

by making it no longer necessary to repair digs and scratches left in the greens where players have lifted balls.

Makers, who are now beginning campaign for national distribution, say Mark-It has proved very popular with greensmen at New England clubs where it has already been tested, because it causes no injury to turf when marking the position of a lifted ball, thus eliminating damage to greens caused by marking ball's position with a tee or other sharp object. Mark-It can be obtained only from The Mark-It Co., Box 25, Waban, Mass.

For the first time in the history of packaging contests, one "set-up" box has received first prize in the nation's two packaging competitions. The distinction goes to A. G. Spalding & Bros. with their Christmas gift golf ball package.

This package was awarded first prize in the set-up box division in the Irwin D. Wolf Competition, sponsored by American Management Assn.; and in the All-American Packaging Competition, sponsored by Modern Packaging magazine. There were 12,000 units entered in the 20 divisions of the All-American Packaging Competition.

"Merchandising ideas such as this

## GOLFERS . . .

**Spring is here.** GOLF IS NOW IN ORDER. GET **NEW TYPE OF GOLF BALL MARKER**, PRINTS YOUR NAME IN WATERPROOF INK IN POINT TYPE,

thus **W. W. WILLIAMS**

Ink pressed beneath surface of ball, but cannot mar it, neither will it cause ball to hook or slice. Inventor received more than 50 balls in six months thus marked. Money Order, Check, or Will Send C. O. D. Write name and address plainly. Shawnee Sporting Goods Co., Shawnee, Okla.

PRICE

**\$4.00**

POSTPAID

Spalding gift package make the pro-shop profitable. The pro who handled these balls found himself in possession of an off-season item that practically sold itself," says Spalding. Duplicates of the winning packages, in the All-American Competition have been assembled to form traveling exhibits. Thus the Spalding package, as one of the winners, become a part of 12 traveling exhibits that will be on display in leading cities. Accompanying these exhibits will be a sound motion picture, dramatizing the winning packages and graphically showing their importance in building sales.

Sherway Printing Co., 3738 N. Clark st., Chicago, is printing standardized forms for club social security records. The forms are recommended by Horwath & Horwath, club accounting experts.

New England Toro Co., 1121 Washington st., West Newton, Mass., has issued one of the most complete and attractive golf course maintenance equipment catalogs that has come into greenkeepers' hands. The book has a tab index making it easy to refer to, and has a binding that further adds to the convenience of the publication.

Extensive data and illustrations on items of maintenance equipment are presented in such a way that the expensive

## PREPARE TO FIGHT BROWN PATCH

Treat your Greens early at low cost.

Follow the advice of your Arlington Research Group. A mixture of 2/3 Calomel and 1/3 Corrosive Sublimate is recommended.

Pfizer are leading makers of this Mixture, which is finely milled to facilitate suspension.

A Standard Product—used successfully by thousands of Greenkeepers. Offered direct to you at lowest prices.

## PFIZER MERCURIAL MIX

CHAS. PFIZER & CO.

444 W. Grand 81 Maiden Lane  
CHICAGO NEW YORK

## TWICE THE GRASS WITH ONE FOURTH THE FERTILIZER.



**VEGE-TONIC**  
21—13—10

THE MODERN METHOD OF FERTILIZING PUTTING GREENS

Mix small quantity with water and get Nitrogen, Phosphoric Acid and Potash in highest percentages for rapid grass growth. Specially prepared for Greens.

Clean, odorless, easily applied. Much stronger than ordinary fertilizers. Time and money saver. Write for literature and free testing sample. **McCLAIN BROTHERS COMPANY** CANTON, OHIO



## IMPROVE YOUR GREENS, FAIRWAYS

At Less Cost—with a KEMP Shredder. A complete unit, it shreds, mixes and sifts any kind of soil in one operation. Powered with gas or electric motor. Easily moved. Costs little. Write for catalog. Kemp Manufacturing Co., Dept. G-47, 1919 Peach Street, Erie, Pa.

## KEMP POWER SOIL SHREDDERS

## GOLF SCORE CARDS

*For Individual Use*  
COUPON SCORE CARDS  
(Coupon for Hdcp. Com.)  
SCORE CARDS (for 36 holes)  
REGULAR SCORE CARDS

*For Tournament Use*  
Medal Play Sheets (4 styles)  
Match Play Sheets (3 styles)  
Starting Sheets  
(Spaces for 80 Foursomes)

*For Greenkeeper—Workman's Daily Time Tickets*  
Write for Catalogue

## THE GRAPHIC SCORE BOOK CO.

P. O. DRAWER G

*For Handicapping*  
GRAPHIC HANDICAP  
CARDS

(for any Par course)  
Small HANDICAP CARDS  
(4" x 2 1/2"—Four Colors)  
HANDICAP CARD RACKS  
(2 styles)  
Full Aluminum and Walnut  
with metal pockets

*For Club Records*  
Tournament Record Books  
Graphic Club Score Books  
"One page per member—  
one dot per game."

PARK RIDGE, ILLINOIS

book serves handily as a reference guide in the greenkeepers' library. Copies of it will be supplied to greenkeepers in the territory served by the New England Toro Co.

The Goldsmith Co. is supplying the pro trade with a set of four scenic display panels featuring views of golf courses and showing a small "Flight Master" ad. Displays may be hung on the wall or set up



Wayne Miller has just been employed as special golf representative by P. Goldsmith Sons, Inc., Cincinnati. Miller will cover Minnesota, Iowa, northern Wisconsin, the eastern Dakotas, and Nebraska territory formerly covered by Joseph Rooney.

with a special easel. They are done in green and black duo-tone.

Also available to pro-shops is a metal "Flight Master" counter sign.

Mallinckrodt Chemical Works, St. Louis, now is making the green dye mixture recently developed by the USGA Green Section for the control of brown-patch. The product will be supplied in the form of a dry powder which, when dissolved in water, may be applied directly to the green. Mallinckrodt's trademark for the mixture of dyes is Auragreen.

Auragreen is used at the rate of 1/2 ounce per 1,000 sq. ft. of turf as a brown patch control, and as a coloring agent for greens may be used in concentrations as low as 1/10th ounce per 1,000 sq. ft. Cost per application will be less than for Calo-Clor as far as materials are concerned. Auragreen in the stronger concentration will stop an attack of brown-patch, and from all evidence available will not harm the turf in any way.

Auragreen will not supplant the inorganic mercurials as a brown-patch control, inasmuch as it does not give protection over any appreciable length of time. The mercurials, such as Calo-Clor, will protect a green against brown-patch for six to ten days, and to obtain the same protection with Auragreen it would require four to six treatments.

Auragreen is a water-soluble dye, and when wet will color objects such as golf balls, golf bags, shoes, etc. When perfectly dry the dye does not come off of the grass. Considerable more experience is necessary with this chemical to determine accurately its advantages and disadvantages, and further information will be de-

## R. H. Tractor Wheel SPUDS

quickest to put on or take off. Increase tractor efficiency and cultivate turf . . . that's why more than half the U. S. and Canadian clubs use them. Durable and low priced. All sizes for all purposes. Sample spud and circular on request; advise make of tractor and purpose for which intended.

Immediate shipment. If your Ford or equipment dealer cannot supply, write direct to

## R. S. HORNER Geneva, Ohio

Mfr. of SPUDS, FORD-SON WHEELS, Etc.



The greens are the foundation of all successful golf courses.

## OLD ORCHARD TURF NURSERIES

Box 350 R. R. BOND, Owner Madison, Wis.

Growers of

Old Orchard Washington Metropolitan

veloped as time goes on. Mallinckrodt plans to distribute Auragreen through golf supply houses.

From the kitchen of the Taylor Winery, Hammondsport, N. Y., comes a booklet, "Kitchen Tested Recipes and Wine Service," which contains recipes and instructions in preparing many palatable dishes and drinks with the Taylor flavoring added. Copies of the booklet may be obtained upon request.

The new Tommy Armour combination catalogs and price lists are now ready for mailing to the pros. This is the third season for the Tommy Armour clubs which are sold exclusively through professionals. This iron clad policy has been welcomed by the professionals, and on all sides MacGregor's are hearing how strong the pros are for it.

Never since this policy has been inaugurated has any Tommy Armour club been sold through anyone but a recognized professional. The restricted line catalog contains many of the fine numbers which



are held on a price maintained basis to all outlets. The catalog itself is very attractive, and will make a big hit with the consumers.

MacGregor's will also be glad to send the attractive new catalogs to any pro who is not on their list.

Puttrite, an ingenious instruction device developed by professionals and marketed by Billy Eisenberg of Puttrite, Inc., 617 Marquette ave., Minneapolis, is getting a big play in college golf instruction.

At the universities of Minnesota and Iowa and at the Sacramento (Calif.) high school there have been especially remarkable cases of development of pupils' putting as a result of the employment of the

## PERFECT COMPOST



with a "WICHITA"  
COMPOST  
GRINDER  
SHREDDER  
MIXER

"The 'Wichita' begins where other devices leave off," say all its users. The "Wichita" grinds, shreds, or chops to any degree of fineness—

any material—any condition. The "Wichita" mixes perfectly all materials and does not separate the heavier materials from the lighter ones. Quick, simple adjustments—nothing to get out of order! Write for NEW, completely illustrated catalog and low factory prices.

**W-W GRINDER CORPORATION**  
DEPT. D WICHITA, KANSAS

## PHOENIX RED TIP TRACTOR SPUDS



### Extra Long Service

Made of special analysis steel, hardened by latest scientific heat treating methods. Sizes  $\frac{3}{8}$ " to  $\frac{1}{2}$ ". Also Lawn Mower Spuds. Write for circular and prices.

PHOENIX MFG. CO.  
Joliet, Ill. Catasauqua, Pa.

## "The LINKS"

ROBERT HUNTER'S

*famous book on golf architecture.*

This recognized authority—a "best seller" at \$4.00—offered to GOLFDOM readers postpaid at only \$1.25. A valuable addition to your greens library. Send check with order—today!

GOLFDOM BOOK DEPARTMENT  
14 E. Jackson Blvd. Chicago

## ● BENT GRASS ●

BOTH SOD AND STOLONS

Vigorous, healthy stock that develops fine, true putting surfaces. Write for full information.

HIRAM F. GODWIN

Box 122, Redford Sta., Detroit, Mich.

THERE'S PROFIT IN THIS SERVICE

# GRIP-RITE SHU-SPIKES

PREVENT SLIPPING

LOOK FOR OUR LABEL ON THE BOX

The PROS choice because:

- easily, quickly inserted or removed.
- Can be fitted to any shoe
- 8 sizes — flat or pointed
- self-selling service that brings profit and good-will.

50 "GRIP RITE" 3

SHU-SPIKES

Made Solely by  
North & Pfeiffer Mfg. Co.  
Hartford, Conn., - U.S.A.

Puttrite by pros in charge of the classes. Stan Larson, pro at University of Minnesota, who was one of the pioneers in the use of Puttrite for teaching putting, maintains that the device has helped him make



his kids the superior of any group of putters he has ever seen among amateurs.

Several prominent pros are using the Puttrite for instruction and their own practice, including Tony Manero, Dick Metz, Mortie Dutra, Bob Macdonald, Willie Kidd, Jack Burke and Pat Sawyer.

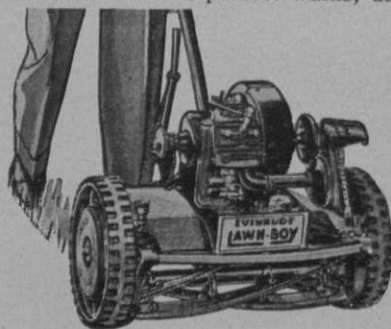
The device retails for \$12.50 with a good pro discount. Many Puttrites have been sold by pros to members for home practice.

North British Rubber Co., 111 Park place, New York City, has an all rubber, waterproof, steel spiked golf shoe, which is receiving a great sales welcome from pros and their members following the introduction of the shoe late last Sept.

Many professionals wore it on the winter tournament circuit and found it a comfortable, dry and highly satisfactory bad-weather shoe. Men's sizes are 7 to 12; women's 4 to 7. There are no half-sizes. The shoe gives slightly to make proper fitting easy, but not enough to interfere with firm play. It is dark brown

in color. The new North British shoe is one that pros will want to have in their wardrobes. One pro ordered two pairs for display late in October and during the winter sold 36 pairs.

Now in the sixth year of production, the Evinrude Lawn-Boy manufacturers at Milwaukee are congratulating themselves upon the steadily increasing sales and successful performance of the Lawn-Boy. The basic design has never been changed, but improvements have been added from year to year and for 1937 Lawn-Boy offers rubber tired wheels as standard equipment. These wheels protect walks, drives,



and markers from chipping, and also operate more silently when crossing drives and walks.

Another important advancement is the Lawn-Boy's four cycle, air-cooled engine, with easy lever starting. The Lawn-Boy weighs 105 pounds, cuts a full 18 in. swath, and due to its "one hand" ease of opera-

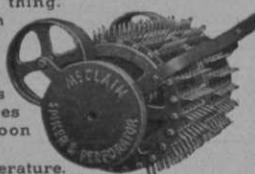
## NEW LIFE FOR PUTTING GREENS

### McCLAIN • SPIKER AND PERFORATOR

AERATION is the thing. Loosen up that tough soil with this fine turf conditioner. Saves fertilizer and fungicides. Increases grass growth. Revives sluggish greens. Soon pays for itself.

Write for literature.

McCLAIN BROTHERS COMPANY  
CANTON, OHIO



## A NEW and different TURF NORTH WOODS BENT

(U. S. Plant Patent No. 143.)

Just a bit heavier and stiffer than Velvet, with plant form and density about the same. This gives true, steady putting quality. Quick healing. Low maintenance.

Ask about "The Proof of the Putting"

Barrows Bent Grass Company  
Minneapolis, Minnesota



# THEY'RE IN THE SWING

Golfers everywhere are 'beating it' for the club. Pros are getting their shops in order—Managers are seeing that every clubhouse need is being taken care of—green-chairmen and greenkeepers are putting their courses in shape. The season has begun!

Now is the time to buy! If you can't find what you need in the ads, refer to the list below. Draw a line through items on which you want complete information and mail to GOLFDOM, 14 E. Jackson Blvd., Chicago.

## FOR THE GOLF COURSE

- Arsenate of lead
- Bag racks for tees
- Ball-Spot marker
- Ball washers
- Bent grass stolons
- Bookkeeping systems
- Brown-patch preventives
- Charcoal (soil conditioner)
- Clamps, for pipe leaks
- Compost distributors
- Compost sterilizers
- Containers, waste
- Diesel engines
- Drinking fountains
- Dump carts
- Fencing
- Fertilizers
- Fertilizer distributors
- Hole cutters
- Hole rims (putting cups)
- Hole rims (sand green)
- Hose, water
- Humus (soil conditioner)
- Hydraulic mixers (fertilizer)
- Insecticides
- Lightning arresters
- Lime, hydrated
- Limestone, pulverized
- Mole and gopher poisons
- Mole and gopher traps
- Mowers
  - putting green  tee
  - fairway  rough
- Mower Blades
- Mower sharpening machines
- Peat moss (soil conditioner)
- Pipe
  - perforated for drainage
  - water
- Playground equipment
- Pumps (state capacity)
- .....
- Putting cups
- Putting paths (sand green)
- Resurfacers (Skating Rinks)
- Rollers
  - fairway
  - green
  - spiked
- Sand green equipment
- Scythes (motor driven)
- Seed
  - fairway
  - green
  - rough
- Seeders
- Shelters (golf course)

- Skeet layouts
- Sod cutters
- Soil screeners
- Soil shredders
- Soil testers
- Sprayers
  - barrel pump
  - power engine
- Spike discs
- Sprinklers
  - greens
  - fairway
- Swimming pool information
- Tee markers
- Tractors
- Tractor tires,
  - low pressure
  - pneumatic
- Tractor wheel spuds
- Turf renovator
- Water systems
  - for greens
  - for fairways
- Water system engineer
- Weed burners
- Weed killers
- Worm eradicators

- Practice clubs
- Practice driving devices
- Practice putting devices
- Prizes
  - cups
  - trophies
- Rain jackets
- Score cards
- Shafts
  - hickory
  - steel
- Shoes
- Shoe spikes
- Shoe trees
- Sockettes
- Sweaters
- Sweat shirts
- Tees
  - wood  celluloid
- Trap-shooting
  - traps
  - shells  targets
- Underwear

## FOR THE CLUBHOUSE

- Ales
- Bar equipment
- Bath slippers
  - paper  wood
- Bars
  - fixed
  - portable
- Bath towels
- Beer
  - bottle
  - draught
- Beer cooling equipment
- Cash registers
- Cheese
- Deodorants
- Disinfectants
- Kitchen equipment
- Laundry equipment
- Liquors
  - gin
  - whiskey
  - wine
  - mixers
- Linens
- Lockers
- Mineral water
- Oil heaters (hot water)
- Refrigerators
- Rugs—runners for aisles
- Showers
- Shower mixers (automatic)
- Soda fountains
- Water coolers
- Water softeners

## FOR THE PRO SHOP

- Bags
  - canvas
  - leather
- Balls
  - .35  .50  .75
- Ball marking machines
- Belts
- Bookkeeping system
- Buffing motors
  - A.C.  D.C.
- Caddie badges
- Caddie uniforms
- Calks for golf shoes
- Caps
- Clubs
  - Brassies  Drivers
  - Irons  Matched sets
  - Putters  Spoons
  - Women's
- Club racks for pro shop
- Gloves
- Grip dressing
- Grip wax
- Handicap
  - racks  cards
- Hats, duck with vizor
- Leather jackets
- Leather preservative
- Movie cameras, projectors

Club .....

By ..... Club Position .....

Address .....

Town ..... State ..... Date .....

• IMPORTANT—FILL OUT FORM ON REVERSE OF THIS PAGE •

# HELP.....

..... maintain the accuracy of GOLFDOM'S mailing list by tearing out this page and returning it to GOLFDOM, 14 East Jackson, Chicago, Ill.

This magazine is edited for the men who operate golf courses and clubhouses. It is sent FREE and without obligation. It keeps officials posted on the latest developments in the golf industry.

Fill in names and addresses below just as soon as you know who these heads will be for 1937.

Don't leave it to somebody else in your club to send in this page. Do it yourself!

Club .....

Town ..... State.....

Number of Holes.....Is Course Private, Daily Fee or Municipal?.....

If course formerly operated under another name, write OLD name here

**PRESIDENT  
(or owner)**

Address .....

**GREEN-  
CHAIRMAN**

Address .....

**CLUB  
MANAGER**

Address .....

**GOLF  
PROFESSIONAL**

Address .....

**GREEN-  
KEEPER**

Address .....

Please give us this additional information for our records:

Swimming Pool?.....How Many Tennis Courts?.....Trapshooting or Skeet?.....

SEE OTHER SIDE

tion, the operator can mow without fatigue. Literature, which also describes Lawn-Boy's grass catcher, can be obtained by writing Evinrude Lawn-Boy, Milwaukee, Wisconsin.

Herman Hackbarth, veteran pro at The Country Club of Little Rock, Ark., has compounded a new grip wax that many professionals and low-handicap amateurs

declare answers their problems of grip slippage.

The Hackbarth compound supplies adhesiveness in any kind of weather and permits lighter gripping with firm control. It does not soil or injure the hands. It has leather preservative qualities. Price is moderate and the pro discount is good. Hackbarth will supply further details on request.

## Classified Ads

Rates: 10 cents a word per issue. Minimum charge \$2.50

**Professional**—Ten years with leading clubs; also for seven years, assistant to famous instructors; highly regarded player and teacher. Thirty-four years of age. Class A Member of P.G.A., credit rating A-1. Address: Ad 405, % *Golfdom Chicago*.

**Greenkeeper** open for engagement with good club. Thorough experience in all phases of course construction and maintenance. Expert mechanical ability. 21 years experience, nine years nationally known club. Go anywhere. Address: Ad 404, % *Golfdom, Chicago*.

**Riverside Golf Course**, Portage, Wisconsin—For sale or lease, easy terms. Excellent greens, fairways. Nine holes. Population 6500. Four State highways. Only course in city.

**For Sale**—Model "A" tractor Stauder attachment, dump body. Five gang National mowers heavy duty draw frame. All in perfect condition. Address: B. A. Goble, % *Westbrook Golf Club, Beatrice, Nebraska*.

**Golf Course Wanted**—For lease or sale. Responsible, experienced professional desires to get course, preferably in east. Give details of course and proposition and previous management in first letter. Address: Ad 403, % *Golfdom, Chicago*.

**Well-known pro and greenkeeper** wants new location. Prominent as one of the best and most active of the veteran tournament players. A substantial business man, first-class greenkeeper, noted instructor and fine personality. Thoroughly dependable. Splendid record at high-class clubs. Available on moderate salary basis with concessions. Address: Ad 402, % *Golfdom, Chicago*.

**Young, successful and well-informed professional** with clean impressive record of accomplishment desires club where efficient and satisfactory service is rewarded by moderate income. Age 24, seven years' experience. Member Professional Golfers' Association. Your inquiry welcomed. Address: Ad 411, % *Golfdom, Chicago, Ill.*

**Pro and Greenkeeper**—desires position. 15 years' experience. Age 33; married; well educated. Excellent references. PGA member. A-1 credit rating. Address: Ad 412, % *Golfdom, Chicago, Ill.*

**Pro-Greenkeeper**—desires position. 20 years experience in all phases of the game. Seven years at present club. Expert in all details of course and construction work. First-class instructor and good personality. A-1 references. Address: Ad 413, % *Golfdom, Chicago, Ill.*

**Country Club Holding Co.**, Marshfield, Wisconsin has opening for Pro. Married couple to manage clubhouse preferred. Give references and remuneration wanted.

**Managing Steward**—Desires position. Years of experience. Can furnish splendid references and recommendations regarding work, character and ability. Will consider salary, percentage or concession. Address: Ad 400, % *Golfdom, Chicago*.

**Club manager** wants position—Excellent record and wide experience at clubs and hotels. Satisfactory performance covers fine range of large and small clubs. Excellent operator in all parts of the house. Good personality. Alert, diplomatic and knows his business thoroughly. For complete details write: Ad 401, % *Golfdom, Chicago*.

**Manager and Stewardess**—First-class, experienced couple with fine service record, pleasing personalities and thoroughly reliable want country club situation. Experts in providing noteworthy food and beverage service at moderate cost. Please advise details of job. Address: 409, % *Golfdom, Chicago*.

**Pro-Greenkeeper**—Desires change. Twelve years with present club, establishing record for fine course maintenance at minimum cost. P.G.A. member, good player and first class instructor. Would accept position as pro or pro-greenkeeper. Address: Ad 410, % *Golfdom, Chicago*.

**Manager & Steward**—Man with successful experience at exclusive clubs famous for food and liquor service, wants new location. A master of cuisine, liquor selection and service and of establishing and maintaining highest reputation of club for clubhouse operation. Operates economically. Excellent choice for club wanting to achieve leading position in house operation. Best references. Address: Ad 406 % *Golfdom, Chicago, Ill.*

**Pro-greenkeeper**, age 41, long experience with private and municipal courses. Excellent references on teaching, course maintenance, shop operation and character. Class A member PGA. Will go any place. Available at moderate salary. Address: Ad 407, % *Golfdom, Chicago, Ill.*

**Professional**—one of the country's noted instructors, extensive and successful experience, desires new location with club, preferably in central states or east. Finest professional and character standing. Always associated with highest type clubs and record in their service has been completely satisfactory. Very sound reasons for desiring new location will be presented in first letter. An opportunity to get pro service of proved, highest type at moderate cost. For complete details write: Ad 408 % *Golfdom, Chicago, Ill.*

# JANSSEN GRAYBAR HOFBRAU

Lexington Ave. at 44th St.  
Old Hofbrau: 28 W. 30th St.  
New York City

Where golfers meet in the atmosphere of 'Old Heidelberg'—the perfect combination of a delightful eating place and '19th hole' in the heart of New York. Open Sundays.

*Janssen wants to see you!*

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Editor Managing Ed. Adv. Mgr.  
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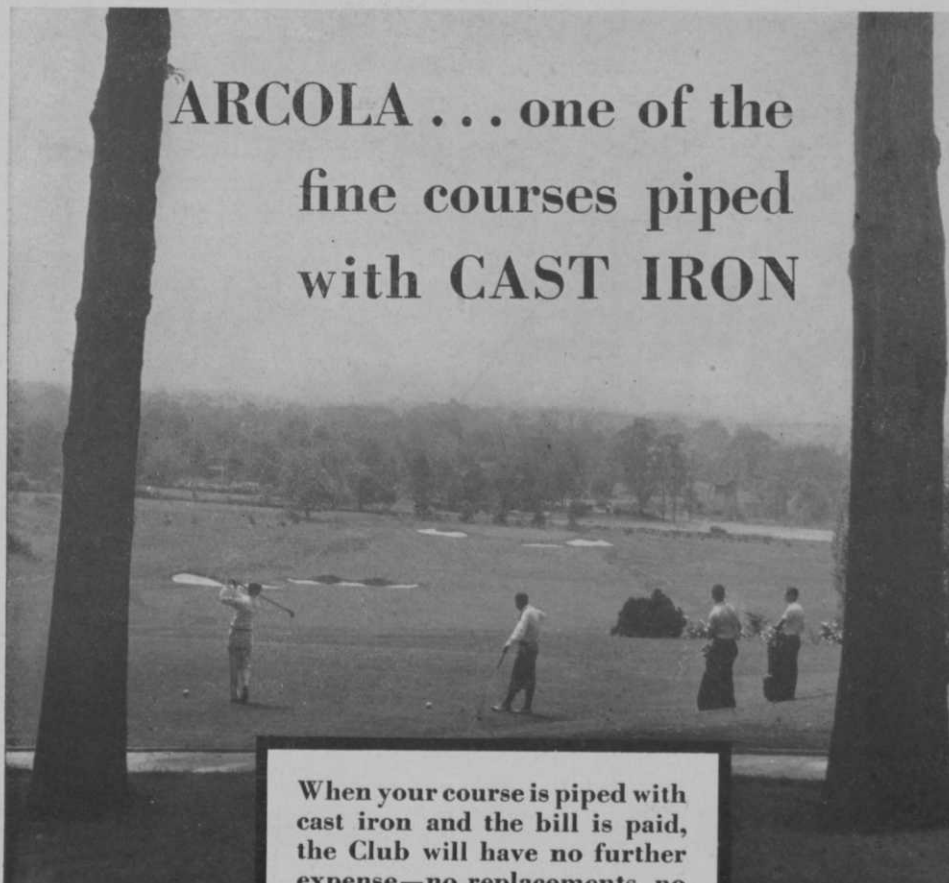
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