

## GOLFDOM • APRIL, 1950

Acushnet Process Sales Company, 2nd Cover		Jamestown Fabricated Steel Co.	22
American Agric. Chemical Co., The	14	Jarman-Williamson Company	87
American Liquid Fertilizer Co., Inc., The	104	Johns-Manville Corporation	27
American Mat Corporation	101	Jones, Robert Trent	113
American Playground Device Co.	25	King, Irving	98
Arland	114	Kosar's Golf Development Laboratory	32, 99
Armour Fertilizer Works	19	Kroydon Company, The	97
Ashland Rubber Door Mat Co.	114	Lane Company, Edwin W.	97
Associated Chemists, Inc.	111	Lamkin Leather Company	49
Atlas Lawn Equipment Company	14	Langford, William B.	110
Balanced Golf Bag, Inc.	91	Lewis Company, G. B.	17, 28
Balmforth, Ltd., E. B.	90	Linck Co., Inc., O. E.	29
Benson-Maclean	107	MacGregor Golf Company	38, 39
Bearley Company, The	73	Mallinckrodt Chemical Works	23
Bredar & Co., B. H.	90	Manufacturer's Specialty Co., Inc.	102
Brevard Country Club Nursery	116	McClain Brothers Company	110, 115
Buckner Manufacturing Co.	6	McLaughlin & Son, Hugh J.	114
Burgett Company, K. L.	81	Mellix Products Company	24
Burke, Golf, Inc.	47	Merchants Tire Company	32
Carbide and Carbon Chemicals Division		Michigan Peat Inc.	115
Union Carbide and Carbon Corporation	7	Minit Man Mats	108
Chamberlin Metal Products	89	Monroe Company, The	114
Chesal Industries	109	Murdock Mfg. & Supply Co., The	111
Chicago Wheel & Mfg. Co.	94	Nelson Mfg. Co., Inc., L. R.	105
Club Equipment & Supply Co.	92	Northern Ball Company	108
Columbia Chemical Co., Inc.	26	Old Orchard Turf Nurseries	90
Connolly, Inc., J. J.	106	Pacific Coast Racket Distributing Co.	110
Consolidated Industries, Inc.	28	Page Fence Association	8
Converse Co., Inc., F. S.	104	Palmer & Co., E. C.	110
D. B. A. Products Company	16	Park Sheraton Hotel	101
Daco Golf Products	69	Perry's Greens Spiker	18
Dargie Golf Company, Bert	109	Phillips, F. C.	31
Davis, Inc., George A.	10	Powers Regulator Co., The	100
Demling Golf Products, John	112	Professional Golf Co. of America, Inc.	83
Dennis Company, Martin	106	Rhode Island Textile Co.	105
Des Moines Glove & Mfg. Co.	75	Roseman Mower Corporation	4
Dolge Co., The C. B.	16	Royal Golf Club Company	108
Dow Chemical Company, The	11	Royer Foundry & Machine Co.	8
Dual Tred Mat Company	106	Ruesch, Walter	77
Dubow Sporting Goods Corp., J. A.	30	Saratoga Laboratories, Inc.	4
Dunlop Tire & Rubber Corporation	71	Schendel, A. C.	103
duPont de Nemours & Co., Inc., E. I.		Scholl Mfg. Co., Inc., The	95
Semesan Division	62, 63	Schwab, Harry	112
Durable Mat Company	96	Scott & Sons Co., O. M.	18
Eastern Golf Company	112	Sewerage Commission	12
Eaton Company, Charles A.	60	Sheriff Flag Company	107
Eaton Golf Company, Fred	98	Si's Design	100
Ederer Company, R. J.	93	Skinner Irrigation Co.	111
Farquhar Company, A. B.	13	Smith, Kenneth	31
Fate-Root-Heath Company, The	22	Spalding & Bros., Inc., A. G.	42, 43
Fawick Flexi-Grip Company	30	Standard Electrical Tool Co.	33
Ferguson & Sons	21	Standard Manufacturing Company	12
Ferti-Flow Company	20	Stant Mfg. Co., Martin	97
Field & Flint Company	67	Stumpp & Walter Company	6
Fulname Company, The	112	Sunbeam Corporation	26
General Bandages, Inc.	33	Superior Rubber Mfg. Co., The	94
Gill, David	103	Tingley-Reliance Rubber Corp.	99
Gilman & Son, Henry C.	111	Toro Manufacturing Company	15
Godwin, Hiram F.	110	Tull, Alfred H.	113
Golf Cart Supply Company	89	Union Carbide and Carbon Corporation	
Gollercraft, Inc.	45, 79	Carbide and Carbon Chemicals Division	7
Goodyear Tire & Rubber Co., Inc.	5	United States Rubber Company	4th Cover
Gordon Company, William F.	113	Universal Sports & Awards	109
Graham & Co., Inc., John H.	10	Vestal Company, John H.	109
Great Lakes Golf Ball Company	108	Wagstaff & Company, C. D.	112
Hagen Division, Walter	51	Western Golf Cart	95
Handees Company	112	West Point Lawn Products	9
Harris, Robert Bruce	113	Whitney Seed Company	111
Harrison, James Gilmore	110	Wickwire Spencer Steel Division	
Hillerich & Bradsby Company	34	Colorado Fuel & Iron Corporation	24
Holcomb Machine Company	20	Wilson Sporting Goods Company	3rd Cover
Horne, R. S.	115	Wittek Golf Range Supply Co.	69, 97, 116
Horton Manufacturing Co.	53	Woodruff & Sons, F. H.	103
Hotze & Sons Co., Henry	88	Work & Sons, Inc., C. F.	85
Ideal Power Lawn Mower Co.	29	Worthington Ball Company	59
Jacobsen Manufacturing Co.	56	Worthington Mower Company	57

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 Vesey St., New York 7; Phone, Cortland 7-1668. Pacific Coast Representatives—McDonald-Thompson, 639 S. Wilton Pl., Los Angeles; Phone, Dunkirk 7-2590 . . . 564 Market St., San Francisco; Phone, Yukon 6-0503 . . . Terminal Sales Bldg., Seattle, Wash.; Phone, Main 3860. Printed in U.S.A.

*Front Cover: At Pinehurst, North Carolina, the 50th North and South Amateur championship will be played April 17-22. The classic golf architecture of the late Donald Ross in an atmosphere of golf talk, pine fragrance and clear blue skies, make this a shrine of each golfer's devotion.*

*Photo by John G. Hemmer*

Making the Swing Around Golf	By Herb Graffis	3
College Training for New Pro Careers	By Dick Forester	35
Fumigating with Gas Controls Bermuda Grass in Greens	By W. C. Elder	37
Food Cost Controls Needed for Efficient Management	By Harry Fawcett	44
Tips for Architects in Pro Shop Planning	By Al Zimmerman	48
Chlordane Controls Japanese Beetle Larvae in Turf	By Walter E. Fleming	52
The University of Minnesota Opens a Driving Range	By Otis Dypwick	55
Golf Range Pupils Teach a Pro to Teach	By Paul Bertholy	64
Maintenance That Makes a Course Outstanding	By Malcolm McLaren	68
Club Managers Elect Bangs at National Convention		72
Pro Shop Arrangement to Lure Sales	By Jimmy D'Angelo	74
U. of Mass. Turf Meet Stresses Economy	By Geoffrey Cornish	78
1950 Tournament Schedule		88
News from the Manufacturers		107

### **CORNELL'S 3rd MEET**

*(Continued from page 33)*

made a valuable talk on handling labor problems. He cites instances of understanding and ordinary good human commonsense and help being better answers to many labor problems than increases in pay, although making plan that pay hikes if made on a human as well as money basis, didn't hurt any.

At the annual banquet Herb Graffis of GOLFDOM spoke of the philosophic attitude that keeps greenkeepers cheerfully striving.

At the banquet Prof. Corman was presented by members of the Turf Association with a power tool for his hobby workshop.

### **"Golf House" Campaign Begun By USGA**

The "Golf House" Fund campaign of the USGA has opened. A special Committee of 102 persons has been organized, augmented by the 14 USGA Executive Committee members and officers. The purpose is to raise funds for purchase of a modest building in New York City, to be known as "Golf House," which will house the USGA Golf Museum and Library and USGA executive office, and thus will be a national headquarters for golf. It is hoped

that the quarters will be adequate to accommodate the offices of other golf associations.

The special Committee comprises golfers throughout the country. The Chairman is Daniel A. Freeman, Jr., of New York, former USGA Treasurer, and it includes, among others, Robert T. Jones, Jr., Francis D. Ouimet, Mrs. Edwin H. Vane, Jr., William P. Turnesa, Miss Dorothy Kirby, John W. Dawson, Bing Crosby and Bob Hope. Each Committee member is inviting 100 or more golfers to become Founders of "Golf House."

The USGA is in serious need of larger quarters for its regular work, which has expanded considerably since the war, and to house properly the Golf Museum and Library.

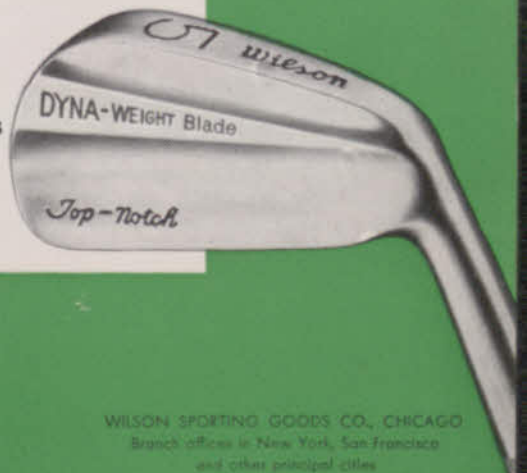
The Golf Museum and Library was started in 1936. It now contains hundreds of irreplaceable items, such as clubs used in winning championships, balls, medals, pictures, books and other objects of historical value. All have been donated by lovers of the game. The Museum has far outgrown its quarters in the rented New York office. As a result, many items cannot be exhibited and cared for as they deserve, and the library, including the greenkeeping lore of the Green Section, is not available for the easy reference that is so desirable.

# THE *Right Combination* FOR *Easy Selling*

There's only one **safe and sure** formula for successful pro shop selling. That's to feature only merchandise backed by big-time national advertising. And give the best and most prominent shop-display space to equipment bearing trade-marks all of your customers know and respect. **You know** you have the right combination for easy selling when you feature Wilson **TOP NOTCH** clubs and balls. For, to pro shop customers the nation over, the name Wilson is an old friend—a trade-mark that means the **last word** in golf equipment.

Make the most of the exclusive selling features of:

- Wilson Top Notch Strata-Bloc Woods**
- Wilson Top Notch Dyna-Weight Blades**
- Wilson Top Notch Dynamic Balance Balls**



**IT'S Wilson**  
**TODAY IN SPORTS EQUIPMENT**

WILSON SPORTING GOODS CO., CHICAGO  
Branch offices in New York, San Francisco  
and other principal cities  
(A subsidiary of Wilson & Co., Inc.)