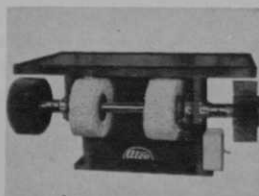


# Golf Business News

## Atco Shoe Cleaning And Shine Bar

Advance Tool Co., Box 25394, Los Angeles, Calif. 90025, manufactures of electric Atco shoe cleaning and shine bar that it says is be-



coming standard equipment in club lockerrooms across the country. Designed to handle bags and numerous leather items besides shoes, the unit cleans any color leather rapidly even in the hands of unskilled operators. The end-mounted tools may be removed and replaced with a number of extra tools for special types of cleaning and polishing. The machine is 25-in. long, 15-in. wide and 13-in. high.

## Exide Battery Indicator Shows Need for Recharging

Exide Industrial Marketing Div., Electric Storage Battery Co., Rising Sun & Adams Ave., Philadelphia, Pa., has a new solid state static-

type discharge indicator for golf cars. The device blinks a red warning light, indicating that voltage has fallen below safe operating limit. The unit's non-aging components with no moving parts are plastic enclosed



within an aluminum case to cushion them. The device can be mounted on any flat surface and wired easily into the electric circuit. The unit requires virtually no adjustments. The bulb, a standard type, is easily replaceable. The unit operates at temperatures ranging from 0 to 120 deg. F.

## Velsicol Pre-emergence Herbicide

Velsicol Chemical Corp., 341 E. Ohio St., Chicago, Ill. 60611, markets Glenbar (OCS-21944), a newly developed pre-emergence herbicide. Tested during the 1964 season, the chemical is insoluble in water and not readily leached from the soil surface. Glenbar has controlled crabgrass, foxtail and purslane.

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### Custom-Made Head Covers

K. L. Burgett Co., Peoria, Ill., offers a variety of club head covers including the custom-made model 60L (photo). The new deluxe contour design cover is made to the customers' specifications. Golfers may choose any of seven cowhide colors and any trim including gold and silver. No charge is made for embossing individual or club names on this model.



### 1965 Buckner Catalog

The 1965 48-page Buckner Industries industrial catalog is a complete working manual. It contains all the information necessary to design and install a sprinkler irrigation system. The 1965 book has a large number of product application pictures, charts and explanatory diagrams. Complete performance data and specifications for each item are listed along with hydraulic charts. The catalog is available without cost from Buckner Industries Inc., P. O. Box 232, Fresno, Calif. 93708.



### Ryan Vibratory Turf Roller

Ryan Equipment Co., 2055 White Bear Ave., St. Paul, Minn. 55109, offers model RV22-1 Rollaire, which provides more than half a ton of compactive pressure concentrated in a single drum. Vibratory action can be engaged or disengaged as desired while the unit operates. Self-propelled forward and reverse by a 4-cycle, 3 hp gas engine, the unit rolls a 22-in. path. Full-length, two-way scrapers keep both the main roller and balance roller clean. Water-filled weight is 724 lbs.; empty weight is 398 lbs.



### New Nematocide Offered

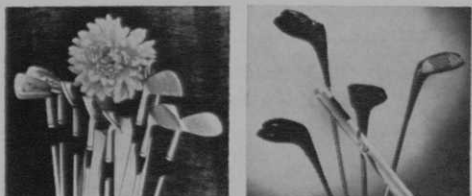
Geigy Agricultural Chemicals, Saw Mill River Rd., Ardsley, N. Y., markets Sarolex, a new nematocide-insecticide. Product advantages claimed are long residuality, low phytotoxicity to surrounding ornamentals and other plants. It is said to be less toxic to handle than many pesticides. Sarolex is reported compatible with other materials and is non-corrosive.



J. R. (Bob) Duvall (r), general manager of sales and promotion for Walter Hagen Golf Equipment Co., Grand Rapids, Mich., received a diamond set pin in recognition of 25 years of service from Harry W. Colburn, vp of Wilson Sporting Goods Equipment Co. Duvall started with Hagen's fore-runner, L. A. Young Golf Co. of Detroit, in the early 1930's. He was manager of the Hagen Miami (Fla.) sales division for 20 years before moving to Grand Rapids last year.

### **AMF-Ben Hogan Offers Clubs for June Grads**

AMF-Ben Hogan, 2912 W. Pafford St., Ft. Worth, Tex., markets Ladies Percussion-Center



Irons that are available in sets of nine (two through 9 iron and pitching wedge) or sets of eight (two through 9-iron). For the male golfers there is a set of woods patterned after Ben Hogan's own clubs. An ebony finish and a special toe channel along with special inserts are featured. The woods come in sets of 1-2-3-4. Both men and women's clubs are available in pro shops only.

### **John Bean Sprayer Catalogs**

A complete library of information on various John Bean sprayer models, attachments and accessories is available on request from John Bean Div., FMC Corp., Lansing, Mich., 48909. Two catalogs are of interest: L-1454 details the Royalier series of medium-size high pressure sprayers and L-1903 describes the wide range of components and accessories available for Bean sprayers.

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**Par-Mate Has Emblem  
 On New Golf Gloves**

Par-Mate, 10 W. 33rd St., New York, N. Y. 10001 is introducing Par-Mate emblems on two of its new 1965 styles. The design is a red flag on a circle of blue with the words Par-Mate in white lettering. Future plans call for the emblem to be included on all new gloves in the line. One of the two new styles is No. E-71, recommended for rubber grip clubs, and the other, No. E-76, super tacky Nyama leather.



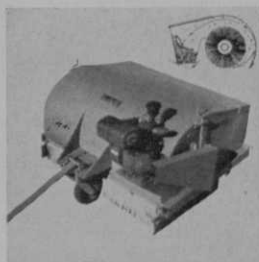
**Sod-Master Introduces  
 Pipe Laying Machine**

Sod-Master, 3456 N. Washington Ave., Minneapolis, Minn., has a new machine that lays flexible pipe underground at a speed of up to 110 feet per min. Called the Pipe Piper, the unit leads the pipe or flexible tubing through the ground without removing the turf. Claimed not to damage the finest turf, the Pipe Piper is powered with a 7½ hp cast iron gasoline engine and has easy-reach controls. Weighing only 475 lbs., the Pipe Piper's cutting blade can be neutralized so the unit can be moved under its own power.



**Sweepster Markets Gas-Powered  
 Pick-Up Sweeper**

Sweepster, Inc., 2816 Baker Rd., Dexter, Mich., sells the Sweepster TR-48 tow-type power sweeper, a new addition to the line of rotary brooms manufactured by Jenkins Equipment Co. This unit features a 26-in. diameter, 48-in. wide polypropylene brush driven by a 3½-hp gas engine. Materials are picked up by over-the-top method (see picture inset) and deposited in a 7 cu. ft. capacity dirt hopper. The unit is designed to be towed by any vehicle, 6 hp or larger.



**Izod Says No Price Increase**

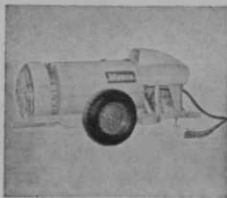
Izod, 498 7th Ave., New York, N. Y. 10018, has not increased prices on velour shirts, but the color selection has been increased as have the number of styles in the 1965 line.



Cecil Hollingsworth (seated) made a hole in one on No. 7 at the Club Deportivo Campestro de Mexicali, A. C., Mexicali, Mexico during the 12th annual Cotton golf tourney. The Harley-Davidson car (photo) was the prize. Mrs. Rosalind Wynne (l) was the only person to previously make a hole-in-one on this hole. She made it during the 10th annual tourney. Leonard Andres (r), Harley-Davidson dealer, presented the car key to Hollingsworth.

### Fiberglass in Air Sprayer

F. E. Myers & Bro. Co., Ashland O., is using a reinforced fiberglass material called GlasStran in the company's A-36G Orchard Air Sprayer, which is rated at 30,000 CFM with an air velocity rating of 70 mph. The new material is said to be 100 per cent corrosion-proof and capable of withstanding the damaging effects of modern spray chemicals, moisture and weathering. The A-36G weighs some 200-400 lbs. less than a sprayer made of metal.



### New Fungicide For Turf

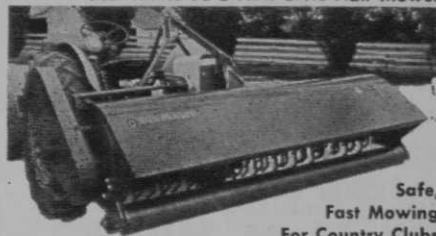
Rohm & Haas Co., Washington Square, Philadelphia 5, Penn., makes Fore, a new turf and ornamental fungicide. A Dithane M-45 fungicide, Fore provides control of most major turf grass diseases such as dollarspot, Fusarium blight, red thread, slime molds, copperspot, melting out, brownpatch and snowmold. The variety of diseases has been confirmed in experiment station trials. A free brochure describing the fungicide is available from the company upon request.

### Ball Marker From Pro-Mark

Pro-Mark, 140 S. 27th St., Lincoln, Neb., markets Ball Marker, two shiny metal coin-like objects mounted in a magnetic holder (six colors available) that may be attached to belts, pockets, hatbands, etc. A special display unit for these inexpensive items is also available.

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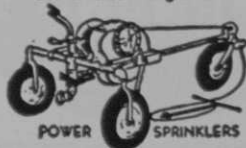
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## New Locke Mower Also Shovels and Sweeps

Devere-Locke Div., Locke Mfg. Co., 1220 Washington Ave., Racine, Wis., makes a power mower that will also shovel snow or sweep walks.

The riding sulky with a bucket-type seat is easily attached or detached. The tractor's variable speed drive from 2 to 6 mph allows slow or fast ground speed while the mower's cutter speed remains constant. Three, heat-treated, alloy steel cutter blades mow grass or weeds. Cutting height is adjustable from  $\frac{3}{4}$  in. to 4 in. A four-cycle, 12.5 hp engine drives the 60 in. tractor while a 9-hp engine drives the 48-in. TR mower. The gasoline engine is air-cooled. A variety of attachments is available.



## Top Notch Is Wilson's Medium-High Compression Ball

Wilson Sporting Goods Co., 2233 West St., River Grove, Ill., 60171 produces the Top

Notch golf ball. The medium-high compression ball, with features designed for the slammer, has a thin-walled liquid center tightly surrounded by yards of high-tension natural rubber thread winding. The balata cover has a polyurethane finish, which reportedly is chip proof and stays white.



## Buckner Fairway Sprinkler Designed for Quick Coupling

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.



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## Toro Manufactures New Institutional Mower

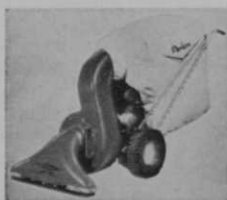
Toro Mfg. Co., Minneapolis, Minn., is manufacturing a new Professional institutional riding



reel mower. Three power-drawn reels give the unit a full 70-in. width of cut and its 6 hp, 4-cycle Kohler cast-iron engine, mounted over the front wheels, gives maximum traction and sidehill stability. Reportedly able to mow up to 14 acres per day, the unit has rear wheel steering that permits it to trim close to trees and shrubs, greens, sand traps, etc. There are separate reel and drive control levers.

### Parker Sweeper Co. Markets New Models

The Parker Sweeper Co., Springfield, O., markets several new models and accessories for its indoor-outdoor vacuum sweepers. A new model, PV-6430-K6 (illustrated) is equipped with a 6½ hp Kohler gas engine of cast iron construction.



Also added to the line are two models of electric VAC-35's. All models of the VAC-35 are of the same design,

constructed of high strength fiberglass reinforced with heavy duty neoprene liner, with large, oversized wheels and fully pneumatic tires, adjustable swivel caster and material-handling type 5-blade impeller of non-sparking aluminum alloy.

### Marfaid Valve from Hays Mfg.

Hays Mfg. Co., 801 W. 12th St., Erie, Penn. 16512, has developed the Marfaid valve that is automatic and electrically controlled. It has a unique diaphragm construction; body and cap are of naval bronze. It is reported suitable for working pressures to 150 psi and available for pipe sizes for ¾ to 3 in. Folder 3112-101, describing the valve, is free upon request.

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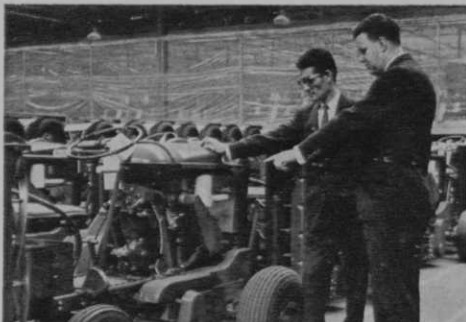
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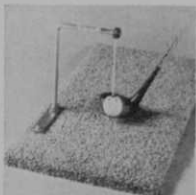
JUNO 4-8340



Ransomes Sims & Jefferies, Ipswich, England, mower manufacturer, was visited recently by Mr. J. Nakatsukasa, sales manager of Japanese distributors. He is pictured here with John Wilson of Ransomes sales staff viewing a new 72-foot, two-inch cut, ride-on motor mower.

**Golf Practice Aid  
 from Tee-Off Firm**

Tee-Off Co., Box 6543, Long Beach 15, Calif., makes Golf Practice Aid for indoors (photo) and outdoors for practicing the golf swing. The ball tees itself, and there is no ball chasing. Woods or irons can be used, and the new ball gives a solid clubhead impact when squarely hit. The unit shows how the ball is hit — straight, hook, or slice — simply by the way the ball orbits around the arm. This is to help the golfer correct his mistakes, and trains the eyes to stay on the ball.



**PGA Father's Day Gift**

PGA Golf Equipment, Morton Grove, Ill., offers a free weighted headcover that is packaged with the purchase of one-dozen PGA Ryder Cup balls for Father's Day, June 20. The balls are available in 80, 90 or 100 compressions.



**Portable Whirlpool Bath**

Life-Time Mfg. Co., 801 W. Randolph St., Chicago, Ill. 60607, markets a portable whirlpool bath that fits in any tub. The unit has 1 hp motor.

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 Buyers' Service • P 119



## Trade Briefs

Don Dempsey of Dempsey & Co., P. O. Box 326, Fallbrook, Calif., is national sales representative for the Richard Milton Professional line of golf bags . . . The board of directors of the Shakespeare Co. of Kalamazoo, Mich., makers of golf equipment, have elected Crawford Gordon, president and elevated former



Gordon



Rugar



Duffy



Dempsey



Shakespeare



Shoemaker

president and general manager, H. G. Shakespeare, to the post of chairman of the board.

Wally Phillips, Westmont, Ill., is now Chicago district and adjacent territory rep for Etonic . . . Capri Mfg. Co. has named Richard (Dick) Cartmell service manager of its Springfield, O., plant . . . Allan M. Cullum is new Eastern regional sales manager for Capri Golf cars, with responsibility for Pa., N. Y. and all New England states.

Frank Thomas Duffy has been appointed sales engineer for Orangeburg Mfg. Co., a div. of the Flintkote Co. . . . He makes his headquarters in Columbus, O. . . . Rainy Sprinkler Sales, Peoria, Ill., has announced that Ed Shoemaker of its sales staff has been appointed sales manager. He now directs overall advertising and promotion activities and supervises sales activities . . . Robert Rugar, irrigation engineer, has joined Rainy Sprinkler Sales staff . . . He works with distributors in the area previously covered by Shoemaker.

The appointment of Stanley Price as assistant manager of the Houston (Tex.) pipe district has been announced by the pipe division of Certain-Teed Products Corp., Ambler, Pa. . . . Certain-Teed also announced that Rodney Stauffer has been appointed training engineer of its pipe div. . . . Robert J. Quinlan is new director of market research for Toro Mfg. Corp., Minneapolis, Minn.

Allis-Chalmers, Milwaukee, Wis., had earnings for the first quarter that came close to doubling earnings for the same period in 1964 . . . It was announced at the company's annual meeting in May that incoming orders were up 17 per cent and the backlog of \$283 million

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Art Yann (center), who has sold enough golf balls in his 36 years with U. S. Rubber Co. to supply every golfer in the country with a season's supply, recently announced his retirement. He covered the Pa., Ohio and West Virginia territory. He is shown with Jack Young (l), Pittsburgh district manager, and Fred Koehler, U. S. Royal sales manager.

(this does not include commercial orders from the Tractor group) is 20 per cent ahead of a year ago.

Dunlop Tire and Rubber Corp. has appointed Edward C. Campbell, formerly vp sales-Dunlop Brand, as v-p sales tire division, with headquarters in Buffalo, N. Y. . . . Vaughn H. Clay, formerly assistant vp, has been appointed as vp general manager of Dunlop Sporting Goods Div., with headquarters in New York City . . . James R. Watson, director of the agronomy division for Toro Mfg. Corp., Minneapolis, Minn., is on a 25-day tour of European distributors for the firm.

American Agricultural Chemical Co., New York, N.Y. 10007, has published a folder containing the *Golf Course Superintendent's Handy Record Keeper*, a collection of sheets to show supts. at smaller courses the value of easily kept records. Pros or pro-supts., who don't have this convenient folder and its forms, may obtain a free copy by writing to American Ag.



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#### MISCELLANEOUS

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FOR SALE: 18 hole golf course, 120 acres, Central California. Going business, two years old. Sporty 7,000 yards. Priced to sell \$300,000. Castle View C.C., P.O. Box 355, Atwater, Calif.

Graph-Check Sequence Cameras available for rent. \$30.00 per month. #57 Polaroid film 50¢ per sheet. Visual Aids Division, P.O. Box 1116, Wichita, Kansas.

### SURPLUS SALE GOLF COURSE SUPPLIES

UP TO 50% DISCOUNT ON MANY ITEMS FOR TEE GREENS, TRAPS, MOWER PARTS, CHEMICALS, ETC. SEVERAL USED BUT GOOD HAND GREENSMOWERS CAN BE POWERED. POST CARD BRINGS DETAILED REPLY ON COURSE KEEPING BARGAINS; CKB, BOX 360, DUNEDIN, FLORIDA 33528.

## GOLF BALLS WANTED FOR CASH

Slightly cut, nicked or off-round, but re-usable  
.....48¢ per dozen

Off brands, near perfect, .....\$1.80 per dozen  
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Like-new \$1.25 each Brands for re-washing  
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Badly cut or Golf Driving Range culls, only  
suitable for re-covering .....15¢ dozen

At above quotations, freight to be prepaid by  
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We are nation-wide Distributors of the finest in  
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WANTED — EXPERIENCED PRO-MANAGER desires to lease or purchase golf course or large driving range operation. Write: H. C. Starbuck, 410 Larry, Florissant, Missouri.

For Sale: 18 hole, par 71, public golf course in midwest. 3-year old 40' x 72' clubhouse. All licenses available. Profitable operation. Owner retiring. \$95,000.00. Address Ad 614 c/o Golfdom.

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Area Code — 716

FOR SALE: 18-hole fully equipped golf course near Washington, D.C. Clubhouse, modern swimming pool, irrigated fairways, new 3 bedroom house. Active semi-private membership of 600. Address Ad 615 c/o Golfdom.

FOR LEASE — Cocktail lounge and dining room, approximate size 8000 sq. ft. Located in a 12 month of the year golf operation. Building now under construction, located on an 18-hole public fee golf course, in a proposed two hundred million dollar subdivision. Applicant must present reasonable financial and experience background. Address Ad 619 c/o Golfdom.

FOR SALE — USED DRIVING RANGE EQUIPMENT — 150 dozen paintless balls, 34 pails, 14 clubs, 12 mats, complete lighting and switching — \$950.00. Irish Hills Golf Course, Mt. Vernon, Ohio. Tele: 392-7037.

For Sale — 9-hole golf course includes 200 acres land, 115 of which is wooded, 5000 ft. prime lake frontage, clubhouse equipped to serve food — location No. Wisconsin tourist area. Terrific possibilities for development. Financing arranged. Town & Shore Real Estate, 210 4th St., Wausau, Wisconsin.

BUSINESS AND PROPERTY KNOWN AS NOVELTY GOLF — \$300,000.00 — LOCATED IN LINCOLNWOOD, ILLINOIS. ADDRESS AD 620 C/O GOLFDOM.

LOST — Putter-cane that I have carried since 1960 . . . at State College, Pa. in mid-May . . . It is inscribed "To Dr. Fred V. Grau from S.G. GCSA . . . It is a "Suit Yourself" putter than can be adjusted with an Allen wrench and has highly polished head. Inscription is faint from wear. If found, please return to Fred V. Grau, PO Box 177, College Park, Md. (20740).

### Columbia Expands Facilities

Columbia Car Corp., Charlotte, N. C., is building a new manufacturing facility for its Fargo electric golf cars. The building is being constructed on an 8.5 acre tract and will be used for making fiberglass bodies.