cessitated by complete custom making that a model made to these specifications

required in the past.

The medium and low priced Byron Nelson and Louise Suggs line of woods and irons have been radically changed and will again represent excellent values for their respective price ranges.

A new utility iron, "Mr. Flipper" for the men and "Mrs. Flipper" for the ladies,

has been added.

The putter line has been altered to include new models as well as a variety of

bright colored grips.

An out-of-the-ordinary Christmas golf ball package has been created to include one dozen MT golf balls and four tempered glass ash trays, which are finished in a decorative pin stripe of red, blue, yellow and white and the Scottie motif. Christmas packages will be available also in one half dozen golf ball and two ash tray units.

An entirely new line of MacGregor-Tufhorse bags is being introduced for 1956. It will feature bags made of Tuff-Hide, a new material that will guarantee long life without sacrificing the smartness and popularity of bright color combinations. Matching carryalls, practice ball bags and head covers will also be avail-

able.

#### IMPROVEMENTS MADE ON 1956 E-Z GO GOLF CAR

E-Z Go Car Corp. has made a number of changes in its golf car for 1956 among which is placing the batteries under the seat which lowers the center of gravity and makes the car exceptionally stable under any operating conditions. An entirely new electrical system eliminates the possibility of arcing.

New 6:00 x 6 4-ply jumbo balloon tires are easy on the turf and are long lasting. The E-Z Go for 1956 has an automobile-type frame and differential, and has

two-wheeled drive and brakes.

The switch controls are mounted on the dashboard. The outfit has a separate heavy duty 30-ampere battery charger with automatic timer and fan, thus assuring a full charge within eight hours.

The mechanism is in the rear of the

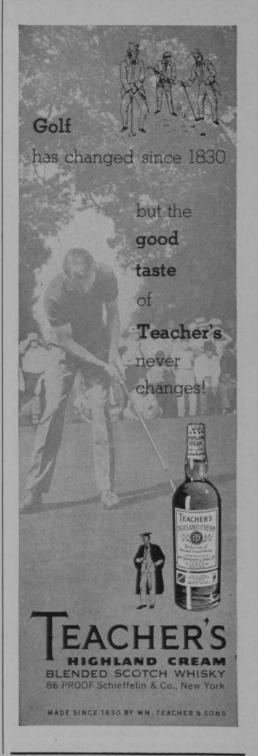
The mechanism is in the rear of the car, making preventive maintenance work easy. The E-Z Go increased power enables it to climb 40-50 degree grades, Val Pernush, the company's sales mgr. says.

Two-tone colors also mark the E-Z Go

1956 car.

#### "DIATOMIC" NEW CLUBS ARE INTRODUCED BY NADCO

Nadco Sporting Goods Co., 3635 W. Touhy ave., Chicago, Ill., now has for the pro market "Diatomic" woods and irons, made with new materials and presenting



October, 1955

numerous other new features.

The clubs have been designed by the widely known club designing expert, J. Victor East. East says that among the salient merits of the new line are complete precision and uniformity of the clubs, due to unique manufacturing methods, and lasting uniformity of the woods because of the use of head material not subject to alteration by moisture and heat conditions.

Herbert C. Johnson, Jr., Nadco president, says of the new clubs: "Calling on the aid of science, and more than 30 years of experience in making precision equip-ment for the aviation and automotive in-dustries, Nadco has developed Diatomic golf clubs that are actually matched-in-

motion.

"Diatomic woods are made of an entirely new high-impact material called PowRlon, far stronger than wood and impervious to heat and mois-



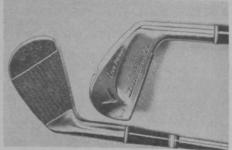
ture, lends itself readily to true precision manufacturing. The physical characteristics of PowRlon have been blended so that they create the best conditions of feel and click.

"Manufactured to an accuracy measured in .001's of an inch, Nadco Diatomic woods are formed to exact specifications. Each head is formed in a precision-made die that will not change under use. Consequently, each head, in the same number wood is identical. If one club in a set is lost, it may be easily replaced, without spoiling the matched qualities of the set.

"With Diatomic clubs, the face insert, also made of PowRlon, is fused to the head and therefore can never be loosened."

In commenting on Nadco's new irons East says that variations in iron clubs due to the nature of material used and the manufacturing methods, will be absent as a result of the Nadco innovations. He explains:

"Nadco irons are made with an entirely new alloy called Vorium, which is 30 per cent stronger than steel, and will not rust or chip. Because Vorium is stronger,



Nadco irons can be manufactured to provide the best location of the line of percussion and give the golfer great ac-curacy. Because it is not necessary to add extra material at the hosel, the club's weight is accurately distributed to give the golfer added power for distance and better feel."

Machines which match the clubs to a golfer's swing have been developed by Nadco. Clubs usually are matched separately by swing weight, length and flexibility. The blending of these elements to the golfer's swing is the basis of Nadco's new "Matched-in-Motion" concept.

Nadco has announced that Diatomic clubs will be sold only through pro shops. As head of the firm, Johnson stated "It is our sincere belief that golf clubs should be distributed most effectively through golf professionals. This will insure the best possible relationship between the manufacturer and the golfer, and between the golf professional and the golfer."

#### SQUIRE MAKING "REGISTERED" SLACKS FOR PROS

Jack Lust and Joe Di Fini of Squire Slacks, 18 W. 20th st., New York 11, have had an interesting development in the big business they've done with pros on slacks and Bermuda shorts this year. Some of the pros of big dimensions—George Bayer among them—have their measurements registered with Squire so they can get quick shipments of their special slacks.

Lust and Di Fini say the Squire Bermuda shorts sales to women were especially great in pro shops this year. The answer, the Squire fellows explain, is a trimly tailored tapered design that makes the derriere (fanny to you, Bud) and the

limbs look slender.

They say that while the Bermuda shorts sales to men golfers looked early in the summer as though they might cut pro shop dollar volume down, due to shorts selling for less than slacks, it didn't work

# new 24" x 24" golf type RUBBERLOCK

designed SPECIFICALLY to protect and beautify golf rooms, grill rooms, pro shops Choice

no cement or mastic needed 1/2" thick

Choice of Colors



Long Wearing interlocking marbleized spike resistant rubber flooring

Write or Wire

M. M. Levitt,
Sports Div.

MITCHELL RUBBER
PRODUCTS, INC.
2114 San Fernando Rd.,
Los Angeles 65, Calif.

out that way. Golfers usually bought at least one pair of light-weight slacks and several of Squire's Bermuda shorts.

Spring and fall pro shop volume on Squire slacks has been away beyond previous years and has set records in many pro shops.

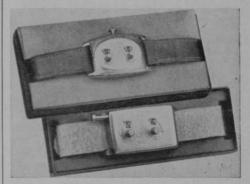
As an example of what smart pro shop merchandising does with the fall line of Squire slacks, Jack and Joe point to Claude Harmon's shop at Winged Foot. Wilbur Hood, Claude's shop asst., put the new line of a display rack right by the door so members practically bumped into it. The first day of the fall line display 10 pair of slacks were sold.

Hood formerly was with Leo Fraser at Atlantic City (N. J.) CC. He helped put across fine holiday business for Leo last year by bright displays of Christmas golf goods. One of his display stunts was to borrow a "horn of plenty" fixture from a florist from which golf gifts were pouring

Jack and Joe are working on an idea to help pros keep ahead of their slacks and shorts requirements in 1956. They say that too many of the pros run short of stock and spend more on long distance telephone and special delivery shipping than would be necessary if inventory were well watched. These costs for rush handling eat into profits.

# SALES WITH THIS FINE

# GIFT SUGGESTION



#### THE GOLFER'S PAL . SCORE KEEPER

For those who want the best

Designed to be worn on wrist without interfering with stroke.

The perfect Christmas gift. Precision, dependability, and simplicity in operation make it standard golf accessory.

Model No. 1-X \$5.00; Model No. 1 \$3.50

Manufactured by BORM MANUFACTURING CO., Elgin, III.

### Sells Because It Serves!



# BAG-CHAG

# RETRIEVER

BAG-SHAG takes the "stoop and scoop" out of practice sessions, lets the golfer concentrate on improving his game.

Sturdily built of aluminum, steel and wearproof canvas - lasts for years. Weighs only 2 lbs. 6 oz. Lists at \$15.00 (liberal pro shop dis-

counts). Year 'round sales appeal; ideal gift and prize item. Nationally advertised. BAG-SHAG sells on sight, needs no servicing. Put one on display and see!

See your nearest distributor or write today for literature, discount schedule.

MADEWELL PRODUCTS, Incorporated

3129 East 7th St., Oakland, Calif.

# A New PROFIT PPORTUNITY



# The Amazing, New KLEET-KLEENER

Here's an item packed with sales power... a brightly colored accessory for removing mud from golf shoes. Large enough to get the job done... small enough to fit easily into the pocket of a golf bag! Made from strong, rustproof aluminum. Convenient hook end for attaching to have at het street. aluminum. Convenient hook end for attaching to bag or belt strap. Available in red or blue. A real profit producer!

Retail Price \$1.00. Fifty percent discount to Pro Shops in lots of ten each, Postage Paid, Free attention-compelling display material.

#### FREE SAMPLE FOR PROFESSION ALS!

Write TODAY on your business let-terhead for a free KLEET-KLEENER and dealer information, or send us an order and we will include a complimentary KLEET-KLEENER.

KLEET-KLEENER CO. 7509 ORVILLE RD. HOUSTON 16, TEXAS



Birdie Golf Cart, distributed by Birdie Sales Co., Clintonville, Wis., carries one or two bags. A gasoline engine, started by a pull cord, powers the device. Speed is controlled as desired. The engine has a double silencer. The car can be sent across the fairway to another player, without a player accompanying it.

Seats on both sides of the Birdie car provide resting places for players.

#### BUCKNER SPRINKLER MAKES 1956 IMPROVEMENTS

H. M. Clark, vp, Buckner Mfg. Co., Fresno 8, Calif., outlines advances in the company's 1956 program by advising:

"We are working toward two very definite improvements in sprinkler design. (1) In producing the same Buckner quality equipment, but with lighter materials on large sprinklers that must be carried from one place to another, and (2) in improving our sprinkler bearing design to assure the same long life and satisfactory operation without the use of grease and expen-

sive packings.
"The lighter weight on the long range sprinkler equipment will be accomplished by the use of an aluminum head and special alloy lever on our Model 250 Super Irrigator for center line fairway irrigation. Along with this we will have available the new all aluminum Model 870 Rainer, which will be considerably lighter in weight than any other sprinkling equipment of comparable performance formerly on the market. This extreme weight reduction is accomplished by the use of thoroughly proven specially heat treated alloy aluminum.

"The Buckner No. 250 Super Irrigator

and the new all aluminum Buckner No. 870 Rainer, will take a tremendous bur-den off the back of the golf course water-

ing man in 1956.
"The new Buckner GDG Bearings have proven a revolution this year in solving one of the greatest problems in farm crop sprinkler irrigation-sand wear on the sprinkler bearings. A great deal of research has been put behind the development of the Buckner GDG Bearing and it has proven so successful under the very worst sand and wear conditions that it will be a natural for our heavy duty golf course watering equipment this coming

"Buckner is entering the third year in their program of factory training for their distributors in sprinkler system design and layout work, maintenance and service. This means genuine factory service on Buckner Sprinkling Equipment for golf courses throughout the country through the Buckner Distributor near

them.

#### COMPACT, MOBILE DISPLAY HELPS PRO SELLING



Robert E. Murray Associates, Golf Shop Promotions div., 595 Fifth ave., New York 19, has designed this pro shop display fixture that has been doing some real selling for pros.

The company suggests twin displaysone of mea a golf apparel and the other of women's: Golf Shop Promotions serv-ices pros who use these fixtures with seasonal merchandising aids, including clever price cards.

# FOR GREATER

Automatic teeing system that makes you more money two ways: eliminates costly breakdowns - steps up your volume and profit because Will-Tee is fast, customers drive more balls. As soon as ball is hit machine automatically tees up next ball. Operates by a counter balancing action. No motors, levers or pedals to operate. Heavy steel construction . . . defies weather conditions. Holds 100 balls. Ranges the

country over are turning to Will-Tee for "fool-proof" performance. Write for complete information.

Phone 4-5935

612 Chaffee Street Fort Des Moines, Iowa

# with PUNCH-LOK **Hose Clamps** it's easy to be sure

of your hoseand save money too!

NO SNAG NO LEAK

### "Smoothest job on the course

Write for descriptive literature and name of nearest jobber.

Bangh-rok

Dept. R, 321 N. Justine St., Chicago 7, III.

# STOCK PAR TUBES FOR CHRISTMAS



PAR TUBES As Used In Individual Compartment or Slot Type Bags

The demand is terrific and the profits are quick. PAR TUBES superior construction proves them tops in the field. A Must for any golfer who wants to protect his grips the full bag length and obtain a friction-proof bag with an individual compartment for each club. PAR TUBES are dropped into oval or round type bags allowing a numerical arrangement of clubs. PAR TUBES fit into and strengthen individual compartment bags, allowing full free use of EVERY compartment.

PAR TUBES are Strong — Moistureproof — They are endorsed by Pros and Amateurs alike as a great idea for keeping grips in fine condition and protecting clubs against marring by careless handling.

Packed in cartons of 42 and 144

Contact Your Local Distributor or

PAR TUBE— 5710 W. DAKIN ST., CHICAGO 34, ILLINOIS



Oval or Round Type Bags

#### WOODS BROTHERS NEW 42 IN. ROTARY MOWER-SHREDDER

Woods Brothers Mfg. Co., Oregon, Ill., are making a new 42 in. Model 42G rotary mower-shredder for use under the Allis-Chalmers Model G tractor. The blades and spindle assembly on the Woods Model 42G are the same as used on larger models of Woods rotary mower-shredders. Height of cut is adjusted by the tractor lift mechanism.

The outfit is being used with pronounced satisfaction in solving the leaf disposal problem on golf courses. The practice of mulching leaves is doing a lot to make fall play greater and helps fairway conditioning.

#### WHITE Q-ROK TRAP SAND IS COURSE BEAUTY TREATMENT

A number of the foremost clubs this year filled traps with Q-Rok, a beautifully white trap sand that adds considerably to course appearance. Golfers of all classes approved the uniform consistency of this deluxe sand. Superintendents O.K. the sand as a maintenance aid as it is clay-free and coarsely graded, drains

quickly and stays in traps, resisting wind and washing losses.

The sand also has been extensively used by prominent superintendents as a topdressing mixture.

Samples and further information on Q-Rok may be obtained from the Pennsylvania Glass Sand Corp., 2 Gateway Center, Pittsburgh, Pa.

#### ACUSHNET REPORTS BIGGEST YEAR; TELLS 1956 PLANS

Wm. Bommer, vp, Acushnet Process Sales Co., New Bedford, Mass., says this year has been the biggest one Acushnet has had in golf ball business and that Acushnet's Titleist led in popularity with pro and amateur contestants in major championships and on the tournament circuit.

The company's pro-only policy again resulted in a year of record volume, Bommer advises. The new Titleist Red Rough received a big reception and hit sales figures that has the new ball pushing the Finalist and the Bedford out of the line, so in 1956 pro shop stocks of Acushnets will have to carry only three of the company's top grade balls; the Titleist, the



The new pace-setters for Putter Profits Perfect for your Christmas Sellina

These are the new putters that have won the instant and wide approval of top pros and amateurs for surprising performance. Here's why: A delicacy of balance that imparts a confident feeling of distance control; An "illusion" hozel that gives clearer sighting and more accuracy in direction control; An angled hozel delivers a balanced impact at the center of the putter head. Solid brass heads and hozels, True Temper shafts, live rubber pistol-type grips in colors.

Retails at \$12.50. Usual Pro discount. Post-paid.

L & S Sales Co. • 707 W. Buchanan St. • Phoenix, Arizona



Protect your floors from spike holes with rugged Pneu-Mat Runners. Absolutely spikeresistant, they provide a comfortable walking surface - improve the appearance of your club house.

Woven of rubber-impregnated fabric, Pneu-Mat Runners are tougher than rubber runners. Reversible for double wear.

#### MONEY BACK TRIAL OFFER:

Order a trial section. Test it on an area which gets especially hard wear. Money back if 24"x60" \$10.00 20" x24" \$4.00

Standard Widths 20"-24"-30" 36"-42"-48"

Write today for illustrated folder.

SUPERIOR RUBBER MFG. CO., INC., 122 East 25th St., New York 10, N.Y.

Titleist 100, and the Titleist Red Rough. The Green Ray, the Pinnacle and the Club Special again will be Acushnet's balls in

the lower price brackets.

Research and development this year have accounted for advances in performance, durability and uniformity, Bill Bommer says, and he adds that Acushnet's advertising emphasizing the 100 per cent pro shop distribution will continue to exert increasing power in bringing customers into the pros' stores.

#### CON-VOY RENTAL CARTS NOW HAVE THEFT, FIRE INSURANCE

Product Engineering Co., 4707 S.E. 17th Ave., Portland 2, Ore., has announced a new plan for "Theft Protection" on the Con-Voy Rental carts, the newest addition to the Con-Voy line.

The Con-Voy Rental now will be protected by low cost theft and fire insurance issued through Product Engineering Co. On fleet purchases of 12 or more, the company will pay the first year premium.

The Con-Voy Rental features rugged

durability resulting in low upkeep cost and minimum loss time for servicing. Its quality finish, balance and popular features such as the stroke counter, tee holder and cigarette rest bring rental cus-tomers for a lot of repeat business with pros, says Charles Freeling, Product En-



gineering Co. executive. Freeling also remarks that Con-Voy Rental fleets can be purchased on a low-cost time payment contract whereby the purchase price may be paid out of rental profit.

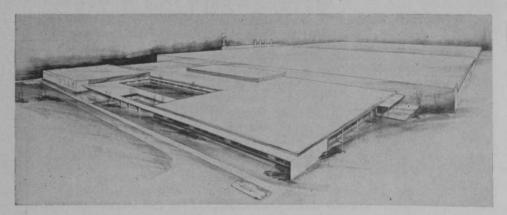
#### the "Top Pros" in Sprinkling Equipment! Rain Bird Sprinklers and Nelson "Quick Coupling" Valves provide unsurpassed watering capacity. Here's rainmaking that suits your course to a 'T', for sprinklers can be adjusted to full, half or quarter circles to prevent soaking of walks or driveways. Ease of maintenance

RAIN BIRD and NELSON...

in the rain! Sprinklers and key are inserted NATIONAL RAIN BIRD SALES & ENGINEERING CORP.

Azusa, California RAINY SPRINKLER SALES 609 West Lake St., Peoria 5, Illinois into valve top, and a simple turn of the key has the sprinkler in full operation.





#### WILSON TO BUILD BIG FACTORY NEAR CHICAGO

Plans for a new modern Wilson Sporting Goods Co. building in west suburban River Grove, Ill., have been announced by

Fred J. Bowman, pres.

Rezoning for industrial use of a 27½ acre tract has been sanctioned and Wilson plans to move ahead on the new one-story building which will include executive offices, research laboratory, engineering department, warehousing and manufacturing units.

Bowman outlined the move by stating, "This single factory on one floor is replacing six buildings — which covered 35 floors — in the Chicago area. This type of modern factory assures Wilson of low cost operation with high efficiency.

"Our new building will represent outstanding improvements in manufacturing, office and warehousing efficiency and enable us to render the finest service to our customers in Chicago and other areas.

"This new building completes a series of moves in modernizing Wilson facilities in our plants and distributing branches to assure our dealers and professionals of up-to-date manufacturing techniques and quick delivery service of merchandise."

Facing West Street at Palmer Avenue, the Wilson plant premises will occupy 15 acres. Employees, customers and visitors will find ample off street parking facilities conveniently located. Near the entrance will be modern sales rooms for the dealer and professional trade.

Ragnar-Benson, Inc., is the architectural firm. Plans and specifications have been in work now for many months and should be completed in the near future. At that time, bids will be sought for construction. Long range plans call for Wilson to move into its new home during the latter part of 1956.

#### DUNHAM MAKING NEW HEAVY DUTY ROLLER

The new, improved Dunham No. 109 is a two-man heavy duty lawn roller. This model is equipped with roller bearings, special spring loaded scraper bar and heavy duty tubular steel handle. Weight is adjustable by use of either water or sand for filling. Weight empty is approximately 100 lbs., weight when water filled is approximately 575 lbs. It is made by Ohio Machine Products, Inc., 3077 Beulah Rd., Columbus 11, O.



# McGREGOR SPORTSWEAR SHOWS

David D. Doniger & Co., Inc., 303 Fifth ave., New York 16, is enlarging its pro shop distribution for 1956. Among featured items for the pro customers are the McGregor Drizzler jacket made of water repellent rayon and cotton fabric, a Bermuda short, and a long sleeved knit shirt.

The Drizzler jacket and the new shirt are styled for freedom of swing. The shirt is available in cotton or wool. McGregor also has a conventional polo type of shirt designed primarily for golf.

The Bermuda golf shorts have a large pocket and a towel loop and are trim fitting.



### AMERICA'S FINEST GOLF PRACTICE NET

made with United States Rubber Company's shock absorbent ENSOLITE



Makes an excellent Christmas gift
ORDER EARLY

—a tough expanded cellular plastic pad sewed to heavy duck and designed to withstand the terrific impact of high velocity drives. Prevents ball rebound.

• Easy to set up—INSIDE OR OUTSIDE • Back drop 8' wide 9' high • Ensolite pad 4' x 6' • Side nets 8' x 9' \$98.00 F.O.B. Factory

8'x9' back drop and Ensolite Pad, without side nets \$69.50 F.O.B.

Please enclose check, money order or purchase order.

#### SOUTH BEND PRODUCT SALES

Associates of — City Awning Company, 14221/2 Mishawaka Ave. South Bend, Indiana

# PROMOTION FOR 1956

Intensified promotion, including direct mail, trade and national advertising, will support 1956 sales efforts of professionals and golf shops handling the improved Flange Wrap golf grip.

Flange Wrap golf grip.

According to the C. S. I. Sales Co., Solon, Ohio, promotional copy will emphasize such advantages of the Flange Wrap grip as its non-slip qualities even when damp, its easy application without cement or adhesive, and soft cushioned "feel" that lessens hand irritation. With the exclusive



flange, rubber under tension is wrapped on rubber and shock is absorbed. The Flange Wrap permits a relaxed but firm

An attractive new display carton, highlighting the exclusive features of the Flange Wrap, will attract attention.

# 1914 FU

The Original FULNAME

1955

Golf Ball Markers DURAMARK DIE

Serrated surface gives better imprints.
Cincinnati 6, Ohio



Write for Free Catalogues on our complete line of Lockers with prelocking device (Single, Double & Multiple Tier), Cabinets and Shelving.

## STAR STEEL

EQUIPMENT CO., INC.
Dept. Go. College Point, New York







# PLAY IT SAFE follow through with Scotts®

Nature and experts know Fall seeding is best to improve greens, tees and fairways. Like many of the nation's top courses, you'll also discover that it's best to use Scotts. TURF PRODUCTS. Prices are right and results are certain to win enthusiastic player acclaim . . , help put any course in the championship class. Write our turf specialists for estimates.

O M Scott & SONS CO, Marysville, Ohio also Palo Alto, California

MAC GREGOR MT BALL GIFT



In a striking black and red Christmas package there are tubes of MT balls and colorful tempered glass ash trays, at the price of the balls alone.

The gift set is available in a dozen or halfdozen package.

#### SABAYRAC IN NEW BUILDING AT HIALEAH, FLA.

Ernie Sabayrac has moved headquarters offices and warehouses of his company's stocks for pro trade into his new building at 1045 E. 16th st., Hialeah, Fla.

In the new building Sabayrac will han-

dle pro trade nationally on Palm Beach slacks, coats and walking shorts as well as his other lines. A Sabayrac organization known as Golf Sales, Inc., will care for the pro trade in Palm Beach products and have inventories available for prompt shipping. Golf, Inc., is Ernie's division handling the small sundry items which will be warehoused in the new building. Fairway Enterprises, Inc., is the Sabayrac set-up to handle distribution of Ben Hogan clubs and balls. Hogan is getting his production and delivery problems ironed out and has a new ball which is going over good, so this phase of distribution by the Sabayrac organization is very active now.

Foot-Joy shoes, La Coste and Izod shirts and other apparel items handled by Sabayrac's team went strong at pro shops this year and accounted for a 1955 figure of more than \$2,000,000 in pro shop business billed by Ernie.

#### WORTHINGTON BALL HAS ALL NEW PRO-ONLY SWEET SHOT

Worthington Ball Co., Elyria, O., will have for 1956 sale exclusively at pro shops a new Sweet Shot ball that has been extensively tested for months. The ball will be entirely new from the center to the paint on the cover. Jim Brydon, Worthington vp, says tests have proved the ball gets off the face of the club exceptionally fast and is excellent for the

#### LAWN MOWER STATIONARY BLADES



SINGLE Lip and DOUBLE Lip HEAVY DUTY Blades for all Makes of Fairway Mowers — Hand and Power Putting Green Mowers — Power Mower Blades — Tee Mower and Trimmer Blades all made of the best quality knife steel and heat treated to insure long wear and guaranteed to give complete satisfaction. Order on your Club Stationery for Special Club Discount. Dealers and Repair Shop orders are also given prompt attention and wholesale prices. You will save important money buying direct from manufacturer.

Price sheet on request or we will quote price for your blade order.

JONES MOWER & EQUIPMENT CO. 2418 Grasslyn Avenue, Havertown, Pa. We pay the postage on all orders of \$15.00 and