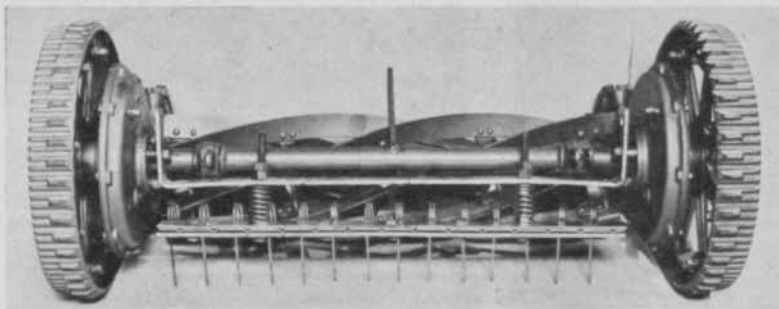


FLEXI-COMB — Attaches to Fairway Mowers



Use the Flexi-comb to remove excess mat and thin out bent grass. The combs fasten on the fronts of mower units and lift up grass runners so they can be cut off by the mowers.

The steel teeth of the combs are double-looped for greater flexibility to prevent breakage. Flexi-combs can be adapted to fit popular makes of fairway mowers.

West Point Lawn Products

West Point, Pa.

high quality articles are out of the question as exclusive stock, can make himself a comfortable livelihood by offering popular priced articles at a municipal course. The pro might possibly carry a limited quantity of quality merchandise, but the bulk should be the popular priced line. The privately-owned public courses pose a slightly different problem for the pro.

Try to Sell All Who Enter

A cardinal rule of Ciuci's is that every effort should be made to sell every customer that enters the pro shop. Yet, no pressure is ever evident and none will ever be exerted, Al insists. Al's psychology is that the customer came into his shop with the idea there was something there to interest him.

Ciuci's staff sets members up for sales by personally interviewing them either in the locker-room or at the practice tee. Al contends the pro at any club has a decided advantage over the store competition in this respect.

For that reason, Ciuci has always maintained a large staff of assistants. He feels that the more assistant pros on hand, the more potential sales in his shop result. Assistants are carefully coached to offer

advice as to the proper equipment, especially in the club line.

Al feels, and rightly so, that if members purchase their clubs from the home pro, they will be far easier to sign up for lessons. It is only natural that a member who seeks out another source to purchase clubs will be a bit reluctant to ask the pro for lessons.

Ciuci is a firm believer in the practice of tagging his merchandise with price marks. The average person instinctively, when looking at an article, goes for the price tag. It is only natural that they find the articles so marked when they enter the pro shop.

What single item would Ciuci suggest for the average pro? "I would say that the average pro should try to impart to all prospective customers the art of merchandise appreciation. By that I mean they should treat every article in the pro shop as a veritable gem. The pro should be careful in his handling of articles and in this way instill in the customer an appreciation of the merchandise. It's merely the old psychology of suggesting. Soon the members will acquire a desire to acquire the articles so carefully and skillfully handled by the pro, or his assistant."



LIQUA-VITA

The complete Liquid Fertilizer for Golf Greens

No burning in hottest weather — applied with fungicide — cuts labor costs to a minimum.

200 greenkeepers used LIQUA-VITA in 1947; over 500 in '48

There will be a lot more users in '49.

"There's a Reason"

Write for particulars

AMERICAN LIQUID FERTILIZER CO., Inc. Box No. 267, Marietta, O.



SKINNER

sprinklers of every type for
golf courses



Individual units or complete "tee to green" systems keep your course at its best. Write today for specifications.
The Skinner Irrigation Co., 415 Canal St., Troy, O.

Pioneer and Leader in Irrigation for Nearly a Half Century

GOLF COURSE IRRIGATION

A line of 5" Textolite (war surplus) pipe installed through center of Fairway, with riser outlet every 180 feet, and equipped with agricultural type giant sprinklers, will do an excellent job at lowest cost. Pipe is non corroding, light weight, 1/4" wall. Offers substantial savings in first cost and installation cost. Write for free literature, quotations and a sample pipe section. A complete line of sprinklers, pumps, fittings, etc.

IRRIGATION DIVISION
VEG-ACRE FARMS, FORESTDALE, MASS.

WILLIAM B. LANGFORD

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Look at the **SAVINGS** you get with
—THE "HENRY" GOLF BALL WASHER—
HENRY'S "TENTH" year of sturdy service
HEAVY GAUGE PRESSED "STEEL"
Rigid, Strong, Unbreakable, Rust Proofed

Saves players' clothes and tempers because it is slop-proof. Saves time because it is quicker, more thorough and easier to use. Saves cover paint of balls because it has no scouring bristle brushes. Saves frequent replacement costs because its cleaning units won't rot and warp.

*Attractive — stays tidy — easy to drain
and refill — Allen Set Screws make them
theft proof*

PRICES F. O. B.
Waukesha 5, Wis.

A. C. SCHENDEL, Distributor
HENRY GOLF BALL WASHER
WAUKESHA 5, WISCONSIN

BALL WASHER . . . \$12.75
Tee Data Plate . . . \$ 1.25
Waste Paper Cont'nr \$ 2.35
Complete Tee
Ensemble . . . \$16.35

HENRY TEE ENSEMBLE
includes Ball Washer, Tee
Data Plate and Waste
Paper Container.
*Send score card when
ordering Tee Data Plates.*



NEWS from the MANUFACTURERS

Award sweaters and jackets are featured in the new catalog of American School Supply, Inc., 360 Glenwood, East Orange, N. J., which includes the company's line of banners, pennants and flags.

DARRAH TO SPECIALIZE ON GREENS

John Darrah resigned his duties Sept. 1, as greenkeeping supt. of Olympia Field CC (Chicago district) to devote his full time to greens renovation and construction. "Faulty greens soil texture and inadequate, out-moded drainage are underlying causes of much of the damage and maintenance problems confronting the older clubs in the greater Chicago region," says Darrah, whose organization and special equipment will be devoted to greens modernization work.

LATEST HOTZE BAG LINE HAS NEW SERVICE AND SELLING FEATURES

Newest models of Hotze golf bags, now available to the golf professional trade, embody more of the popular handstamping than previous models, particularly on their Durotan bags, the patterns and styling being the same as used on Hotze saddles. Ball-pocket slots on deluxe models will have Conmar money-bag zip-

pers which cannot be opened, except by force, when slide-pull is locked. Also featured are deluxe Nylon golf bags in red, fawn and green with Neoprene coating for lasting service. Hotze "drop-in tops" in the Triex shape are accented in the new models, complete information on which may be had from Henry Hotze & Sons Company, 506 N. Fourth Ave., Saint Louis 2, Mo.

OLD ORCHARD OPENS NEW TURF NURSERY IN RHODE ISLAND

The Old Orchard Turf Nurseries, Madison, Wis., announces that their new branch nursery at Slocum, Rhode Island, growing the popular strain of Arlington C1 creeping bent stolons is now ready to produce stolons for the golfing trade in the northeastern states. Stolons are all fresh, virile stock and less than one year old. The nursery was placed there primarily for the benefit of the New England trade to assure lower express charges, fresher stolons and quicker service. With nurseries now in Richmond, Virginia, Farmington, Iowa, the Mother nursery at Madison, Wisconsin, and with two prospective nurseries in Texas and Nebraska, the company feels they are able to benefit more golf courses than could be reached from their Wisconsin nursery.

WILSON'S 1950 GOLF LINES APPEAR AT SALES SESSION

New design of irons, improved features for the Isotropic-constructed ball and better wearing qualities in the golf bags headlined the innovations introduced in the 1950 golf line at Wilson Sporting Goods Co.'s annual sales meeting held recently at Chicago's Drake Hotel.

Almost 300 sales and manufacturing representatives attended this largest and most successful sales meeting in Wilson history and heard factory and sales executives describe the new improvements

GOLFERS WANT PRO-GRIP WAX



Because It Puts Power in Their Drives!
Keeps Clubs and Rackets from Slipping!
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 made.

Retails at 50 Cents

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2736 Sidney Street St. Louis 4, Mo.

Monroe FOLDING BANQUET TABLES

"The Table That Never Disappoints"

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DESIGNED AND MANUFACTURED EXCLUSIVELY BY
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GOLF BALL MARKING

is an important service in today's pro shop operations. Years of experience have proved

FULNAME EQUIPMENT

(Marking Machines—Dies—Ink)

- the most satisfying to players
- the most profitable to the pros

1914 • THE FULNAME CO. • 1949
Cincinnati 6, Ohio

When you make a poor shot SMILE and change to



NEW PARK "ALL-WEATHER" GRIPS

PARK "ALL-WEATHER" GRIP — Greatest Grip in Golf!

Mail this coupon to any of your suppliers or direct to:

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Glendale 3, California

Please ship me _____ All Weather Grips and _____ sets shaft clamps, also installation instructions.

Name _____

Address _____

City _____ State _____

(Please print plainly)

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FOR A PURPOSE...
NOT JUST MADE TO SELL

Allied
WOODS and IRONS

ALLIED GOLF CORP.
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CHICAGO 39 • ILLINOIS



which will make the popular and successful Wilson golf line even better.

A new iron with scientific weight distribution features the new clubs announced at the sales meeting. This particular type iron is so recent a development, it has not yet been named. It combines all the popular features of Wilson's Goose-Neck iron and the important factor of weight distribution.

This distribution places the club's weight in the toe and the result is a "sweet spot" extending over the entire face of the club. This patented, exclusive weight distribution Wilson says makes it easier for the player to hit the ball, while the Goose-Neck feature enables him to get the ball into the air. The result of the combination of these two features is sure to appeal to all golfers.

Ed Rankin, manager of the Walter Hagen factory, reminded the delegates of the Hagen company's revolutionary contributions to golf: the first steel shaft using a ferrule at the hosel juncture to give the appearance of a hickory shaft; the original double flange back iron; and the original sand wedge.

In the 1950 Hagen line, all woods will be equipped with new sole plates, new grips, new face scoring and a new insignia. The sole plates will feature bold stampings and large numbers, the grips will come with a new type perforation,

When it is

GOLF PRINTING!

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Score Cards - - Charge Checks
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Tele. - WAbash 2-9235



These 1950 Hagen woods were a feature of the pro golf club display at the annual sales meeting of the Wilson Sporting Goods Co., held in August at Chicago's Drake Hotel.

and the lines in the new face scoring will be wider and more uniform.

The new Isotropic-construction principle of manufacturing Wilson golf balls, announced earlier this year, has proved highly successful. Players using Isotropic-constructed Wilson balls have won the majority of top class tournaments on the 1949 golf schedule, including the Masters', PGA, Western and National Open championships. The Wilson Top Notch and

BENCH CRAFT

"PRO FINISHED" PERSIMMON HEADS

Rough Head, Bored	\$.90
Face, Plate, Neck Ripped	2.25
Reamed and Rough Sanded	2.75
Fine Sanded Approx. Lead	3.25
Face, Red Fiber; Plate "V" or Plain	

Send for Catalog

BENCH CRAFT GOLF PRODUCTS CO.

Glen Head, New York

The Haig balls will continue to have this type construction.

Another golf ball feature is a new, longer-lasting paint which is less likely to chip. This paint will be used on all Wilson golf balls. Wilson's golf merchandising feature of 1948—Christmas gift package of balls—will be repeated this year with several improvements. The balls will be presented in 5-ball and 10-ball assortments with the smaller size being offered in an embossed leatherette chest in handsome English saddle-leather color. The 10-ball package will be continued in a metallic finished chest in rich jeweler's chased silver effect.



The golf ball display at the Wilson sales meeting traced the manufacturing process of the new Iso-struction principle.

The entire Wilson golf bag line has been redesigned with emphasis on improving the appearance and wearing qualities of the bags. In the Country Club line, double top cuff rings insure the bag's shape at the top, and a steel ring in the bottom performs a similar job there. In addition, the new high-moulded plastic bottom will not absorb moisture, preventing the bottom from later drying out and cracking.

In golf sundries, Wilson is introducing a new scarlet-colored Cabretta golf glove with a full, elastic back to prevent the glove's wrinkling in the palm. The line of combed cotton yarn, interlock knit golf shirts, introduced a year ago, will be continued with several new features. The skirt of the shirt will be split to resemble a dress shirt, and redesigning the collar and pocket of the shirt has added a great deal to its appearance.

• BENT GRASS •

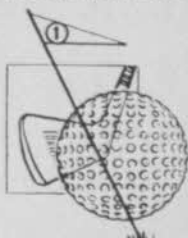
Stolons and Sod. Washington — Cl — and other recommended strains.

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Send Us Your Clubs for the Molded Sensational New Golf Pride Grip.

Molded Direct to Shaft—Prevents Shock
Design Eliminates Slipping—One Piece
Quick Service to Pro Trade

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SUPPLIES & EQUIPMENT

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TIRE TEE MATS for RANGES & GOLF COURSES

Reversible — Everlasting
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IMMEDIATE DELIVERY
48"x60"—60"x60"
Also Special Sizes



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Skycrest, Tam O'Shanter,
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Many other notable courses

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Phone 181

PRO FINISHED
PERSIMMON HEADS
WOODS HAND MADE TO ORDER

Quick Service on All Types of
Repair Work.

Bert Dargie Golf Co.

2883 Poplar Avenue, Memphis 11, Tenn.

MARILYNN SMITH, YOUNGEST WOMAN GOLF PRO, JOINS SPALDING STAFF

Twenty year old Marilynn Smith, the youngest professional in American women's golf, has just signed a contract to join A. G. Spalding & Bros. staff of consultants which includes such golfing "greats" as Bobby Jones, Jimmy Thomson, Lawson Little, Johnny Palmer and others.

In 1946, at the age of 17, Marilynn Smith commenced her career in competitive golf when she won the Women's Wichita City championship and the Kansas State Amateur championship. The following year she again won the Kansas State Amateur championship and was in the Quarter-finals of the Western Amateur championship. In 1947 she entered the University of Kansas and while still a freshman reached the finals of the National Inter-Collegiate championship and then won for the third consecutive year the Kansas State Amateur championship. This spring she won the National Inter-Collegiate championship and then decided upon a career as a golf professional. In the Western Open she was a semi-finalist.

As a member of A. G. Spalding & Bros. staff of golf consultants, Marilynn Smith will continue to play in tournaments, give exhibitions and hold golf clinics.

HOWARD SCOGGINS BUILDING MODERN HEADQUARTERS AT DUNEDIN

Ground was broken Aug. 1st at Main St. and Douglas Ave., Dunedin, Florida, for the ultra-modern new stores and warehouse for the Howard Scoggins Golf Co. The 90 ft. x 100 ft. building will house the wholesale golf equipment and apparel business started by Scoggins three years ago. The south half will contain five modern stores all of which will be leased with a view to improving Dunedin's business district. The Scoggins building, representing an investment of \$50,000, will be ready for occupancy Oct. 1st in time to be in party dress for the winter influx of pros to the home of the PGA national golf course.

LLOYD MANGRUM GOLF SHIRT MAKES DEBUT AS PRO ONLY APPAREL

The newest line in golf shirts for pro shop selling exclusively bears the name of one of the game's most able and popular performers. In speaking of the new Lloyd Mangrum golf shirts, Lloyd said, "For some time I've been getting the ideas of pros and players about their likes and dislikes in golf shirts and I feel satisfied that we have a combination of fabrics, features and styling, with careful work-

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Golf Course Architect

Wynnewood, Pa.

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15 DOZEN MINIMUM ORDER

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NEW YORK 17, N. Y.

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Golf Course Architect

Member: American Society of Golf Course Architects

664 N. Michigan Ave.
CHICAGO 11, ILL.

Phone: Whitehall 4-6530

manship, that will move our truly fine line into pro shop selling prominence." Full swing freedom in the sleeves, in long



or short lengths, and extra long tails on the tuck-in models to control creeping, are features of the new shirt. Fabrics are 7 oz. all worsted woolen French spun plain and creped Jerseys, and fancy knits, with stay-shaped collar and 3-button

placket with concealed loop top button. Lloyd Mangrum golf shirts come in small, medium and large sizes with extra large sizes to order. Special finishing reinforces all seams. Complete details may be had from the makers, Harris & Harris, Inc., 3504 Troost Ave., Kansas City 3, Mo.

**COOK 'N' KETTLE BUSY COOKING
UP EXTRA CLUB ACTIVITY**

Cook 'N' Kettle, a mighty good cookin' sort of portable barbecue pit (only it's a cast iron kettle) saw the light of day down Oklahoma way but it lost no time in heading for all points of the golf compass when an Ohio golf club manager overheard some right smart bragging about cooking by some of his he-members. His hunch that a lot of men like to cook over a charcoal pit made him a great guy with the men and women members alike and "super" among the members' kids. The word got around about how easy, safe and certain Cook 'N' Kettle would broil meats, fowl, game, fish and of course hamburgers and weiners and how the delicious smoke flavor oozes into them.

Golf clubs throughout the country have purchased one or several of these kettles in lieu of outdoor barbecue pits, because

ROBERT TRENT JONES

Member:
American Society of Golf Course Architects

**Golf Course
Architect**

20 Vesey Street
Tel: Rector 2-2258
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HARDWOOD FLAG POLES

Made of the finest, kiln dried, second growth, tough White Ash. Tapered from approximately 1" at bottom to 3/4" at top, and fitted with flanged aluminum ferrules to fit standard 1 1/8" cup. Sanded finish with prime coat of lead and oil and finished coat of finest white enamel. Available in 2 or 3 color combinations. Immediate delivery.

Your inquiries and orders will be referred to a nearby distributor.

LEAVITT CORP. EST. 1895 URBANA, ILL.

Builders of "Knockdown" bleachers for all sports

Exclusive Distributors

MILORGANITE

In the New York
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**SEED — SUPPLIES — FERTILIZER
MATERIALS — ALL AGRICULTURAL
CHEMICALS**

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Phone—White Plains 9-0180

No matter what the 19th
promises, when they're in the
broiling sun men relish a drink
of water fresh from the water
main.

The Murdock Mfg. & Sup. Co.
Cincinnati 2, Ohio

MURDOCK



the kettles are portable and enable groups to arrange for outdoor steak broiling with very little extra cost of equipment to the club.

Meat for 20 guests can be broiled at one time in the kettle which is 19 inches in diameter and 12 inches high. A stand raises it to the convenient working height of 25 1/2 inches. Heavy polished aluminum table units for attaching to each or either side of the kettle accommodate serving plates, sauces, etc. Better handling of the broiling meats is made possible by the use of COOK 'N' TOOLS poker, spatula and fork. Other accessories to lighten work and brighten the occasion are available. For particulars write Cook 'N' Kettle, P.O. Box 1403, Tulsa 1, Okla.

JESSE LYON, GOLF INVENTOR, DIES

Jesse D. Lyon, inventor of the widely used Fulname golf ball marking machine, died July 1st at his home in suburban Cincinnati, O., at the age of 78. An avid golfer and leading civil engineer, "J. D." was known to hundreds of golf pros through his development of a machine and name dies for pro shop service in marking the players' full name on golf balls. In handling names for dies, sent him by pros throughout the country "J. D." undoubtedly cleared an all-time record list of golfers. He is survived by his widow, Mrs. Mary Hervey Lyon, a daughter, Mrs. Robt. Bedham and a granddaughter. The Fulname Co. and the M. H. Lyon Ink Co. which he headed will be under management of Mrs. Bedham.

MINIATURE GOLF COURSES

We have a complete stock at lowest prices.

PUTTERS—Specially constructed for miniature courses.

RUBBER TEE OFF MATS—GOLF BALLS.

Write for prices

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CREEPING BENT STOLONS

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Cohansey C 7
Arlington C 1

SLOCUM, R. I.
Arlington C 1

FARMINGTON, IOWA
Congressional C 19

MADISON, WIS.
Arlington C 1
Old Orchard C 52

No sod or left over bent. Every stolon fresh, virile stock and less than one year old. True to strain, no mixture of other bents or grasses. No weeds — not even clover. Every shipment carries state inspection certificate.

Make all inquiries to R. R. Bond, Prop.

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Buyers' Service

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.

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

- Flood lights
- Fungicides
- Fungicide applicators
- Golf Course Const'n Engineers
- Hedge trimmers
- Hole cutters
- Hose, 3/4" 1"
- Humus
- Insecticides
- Leaf burning cart
- 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

- 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

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 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

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

Club House



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

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

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

Send information to: Name _____ Club _____
Title _____
Club _____ Address _____
Town _____ Zone (_____) State _____

