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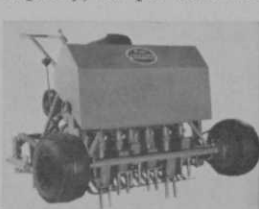
930 So. 48 St.

Omaha, Nebraska 68106

# Golf Business News

## **Ryan Greensaire Aerates 9,000 Square Feet per Hour**

Ryan Equipment Co., 2055 White Bear Ave., St. Paul, Minn. 55109, has introduced a higher-capacity, 50 per cent wider Greensaire (model



WG24-1). The unit aerates up to 150 sq. ft. of turf per minute (or up to 9,000 sq. ft. per hour). It removes 5,400 evenly spaced cores per minute. The new model has

a transport speed, a hydraulic lift on the tires, large turf tires and a differential on the rear wheels as standard equipment.

## **Indoor-Outdoor Seating**

D & W Equipment, Inc., 500 W. 8th St., Muncie, Ind., manufactures metal seating unit with fiberglass chair-seats, a formica serving top and umbrella holder for club and course use.

The unit has chrome or painted metal legs and rubber feet for indoor use. A crossbar may be ordered with the unit so the legs may be bolted down or set on the ground. D & W makes a variety of seating equipment.



## **Container Produces New Golf Ball Washer**

Container Development Corp. of Watertown, Wis. 53094, is producing a new Lewis line, GF-53 golf ball washer. The new design is said to eliminate splashing. Custom, long wearing, stiff nylon brushes are positioned for cleaning action and should last two seasons or more. The six-pint case is of solid, polished aluminum alloy that can't rust and never needs refinishing. A dirt trap with accessible drain prevents stagnation and odor. The handle is easy to grip and is tamper proof.



### **Hagen Lady Ultra Clubs Are Precisely Matched**

Lady Ultra woods marketed by Walter Hagen Golf, 901 Godfrey Ave., S.W., Grand Rapids 2, Mich., have screwless faces with weight concentrated in the clubhead hitting surface. The Lady Ultra irons have chrome shafts that are matched in flex and firmness to the weight of the clubhead. Faces are sandblasted to give the ball more backspin. Scarlet and black grips of prime pigskin with gold lurex are featured. Both woods and irons are precisely matched and registered.



### **Brochure For Golf Cars**

Cushman Motors, Lincoln, Neb. has an illustrated color brochure "Cushman Golf Cars for 1965" that describes the company's line of gasoline and electric powered golf cars. Copies of the brochure may be obtained free by writing the company.

### **Grip Scrubber Quickly Cleans and Revitalizes Golf Grips**

Grip Scrubber, made by Par Golf, Milan, Ill., is a compact machine that utilizes an electrically driven nylon brush to safely and thoroughly



clean dirt and grime from leather and composition grips in a manner said to substantially restore original tackiness and appearance. Overall size fits the average shop's service counter or table. For complete details write Par Golf.

### **Electric Sprinkler Valve**

Thermal Hydraulics, Inc., 517 W. 40th Ave., Denver 5, Colo., has sales and engineering data available on its new TH electric sprinkler-irrigation valve that eliminates solenoids and clogging orifices. With the valve there are no diaphragms or water hammer. The 1-in. valve is currently available, with the 1½, 1¾ and 2-in. valves to be available shortly.

### **Davis Releases Price List**

George A. Davis, Inc., 5440 Northwest Highway, Chicago 30, Ill., recently released its spring price list. Included are prices on complete lines of turf equipment and supplies handled by the company. The list can be obtained by writing to Davis.

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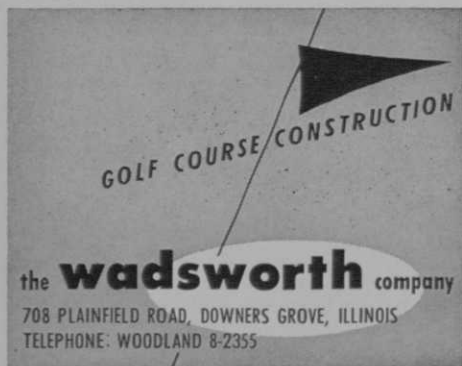
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Chi Chi Rodriguez, Robert Kemp (l), merchandise manager, and Paul Jones (r), dealer sales manager, pose in front of an A. G. Spalding & Bros. golf products display. Rodriguez, who was Spalding's guest at the recent NSGA convention and show in Chicago, holds a box of Chi Chi Rodriguez Power Secret Golf Balls. Jones holds a new club named for the golfing star.

**Bunton Markets Four  
Lawn Lark Mowers**

Bunton Co., 4303 Poplar Level Rd., Louisville, Ky., offers a choice of 24, 28, 32 and 36-in. cuts in the Lawn Lark mower. Fingertip controls for power to each traction wheel make it possible to mow 45-degree grades with one hand. Cutter housing extends beyond the wheel width for mowing sand traps. The short wheel base and position of front casters is said to prevent scalping. Optional engines are available up to 8.25 hp with stellite valves and other heavy-duty features, including snorkel-type air cleaner. A rider attachment is optional.



**Wiley-Miner Markets  
Golf Car Meter**

Wiley-Miner Assoc., Inc., Box 146, Hightstown, N. J., markets a model 2510 of the Tallyman golf car meter control. The unit controls the ignition system and does not allow it to start until two special tokens are inserted. One token drops into a locked box and is used to count the number of times a car is used. The other token (used as the ignition connection) returns to the golfer when the meter's coin slide is pulled out. Ignition is on as long as this coin is in the pushed-in coin slide. The token is then returned to the pro for return of the deposit. A special 5-min. timer is used for moving the car without rental. The Tallyman meter is easily mounted on any part of either a gas or electric car.

Buyers' Service • P. 167

### Roseman Mower Introduces Thatch Control Rake

Roseman Mower Corp., 2300 W. Lake Ave., Glenview, Ill., has introduced a metal thatch rake that is mounted directly ahead of the Roseman mowers. This controls the build-up of thatch or matting. The rake can be used



to remove a small amount of thatch at frequent intervals during the mowing season. It can be quickly lowered or raised for transport and storage.

### Installation Manual For Flintite Pressure Pipe

Orangeburg Mfg. Co., Orangeburg, N. Y., has produced a 96-page installation manual on Flintite pressure pipe. Sixteen chapters cover all



phases of the installation of pressure pipe. Arrival of shipment, trench preparation, welded coupling, pipe assembly and backfilling are treated in a problem-and-solution manner. Flintite pressure pipe installation manual is available from all Flintite sales engineers.

### Rogers Power-Aerator Eases Soil Compaction

Rogers Mfg. Co., 202 N. Mahaffie St., Olathe, Kansas 66061, produces a power-aerator for aeration, thatch control and relieving soil compaction. The blade adjusts from 0 to 3½ in. and aerates a width of 7 ft. The unit is easily used on rough ground and is attached to the tractor with a 3-point hitch. Weighing over 600 lbs. its power source has double chain drive run in lubricant and steel gears.

### Sarazen, Muirhead and Caldwell In New Architectural Firm

Gene Sarazen, famous U.S. golfer, has joined English engineer Desmond Muirhead and Kenneth Caldwell, Canadian architect, in a new golf course architectural firm. Not only does the firm design new courses, but specializes in the modernization of older courses.

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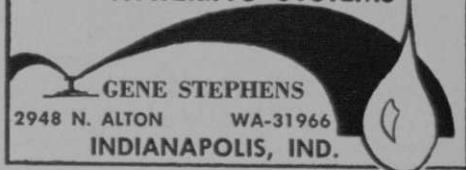
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Harley-Davidson Motor Co. of Milwaukee, Wis. operates service school that is in its 49th year. The two-week school gives the company's more than 700 franchised dealers and their mechanics an opportunity to study and review the newest techniques in servicing golf cars and other equipment. It is held at the Harley-Davidson plant in Milwaukee as often as four times a year. A total of 96 students passed through the school last year. Six instructors teach the students.

**Fiberglass Rain Shelter**

Astro Dome, Inc., 1801 Brownlee Ave., N.E., Canton, Ohio 44705, manufactures the Fore golf shelter, made of fiberglass. The lightweight shelter, shipped in kit form, provides seating accommodations for up to 24 persons. Erection requires no special skills. Drilling five post holes and pouring concrete into paper tubes supplied with the shelter is the first step. Sections are then assembled and fastened to anchor bolts in the concrete footings.



**Toro Offers Brochure on  
Irrigation Changeover**

A free 10-page booklet on the economics of automatic underground sprinkling systems, is available from Toro Mfg. Corp., 8111 Lyndale Ave. South, Minneapolis, Minn. Besides offering a free analysis of sprinkling needs, the brochure tells how changing from hand watering to an automatic system can result in substantial labor savings. The booklet also describes Toro's full line of sprinklers, valves and automatic controllers.

**Disposable Lockerroom Slippers**

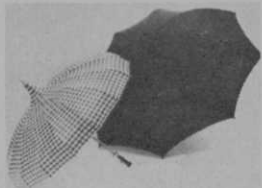
Resist-Abuse Plastics Corp., 1359 Broadway, N. Y., N. Y. 10018, offers a new disposable plastic slipper. Available in four colors (red, blue, pink and white), the item is reported as waterproof for showers and lockerrooms, heat resistant for saunas and steam rooms, and tear-proof with an imbossed grip instead of a skid.

### AMF-Ben Hogan Co. Distributes Pagoda Umbrella Model

AMF-Ben Hogan Co., 2912 W. Pafford St., Ft. Worth 10, Tex., distributes a ladies' Pagoda umbrella, model (U8219), that is fashioned of

100 per cent cotton gingham check treated with Miricote water-proof finish. The umbrella has a 42-in. spread and a gemstone handle. It is available with white check in combination with either

yellow, green, black, blue or red check. The Men's model umbrella, (U9217), features all-weather, 100 per cent nylon cloth with matching case, raylite handle, and 56-in. spread. It is available in navy blue, surf green, burgundy or black.



### Wall Mounted Self-Selecting Putter and Club Display Racks

Wittek Golf Range Supply Co., 5122 W. North Ave., Chicago, Ill. 60639, offers several new club and putter combination wall display fixtures. The SS90 self-selector putter fixtures (90



degree) can fit into corners. It is 20 in. wide, 11 in. deep and holds nine putters or a combination of putters and utility clubs. Wall mounted, it can be adapted to 1/8 or 1/4 in. pegboard. The SS180 is 180 degrees, 28 in. wide and 14 in. deep. Wittek's conventional dual space saver display wall racks feature whole sets of irons and clubs (second from left in photo.)

### New Mallinckrodt Director

Ethan A. H. Shepley was recently elected a member of the board of directors of Mallinckrodt Chemical Works. Shepley is a member of a St. Louis, Mo. law firm. He was chancellor of Washington University from 1954 until 1961 and chairman of the Board of Washington University Corp. from 1961 until 1963. In 1964 he ran as Republican candidate for governor of Missouri.

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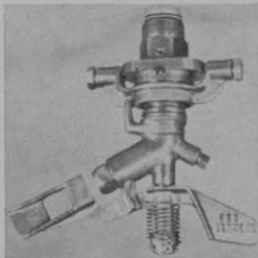


First Flight Golf Co., Chattanooga, Tenn. 37405, features a custom fitting center with clubs of different lengths, shaft flexes, weights and grips. The golfer can try various clubs and see which feel and respond best for him. The Fitting center is available to pro shops only.

**Buckner Fairway Sprinkler**

Model 882-Turf, compact single nozzle all brass fairway sprinkler is marketed by Buckner Industries, Inc., Box 232, Fresno 8, Calif.

The unit is designed for single row quick coupling fairway systems and has sealed bearings and drives with the main nozzle. It is engineered to give full distribution of water over a large diameter. This is done without an inner-sweep nozzle to accomplish a low application rate. For low pressure conditions, an inner-sweep nozzle can replace the plug in the rear of the sprinkler. Detailed performance tables are available.



**Geisler Markets New**  
**Safari Model Water Cooler**

H. N. Geisler Co., Inc., 591 N.E. 5th St., Pompano Beach, Fla., markets a new 1965 model SR-12 Safari LP-Gas water cooler for courses. The unit features a 12-gal. stainless steel reservoir and is designed for easy cleaning. Operating for less than 6½ cents per day, the water cooler has a reliable, time-tested refrigeration unit. The Safari cooler is said to be easy to maintain.





### New Wilson Staff Ball Designed for Slammers

Wilson Sporting Goods Co., 2233 West St., River Grove, Ill. 60171, offers a selected high compression staff ball, designed for the exceptional hitter, who tends to over-compress a softer ball. The special liquid center, pressure packed natural rubber windings and Cadwell balata cover are said to pass meticulous quality control tests.



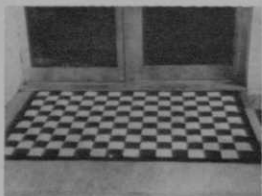
### Febco Redesigns Vacuum Breaker with Brass I.D. Plate

Febco, Inc., 9121 Glenoaks Blvd., Sun Valley, Calif., has redesigned its 770 vacuum breaker to meet WPOA and the City of Los Angeles approval. The heavy-duty breaker now carries a brass serialized identification plate riveted to each of its two check valves to insure Febco quality. The iron body, brass-trimmed check valves are galvanized on interior surfaces. Closing members are all brass with stainless steel hinge pins and soft neoprene discs. The units are shipped completely assembled and tested.



### Royal Guardsman Available in Various Designs

American Mat Corp., 587 Park Ave., Wapakoneta, O. 45895, offers a choice of pyramid or ribbed surface in the Royal Guardsman, one-sectional, heel-proof entrance and lobby mat. The mat is constructed in molded links with a special interlocking design for dimensional stability. Any pattern or design is produced from multiples of approximately 4 by 4 in. squares of various colors.



### Barris Firm Distributes New Board Golf Game

The Barris Corp., 235 Iverson Way, Charlotte, N. C., manufactures a game called Birdie Golf, which is played on a 22- x 25-in. board with a full-color aerial view of a championship course. A game for the whole family, Birdie Golf is played shot by shot and hole by hole in simulation of actual professional matches.

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H. Coster (l) of H. Coster Electric Car Sales and Service in Indianapolis, Ind. and J. D. Eastman (r), Coster's Louisville manager, are seen at the Coster warehouse where several tri-level rail cars are being unloaded. Each rail car is 100-feet long and 18½-feet high when loaded. There are 66 golf cars on each level. These Cushman cars are among the first to be transported in this manner. Coster has opened a sales and parts depot at 4435 Hammersly Rd., Madison, Wis. 53711, that will serve all of Wis. and parts of Minn. and Ia.



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### Give Martins Housing — They War on Mosquitos

Pointing out that a purple martin will "eat 2000 mosquitos a day," Meredith Separator Co., 10 Polk St., Cleveland, Mo. 64734, is marketing Trio-Musselman bird houses designed to attract martins. The units are all aluminum of baked-on white with green enamel finish. The manufacturer says they require no painting and are light weight and easy to install. The houses are available in 12 and 14 bird sizes. A telescoping 14-ft. mount is also available.

### 1965 Burgett Glove Line Features Eight Styles

The 1965 golf glove line of K. L. Burgett Co., Peoria, Ill., features eight styles, including the B2B fine imported capeskin full finger model (photo). Other models are of leather and combination leather with helanca nylon. Half finger styles in contrasting colors and full and half finger styles in stretch gloves are available.

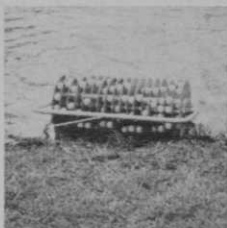


### Jacobsen Reports on Profits

Jacobsen Mfg. Co., Racine, Wis., reports six month net sales of \$7,965,814, a 5.7 per cent increase over the same six months of the last fiscal year. Net earnings rose to \$102,590 and \$.26 per share in comparison with \$87,341 and \$.22 per share in 1964.

### Golf Ball Retriever For Water

Verve Co., Inc., 3138 Peachtree Dr., Atlanta, Ga. 30305, produces Aqua Caddy, a rotating drum with metal discs engineered to the width of regulation balls, for retrieving golf balls from water. Dragged to pick up golf balls, the manufacturer claims the unit more than pays for itself. Available to power the Aqua Caddy is a Pul-Man 3-hp portable unit that operates on gas. This unit has a remote pulley that is operated in a precise back-and-forth pattern, covering every inch of a water hazard.

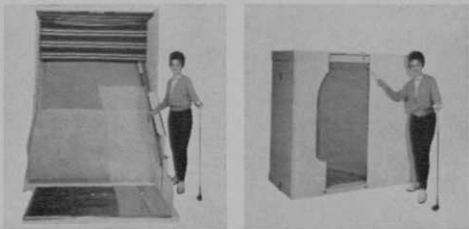


### Liquid Weed Killer

National Chemsearch Corp., P. O. Box 217, Irving, Tex., produces DK-80, liquid non-selective weed killer which attacks all weeds at root level, but doesn't affect turf. Non-flammable and non-explosive, it is highly concentrated for a high dilution rate.

### Par Golf Mfg. Co. Develops Flite Slope Practice Unit

Par Golf Mfg. Co., Milan, Ill., produces a Flite Slope practice unit that can be set up inside or out. When opened, the unit consists of a rubber mat tee platform, with a ball tee that is



adjustable for woods or irons. A canvas "fairway" about 12 ft. in length and 5 ft. wide stretches upward and away to an enclosed backdrop with a sturdy canvas protector (left). Colored guidelines for taking the club back properly are indicated on the tee surface. The unit folds to a 5-ft. high, 6-ft. long and 34-in. deep portable cabinet on casters (right).

### A. G. Spalding Earnings Report

A. G. Spalding & Bros. of Chicopee, Mass. listed a net loss per share of 0.21 cents for the three months ended Jan. 31, 1965. However, for the 12-month period ending Jan. 31, 1965, Spalding showed a profit of \$1.16 per share. A ten cents per share dividend was paid on Jan. 18, 1965 and the directors also declared an additional dividend of ten cents per share to be paid on April 15, 1965.

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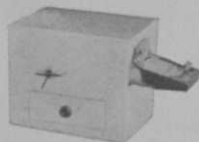
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Jerilyn Tabbert of Palatine, Ill., Miss Victor Golf Co. for 1965, is pictured with the latest copy of the PGA catalog which contains 32 pages of professional golf equipment. Also highlighted are three compression ranges of the PGA Ryder Cup golf ball.

## MacGregor Announces Computerized Customer Service

The MacGregor sports products division of Brunswick Corp. has installed a new and advanced electronic order processing system. Orders phoned into any sales office are transmitted to the company's nearest regional distribution center. There are only three such centers in the U.S. As orders are received and shipped, the computer automatically adjusts inventory records. The electronic system has permitted the company to convert several regional warehouses to sales office centers. Branch warehouses converted to sales offices are located in Chicago, Dallas, Boston, San Francisco and Seattle.

## Casson Distributes Sprinkler Filter

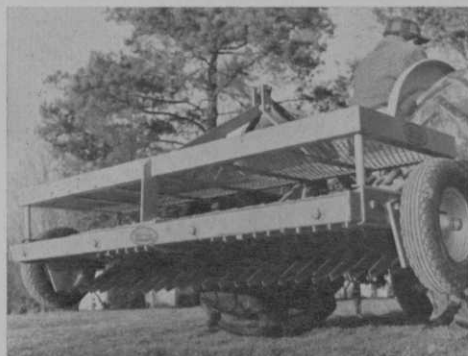
Casson Distributing Co., 1615 Haddon, Houston, Tex. 77006, is sole distributor of the General Filtration Corp's Golf Course Sprinkler. The unit, built to the needs of a course, is designed to eliminate stoppage of remote control valves and sprinkler nozzles and wear on bearing surfaces of sprinklers due to suspended matter found in raw water. To clean the tank and filter cores, filtered water is pumped back through the core and out at twice the velocity used during the filtering process. The backwash operation takes about five minutes.

## Car Seat Replacements

R. J. Neuman Co., P. O. Box 249, Glenview, Ill. 60025, provides both seat and back replacements for golf cars. These units are not covers but custom fitted white all-weather Marine fabric upholstery. The car operator or owner can install each unit in about 15 minutes.

## West Point Verti-Slicer Stimulates Root Growth

The Verti-Slicer, made by West Point (Pa.) Products Corp. has 23 tempered steel blades that knife through the soil in making continuous incisions. This makes "turf rescue work" possible



during stress periods when more thorough cultivation is impossible. The unit's action opens the way for movement of water and air and prunes roots to stimulate new growth. It is claimed that the tractor drawn Verti-Slicer doesn't injure turf and makes cleanup unnecessary.

## Morton Chemical Offers Two Post-Emergence Herbicides

Two new post-emergence turf herbicides have been developed by Morton Chemical Co., 110 N. Wacker Dr., Chicago, Ill. 60606. Mecopex is recommended for application on bent for control of clover, chickweed, knotweed and plantain. Mecopar provides broader-spectrum control than Mecopex. It controls dandelions, lambsquarters, ragweed, Veronica, fennel, spurge as well as clover, and other weeds controlled by Mecopex. Field tests show Mecopar to be safe on blue-grasses, fescues, Bermuda and even bent grasses at fairway cutting height. Both products are water soluble and easily applied by turf spraying equipment.

## New Princeton Farm Locations

Princeton Turf Farms, Inc., Box 392, Cranbury, N. J. 08512, has new farm locations at Kansas City, Mo. (P. O. Box 9167, Riverside Branch) and Centreville, Maryland (Box 105A, Route No. 3). These locations will make blue-grass, bentgrass and zoysia sods available to the Baltimore-Washington, D.C. and Kansas City areas.

## Fawick Annual Report

According to Fawick-Flexi Grip Co., Akron, O., the parent firm and subsidiaries earned 95 cents a share in 1964. Dividends declared amounted to 52.5 cents per share.

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**Trade Briefs**

Michael Davis, Inc. of New York City, manufacturers of Gary Player Registered Golf Bags and accessories, will be represented in Penn., Del. and N. Y. state by Ed Manley. . . . William Lehr will handle Va., Md. and the Washington, D. C. area. . . . Tom McKee will cover metropolitan New York and Conn. for the company.

Capri Mfg. Co. has announced new distributors for its golf cars. . . . Dolan Bros., Inc., 805 E. 139th St., New York City serves Long Island and northern N. J. . . . Golf Equipment, Inc., 22 Fisher Pl., Trenton, N. J., handles southern N. J. . . . Golf Cars, Inc., Maple Ave., Horsham, Penn., serves the Philadelphia, Penn. area and Del.

Pennington Mfg. Co., Addison, Ill., has appointed the Illinois Lawn Equipment Co. as distributor for Pennington riding mowers and parts in the Chicago area. . . . Price Battery Corp., Hamburg, Penn., has announced the appointment of Newhoff-Blumberg, Baltimore, Md. as its ad agency. . . . Myron E. Fuller, district sales manager for the Pipe division of Certain-teed Products, died recently.

General Electric, Schenectady 5, N. Y., has released a 36-page "Area Lighting Designer's and Buyer's Guide". . . . The booklet provides facts and figures on how to light sports and recreation areas. . . . Toro Mfg. Co.'s board of directors has authorized one additional common share of stock at the par value of \$1 for each common share held. . . . A quarterly dividend of 25 cents per share of common stock has also been declared.

Jerry Ball, former pro, now is covering Central and Western New York for Frank Mitchell and Golf Products Manufacturing Co., 17 Third Ave., Long Branch, N. J. . . . Pete Cifune covers New Jersey for the same firm and Mitchell handles Eastern New York and Conn. . . . Leslie De Fino represents Michael Davis, Inc., 366 Fifth Ave., New York in Southern Calif. and the Las Vegas area. . . . Edward E. Robinson, Chicago, is a Midwest rep for Davis and Harold Brown, Detroit covers the Michigan area.

Richard R. Riggall has been named chief factory accountant of Capri Mfg. Co. of Springfield, O. . . . Thompson Mfg. Co. of Los Angeles, Calif., maker of lawn and garden sprinklers, has opened an office in Santa Clara, Calif. and Gerald J. Bibler has been named northern Calif. manager with headquarters there.

**Crystal Golf Trophies**

York Golf Ball Co., Dobbs Ferry, N. Y., offers trophies of sculptured crystal. New techniques in the art of crystal engraving permit a selection



from a variety of pieces, all custom sculptured with golf figures. All pieces are functional as well as decorative. Vases, ash trays, and cigarette boxes, book-ends and bowls are available. Catalog is free.

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