

## ROBERT TRENT JONES

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American Society of Golf Course Architects

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NEW YORK, N. Y.



## ROBERT BRUCE HARRIS

### Golf Course Architect

MEMBER AMERICAN SOCIETY OF GOLF COURSE ARCHITECTS

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### Handbook for New Green Chairmen Issued by West Point Products

A concise and practical treatment of the scope and character of a green chmn's problems and his work and relations with the course supt. are given in a "Handbook for New Green Committee Chairmen" published by West Point Products Corp., West Point, Pa.

The mimeographed 18 pages, plus a list of state turfgrass research stations and of equipment suggested for maintenance, is basic training for the new chmn. Although conditions vary at clubs the principles of successful handling of the green chairmanship are about the same at all clubs. Experienced supts., green chairmen and others who collaborated in the preparation of this handbook have set forth a lot of good ideas on fundamentals involved in the policy-making and operations of course maintenance.

The book will be sent free upon request to any green chairman.

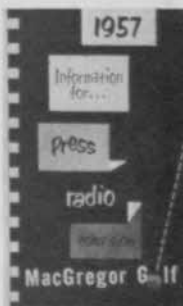
### West Point Products Featured

Tom Mascaro and West Point Products Corp. were featured in the May issue of Popular Mechanics magazine in an article entitled, "His Business Thrives on Grass."

### MacGregor Issues 1957 Press and TV Book

The MacGregor Co. has issued a 1957 press, radio and television information book featuring thumbnail sketches of its advisory staff of 33 professional golfers. Also included are 38 pages of records on major annual professional and amateur tournaments.

The book is sent to all golf writers and sports announcers in the U. S. Copies are available from The MacGregor Co., Cincinnati 32, O.



### New Aquatrols Agent

Robert A. Moore, vp of Aquatrols Corp., which distributes Aqua Gro, a wetting agent, has announced appointment of Hubbard-Hall Chemical Co. as distributor for the state of Connecticut and all of New England.

(Continued on Page 93)

## CHARLES E. STEWART

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1957

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Serrated surface gives better imprints.

Cincinnati 6, Ohio

Ordering Merchandise?

Check Golfdom's Complete

Buyer Service — Page 95

## LAWN MOWER STATIONARY BLADES



**SINGLE (1/4") Raised Lip** — Heavy Duty Blades for all Makes of Fairway and Rough Gang Mowers. **DOUBLE (1/4") Raised Lip** — Heavy Duty Blades for all Makes using this type Blade. Hand and Power Putting Green Mower Blades, Power Mower, Tee Mower and Trimmer Blades all made of the best quality knife steel and specially hardened to insure long wear and fully guaranteed to give complete satisfaction. Municipal Parks and Golf Courses, Public Courses, Golf and Country Clubs, Dealers and Repair Shops allowed special discount. You will save important money buying direct from manufacturer.

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

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### Range Ball Improved

A new, tougher, more responsive cover has been added to the MacGregor range ball now being delivered to pro accounts throughout the U. S. Also new is an improved stamping of the word "Range". This ball is available in a choice of red, blue, green or orange stripes. Name of range can be stamped on both poles if desired. Send inquiries to The MacGregor Co., Cincinnati 32, O.



### New Instructions on Aqua Gro

Research Agencies' 1956-57 use of and work with Aqua Gro has indicated simpler and more economical use of the material. New instructions on preparation and use of the wetting agent are available from Aquatrols Corp. of America, 1731 Spring Garden st., Philadelphia.

### Name Canadian Roseman Reps

Duke Lawn Equipment, Ltd., Burlington, Ont., Roseman Mower Corp. distributor for Canada, has appointed Harry Bolton and Richard Nolan to its sales staff. Bolton is Canada's oldest active course supply salesman, having been in the business for 33 years. Nolan, a Royal Canadian Navy vet, is just breaking into the business.

### Trade Briefs

Durkee Co., 30 South st., New York 4, is marketing a hand-held wind meter with two scales, one of which registers from 0 to 10 mph and the second, from 2 to 60 mph . . . Midland Co., South Milwaukee, Wis., reports increasing sales for its Town & Country, 25-in. Riding rotary mower . . . Canadian supts., according to Bob Moore, vp, Aquatrols Corp. of America, are becoming more and more sold on the use of wetting agents . . . Lightweight golf shoes are okay for the fellow who plays about once a month but aren't adequate for persons who play fairly regularly in the opinion of Richard N. Tarlow, Field & Flint (Foot Joy) Co. executive vp.

### Government Has Great Hope for New Repellent

Diethyl toluamide, a new government-developed insect repellent, the Agriculture Dept. claims, is the best all around chemical ever concocted to chase mosquitoes, chiggers, ticks, fleas and biting flies. It is said to be safe and pleasant to use on skin and clothing and remains effective approximately twice as long as most repellents.

### Tell Them You Saw the Ad in GOLFDOM

## CREEPING BENT STOLONS

Pennu 10 (87) 4.

Arlington C-1.

Congressional C-19

Old Orchard C-52

## Old Orchard Turf Nurseries

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## Classified Ads

Rates: Minimum insertion \$4.00 for 20 words; additional words 20c each. Bold face type, 25c per word. Classified cols. reserved for help or services wanted and for sale of used equipment. **NO CLASSIFIED ADS ACCEPTED AFTER THE 25th OF MONTH PRECEDING DATE OF ISSUE.** Under no circumstances are we permitted to divulge the name and address of those placing the blind advertisements. Responses to all box number ads should be addressed to the box number and mailed to GOLFDOM; replies are promptly forwarded to advertisers.

### JOBS WANTED

**PRO-GREENKEEPER** — PRESENTLY EMPLOYED IN SOUTH CAROLINA, EXPERIENCED IN ALL PHASES OF CLUB OPERATIONS. GOOD TEACHER. CAN GIVE TOP SATISFACTION. WILL GO ANYWHERE. MARRIED. BORN IN FAMILY WITH OVER 100 YEARS EXPERIENCE. ADDRESS AD 601 c/o GOLFDOM.

**PRO — 25 YEARS EXPERIENCE.** EXPERIENCE ALSO INCLUDES COURSE AND CLUB MANAGEMENT. CONSIDERED EXCELLENT PLAYER AND INSTRUCTOR. GOOD CREDIT RATING. ADDRESS AD 602 c/o GOLFDOM.

Superintendent — desires year round position. Experienced in all types of course and club-room management. College graduate, 38 years old, sober. Wife available in club. Available October. State offer first letter. Best references. Address Ad 604 c/o Golfdom.

Chef - Manager — wants Country Club Bar and Food Concession. Now employed on salary. Good references. 12 years experience, complete operation. Address Ad 605 c/o Golfdom.

Professional and Greenkeeping Superintendent, age 34, happily married, a lifetime of experience in all phases, 10 years as Class "A" P.G.A., presently employed at top club in state, excellent teacher and promoter, desires change. Address Ad 606 c/o Golfdom

Wanted — position as country club manager or Maitre D'Hotel. Will locate in any Southern or Southwestern state. Married; one child, school age. Excellent country club references. Will also consider taking concession of restaurant and bar. Address Ad 607 c/o Golfdom

**PRO — MANAGER AND WIFE DESIRE FLORIDA CLUB.** 12 month operation. Experienced in food service, golf course maintenance, pro shop, swimming pool. Take over complete management. Best references and credit rating. Available Sept. 1. Will also consider leasing club. Address Ad 608 c/o Golfdom

Pro — Class A P.G.A. member, 15 years experience. Excellent teacher. Honest, sober conscientious. Married. Desire permanent position. Locate anywhere. Best references. Address Ad 610 c/o Golfdom

Wanted — Job as Pro-Greens Supt. or Supt. Have course designing ability; excellent records in course maintenance. Northern and Southern grasses. Capable teacher and promoter. A-1 credit rating. Turf Ass'n member. Available now, any location. Address Ad 611 c/o Golfdom

### JOBS OPEN

Wanted Qualified pro shop man to work in Florida year around. Write Golf Pro — Naples Golf Club, Naples, Florida

Salesmen: Exceptional opportunity for aggressive reliable salesman for established territories, particularly New York State, New Jersey and Pennsylvania. Write, wire or telephone — Scoggins Golf Supply Co., Dunedin, Fla.

**WANTED** — Man to act as Chef, active Country Club Northern Ohio, Woman to act as Hostess same Club. Husband, wife satisfactory. References required Address Ad 609 c/o Golfdom

**WANTED** — A greenkeeper for nine hole golf course on private estate on North Shore of Chicago. Must be experienced and steady. Address Ad 612 c/o Golfdom

### MISCELLANEOUS

**WANTED — TO LEASE OR BUY, 9 OR 18-HOLE GOLF COURSE IN GOOD CONDITION. ADDRESS AD 603 c/o GOLFDOM.**

Used electric golf cars. All in excellent condition. Write Wayne Clark, 1306 E. Maryland St., Evansville, Ind. Phone Harrison 32429.

### WANTED FOR CASH

Old Golf Balls retrieved from ponds, or out of bounds, on or around Golf Courses.  
Cuts and bumped ..... .36 per doz.  
Off brands & synthetic, or slightly nicked 1.50 per doz.  
Round & Perfect 1.25 brands for  
refinishing ..... .240 per doz.  
Like new top grade for rewashing ..... 3.60 per doz.  
NOTE:—Golf range culls, picked over lots, and cut deep into the rubber types wanted, but not acceptable at above figures.

Send for shipping tags and instructions

### GOLF BALLS FOR RETAIL SALES ONLY

Reprocessed with 100% brand new Baleta cover, new snow white enamel, imprinted with distance, trade name and number. We accept your mixed compression cores and return only high compression (no shrinkage) at no additional charge. A fast seller at 50c to 65c each. Bulk—your cost on exchange \$2.65 per dozen. Also nation-wide distributors of the best in golf range & miniature course equipment—Balls, clubs, mats, and etc. Send for catalog.

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**GOLF COURSE FOR SALE:** 18-hole sporty course in Phila. suburb, 83 acres with 2½ story stone house with clubroom wing. Attractive terrain and location near Pa. Turnpike. Successfully operated under lease as a commercial course for 24 yrs. Splendid opportunity for private club or commercial operation. Would afford excellent recreational opportunity for employees and executives of enterprising industrial or commercial company. Located in nice residential area with industrially and commercially zoned land not far away. Possession Nov. 1, 1957. Address Horace G. Wunderle, c/o Wunderle Realty Associates, 8th & Somerset Sts., Phila. 33, Pa. Business phone BA-5-2874, Home phone TU-4-2254.

### USED GOLF BALLS WANTED

Water hole balls or balls found on golf courses.  
Cuts and bumpy balls ..... .36 per dozen  
Off brand and synthetics slightly  
marked ..... 1.56 per dozen  
Round and perfect \$1.25 brand balls  
suitable for repainting ..... 2.40 per dozen  
Like new top grade for rewashing ..... 3.60 per dozen

### ATTENTION

Golf balls repainted, your balls ..... .24 per dozen  
minimum of 50 dozen  
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Golf balls striped ..... .10 per dozen

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# Buyers' Service

Check off your Needs, tear out and mail this sheet to *Golfdom, 407 S. Dearborn St., Chicago 5, Ill.* You'll get prices, literature direct from the sources of supply.

## Golf Course

Aerifying equip.: Fairway   
 green   
 Architects: course  house   
 Ball washers  
 Ball Washing Compounds  
 Bent grass stolons  
 Bird houses  
 Brown-patch preventives  
 Compost mixers  
 Crabgrass control  
 Divot fixer  
 Drinking fountains  
 Fertilizers Solid  Liquid   
 Flags (greens)  Flag poles   
 Fungicides  
 Generators (gasoline)  
 Gopher killer  
 Hole cutters  
 Hose  
 Hose clamps  
 Humus  
 Incinerators  
 Insecticides  
 Lapping-in Machine  
 Leaf pulverizer  
 Liquid spreaders  
 Litter receptacle  
 Miniature Course Const'n  
 Min. putting surface (felt)  
 Mole Killer  
 Mowers: putting green   
 whirlwind  tee   
 fairway  rough  hand   
 Mower Grinders  
 Peat Moss  
 Pipe  
 Playground equipment  
 Putting cups  
 Rakes (worm cast & clean-up)  
 Rakes (mechanical)  
 Refuse containers  
 Rollers: power  water filled   
 Sand (for greens, tees)  
 Seed: fairway  green   
 Seeding Machines  
 Shoe Spike Cleaner

Sod cutter  
 Soil conditioner  
 Soil screeners  Soil shredders   
 Sprayers: power  hand   
 Spreaders, fertilizer,  
 seed, topdressing  
 Spikers; greens  fairway   
 Sprinklers; f'way  green   
 Swimming pool equipment  
 Swimming pool cleanser  
 Swimming pool paint  
 Thatch removing machine  
 Tractors  
 Trees  
 Turf sweepers  
 Water systems, fairway  
 Weed chemicals

## Pro Shop

Bags: canvas  leather   
 Bag carts, for players  
 Bag supports  
 Bag racks  
 Bag Tags—Guest Tags  
 Balls: Regular  Range   
 Ball Markers  
 Ball retriever  
 Caps and hats  
 Cash Registers  
 Charge books — for pro shops,  
 green fees, etc.  
 Club Carriers  
 Club Cleaning Liquid  
 Club cleaning machine  
 Clubs: Woods  Irons   
 Putters   
 Club head covers  
 Club repair supplies  
 Cushion-sole Inserts  
 Display equip.  
 Dressing for grips  bags   
 Electric golf cars  
 Golf bag covers  
 Golf club protectors  
 Golf gloves  
 Golf Grips: Leather   
 Composition

Golf Practice Devices  
 Golf shoes  
 Golf Shoe Spikes  
 Handicap Computer  
 Handicap racks  cards   
 Mech. Range Ball Retriever  
 Name labels, for clubs  
 Practice driving nets  
 Practice Golf Balls  
 Preserver for leather  
 Score cards ( ) Charge checks ( )  
 Score card & pencil Tee Box  
 Score counter (watch type)  
 Seat attachment, for carts  
 Shoe & leather preserver  
 Sportswear: Shirts  Socks   
 Sport jackets  Rain jackets   
 Windbreakers  Slacks   
 Sweaters  
 Ladies' Bermuda shorts  
 Tee mats  
 Tees  
 Tees (rubber) for driving mats  
 Teeing device (automatic)  
 Trophies

## Club House

Athletes foot preventives  
 Bars (portable)  
 Bath mats  
 Bath slippers  
 Cash Registers  
 Deodorants  
 Disinfectants  
 Floor coverings  
 Folding Table (Banquet)  
 Link Tyoe Mats  
 Locker Name Plates  
 Lockers  
 Massage equip.  
 Printing  
 Runners for aisles  
 Rugs  
 Showers  Shower mixers   
 Shower water control  
 Step treads  
 Wash fountains

Send information

To: Name \_\_\_\_\_

Club  
 Title \_\_\_\_\_

Club \_\_\_\_\_ Address \_\_\_\_\_

Town \_\_\_\_\_ Zone ( ) State \_\_\_\_\_



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### Golf Business Meeting and Beating Tough Problems

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revenue at pro shops.

Among pro resignations announced to go into effect at the end of this season, or which have occurred recently, have been some at clubs rumored (without foundation) to have exceptionally high pro shop sales volume and net profits.

On widely known professional, an excellent teacher, businessman and developer of golf has given his resignation to his club. His shop operating expenses are \$18,000. There's not enough business at the club to justify that overhead. He plans to connect with a club that isn't quite as "exclusive" as his present location and will present a chance for profit by development of golf play.

The pros in some districts are being troubled by the talk about financing pro old age relief, charity to indigent pros, and retirement and an extensive pro educational program, plus providing legal fees and a promoter's profit out of increased

profits on pro shop merchandise.

#### Officials Misted

This rosy dream of high finance has excited officials of some clubs that are operating in the red and which want to get clubhouse rebuilding projects under way. These officials have been sadly misled into believing the pro shop revenue can solve all financial problems. Investigation would have plainly showed that the pros at such clubs were making a fair net profit on their investment only because of lesson income, car and cart rental and, in general, excellent management, long hours of work and not charging full salaries for themselves or interest on their investment in inventory.

One very cheerful development has started to spread at private golf clubs this year. That is the highly important job of educating members in their responsibilities and duties as members. The situation has been that especially newer members usually expect to have no obligations to a private club except paying their bills and letting unpaid officials and the staff work out the right answers for everybody.





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