

**THE PRIDE  
OF ANY  
GOLF COURSE...**



# Ball Washer

Here at last is a ball washer designed for long life and efficiency. PAR-AIDE is made of durable vinyl coated cast aluminum. The tough Tynex crimped nylon brushes set in rubber will wear for years and years. Movement of the spiral agitator creates a spinning action that rotates the ball uniformly cleaning its surface.



PATENTED



**BALL TYPE TEE MARKERS**  
Light weight plastic markers are 4" in diameter. Aluminum tee markers have a 5" diameter and are coated with baked enamel. Ball type markers are available in red, blue and white. Stakes are permanently cast into the markers.



**PAR-AIDE CUSTOM TEE MARKERS**  
These markers are cast of non-corrosive aluminum coated with weather proof baked enamel. Course name, hole number, yardage, handicap and par information are highlighted in buffed aluminum face surface. Available with 30° angle stand for ground setting or with bracket for mounting on 2" pipe. Comes in five standard designs and in colors of red, blue, green, orange or black. Styles made to your design available at extra cost. (Prices on request.)

**PAR-AIDE TEE MARKER UNIT**  
Now you can furnish your tees with a unit that can be stationary or portable for convenience in moving with tee changes. Players have ball washer, towels, club rest, and course information in a single unit. Simplify course handling around the tees with the new Par-Aide Tee Marking Unit.

**SAVE TIME AND MONEY**

—PUT PAR-AIDE PRODUCTS TO WORK

**PROGRESS FOUNDRIES, INC.**  
1457 MARSHALL AVENUE • ST. PAUL 4, MINNESOTA



**Extra tough!**  
**U. S. DRIVING RANGE**  
**BALLS!**



**in colored stripes**



**and new built-in**  
**YELLOW!**

U. S. Driving Range Balls have been acclaimed all over the country as the *best* range balls on the market. They're made *just* for driving ranges. Extra-tough, they take everything in stride—fight off scrapes and cuts. Offer plenty of playability plus durability. Come in a choice of colored stripes—or the new all-yellow ball. The yellow color is built-in—all the way through. Can't wear off. This "high-visibility" yellow makes it much easier to find. Cuts down on pilferage, too. Ask your U. S. Sales Representative to show you the complete line of U. S. Driving Range Balls!



**United  
States  
Rubber**

Rockefeller Center, New York 20, N. Y.

## Discount Houses Threaten Existence of Pro Shops

By MAX McMURRY

Pro. Alameda (Calif.) Municipal Golf Course

One of the serious problems of the professionals in our Bay area also is damaging almost every other medium size or small retailer in the territory. It is the "discount-house" type of store operation that reputedly sells merchandise at a smaller margin above cost than is required by other retailers for taxes alone.

At such establishments, one even can buy an automobile, finance it at 3 per cent and get gasoline at a discount.

To be eligible for such discounts one is supposed to be a civil service employee or member of some union, although these requirements are merely nominal.

It is readily realized that this sort of retailing is driving some retailers out of business. The so-called "fair trade" laws doesn't offer fair treatment to the genuinely fair-trading retailer.

"Discount" dealers can get merchandise from almost any manufacturer and often at a preferential price plus a phony "advertising allowance."

There is widespread resentment of this competition. Retailers whose taxes pay the salaries of civil service employees and who buy and sell the products made by union members who patronize "discount" stores, are becoming very active, adroit and effective in self-defense. They are growing to be a power far more valuable in the public relations needed by civil service employees and union employees than "discount" store arrangements.

Encouragement given the "discount" stores is one of the most dangerous threats to small business.

This move already has cost professionals a large sum. It is endangering pro credit and eventually may put manufacturers at the mercy of a comparatively few big buyers.

The pro has to handle this danger wisely and discreetly, stressing the factor of individual and continuing and convenient service.

There is a possibility of thoughtful and mutually profitable co-operation between professionals and leading makers of golf goods to prevent the "discount house" wrecking of a rational retailing profit. If that co-operation is achieved it may produce results that could be the salvation of moderate-sized and small business.

# Kaddie Kart

## THE SUPER RENTAL CART

Wherever you see the genuine Kaddie Kart you know the club has the best and finest for its players. Truly a mark of distinction.



### DETAILS

Fourteen inch wire spoke, ball bearing wheels, factory grease packed. Semi-pneumatic, puncture proof tires. Long or short axles. Long handle. Beautifully finished.

### NEW FEATURES

Basket shaped lower brackets with no straps required can be furnished without extra charge on new Karts. Write for information about basket type lower brackets for old Kaddie Karts.

## FOR SALE or FOR LEASE FLEETS FINANCED

WRITE FOR DETAILS

Golf Cart Supply Co. 157GD  
2226 Wabansia Chicago 47, Illinois

Please send complete information about Kaddie Karts. We are interested in buying \_\_\_\_\_ leasing \_\_\_\_\_

Name \_\_\_\_\_ Position \_\_\_\_\_

Club \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_

# THE CHAMBERLIN Kolapsi Kart

## PATENTED AUTOMATIC FOLDING ACTION

LIFT HANDLE  
IT OPENS

1957  
SPECIAL PRO  
MODELS

WRITE FOR  
FREE CAT.

AMERICA'S  
MOST  
GLAMOROUS  
GOLF CART



## EASIEST PULLING CART BY ACTUAL TEST

The strongest and hardest golf cart ever built. No wing nuts, no wheels to push, no sliding sleeves. America's Luxury cart!

## FOURTEEN INCH WHEELS

Models with 14 inch wire spoke wheels and with eleven inch disc wheels.

SEND FOR CATALOGUE WITH PRICES DISCOUNTS and DEALERS and PRO ARRANGEMENTS

Chamberlin Metal Products Co. 157GD  
2226 Wabansia Chicago 47, Illinois

Please send complete information about the Automatic Kolapsi Kart for (resale) (my private use).

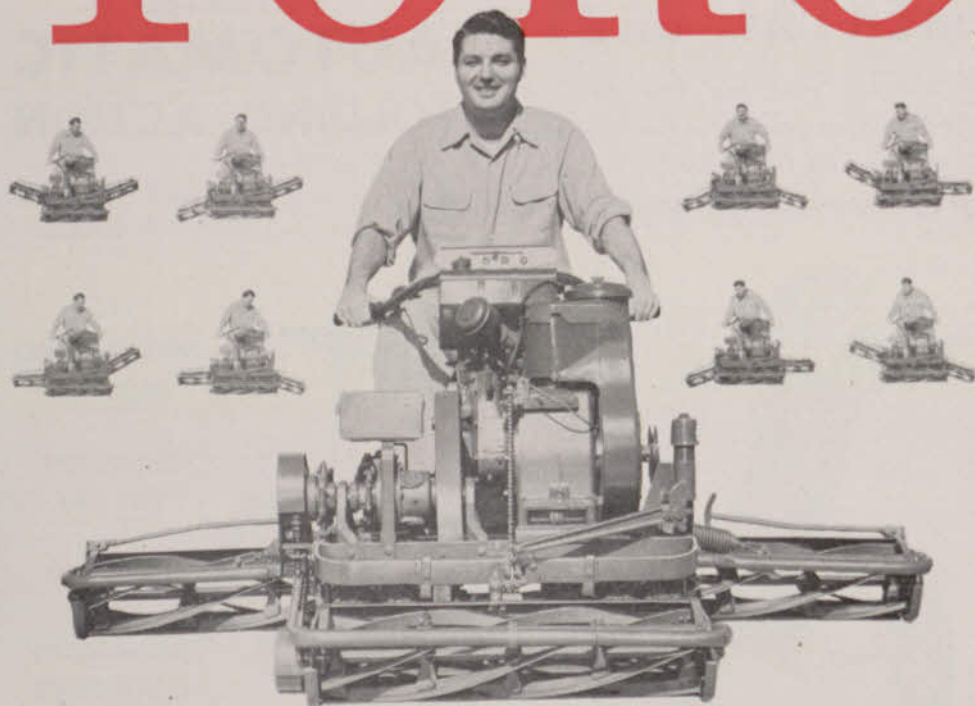
Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

Club \_\_\_\_\_ Position \_\_\_\_\_

# TORO



## *The Professional . . . best you can buy*

Here is the recognized standard of the world in large-area grass mowing machinery—the mighty Toro Professional. Since its introduction 18 years ago, this kind of power mowers has held top position with the nation's leading grounds superintendents.

What makes "The Pro" such a favorite? Its unique design and construction, for one thing. The hinged wing reels automatically hug every ground contour to give an incredibly smooth, even cut—a full 76 inches wide. Yet "The Pro" is so maneuverable it can trim around a spot the size of a half

dollar. It comes complete with reverse transmission, too, and a built-in seat for extra operating ease.

Not surprising, is it, that this mower will outperform 15 men with hand mowers . . . that it can handle up to 25 acres a day . . . that it often pays for itself in the first year of operation.

Before you buy any large-area mower, take a look at "The Pro." You can get it now with optional electric starting—with six-blade reels if you'd like. Your Toro distributor is listed on the next page for your convenience.

# TORO



TORO MANUFACTURING CORPORATION, 3064 SNELLING AVENUE, MINNEAPOLIS, MINNESOTA

# TORO

## Authorized Distributors

dence, R. I. Delaware: Philadelphia Toro Co., Philadelphia, Pa.; Baltimore Toro, Baltimore, Md. District of Columbia: Nat'l. Capitol Toro, Silver Spring, Md. Florida: Zauz Equip. Co., Jacksonville; Hector Supply Co., Miami; McGowin-Lyons Hdwe. Co., Mobile, Ala. Georgia: Toro & Turf Supply Co., Atlanta; Zauz Equip. Co., Jacksonville, Fla. Idaho: Washington Turf & Toro Co., Seattle, Wash.; Salt Lake Hdwe. Co., Salt Lake City, Utah. Illinois: George A. Davis Inc., Chicago; Meisel Dist. Co., St. Louis, Mo.; Tri-State Toro Co., Davenport, Iowa; Scruggs-Drake Equip. Co., Decatur; Heldt Monroe Co., Evansville, Ind.; Drake Scruggs Equipment Co., Springfield, Indiana; George A. Davis, Inc., Chicago, Ill.; Heldt Monroe Co., Evansville; A. H. Heine Co., Fort Wayne; Kenney Mach. Co., Indianapolis; B. K. Cohee Co., Montgomery, Ohio; Buntun Seed Co., Louisville, Ky. Iowa: Tri-State Toro Co., Davenport; Z. W. Credle Co., Omaha, Neb. Kansas: Turf Equip. Co., Inc., Kansas City, Mo. Kentucky: Wilson Impl. Co., Inc., Lexington; B. K. Cohee, Montgomery, Ohio; Heldt Monroe Co., Evansville, Ind.; Buntun Seed Co., Louisville, Ky.; Van Zandt Supply Co., Huntington, W. Va. Louisiana: Whalen Toro Co., New Orleans; Gustine Sales and Service Co., Shreveport, Maine: Phillip R. Yerxa, South Portland. Maryland: Baltimore Toro Co., Balt.; Nat'l. Capitol Toro, Silver Spring. Massachusetts: Springfield Toro Co., Agawam; The Clapper Co., West Newton. Michigan: R. L. Ryerson Co., Milwaukee, Wis.; C. E. Anderson Co., Royal Oak; Spartan Distrib., Sparta. Minnesota: Minnesota Toro Inc., Mpls. Mississippi: Choctaw, Inc., Memphis, Tenn.; McGowin-Lyons Hdwe. Co., Mobile, Ala.; Whalen Toro Co., New Orleans, La. Missouri: Meisel Dist. Co., St. Louis; Turf Equip. Co., Kansas City 2; Harry Cooper Supply, Springfield, Montana: Montana Toro Sales Co., Billings; Manions, Kallispell; Salt Lake Hdwe. Co., Salt Lake City, Utah, Nebraska: Z. W. Credle, Omaha, Nevada: Salt Lake Hdwe. Co., Salt Lake City, Utah; Calif. Toro Co., San Francisco, Cal. New Hampshire: The Clapper Co., West Newton, Mass. New Jersey: Toro Equip. Co., White Plains, N. Y.; Phila. Toro Co., Phila., Pa. New Mexico: The Myers Co., Roswell; Colorado Toro Co., Denver, Colo.; Salt Lake Hdwe. Co., Salt Lake City, Utah. New York: Eaton Equip. Co., Hamburg; Hudson Toro Sales Co., Latham; Chas. E. Lennon & Sons, Liberty; Haverstick Toro Sales Corp., Rochester; James H. Lynch, Southampton; Golf & Tractor Equip. Corp., Syracuse; Toro Equip. Co., Inc., White Plains. North Carolina: E. J. Smith & Sons Co., Charlotte. North Dakota: Minn. Toro Inc., Mpls., Minn. Ohio: Ohio Toro Co., Cleveland; Woodin Sales Co., Columbus; R. L. Shane Co., Dayton; B. K. Cohee Co., Montgomery; Recht Supply Co., Toledo; Van Zandt Supply Co., Huntington, W. Va. Oklahoma: Bob Bunning-Jones, Inc., Tulsa. Oregon: Western Golf Course Supply Co., Portland; Salt Lake Hdwe. Co., Salt Lake City, Utah. Pennsylvania: Eaton Equip. Co., Hamburg, N. Y.; Chas. E. Lennon & Son, Liberty, N. Y.; Philadelphia Toro Co., Phila.; Penn. Toro, Inc., Pittsburgh; Haverstick Toro Sales & Service, Rochester, N. Y. Rhode Island: Bay Toro Distrib., Inc., Providence. South Carolina: E. J. Smith & Sons, Charlotte, N. C. South Dakota: Z. W. Credle, Omaha, Neb.; Wyoming Toro Co., Sheridan, Wyo.; Minn. Toro, Inc., Mpls., Minn. Tennessee: Williams Equip. Co., Chattanooga; Tenn. Turf & Toro, Knoxville; Choctaw, Inc., Memphis; Kilgore McRee Co., Birmingham, Ala. Texas: Goldthwaites Texas Toro Co., Dallas; The Myers Co., El Paso; Goldthwaites Texas Toro Co., Fort Worth; Goldthwaites Texas Toro Co., Houston; Gustine Sales and Service, Shreveport, La. Utah: Salt Lake Hdwe. Co., Salt Lake City, Vermont: Springfield Toro Co., Agawam, Mass. Virginia: Sydnor Pump & Well Co., Richmond; Nat'l. Capitol Toro Co., Silver Spring, Md. Washington: Western Golf Course Supply Co., Portland, Ore.; Washington Turf & Toro, Seattle; Washington Turf & Toro, Spokane. West Virginia: Penn. Toro, Inc., Pittsburgh, Pa.; Nat'l. Capitol Toro, Silver Spring, Md.; Sydnor Pump & Well Co., Richmond; Van Zandt Supply Co., Huntington, W. Va. Wisconsin: Tri-State Toro Co., Davenport, Iowa; R. L. Ryerson Co., Milwaukee; Minnesota Toro Inc., Mpls., Minn. Wyoming: Colorado Toro Co., Denver, Colo.; Salt Lake Hdwe. Co., Salt Lake City, Utah; Wyoming Toro Co., Sheridan. CANADA—Alberta: Burgess Bldg. & Plumbing Supplies, Ltd., Calgary. British Columbia: Willard Equip. Co., Vancouver. Manitoba: Consolidated Industries, Ltd., Winnipeg. Nova Scotia: Halifax Seed Co., Halifax. Ontario: F. Manley & Sons, Ltd., Toronto. Quebec: Agri Tech, Inc., Longueuil.

### Settle for 9

(Continued from page 60)

planning and natural errors could raise the total far beyond this figure.

Poor choice of land not only increases construction costs but raises future maintenance budgets and more often than not produces an inferior layout. Poor land at bargain prices may be no bargain at all for the cost of preparing it may far exceed the cost of good land.

Taking care to select the right property is worth the time and money involved. More than once a new club has purchased poor land, converted it to a golf course at tremendous expense and then found that all the time an ideal farm was available nearby at a reasonable price.

Some groups reject forested areas. My own experience leads me to believe that when the area is suitable in other respects the forest, though more expensive to clear and prepare for seed, should not be ruled out. In fact, courses cut from the forest have one obvious advantage in that tree bordered fairways add much to a layout.

Clearing costs with modern equipment need not be exorbitant. If slashing and

burning can be left until winter months when there is seldom any fire restriction, and bulldozing of stumps done in late autumn or early spring when heavy equipment is available at low rental, the cost can be even less than in summer.

On newly cleared soil the catch of grass is frequently poor. Therefore, when time permits, a cover crop of cereal rye for winter or buckwheat for summer will be found most valuable for conditioning the raw forest soil for turfgrasses.

The club whose planning figures were given above raised its \$82,000 by issuing shares to 200 members at \$200 each and obtained the balance through low interest bearing bonds. It was felt that 9 holes could accommodate 200 adult male playing members in addition to women and juniors. At first it was thought that 200 shares might be sold for \$410 each or an initiation fee charged for this amount. After surveying the situation, however, the committee found that \$410 was too great for its general membership. In raising capital, new clubs must take into account state and federal regulations and tax laws relative to shares, bonds and initiation fees.

# NEW SPECIALTY SALES STIMULATOR

# V-V

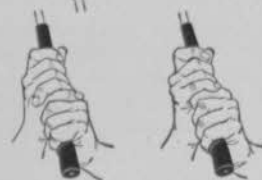
## PRACTICE GRIPS

Insure the success of your instructions at a profit. Sell V-V grips, with correct hand-form molded in.

V-V Practice grips have correct handform molded in. The shaping makes it difficult to hold them anyway but the right way.



Two V's position thumbs and forefingers according to Vardon method of gripping.



Ridges in grips position other fingers, completing position of hands for best swing.

## STOCK V-V GRIPS

Displays win attention. Sales bring profits and player satisfaction.

## FAWICK FLEXI-GRIP CO.

Box 8072

Akron 20, Ohio



Some clubs have offset real estate costs by purchasing additional land adjoining their courses and subdividing and selling it. Many have realized the cost of their initial real estate but others found this undertaking did not pay off. Before embarking upon this additional project it is wise to study all factors involved and by all means seek advice of real estate men or others experienced in property valuation and promotion.

### Quality Lasts Longer

There's always the chance some groups feel that a skimpy 18 will serve their purpose better than a quality nine. But a manufacturer who cuts the quality of his product because it is enjoying the greatest sales in its history will not have record sales for long. Similarly, with golf layouts, thought must be given to the future and for lasting satisfaction the course must be designed and built well.

If, at first, the problems of raising sufficient funds appear insurmountable it has been demonstrated time and again that where there is a will there is a way. Once started, a fund raising committee composed of resourceful, hard working individuals can make the drive snowball. Without doubt the present era is an excellent time to start a new golf club.

### Blunt Heads Western

Carleton Blunt, Chicago attorney and for the last six years chmn. of the Evans Scholars Foundation, was elected pres. of the Western Golf Assn. at its 58th annual meeting. He succeeds James L. O'Keefe.

Elected with Blunt as WGA officers were: Vps: Norman G. Copland, Cameron Eddy, Harold A. Moore and James M. Royer, all of Chicago; Frank H. Hoy, Milwaukee, and George K. Whyte, St. Louis. Secy.: A. R. Garman, Jr., Chicago; Treas. Walter W. Cruttenden, Chicago; Gen'l. Counsel: Lynford Lardner, Jr., Milwaukee.

### Squire Sponsors PGA Tourney

PGA Club Championship, scheduled for Feb. 10-15 in Dunedin, Fla. will be sponsored by Squire Slacks, 18 W. 20th st., New York. Squire is offering \$850 in merchandise certificates, redeemable in cash totaling \$500, to the winner and runnerup. The winner of the tournament, if he wears Squire slacks, stands to get an additional \$150 in certificates. Golfers in the tournament also will be competing for the Frank Strazza trophy.

# What's Better About the *Jacobsen Estate 24*?

Shown with Model 62 Riding Attachment



**The time-tested Estate 24** reflects the experience of Jacobsen engineers who have worked closely with golf course superintendents for over two decades to produce the kind of tee mower you need.

- The cutting unit is out front, like our Greens Mower. It cuts grass before the wheels can press it down. Result—every blade is sheared to a uniform height.
- It saves labor by trimming close to walls, trees, shrubbery.
- Its 24-inch cutting width reduces time in covering large areas.
- You can turn it around a 50-cent piece.
- A 5-blade reel is standard—a 7-blade "high frequency" reel is available for mowing bent greens and aprons.
- Service is prompt, efficient—and everywhere.

Many more reasons can be proved on demonstration.

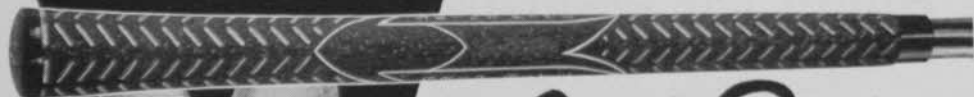
*Styling of Jacobsen Products by Waltman Associates of Chicago.*

**JACOBSEN MANUFACTURING COMPANY**  
Dept. G-2, Racine, Wisconsin



SUBSIDIARIES: JOHNSTON LAWN MOWER CORPORATION, BROOKHAVEN, MISS., WORTHINGTON MOWER COMPANY, STROUDSBURG, PENN.

**EXCLUSIVE** - Promoted for Pro Shop Sales



**NEW** *Golf Pride*  
**VICTORY GRIP**

Here is your key to pro-shop progress!  
Spark player interest. Use grips to build business.

**SO MUCH THAT IS NEW.**

NEW "Gripriite-Swingrite" form finder.

NEW Internal Rib for positive positioning.

NEW material discovered. Only grip material which will  
not harden or glaze. Non-slip, any weather.

**SELL—Golf Pride's VICTORY GRIPS.**



**NEW**

The Herringbone pattern  
gives the finest  
**TRACTION ACTION**

**DRIVE FARTHER!  
HIT STRAIGHTER!**

**FAWICK FLEXI-GRIP CO.**

Box 8072

Akron 20, Ohio

## Golf Club Sales Show Increase in 1956

Sales of golf clubs for the fiscal year ending Oct. 31, 1956, totaled 4,057,492 units, 5.7 per cent higher than the sale of 3,838,353 units for the comparable 1955 period. Making up the total were 2,840,051 irons and 1,217,441 woods.

In releasing this report, Henry P. Cowen, pres. of the National Association of Golf Club Manufacturers, commented: "The golf market in 1956 continued to reflect a high level in both production and sales.

"Unseasonal weather," Cowen added, "raised havoc with normal anticipated play in many sections of the country well into late spring and even early summer, but by mid-summer it was apparent that equipment sales had taken an encouraging spurt and that inventories were moving out in healthy fashion. By fall no more than the usual seasonal carry-overs were on hand.

### Prospects Bright

"Altogether, prospects for the industry in 1957 remain bright. Statistics compiled by National Golf Foundation reveal a nominal but steadily increasing number of par-

ticipants, and a similar continuing gain in golf course facilities. This upturn in overall golf activity is significant in that it reaffirms the progress being made in expanding the golf market."

### Seniors Elect Watson


John Watson, pro at the South Bend (Ind.) CC, was elected pres. of the PGA Seniors to succeed Carroll McMaster at the association's annual meeting held at Ft. Harrison hotel, Clearwater, Fla.

Willie Whalen, Shuttle Meadow CC, New Britain Conn., was elected 1st vp; George Ferrier, Ridgewood (Conn.) CC, 2nd vp; and Ralph Beach, Suburban CC, Pikesville, Md., was re-elected secy-treas.

### Tufts Again Heads USGA

Richard S. Tufts, Pinehurst, N. C., was re-elected pres. of USGA on Jan. 25 in New York when the association held its annual meeting. John D. Ames of Lake Forest, Ill. was renamed vp while all other officers and directors, slated for election by the nominating committee, were voted into office.





**GOLFERS** will quickly appreciate the top condition of greens maintained with Borden's 38. Because its slow-release nitrogen develops the deep root structure needed to reach vital low-level moisture, Borden's 38 also guards against "sun scorch" despite dry spells.

**Borden's 38**  
**FERTILIZER COMPOUND**  
ideal for turf and ornamentals

The application of concentrated nitrogen  
is simpler and saves loads of nitrogen  
throughout the entire growing season.

- SLOW RELEASE
- WON'T CAKE
- WON'T BURN

GUARANTEED ANALYSIS  
**NITROGEN 38%**

**REVOLUTIONARY NEW NITROGEN FERTILIZER FROM BORDEN—**

# Feed Just Once (at any time) For a Year's Supply!

► **Won't burn—even in summertime** — when used as recommended

► **Releases nitrogen steadily during the entire growing season**

► **Easy to handle, clean, odorless**

► **Ideal for greens, fairways, shrubs, plants**

Greenskeepers everywhere can benefit greatly from new BORDEN'S 38, for this revolutionary slow-release nitrogen fertilizer means better, safer, less troublesome feeding of turfgrass, plants, and flowers.

BORDEN'S 38 enables you to lay down a full season's nitrogen supply in one application. You can apply even during hot weather without fear that it will burn your turfgrass. Tests prove that even three times the normal application rate won't burn. You can apply it direct, or mix it with your topsoil dressing.

BORDEN'S 38 also gives you important savings. It is not water-soluble . . . won't leach or wash away, which means that you save on replacement. You save on storage space. You save time and labor, because fewer applications are needed . . . even in tropical or subtropical areas where it may be necessary to feed twice a year.

Now's the time to order *your* BORDEN'S 38.  
Write today for literature and name of your nearest dealer.

**THE Borden COMPANY**

CHEMICAL DIVISION 350 Madison Ave., New York 17, N. Y.



## Brainstorm Ideas

(Continued from page 22)

12. Have good lighting on displays.
13. More brainstorming by all groups.
14. Use more animation in displays.
15. Make better displays.

### Merchandising

1. Equip and outfit foursomes.
2. All items should be priced.
3. Have a bargain barrel.
4. Install a putter rack at the putting green.
5. Put red bands around putting green putters.
6. Put your own labels on merchandise—where practical.
7. Sell "package" golf equipment and apparel.
8. Induce high handicap players to use better equipment.
9. Let members win small bets.
10. Promote team competition.
11. Try to get members to play for golf ball nassan's.
12. Plan local tournaments.
13. Have club president write to members about Pro Shop.
14. Better shop arrangement.
15. Have a clean shop.

### Records

1. Obtain birthdays of all members, use them.
2. Have notebook handy for all requests.
3. Keep a file of members' sizes.
4. Keep better records all around.
5. Keep records of your stock turnover.
6. Keep records of overhead — watch them.

### Teaching

1. Work on high handicap players.
2. Hold your own clinics.
3. Have group instruction for juniors.
4. Educate members to buy from you.
5. Teach your employees to sell right.
6. Watch foursomes off first tee for "tips".

### Buying

1. Be more selective in your buying.
2. Buy things that will sell.
3. Stay away from "junk".

### Inventory

1. Maintain adequate stock of fast moving items.
2. Move stock once a month.
3. Take inventory more often.

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**Make Sure Your Club Officials  
Receive Golfdom in 1957  
See Page 94**

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## Dickinson's School

(Continued from page 31)

not miss more than 3 or 4 months of outside work on the course. A placement training period from April to Sept. during the freshmen year makes this possible and at the same time serves to initiate the relative newcomer to turf work in his chosen field. Both schools now are accepting men recommended by previous graduates. Some are sons of former students.

### Saw Need for Instruction

Dickinson has leaned away from an active career in turf research and placed emphasis on instruction. He says: "There is and always has been a great need for men who know how to evaluate research information so that it can be put to its best use. Turf research is highly important but it is valueless until applications are made that benefit the turfgrass and resultant playing conditions. Many research projects are so controlled that knowledge gained must be carefully applied to actual conditions. Since there is great variation from one location to another, it is not an easy matter to predict how grasses will respond to specific treatments researchers recommend. The kind of information which will in the long run be of most value is that which leads to a better fundamental understanding of the functions of the plant itself. The personal factor, the supt., for example, is not scientifically controlled. We try to fill the gap between researcher and the supt."

Three years ago, Prof. Dickinson was asked to head a new venture at the University. This one is far removed from turf-grasses which had been his intimate concern for over 30 years. Most of his time now is spent in other activities but he still devotes many hours to the turf work he loves.

### PGA Educational Session

(Continued from page 38)

approach shots. Jackie had his right hand rolling over shortly after contact. Sam keeps the back of his left hand square across the line as long as he can.

Fleck was commended by Snead for his head work. Jack is one golfer, said Sam who can balance a glass of water on his head while swinging. Probably only a few of the pros can do it.

Jay Hebert said Snead has the "finest turn away from the ball" of anybody in golf. Burke's lead was: "I'm like all the