Wells and Phoenix plants to provide fast, two-way contact between the sales dept. and distributors in all parts of the U. S. Dial operated, the equipment serves as a direct link between the company's affiliated organizations in Ind., Fla. and Ky.