

keep ahead of your
mowing jobs
with



WORTHINGTON FRONT-MOUNTED BLITZER MOWERS

Worthington Model F Chief and 5-gang
Grass Blitzer in action. Blitzers are available
in 3, 5, 7 and 9-gang sizes. Easily convertible
— units can be added or removed in seconds.

You'll be "acres ahead" with this Worthington front-mounted Grass Blitzer Gang Mower and the Model F Chief Tractor. Cutting units out front cut grass before tractor wheels touch it.

And Grass Blitzer cutting units are built for high speed operation. Special steel skids are used instead of rollers. Special spring suspension holds cutting units down, prevents bouncing and skipping on rough ground. Entire reel assembly—support discs, reel blades, reel shaft—is electrically welded into a rugged, lasting unit that can really take punishment.

Proved on tough jobs the country over, the Grass Blitzer unit is capable of cutting speeds up to 20 mph. on the straightaway.

Get the full story from your Worthington dealer. He will be glad to arrange for a demonstration on your course.

WORTHINGTON MOWER COMPANY
Stroudsburg, Pennsylvania

Tufhorse GOLF BAGS

MODEL
L-830



Original Pax design. Tubes to the bottom for 14 clubs. Canvas with lots of leather trim.

Make 1951 Bag Sales Bigger

Feature Tufhorse, the complete line of golf bags, and look for bigger sales and better profits. Tufhorse offers streamlined styling . . . the newest color and material combinations . . . finer craftsmanship . . . and playing and traveling conveniences to delight the proud owner.

send your order to

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THE GREATEST NAME IN GOLF

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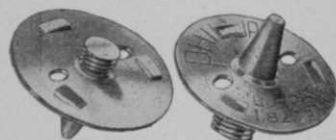
MANUFACTURED BY
DES MOINES GLOVE & MFG. CO.
DES MOINES, IOWA

51st N&S Invitation Amateur at Pinehurst April 16-21 . . . 49th N&S Women's Invitation at Pinehurst April 23-28 . . . Chicago District GA releases its tournament schedule compiled to avoid conflict between club invitation days . . . Spring conference of Montana-Wyoming Turf Assn. at Butte, Mont., April 16-17 . . . Assn. wants all greenkeepers and clubs in two states as members . . . Get membership details from F. M. Harrington, Montana State College, Bozeman . . . State college making free tests on Montana golf course soil and turf.

A grand youngster, Cpl. Stanley P. Arendt, 22, is missing in action in Korea . . . He's the son of Mr. and Mrs. Stanley Arendt of Palatine, Ill. . . . Father is pro-golfer at Inverness GC . . . The lad starred as a high school athlete.

Art Marks, formerly asst. to Harold Sanderson at Canoe Brook CC, now pro at Lakewood (N. J.) CC succeeding Pat Egan who has retired . . . Joe Vileno, formerly asst. to Herman Barron at Fenway CC, now pro at Aldecress (N. J.) CC . . . Ernie Jacob, South Hills CC (Pittsburgh dist.) elected pres., Western Pa. Greenkeepers Assn. . . . No celebration on the 60th birthday of public golf in Boston . . . First course was laid out at Franklin Park and opened Dec. 10, 1890 . . . Chick Harbert's 358 yd.

PHILLIPS CAM LOCK



The Answer to Lost Spikes

CAM LOCKS have been added to the regular LARGE BASE spike. The CAMS hold spike fast in position. Will not rough sole.

F. C. PHILLIPS, INC.
STOUGHTON, MASS.

The Amazing Fonken Picker-Upper



RETRIEVES GOLF BALLS the MONEY SAVING WAY

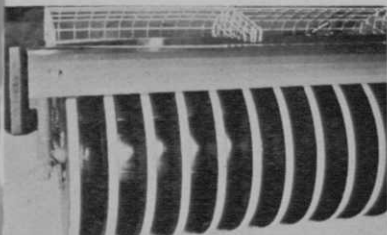
New - Improved pick-up surface of thick rubber, bonded to metal disc, assures gentle ball handling.

New - Improved rugged wire baskets prevent ball wear; allow speedy basket-washing of balls.

Unmatched for its speed and economy in retrieving golf balls; a fact confirmed by its use on the great majority of America's driving ranges. The Fonken "Picker-Upper" operates with the effortless efficiency of a vacuum cleaner, covering a swath nine feet wide over every sort of terrain. Each golf ball in its path is harmlessly picked up and deposited in the basket ready for speedy replacement at the tees. Here is quick relief for high labor cost... worries of back fence theft and needlessly high golf ball investment... and a way to substantially increase operating profits. The *original* automatic golf ball retriever, FONKEN'S "PICKER-UPPER" undergoes constant improvement through research and testing. Today over 500 owners testify to the machine's value on their driving ranges. A "PICKER-UPPER" can increase profits on

your range too. Every aggressive range owner interested in making more profits will want a FONKEN "PICKER-UPPER" *now*. Order today direct from FONKEN MANUFACTURING COMPANY.

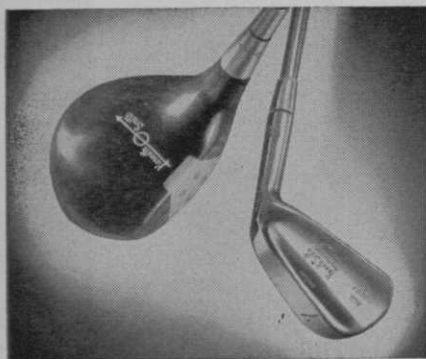
Rubber Surface Pick Up Disc



Thick rubber surface, bonded to metal pick-up disc assures certain pick up and gentle ball handling.

New - GUM RUBBER TEES
\$14 per one-hundred

FONKEN MANUFACTURING CO.
433 W. Magnolia Ave., GLENDALE, CALIF.



For Your Most Particular Members

Even your most exacting member will break into smiles when you put a Kenneth Smith club in his hands. He'll sense its "sweet feel" with his first swing. And when you tell him that we hand-make Kenneth Smith clubs to fit his natural swing, that every Kenneth Smith club in a set is scientifically matched and identically swing-balanced; and that no other clubs are so made and so balanced — well, friend, you've sold another set of Kenneth Smith clubs.

Pros: Write for new booklet that helps you sell Kenneth Smith clubs.

Give Your Members Better Service with

KEN SHOP SUPPLIES

Golf Club Lacquer, Adhesives, Form-a-Coat, Grip Conditioner, Buffing and Bench Supplies, Official and Lorthymic Scales, Stain & All Shop Supplies

Write for handy Supply Order Form

Kenneth Smith
GOLF CLUBS
Hand made to fit You
 BOX 41, KANSAS CITY 10, MO.

drive in contest at Havana tournament longest of record in years.

Pat Patten reelected Northern Calif. PGA pres. . . . Harold Stone, pro at Sonoma (Calif.) CC signs new 6-year contract . . . Fred X. Fry has 337 putters in his collection . . . Ashville, N. C. to improve its 18-hole muny course . . . Paul O'Leary off tourney circuit into the Army . . . Harry Bassler now has shop concession at Rio Hondo GC (LA Dist.) with Willie Figeira as resident pro.

Changes in management at Seattle free courses: Foster course leased for 5 years by Joe Aliment from Owner Bob Eddy . . . Wayne course leased for 5 years by Gordon Richards from Owner Joe Blyth . . . Bob Adair has bought interest of his partner, Bob Tachell, in Meadowbrook, 9-hole course . . . L. F. Thompson, sec.-mgr., Lake County C of C says 9-hole course construction soon will start about 5 miles south of Lakeport, Calif.

National Women's Open at Druid Hills CC, Atlanta, G., Sept. 13-16 . . . Purse \$7500 plus 10 amateur prizes . . . Willie Hunter says play in LA Open was much faster this year because "for the first time the PGA had a capable man in Howard Capps right on his toes checking up on slow players and not mincing words with offenders — big shots or not." . . . Putting on 1950 LA Open cost LA Jaycees about \$32,000.

"There's dirty work afoot", says **SCRUBBY**

. . . but who cares? I'll give 'em the quick, easy PUSH BUTTON BEAUTY TREATMENT with

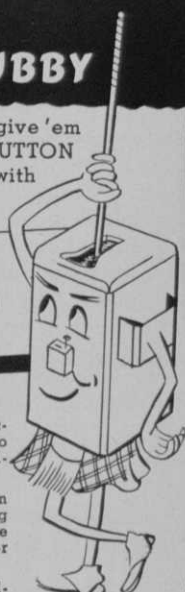
LEWIS

Golf Club CLEANING MACHINE

- New 1951 Faster Brush Action. (Conversion pulleys to speed up 1950 models available free)
- Cleans woods or irons in seconds without hand rubbing or scrubbing. Anyone can use it. Can be coin operated for public courses.
- Built for years of dependable service with a minimum of attention.

ASK FOR DEALER DEMONSTRATION

G. B. LEWIS CO.
 WATERTOWN • WISCONSIN



KEEPS CLUBS CLEAN

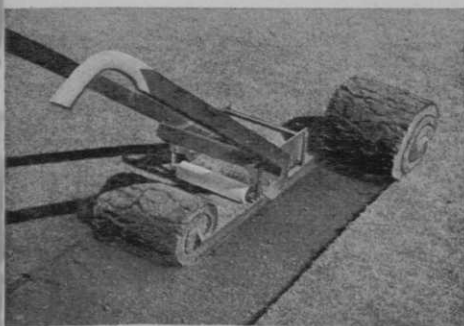
Wilson's San Francisco pro golf salesman Swede Swanson now knitting after cracking ribs by stumbling over a bag cart and later additional injuries from a sidewalk skid . . . San Diego, Calif., proposed 18-hole munny course on former Camp Callan site postponed by government order banning golf course construction . . . Plans for course being made by Wm. P. Bell & Son for construction when O.K. . . . Woodward, Okla., constructing \$4200 course on former airport site.

Nelson Cullenward in San Francisco Call-Bulletin picking district's leading golfers for 1950 named, in order, in pro ranks: Art Bell, Eddie Joseph, Bill Fritz, Sherm Elworthy, Buddy Porter, Newt Bassler, Virgil Shreeve, Al Schoux, Everett Goulart and Hank Flack . . . Ernest Martin returns to Kings County CC, Hanford, Calif., as pro.

Spencer Murphy, pro at Glen Oaks CC (NY Met Dist.), has bought 9-hole Trillora course, formerly private course on Guggenheim estate at Sands Point, L. I. . . His brother Ed (Senator) will operate the course as a private club with gatehouse already equipped as clubhouse . . . Long Island PGA pros discussing \$7 per hour and \$4 per half hour as general lesson rate, with some pro lesson fees higher.

Seems to be far more indoor lesson busi-

(Continued on page 79)



the Lint SOD CUTTER

An Efficient One Man Tool

Lawrence Hughes — Mission Valley Golf Course says, "Of all the tools on a golf course, the Lint Easy Sod Cutter is beyond any doubt the biggest labor and time saver" . . . If you could use it just once, you'd buy one!!

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LINT GOLF EQUIPMENT CO.

P. O. BOX 2668

SAN DIEGO 12, CALIF.

More than

5,000,000

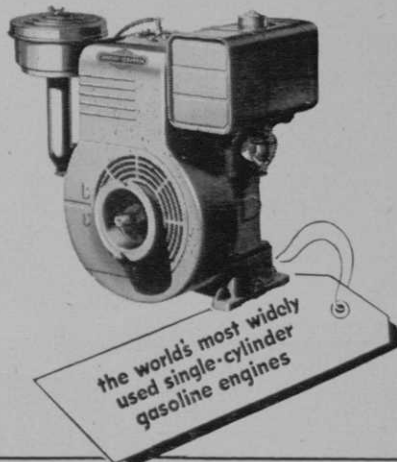
4 CYCLE

BRIGGS & STRATTON

GASOLINE ENGINES

The performance record of more than five million Briggs & Stratton 4-cycle, air-cooled engines speaks for itself.

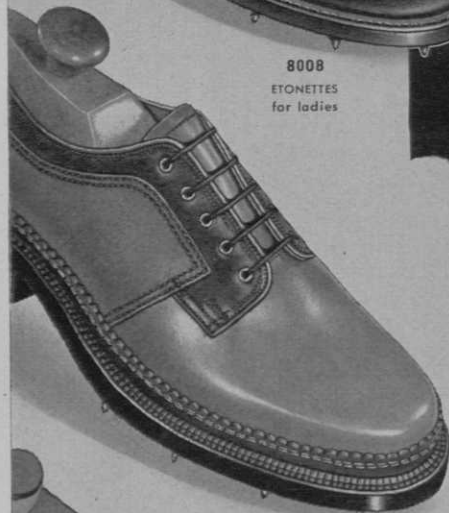
BRIGGS & STRATTON CORP.
Milwaukee 1, Wisconsin, U. S. A.



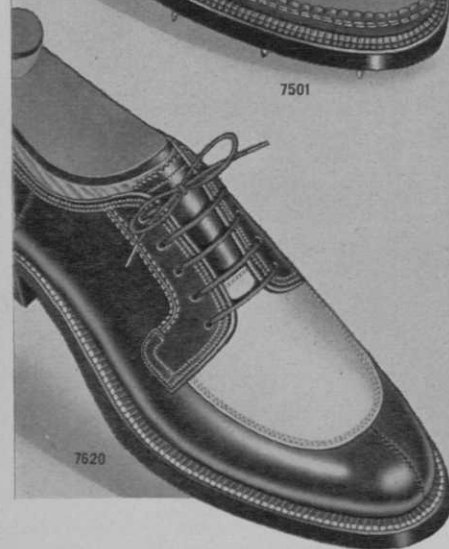
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ETONETTES
for ladies



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ALICE and MARLENE BAUER

sensational young golfing stars, say,
"We have found from experience that for the comfort we must have and the sturdiness required to hold up under constant Tournament Play, our ETONETTES are truly the finest ladies' Golf Shoes for the Fairways."

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Pro Shop Profits

More than 2500 Golf Pros from coast to coast sell ETONIC ALL-WEATHER GOLF SHOES for men and ETONETTE GOLF SHOES for women because no other Golf Shoes have their outstanding features.

All-Weather features in Men's Golf Shoes:

- Vulcanized leather soles and sole seams.
- Waterproof rubber gasket midsole for all-weather play. For solid comfort, whatever the weather, ETONIC ALL-WEATHER GOLF SHOES can't be equalled.

Plus . . . ETONIC ALL-WEATHER Golf Shoes for men and ETONETTE Golf Shoes for women are available in 25 fast selling styles for men and women . . . all IN-STOCK ready for same day shipment! America's leading Golf Pros know that ETONIC and ETONETTE Golf Shoes make more profits, more satisfied customers. Write for complete information today!

IN STOCK ON WEST COAST READY FOR SAME DAY SHIPMENT!

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Please send me the free new ETONIC
IN-STOCK Golf Shoe Catalog.

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G-2



From the Bootshop of Charles A. Eaton, Brockton, Mass.
Fine Bootmakers since 1876

FEBRUARY • 1951

Act Now, Course Equipment and Supply Dealers Warn

These comments from dealers were received before price freezing was announced by Washington. Now the advice to buy before prices get higher doesn't apply. But the shortages are getting more acute. In none of the reports from dealers did GOLFDOM get any indication that orders for the same equipment and supplies had been placed by clubs with several dealers in the hope of securing delivery from at least one dealer, but inaccurately magnifying the demand.

Golf course equipment and maintenance supplies are showing the war and defense situation to the extent that some golf clubs are going to get caught short.

That summary comes from the dealers who are in the middle between the manufacturers and the clubs. According to the dealers who are well acquainted with the clubs' needs, buying practices and financial positions, the most urgent responsibility of club officials now is getting what they'll need before the material shortage is acute and the manufacturers are switched to defense work.

In some cases club officials nearing expiration of their terms of office hesitate to commit succeeding administrations to purchase obligations and don't want to incur bills at a time of the year when club income is low. Those are conditions that'll have to be faced and acted upon promptly, say the dealers, or clubs will be out of luck.

Course equipment and supply dealers are in close contact with superintendents and club officials and know that in many cases foresighted purchasing is prevented by directors' reluctance to act upon recommendations of superintendents and green-chairmen. The dealers also know how tight the material situation is in some respects. Their information about supply and buying is authoritative.

Here's a round-up from dealers that

might well be heeded by all golf club directors:

THE CLAPPER CO. — It's an immediate duty of club directors to raise necessary money for payment of equipment, supplies and repairs if the money isn't already in the till. There is no need of greenkeepers waiting until March and April to buy standard expendable items as routine purchases. Foresighted clubs are ordering what is available and credit is tightening. Action right now probably will be the answer to standard of course maintenance and economy of operation for several years.

GEORGE A. DAVIS, INC. — There is no aspect of hoarding in a club looking ahead and protecting itself against inevitable shortages in equipment and supplies. It is simply "first come, first served" and the investment in essentials must be promptly made. The club whose directors are slow in acting can't expect dealers to do the impossible for it.

WOODWORTH BRADLEY, INC. — Clubs now should let the greenkeepers do the buying of what experience dictates will be needed for the season's use and the long haul. Officials need only to see that the greenkeeper stays within a reasonable budget and is helped with financing of wise emergency purchases. Greenkeepers are so well practiced in thrift officials don't need to worry about the greenkeepers doing any panicky buying.

H. V. CARTER CO., INC. — Members of the Northern California Golf Superintendents' Assn. are especially troubled by the buying problem as, due to their 12 months operations, needs of courses are greater and more varied than in other sections. Manufacturers we represent have been very cooperative and have acted with foresight. However the problem right now is one of allotment of equipment we can secure from manufacturers. When equipment was plentiful we found instances where it was abused, neglected and worn beyond repair. Equipment operators must be impressed with necessity of giving

proper attention to operation and maintenance of equipment entrusted to their care. Because of a probably heavy turnover in course labor that job of education and supervision will be another heavier load on the superintendent.

SYDNOR PUMP & WELL CO. — Many club officials are professional men who seldom are in the market for merchandise other than that required to operate their own households. Informing them of the acute situation in golf course equipment and supplies is urgently necessary. When they learn how course equipment and supply shortages are looming they'll press for buying.

TROY FILE WORKS — Every club should make a complete inventory of course equipment and supplies, and an examination of condition of equipment. Then order immediately, allowing plenty of time for delivery. The situation is being complicated for dealers by inability to get some equipment and supplies, necessity of limiting acceptance of orders to clubs having solid financial condition, and problems of determining sizes of stocks to carry.

DRAKE-SCRUGGS EQUIPMENT CO. — At least minimum needs of clubs should be determined and ordered at once as, in our opinion, there will be a shortage of golf course equipment before the 1951 season ends.

C. F. ARMINGER, INC. — Shortage of raw materials and government restrictions already are pinching course equipment manufacture. It is certain that lawn and golf course equipment can not be officially rated as defense items. One equipment manufacturer whose product is sold mainly during late summer and early fall will ship our entire allotment in January. It now is not a case of golf clubs being able to get all they may need; it's a matter of the greenkeeper, chairman and others concerned with ordering course equipment and supplies determining their requirements for the entire season and give their suppliers at least a tentative schedule of their needs in order to have a good chance of obtaining minimum requirements. The prospect of shortages in so many fields is being so overworked that in the golf field the actual seriousness of the situation may not be appreciated by club officials.

MINNESOTA TORO CO. — The picture of major items now is:

Mowers — Short supply and going to be worse.

Tractors — Very short and will get worse.

Fungicides — Available but prices rising almost weekly.

Sprinklers — Fair supply but getting critical.

Hose — Short supply and getting worse.

Seed — Supply fair; prices probably will get higher.

Tea and Green Equipment (cups, poles, flags, etc.) — Short supply and will be very critical.

Fertilizers — Supply good but will be critical in not too distant future.

Parts — Good now but several price raises and will be more. No idea of how long factories will be allowed to make parts. Possibly manufacture will be permitted on short percentage basis as during World War II.

KENNEY MACHINERY CO. — Many clubs could use commonsense and review their experience with mowing and other equipment, figure life expectancy of this equipment, then buy with idea of protecting themselves for at least half the expected life of the equipment. We have one Indiana club which bought Toro mowers from us 15 years ago. The club cannot afford, without assessing member, to buy new equipment, and with the best break of the factory in obtaining materials we couldn't promise delivery sooner than 90 days. In talking over this situation with the club we gave them alternatives of buying new equipment or complete rebuilding of mowers. On this particular set the rebuilding cost was about 60% of the price of new equipment. Another club just purchased a new engine to put in its 10-year-old tractor.

Now, if a lot of the clubs had followed such policy there would not be the present scarcity of equipment and supplies. Look ahead and see what may happen in 1952 with clubs bought ahead to that time and the manufacturers and dealers scrambling for orders.

Nobody can control this situation in which panic or greed overrules sane saving for a rainy day. It is certainly good business for any club to protect itself and we certainly are not businessmen who would recommend that clubs buy little, but fix up the old stuff instead. However it seems obvious to us that a buying rush isn't the entire and wisest answer to protecting course maintenance and a calm survey of the balance between new equipment buying and reconditioning is the right policy, and the only policy for clubs that are close to the financial line.

JACK D. MANSUR — Experience of World War II is fresh enough in greenkeepers' minds to provide sound buying policies, but only a few officials were in club clubs then and now, hence the lessons of that experience rarely will be applied. As far as possible without interference with defense clubs should lay in two years' supply of supplies that won't deteriorate. The materials will keep as well

in club warehouses as in warehouses of suppliers and the financing load will be kept off dealers. Financing is an increasingly important factor in the present situation.

OHIO TORO CO. — Don't buy in excess of normal requirements and stockpile heavily. This makes it too tough on the smaller clubs. But anticipate needs well in advance and take delivery whenever material is available. Expect substitute materials as the situation gets tighter. Dealers have to buy at the price in effect with the manufacturer when equipment or supplies are shipped, hence golf clubs must expect changes without notice on prices of what they are able to get. The manufacturers and dealers expect to be in business long after this emergency has ended and the nation is in a strong peaceful condition again, so there'll be no gouging on the necessary price increases to the clubs.

GUSTINE'S SALES & SERVICE — Standardize on one line of equipment to take advantage of interchangeability of repair parts. Don't go hog-wild but get your equipment in shape and supply your club so canny management will take you through a couple of years.

CHARLES G. KRUCKEMEYER — Not a moment should be lost in making necessary purchases of equipment and supplies. Green-committees and other officials should be informed in writing by the greenkeeper of the details in which each club is affected by growing critical shortages. In some cases orders for spring delivery will assure needs being met and billing dates at times when the clubs are active but if the club has the money it had better order for delivery at first possible date. It is wise to have spares of mowers and parts; not going overboard in ordering but making use of past experience to make certain that a carefully planned economical program can be carried through.

BARTELDES SEED CO. — We don't look for shortages in grass seed nor do we expect acute fertilizer shortages. It looks to us that clubs would be smart if they'd buy soon and with foresight any items made of metal. More homes since end of World War II will have lawn requirements that will affect golf course maintenance needs.

ROSEMAN MOWER CORP. — It is highly advisable for clubs to place equipment orders well in advance of actual need. It now is necessary for manufacturers to order material far ahead of their need to be somewhat certain that material be available at time of production. This places an additional burden of financing, storage of inventory, etc., on the manufacturers, which could be somewhat reduced to the benefit of club buyers as well as

manufacturers, by steady maintenance of production schedules.

D. R. NIEDERLANDER — The unpredictable future calls for the course supt. and chairman getting in touch with his supplier, learning present prices on what's needed, and buying it if it's obtainable and can be afforded. We all have to go along from day to day. A day that's lost may mean equipment or materials lost.

HECTOR SUPPLY CO. — Due to golf clubs being operated by committees of frequently changing personnel, careful study of present buying situation is needed. There is no need of hysteria buying but normal yearly requirements should be ordered without delay. There will be many shortages but if good judgment has prevailed in keeping equipment in good operating condition clubs should not be caught short. Soundly conservative action with foresight should be exercised in the event that there may be wartime restrictions on golf.

GOLDTHWAITE'S TEXAS TORO CO. — Demand for golf course equipment in numerous items exceeds production and in instances shipment of equipment scheduled for delivery is held up by lack of some small but vital part. However most courses have replaced badly worn equipment since World War II and with proper care this equipment should carry through. Club officials and greenkeepers who didn't order before the shortage became acute will be lucky if they are able to supply some urgent needs.

BOB DUNNING-JONES, INC. — We find greenkeepers and club officials as a group to be unaware of the rapidly tightening shortage of all hard goods and chemicals required for golf course maintenance. It is difficult to account for delay in buying as the warning of increasing prices has been repeatedly given. One chemical preparation which is almost standard in course maintenance increased from \$2.33 to \$4.95 a pound in a few months because of factors beyond the control of the manufacturer. The current situation has placed us in the position of having to put our money on the line for clubs that should be buying now and having to order merchandise in larger quantities than normal to have something on hand when clubs finally get around to ordering it. Golf clubs can't expect supply houses to cover up for delay and lack of knowledge of needs, and smaller supply houses wisely won't take any chances.

Late in January our availability of equipment, which we are certain was greater than that of most dealers, was:

Toro tractors — One left.

Gang mowers — Oversold on allotment, hoping for few more that will sell almost immediately.

(Continued on page 73)



feel

that sweet "feel"

hear

that famous "click"



see

the distance you get