is made of strong galvanized iron or brass and comes in $2\frac{1}{2}$ or 4 gallon sizes. The New Idea knapsack sprayer, equipped with an all brass pump, can also be obtained in



either the galvanized iron or brass model and has a 4 gallon capacity. Sprayers may be used for general spraying after containing weed killers by following the individual chemical manufacturer's instructions for cleaning.

NOVAK VISITS SPALDING PLANT



PGA president, Joe Novak (right), professional at Bel-Air CC, Los Angeles, gets some pointers on the manufacture of golf club heads at the Spalding plant in Chicopee, Mass. from expert Percy Lock (center) who has been with A. G. Spalding & Bros. for over 25 years as Jim Long, ass't mgr. of the golf club dept. looks on.



Stolons and Sod. Washington - Cl - and other recommended strains.

HIRAM F. GODWIN 22366 Grand River Ave., Detroit 19, Mich. GOLF PROS "Cleaning up" with "WATER MASHIE" Golf pros everywhere making money hand over fist with new, patented "WATER MASHIE". Pros making friends, too, be

Golf pros everywhere making n patented "WATEB MASHIE", cause golfers really go for the WATER MASHIE. Nothing else like it. Telescoping, hollow, 3-foot aluminum tube extends to 6 feet. Weighs only 7 ounces. Fits right in golf bag. Retrieves golf balls visible in water, but not enough to affect water, hole concessions.

SPECIAL \$1 OFFER "WATER MASHIE" retails at \$1.85. Costs you \$14 per dozen. Send only \$1 for sample. If you don't sell it first day, return for prompt refund. Stock now for big season ahead. Write or wire Norton Products Co., 1462 W. Richmond, Fort Worth 4, Texas.





BENCH CRAFT REPAIRS

48 hr. service on Woods

Reshafts — Inserts — Grips (Calf, A. W. Flex) New Heads — Refinishes — Balancing Reset Heads — Length Changed — New Plates

See Catalog

BENCH CRAFT GOLF PRODUCTS CO. Glen Head, New York





Wilson's big bosses were out at Medinah seeing their boy Doc Middlecoff win the National Open. (L to R) are George Schneiter, Pres. L. B. Icely, Chm. of the Board Thomas E. Wilson, Board member Edward Wilson, VPs Fred Bowman and Wm. F. King and Asst. to Pres. Wallie Robb. Kneeling are (L to R), Eric Monti and Vic Ghezzi who, with Schneiter, are Wilson advisory staff members.

RAY ICELY, HABERMAN, NOW WILSON NY CHIEFS

Ray Icely, who started with Wilson Sporting Goods Co. in 1922, and H. A. Haberman who started with Wilson interests in 1915 and transferred to Wilson Sporting Goods Co. as NY office manager in 1927, have taken over supervision of Wilson Sporting Goods Co. New York office, following retirement of William J. Kiley to an advisory capacity. Kiley, vp of the company, came with Wilson in 1918 after 16 years' previous experience in the industry, and is one of the most widely known and warmly admired builders of the business.

PELLENT KEEPS BUGS FROM SCORING ON YOU

Pellent, a new product made by Andy Lotshaw Co., Chicago, repels mosquitos, chiggers, flies, gnats, ticks and other insects that spear and chaw on golfers. It also quickly stops itching and irritation of insect attacks if applied after the bugs get in the first lick. It's sold in tubes with a good profit for pros. With so many golfers now wearing shorts and the mosquitos and chiggers having field days even on those who are fully dressed Pellent is an item that should be a real service item in pro shop stock. Andy Lotshaw, the maker, is trainer for the Chicago Cubs baseball club and the Chicago Bears football club and compounder of a widely known and effective liniment. Pellent isn't sticky and

won't irritate sensitive skin or grease-up or damage apparel.



Two new Toro catalogs are available without charge to GOLFDOM readers. The 24-page Tractor and Mower catalog contains pictures of Toro tractors and gang mowers in action as well as complete specifications. The Toro Power Mower catalog contains 28 pages of pictures and descriptions of the complete Toro line of hand and power mowers. Two of these pages describe the rotary scythe, suction-lift mowers made by the Whirlwind Corporation, now a Toro subsidiary. Readers who would like to receive either or both these new Toro catalogs should write Toro Mfg. Corp., Minneapolis, Minn.

"SPIKE PROOF" FLOORING OK'ED BY GOLFERS, MGRS.

"Spike Proof" rubber flooring which received highly favorable comment when it first came to the attention of many golfers in the Hermitage CC clubhouse, Richmond, Va. during the PGA, is now available nationally. Henry Westall Co., 944 Merrimon St., Asheville, N. C., is exclusive national marketers. The material is built to withstand a normal 15 years locker-room traffic of spiked shoes. It requires no installation expense and will not buckle or crawl, expand or contract. It is soft, non-slip and fire-resistant. It is made in 1/2, 5/16 and 3/8 in. thicknesses, widths up to 4 ft. and lengths up to 28 ft. Colors are terra cotta, royal blue, black and forest green.

HAHN "FINEST LUGGAGE" TO PROS

Benno Hahn Co., 234 S. Wells St., Chicago, is presenting to pro shops luggage that generally is restricted in sale to leading luggage and department stores. The Hahn line includes zipper sport bags and every popular style of travel luggage in leather, plus light weight "Windsor Tweed" luggage for men and women. The firm has a long reputation for making most exacting choice of leather and manufacturing with the craftsmanship of veteran special-



ists. This type of luggage in pro shops for individual purchase or prizes gives the shop stock a "class" rating that members recognize as identifying retail outlets of highest quality golf accessories. Prices are distinctly moderate for this type of luggage.

GOLF BAG WITH LEGS

The Perma-Stand Co., 214 W. Pearl St., Union City, Ind., is manufacturing and distributing for the first time a golf bag with automatic legs which support the bag in a standing position when weight of bag is removed from carrying strap. The new bag is called "Perma-Stand" because the legs are a permanent attach-



JUSTICE PLUG EJECTOR

The perfect tining tool. You may now add your soil conditioners without compacting the greens; unbelievable speed at low cost. Promotes root development, internal drainage, soil improve-ment and aeration. Improves old greens without rebuilding.

For your nearest DAVE W. JUSTICE

501 S. W. 44th St., Oklahoma City, Okla



Because It Puts Power in Their Drives! Keeps Clubs and Rackets from Slippingl

It takes only a second with Pro-Grip to transform hard, smooth, slippery leather and wood grips into easy-hold grip that improves scores.

No more slicing and hooking caused by club or racket turning in the hand — Fewer wasted strokes - Lower scores. Pro-Grip wax is simple and foolproof. Lasts indefinitely. Scientifically mode. Retails at 50 Cents

MANUFACTURERS SPECIALTY CO., INC. 2736 Sidney Street

St. Louis 4, Mo.

SUMMER SPECIAL Write For COMPLETE SUMMER CATALOG Trophy & Medal Shop Dept. G 10 S. Wabash Avenue CHICAGO 3, ILLINOIS #1529 W \$6.75 HEIGHT 11" GOLF BALL MARKING



July, 1949



ment controlled by specially designed springs for instant operation. A protected cable running through the center of the bag automatically holds legs in place against bag when carrying. "Perma-Stand" is a practical item for the golfer who carries his own bag. It eliminates the necessity of stooping for clubs and provides a convenient stand for easy accessibility of clubs at all times. "Perma-Stand" is made in four different models



for both men and women. Additional information may be obtained by writing directly to the company. GOLF CLUB CLEANER



To serve the smaller Pro Shop with suitable equipment for cleaning golf clubs, The Standard Electrical Tool Co., 2524 River Road, Cincinnati 4, Ohio, has developed a new V_2 H.P. Buffer-Polisher, operating at 1750 R.P.M. for 8" diameter buffing or wire wheels. The motor is for operation on 110 volt, 60 cycle, single phase. The toggle switch is conveniently located in the base. Distance between wheels is 23". The machine illustrated is for bench mounting but is also available on a floor pedestal.

AMERICAN FORK AND HOE CHANGES NAME TO TRUE TEMPER CORP.

True Temper Corporation becomes new name of The American Fork and Hoe Co. by action taken by shareholders meeting at Cleveland, O., June 28th. The change in name was made effective July 1st.

Incorporated in 1902, the company's origin goes back to a waterpower-operated shop at Wallingford, Vt., where, in 1830,



Check off your Supply & Equipment Needs. Tear out and mail this sheet to Golfdom, 407 S. Dearborn St., Chicago, Ill., or use convenient card. You'll get prices and literature direct from the sources of supply.

Flood lights

Buyers' Service

Golf Course

Aerifiers: fairway
green
Architects (course — house)
Arsenate of lead
Ball washers
Bent grass stolons
Brown-patch preventives
Compost mixers
Compost spreaders
Crabgrass control
Cultivators: f'way
green
Drinking fountains
Electric Plant (Portable)
Fencing
Fertilizers
Flags (greens)
Flag poles

Pro Shop

Bag towels
Bags: canvas | leather |
Bag carts, for players
Bag Support (Individual)
Balls: Regular | Range |
Ball markers |
Ball retriever
Bandages, adhesive
Buffing motors
Calks, for shoes
Caps and hats
Clubs: Woods | Irons |
Putters |
Club display racks
Club head covers

Club House

Air conditioning equip. Athletes foot preventives Bath mats Bath slippers Bars Charcoal cookers (outdoor) Disinfectants Fire protection equipment

Send information to: Name

Club -

Fungicides Fungicide applicators Golf Course Const'n Engineers Hedge trimmers Hole cutters Hose, 34" 1 1" Humus Insecticides Leaf rake & pulverizer (power) Miniature Course Const'n Miniature course matting Mowers: putting green whirlwind 🗌 tee 🗌 fairway 🗌 rough 🗌 hand 🔲 Mower grinders Peat Moss **Playground** equipment Pumps

*

Club repair supplies Club separators for bags Cushion-sole Inserts Detachable cleated shoe plates Dressing for grips 🗍 bags 🗍 Golf gloves Golf Grips: Leather Composition Golf Practice Devices Golf Practice Glove Golf shoes Grip preparation for hands Handicap boards Handicap racks 🗌 cards 🥅 Insect repellent Luggage (leather) Mechanical Golf Ball Retriever

Putting cups Rollers (water filled) Scythes (motor driven) Seed: fairway 🗌 green 🔲 Sod cutter Soil cond. material Soil screeners 🗌 Soil shredders 🗍 Sprayers: power 🗌 hand 🔲 Spikers: greens 🗌 fairway 🗌 Sprinklers: f'way 🔲 green 🔲 Stiles (over fence) Sweepers (power or hand) Tee markers Topdressing Tractors Tractor wheel spuds Turf Pluggers Water systems, fairway Weed chemicals

Miniature course surfacing Pencils Portable motor tool Practice driving nets Preserver for leather Range ball washer Score cords Shoe spike wrench Sportswear: Shirts Socks Socks Sport jackets Rain jackets Windbreakers Slacks Windbreakers Slacks Tees (wood) plostic Tee mats Teeing device (automatic) Tennis nets Trophies

Floor coverings Folding Table (Banquet) Furniture Kitchen equipment: Dish washers Frozen food storage Ice cube machines Ovens [] Food warmers Ranges [] Refrigerators []

Address

Zone (_____) State

Slicing machines Link Type Mats Lockers Runners for aisles Rugs Showers Shower mixers Stop treads Towels: bath face Uniforms

Club

Title

Town -----

July, 1949

85

LET GOLFDOM HELP YOUR OFFICIALS MAKE THE MOST OF 1949

Each month GOLFDOM presents the latest, most practical ideas on golf club administration, management, upkeep and service ... for time, labor and money-saving guidance of your officials and department heads. Help the right men at your club do the job right. Send in the form below so we can get them "on the beam".

— FILL IN THE FORM BELOW — THEN MAIL THIS PAGE TO — GOLFDOM, 407 SOUTH DEARBORN STREET, CHICAGO 5, ILLINOIS

Name of club:		Daily Fee NUMBER Muny OF HOLES	
Address			
Zone () State	By	Club Position	
President's: name		(Zone)	
Add:		State:	
Secretary's			
name			
Add:	Town:	State:	
Manager's: name			
Add:	Town:	State:	
Green Chrmn's: name		(Zone)	
Add:		State:	
Greenkeeper's: name			
Add:	Town:	State:	
Professional's: name)	
Add:		State:	



Lyman Batcheller and his sons made forks and hoes for farmers' use out of steel imported from England. This building is still standing and is known as The Old Stone Shop in Wallingford, Vt.

The company is a principal producer of eight major lines of hardware products. It is the world's largest maker of golf shafts and fishing rods. These products for many years have been marketed under the company's registered trade mark "True Temper" both in the U. S. and abroad.

"WATER MASHIE" IS LOW COST FAST SELLING PRO SHOP ITEM

A new golf ball retriever, "Water Mashie" is enjoying lively demand at pro shops. The new golf ball life saver is a 3 ft. hollow aluminum tube that weighs 7 ozs. that extends to 6 ft. with a retrieving range of 10 ft. Dip net is deep and secure. Complete information and pro discounts from the mfgr: Norton Products Co., 1462 W. Richmond, Ft. Worth, Tex.

LITHOX RUBBER TILE RECOMMENDED

John M. Jones, Mgr., River Forest GC, Elmhurst, Ill., writes, "We are very pleased with our installation of Lithox Rubber Tile . . . after an exceptionally busy year and heavy spike traffic, I feel that we can recommend it very highly. We have the floor in our Bar and Grill Room completely covered with Lithox in the 30 x 30 tiles and are using the 9 x 9 tiles for the main aisle runners in the men's locker room. We are planning to install it on our front steps which are subject to spike traffic; and we also plan to completely cover the floor of the Pro Shop. During the past season it has been subjected to exceptionally heavy spike WILLIAM B. LANGFORD GOLF COURSE ARCHITECT Balanced Topographical Design Member: American Society of Golf Course Architects Telephone: KEystone 9-6501 2405 Grace Street, Chicago, Illinois

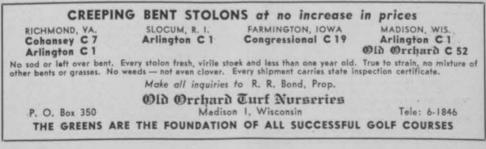
traffic and shows little or no wear even in paths through the doorways." The Lithox Corp., Wapakoneta, Ohio, is the manufacturer. Specifications and prices may be obtained by writing directly to the company.

NEW WEED, BRUSH KILLERS

Newest in chemical weed and brush control is 2, 4, 5-T, reports the California Spray-Chemical Corp. It is the "isopropyl ester of 2, 4, 5-T trichlorophenoxyacetic acid." The corporation also announces it has weed Estercide-T 245, now available for use. It mixes readily with water or oils and can be used in combinations with 2, 4-D where desirable for extended coverage and utility. Estercide-T 245 is adaptable for economical airplane or helicopter application of extensive acreage.

JACOBSEN EQUIPS SALESMEN WITH JEEP STATION WAGONS

A fleet of eleven new Jeep station wagons recently put into service by the Jacobsen Mfg. Co. of Racine, Wis., gives customers and dealers a fast, complete sales service. The vehicles carry three power mowers, enabling factory representatives to give on-the-spot demonstrations. Closer dealer-factory relations is but one of many advantages gained by the use of this fleet. When necessary, representatives can make rush pickups and deliveries. They can keep each dealer abreast of latest factory developments by showing them new products, or help him close a sale by demonstrating the equipment on the prospect's own lawn. Jeeps are easily recognized by their bright, "Jacobsen Orange" hoods and panels, tan tops and cross strips.



NEW HILLSIDE GOLF CART

golf cart made of heavy gauge A aluminum tubing with adjustable handle that can be set to golfer's height which can carry either long or short bags with ease and can be folded away into car when not in use is being manufactured by the LaGrange Metal Products, 4125 W. Washington Blvd., Hillside, Ill.

LIQUID CLUB CLEANING MACHINE

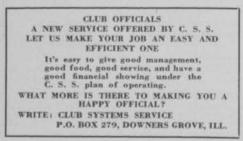
A new machine pros will be interested in was exhibited in Tom Galloway's pro shop at Hermitage CC, Richmond, Va., during the PGA championship. It's the new Stan-Russ liquid club cleaning machine which impressed some of the boys because it eliminates dust and dirt in the shop and speeds up the job of cleaning. The machine has a one year guarantee. Brushes are non-abrasive being made of nylon. Liquid washing special cleaning fluid prevents rusting. Separate openings and brushes are provided for iron clubs and wood clubs. The Stan-Russ Co., P. O. Box 845, Albany, NY, is manufacturer.

TAYLOR MADE "GOLF PRACTICE"

Simply constructed with an actual golf ball at the end of a spring steel wire-arm which is fastened to an aluminum casting, "Golf Practice" can be easily set up in the golfer's backyard or at the clubhouse. In



the basement, garage or recreation room it is ideal for practice during bad weather and the long winter months. It enables the enthusiast to practice driving by the hour without the inconvenience of constantly setting up tees or chasing balls. The ball, when squarely hit, travels in a circle about two feet in diameter on a ball-bearing spindle. The "Golf Practice" is fully guaranteed . . manufactured by Taylor Made Products, 2244 LaBelle Ave., Detroit 6, Michigan.



CLASSIFIED ADS

SALE—Deluxe Golf Range at New Jersey's finest shore resort. Good clubs, balls, picking machine, gang mowers, tractor, lights; complete. Priced for quick sale. Bafco Recreations, Inc., 1031 Virginia Avenue, Hapeville, Georgia.

> WANTED -- USED GOLF BALLS Highest prices paid. Get our prices before selling. EASTERN GOLF CO. 244 W. 42nd St., New York 18, N. Y.

RE-WASHED RANGE BALLS, superior quality. Write for prices. Fred Martine, Jr., 39 Lowell Avenue, West Orange, N. J.

For Sale-9 hole course. Course and clubhouse com-pletely equipped. Located in thriving town of 10,000. Address Ad 702, % Golfdom.

EXPERT GOLF BAG REPAIRING AT MODER-ATE COST. ADVANCE GOLF BAG CO., 558 W. Washington St., Chicago, Ill. ANdover 3-5047. Greenkeeper or Greenkeeper-Pro. Excellent refer-ences, any location, 20 years' experience. Address Ad 703, % Goldom.

MAKE EXTRA PROFITS. Sideline salesmen to sell two good repeating specialty numbers used by men and women golfers. High attractive commission. State territory covered. ADDRESS AD 704, % GOLFDOM.

CASH PAID for OLD GOLF BALLS! No Driving Range Culls Wanted — but we buy—sell—trade old golf balls. For quotations write: Northern Golf Ball Co.

3441 N. Claremont Ave., Chicago 18, Ill.

Wanted to Buy: Used Royer Compost Shredder, Must be in good condition. Address Ad 709, % Golfdom. FOR SALE: Sporty, scenic nine hole golf course at midwest summer resort. Operated twenty years by owner now retiring. Ninety acres land, fourteen acre lake, clubhouse and equipment all included in ex-ceptional price of \$25,000. Address Ad 705, % Golfdom.

Golf Pro desires to make connection with club in South during whiter months. Considered expert teacher, promoter, and good personality. 12 years at present club. Further details will be furnished upon request. Address Ad 706, % Golfdom. Pro-Greenkeeper-Manager—Successful experience in II davartuant of club constitute daviage near experience.

Pro-Greenkeeper-Manager Successful experience in all departments of club operation, desires new connec-tion. Presently employed and wants opportunity for increased earnings commensurate with good opera-tion. Fine record in complete operation of clubs but would prefer Pro-Greenkeeper connection. Widely and favorably known in golf. Highest references. Address Ad 707, % Golddom.

Competent Pro available—age 48, 23 years' experi-ence in all phases of golf. 17 years at last Club, good character and habits. Best of references. Address Ad 708, % Golfdom.

Wanted Golf Balls-I will pay 7c each for all your old balls-no cuts. Ship C.O.D. with privilege to inspect to Bob Simmons, Kokomo Golf Range, Kokomo, Indiana.

SALESMEN TO CALL ON GOLF COURSES AND OTHER SALESMEN TO CALL ON GOLF COURSES AND OTHER SOURCES IN CONNECTION WITH PATENTED OR-GANIC COMPOSTED FERTILIZER. THIS PRODUCT IS DEFINITELY A "MUST" FOR LAWN BUILDING AND FINE GREENS. REAL OPPORTUNITY TO GET IN ON THE GROUND FLOOR OF SOMETHING BIG. ADDRESS RAYMOND ADVERTISING AGENCY, 11 Commerce Street, Newark 2, N. J.

Commerce Street, Newark 2, N. J. Professional with 25 years successful experience at northern club and successful experience at southern and northern resort clubs, desires winter location in south. Expert in developing business and publicity for a club. Good player; excellent teacher; first-class businessman. Especially active in promoting golf in-terest and play. Age 46; married; 1 son. Interested in handling southern winter job that needs to be built up. Seeks winter opportunity primarily, rather than immediate financial returns. Address Ad 701, % Golfdom. Golfdom.

э,

CCA

ADVERTISERS



GOLFDOM . JULY, 1949

Acushnet Process Sales Co. 2nd Allied Golf Corporation American Agric. Chemical Co., The	
American Agric. Chemical Co., The	. dete
American Liquid Fertilizer Co., The	- 73
Arland Engineering & Construction	16
Armour Fertilizer Works	
Bench Craft Golf Products Co.	- 81
Boston Golf Ball Company	
Buckner Manufacturing Co.	16
Chamberlin Metal Products	
Chicago Wheel & Mig. Co.	. 5
Cleary Corporation, W. A.	17
Dargie Golf Company, Bert Davis, Inc., George A.	80
Davis, Inc., George A.	0
Dennis Company, The Martin	6
Dennis Company, The Martin Des Moines Glove & Míg. Co.	4
Dow Chemical Company The	15
Dubow Sporting Goods Corp., J. A.	7
duPont deNemours & Co., Inc., E. I.	
Semesan Division	
Eastern Golf Company	81-87
Ederer Company, R. I.	8
Ederer Company, R. J. Elmaca Company	9
Fate-Root-Heath Company	. 20
Fawick Flexi-Grip Company	77
Fawick Flexi-Grip Company Fulname Company, The	77 83
Gallowhur Chemical Corporation	69
Gallowhur Chemical Corporation Godwin, Hiram F.	69 81
Gallowhur Chemical Corporation Godwin, Hiram F. Colf Cart Supply Company	69 81 65
Gallowhur Chemical Corporation Godwin, Hiram F. Colf Cart Supply Company	69 81 65
Gallowhur Chemical Corporation Godwin, Hiram F. Colf Cart Supply Company	69 81 65
Gallowhur Chemical Corporation Godwin, Hiram F. Colf Cart Supply Company	69 81 65
Gallowhur Chemical Corporation Godwin, Hiram F. Golf Cart Supply Company Golfcraft, Inc. Gordon, William F. Graham Manufacturing Company	69 81 65 43 78 68
Gallowhur Chemical Corporation Godwin, Hiram F. Golf Cart Supply Company Golfcraft, Inc. Gordon, William F. Graham Manufacturing Company Hagen Division, Walter	69 81 65 43 78 68 35-53
Gallowhur Chemical Corporation Godwin, Hiram F. Golf Cart Supply Company Golferaft, Inc. Gordon, William F. Graham Manufacturing Company Hagen Division, Walter Harris Robert Bruce	69 81 65 43 78 68 35-53 78
Gallowhur Chemical Corporation Godwin, Hiram F. Golf Cart Supply Company Golferaft, Inc. Gordon, William F. Graham Manufacturing Company Hagen Division, Walter Harris, Robert Bruce Hillerich & Bradsby Company	69 81 65 43 78 68 35-53 78 49
Gallowhur Chemical Corporation Godwin, Hiram F. Golf Cart Supply Company Golfcraft, Inc. Gordon, William F. Graham Manufacturing Company Hagen Division, Walter	69 81 65 43 78 68 35-53 78 49
Gallowhur Chemical Corporation Godwin, Hiram F. Golf Cart Supply Company Golferaft, Inc. Gordon, William F. Graham Manufacturing Company Hagen Division, Walter Harris, Robert Bruce Hillerich & Bradsby Company Horton Manufacturing Company	69 81 65 43 78 68 35-53 78 49 37 74
Gallowhur Chemical Corporation Godwin, Hiram F. Golf Cart Supply Company Golferaft, Inc. Gordon, William F. Graham Manufacturing Company Hagen Division, Walter Harris, Robert Bruce Hillerich & Bradsby Company Horton Manufacturing Company	69 81 65 43 78 68 35-53 78 49 37 74
Gallowhur Chemical Corporation Godwin, Hiram F. Golf Cart Supply Company Golferaft, Inc. Gordon, William F. Graham Manufacturing Company Hagen Division, Walter Harris, Robert Bruce Hillerich & Bradsby Company Horton Manufacturing Company	69 81 65 43 78 68 35-53 78 49 37 74
Gallowhur Chemical Corporation Godwin, Hiram F. Golf Cart Supply Company Golferaft, Inc. Gordon, William F. Graham Manufacturing Company Hagen Division, Walter Harris, Robert Bruce Hillerich & Bradsby Company Horton Manufacturing Company	69 81 65 43 78 68 35-53 78 49 37 74
Gallowhur Chemical Corporation Godwin, Hiram F. Golf Cart Supply Company Golforati, Inc. Gordon, William F. Graham Manufacturing Company Hagen Division, Walter Harris, Robert Bruce Hillerich & Bradsby Company Horton Manufacturing Company Jamestown Fabricated Steel Co. Johnson Seed Co., J. Oliver Jones, Robert Trent Justice, Dave W. L. A. Processing Company	69 81 65 43 78 68 35-53 78 49 37 74 76 79 83 77
Gallowhur Chemical Corporation Godwin, Hiram F. Golf Cart Supply Company Golforati, Inc. Gordon, William F. Graham Manufacturing Company Hagen Division, Walter Harris, Robert Bruce Hillerich & Bradsby Company Horton Manufacturing Company Jamestown Fabricated Steel Co. Johnson Seed Co., J. Oliver Jones, Robert Trent Justice, Dave W. L. A. Processing Company	69 81 65 43 78 68 35-53 78 49 37 74 76 79 83 77
Gallowhur Chemical Corporation Godwin, Hiram F. Golf Cart Supply Company Golfaraft, Inc. Gordon, William F. Graham Manufacturing Company Hagen Division, Walter Harris, Robert Bruce Hillerich & Bradsby Company Horton Manufacturing Company Horton Manufacturing Company Jamestown Fabricated Steel Co. Johnson Seed Co., J. Oliver Jones, Robert Trent Justice, Dave W. L. A. Processing Company LaGrange Metal Products	69 81 65 43 78 68 35-53 78 49 37 74 76 79 83 77 9
Gallowhur Chemical Corporation Godwin, Hiram F. Golf Cart Supply Company Golfaraft, Inc. Gordon, William F. Graham Manufacturing Company Hagen Division, Walter Harris, Robert Bruce Hillerich & Bradsby Company Horton Manufacturing Company Horton Manufacturing Company Jamestown Fabricated Steel Co. Johnson Seed Co., J. Oliver Jones, Robert Trent Justice, Dave W. L. A. Processing Company LaGrange Metal Products	69 81 65 43 78 68 35-53 78 49 37 74 76 79 83 77 9
Gallowhur Chemical Corporation Godwin, Hiram F. Golf Cart Supply Company Golforaft, Inc. Gordon, William F. Graham Manufacturing Company Hagen Division, Walter Harris, Robert Bruce Hillerich & Bradsby Company Horton Manufacturing Company Jamestown Fabricated Steel Co. Johnson Seed Co., J. Oliver Jones, Robert Trent Justice, Dave W. L. A. Processing Company LaGrange Metal Products Lamkin Leather Company Lamaged William B.	69 81 65 43 78 68 35-53 78 49 37 74 76 79 83 77 9 83 77 9 83
Gallowhur Chemical Corporation Godwin, Hiram F. Golf Cart Supply Company Golforaft, Inc. Gordon, William F. Graham Manufacturing Company Hagen Division, Walter Harris, Robert Bruce Hillerich & Bradsby Company Horton Manufacturing Company Horton Manufacturing Company Jamestown Fabricated Steel Co. Johnson Seed Co., J. Oliver Jones, Robert Trent Justice, Dave W. L. A. Processing Company LaGrange Metal Products Lamkin Leather Company Langtord, William B. Leavitt Corporation	69 81 65 43 78 68 35-53 78 49 37 74 76 79 83 77 9 24 83 77 9 84
Gallowhur Chemical Corporation Godwin, Hiram F. Golf Cart Supply Company Golfcraft, Inc. Gordon, William F. Graham Manufacturing Company Hagen Division, Walter Harris, Robert Bruce Hillerich & Bradsby Company Horton Manufacturing Company Horton Manufacturing Company Jamestown Fabricated Steel Co. Johnson Seed Co., J. Oliver Jones, Robert Trent Justice, Dave W. L. A. Processing Company LaGrange Metal Products Lamkin Leather Company Langford, William B. Leavitt Corporation Leavie Co. G. B.	69 81 65 43 78 68 35-53 78 49 37 74 76 79 83 77 9 83 77 9 24 87 84 87 84
Gallowhur Chemical Corporation Godwin, Hiram F. Golf Cart Supply Company Golfcraft, Inc. Gordon, William F. Graham Manufacturing Company Hagen Division, Walter Harris, Robert Bruce Hillerich & Bradsby Company Horton Manufacturing Company Horton Manufacturing Company Jamestown Fabricated Steel Co. Johnson Seed Co., J. Oliver Jones, Robert Trent Justice, Dave W. L. A. Processing Company LaGrange Metal Products Lamkin Leather Company Langford, William B. Leavitt Corporation Leavie Co. G. B.	69 81 65 43 78 68 35-53 78 49 37 74 76 79 83 77 9 83 77 9 24 87 84 87 84
Gallowhur Chemical Corporation Godwin, Hiram F. Golf Cart Supply Company Golfcraft, Inc. Gordon, William F. Graham Manufacturing Company Hagen Division, Walter Harris, Robert Bruce Hillerich & Bradsby Company Horton Manufacturing Company Horton Manufacturing Company Jamestown Fabricated Steel Co. Johnson Seed Co., J. Oliver Jones, Robert Trent Justice, Dave W. L. A. Processing Company LaGrange Metal Products Lamkin Leather Company Langford, William B. Leavitt Corporation Leavie Co. G. B.	69 81 65 43 78 68 35-53 78 49 37 74 76 79 83 77 9 83 77 9 24 87 84 87 84
Gallowhur Chemical Corporation Godwin, Hiram F. Golf Cart Supply Company Golforaft, Inc. Gordon, William F. Graham Manufacturing Company Hagen Division, Walter Harris, Robert Bruce Hillerich & Bradsby Company Horton Manufacturing Company Horton Manufacturing Company Jamestown Fabricated Steel Co. Johnson Seed Co., J. Oliver Jones, Robert Trent Justice, Dave W. L. A. Processing Company LaGrange Metal Products Lamkin Leather Company Langtord, William B. Leavitt Corporation	69 81 65 43 78 68 35-53 78 49 37 74 76 79 83 77 9 24 87 87 84 14 76

MacGregor Goli Company May Company, George S. Mallinckrodt Chemical Works Manutacturer's Specialty Co., Inc. McArthur & Sons, Inc., George Mellies Products Co. Merchants Tire Company Modern Manufacturing Co. Monroe Co., Inc., The Murdock Mig. & Supply Co., The Myers & Bro. Co., The F. E.	13 83 11 7 10
"Na-Churs" Plant Food Co. Nelson Mfg. Co., L. R. Northern Ball Company Norton Products Company	
Old Orchard Turf Nurseries	87
Parkart Products Pennsylvania Lawn Mower Div. Perma-Stand Co., The Perry's Greens Spiker Phillips, F. C. Powers Regulator Company, The	63 75 4 12
Royer Foundry & Machine Co. Ruesch Range Equipment Co., Wal	18 lter 61
Schendel, A. C. Schiller-Pfeiffer Machine Works Sewerage Commission Skinner Irrigation Company Smith, Kenneth Spalding & Bros., Inc., A. G. Standard Manufacturing Co. Stumpp & Walter	75 23 16 84 5 40-41 18
Tam O'Shanter Country Club Thompson Manufacturing Company Trophy & Medal Shop Trophy Athletic Supply Co. Tull, Alfred H.	22 83 80 79
United States Rubber Co. Universal Sports & Awards	4th Cover 79
Vestal Company, John H.	
Wagner Company, Paul G. Wagstaff Company, C. D. Westall Company, Henry Western Golf Association West Point Lawn Products Whirlwind, Inc. Wilson Sporting Goods Co. Wittek Golf Range Supply Co. Work & Sons, Inc., C. F. Worthington Ball Company, The Worthington Mower Company	80 71 67 19 20 28-29 78 57 51

GOLFDOM, The Business Journal of Golf. Published monthly, except November and December. Subscription rate—\$2.00 per year, Canadian and Foreign \$2.50. Herb Graffis, Editor; Rex McMorris, Managing Editor; Joe Graffis, Advertising and Business Mgr.

Publication Offices—407 So. Dearborn St., Chicago 5; Phone Harrison 7-5941. Eastern Representative—Albro Gaylor, 20 Yesey St., New York 7; Phone, Cortland 7-1668. Pacific Coast Representatives—Roy M. McDonald & Co., 639 S. Wilton Pl., Los Angeles; Phone, Drexel 2590 ... 564 Market St., San Francisco; Phone, Yukon 6-0503 ... Terminal Sales Bildg., Seattle, Wash.; Phone, Main 3860. Printed in U.S.A. TS GOLFDOM

THE BUSINESS JOURNAL OF GOL

Front Cover: View of the Championship course at Iowa State College, Ames, taken from No. 10 tee. The NCAA Championship won by Tar Heel Harvie Ward was played here June 27 to July 2. Course designed by Perry Maxwell and completed in 1934 will be the scene of the U. S. Junior Chamber of Commerce National Junior event Aug. 8-13 in 1950.

Making the Swing Around Golf By Herb Graffis	3
Showmanship is High Note in Pro Shop Selling	25
The Practical Approach to Fairway Turf Renovation By O. J. Noer	31
Dues Income's Relation to Today's Club Operations By E. F. Sweeney	38
Pro's "Video Instruction" Creates Learning Mood	44
Curing the Problems of Soil Compaction and Drainage By G. O. Mott	50
Pros and Clubs Profit from NY-Pa. League Schedule By R. W. Corrigan	56
News from the Manufacturers	78

National Open Publicity Sets New Standard

Vol. 23 - No. 7

JULY, 1949

Mark Cox, assisted by Jim Butz, Harold Dorrance, Tom King, Audrey Thornburg and Lois Hayhurst, handled publicity for the 49th National Open in a way that set an improved and helpful standard for all golf tournament publicity. Medinah officials worked cordially and intelligently with the publicity men in caring for writers and photographers as gracious and helpful hosts. Transportation from Chicago's Loop far out to Medinah and back was a big problem but was handled by bus service far better than many expected. Medinah officials blasted Jimmy Powers' observation that the USGA often awarded the Open to the clubs having the hottest press stys and the coldests as officials.

Press room was set up in the ballroom. Due to Medinah's No. 3 ninth green being far from clubhouse detail of out nines wasn't available until players finished and were in the lockerrooms for interviews. Board figures might have been somewhat bolder for the older writers but were plain enough.

Score transcription for writers was made easy by the Cox staff which speedily supplied hole-by-hole scores of the leaders after the completion of each round and scores by out and in rounds of the entire field. This made filing and reference easy for the reporters.

For the first time at a golf tournament writers were given box score data on contestants. This information consisted of scores by rounds, pars, birdies, bogies, putts, missed greens, and shots made into traps and into rough. This data made it possible to give readers the same sort of informative detail baseball, racing and football fans get in box scores. For instance, the box score on Middlecoff's second round 67 was 10 pars, 6 birdies, 2 bogies, 30 putts, 2 missed greens, 3 traps and 2 rough.

The box score data was secured from players after they had completed their rounds. This was tedious for the players and the publicity staff, but the players cooperated in fine shape, as they did with photographers at the many practice areas available near the Medinah clubhouse.

What should be done in making this box score information standard at every major tournament is for the scorers to have an additional small form for keeping the data, hole by hole. It is something the Championship committee of the USGA will consider. M. G. (Scotty) Fessenden, pres. Western GA, says the Western is going to adopt the idea and the PGA Tournament bureau is thinking about making the box score standard practice as the one major improvement in golf score reporting that has been introduced since the game got into print.

Preliminary publicity and background information on the Open was handled better than similar material on any other golf event ever was prepared and supplied.

Publicity on the Medinah affair definitely was responsible for a gate that probably came close to Canterbury's record gate for the 1946 National Open, despite Medinah's rather remote location west of Chicago.