

Fairway Sportster

Foam cushion seat for 2; Push Button Electrical Starting; Automatic Clutch; Pneumatic Tires; 3-Speed Transmission—Reverse Powerful Hill Climber (6 h.p.); Half a Day on a tank of Gas; Will not tip.

Write for literature



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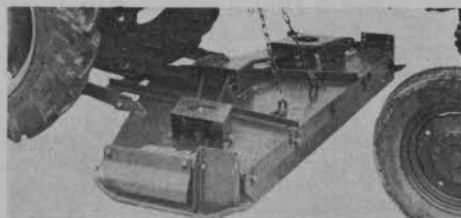
THE PAUL HAHN SHOW

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Half Hour Informative PGA Clinic!
Half Hour Amazing Trick Shot Exhibition!

WRITE FOR BROCHURE "G. G."
8262 LYNROSE DRIVE ANAHEIM, CALIF.

Wood Mower Operates on Cub

Wood Bros. Manufacturing Co., Oregon, Ill., is producing a new rotary mower, Model 59C, for mounting under the International Harvester



Cub. Each of three staggered blades mow 5-ft. swaths and the mower is equipped with side skids to prevent scalping. Model 59C is designed to float under the Cub, allowing it to follow contour even when the tractor wheels drop into low spots. A second and similar model, 59CL is designed for use with the Cub Lo-Boy. International Harvester Co. has approved both 59C and 59CL. Literature on the mowers can be obtained from Wood Bros.

Charles L. Smith, Jr. of Des Moines, Ia., has joined the Kansas City sporting goods sales staff of Dunlop Tire & Rubber Corp.

Buckner Performance Guide

Buckner Manufacturing Co., Inc., 1615 Blackstone ave., Fresno, Calif., is distributing cost free upon request a Performance Guide for sprinkling systems. Dr. Winston S. Strong, Fresno State College, made final compilations that made the Guide possible. It integrates spacing, precipitation rate, gallons per minute and number of sprinklers and also incorporates data for making pipe size selections.

Haws Markets New Fountain

Haws Drinking Faucet Co., Berkeley, Calif., is producing a new pedestal fountain for outdoor service. Known as Model 6R, it is rust and stain-proof and is built to withstand rough use. The fountain is set upon a 2-in. galvanized iron pedestal with tripod base and is 30 to 36 ins. high. Model 6R has automatic flow control and the bubbler, locked to the bowl to prevent turning, is vandal proof.



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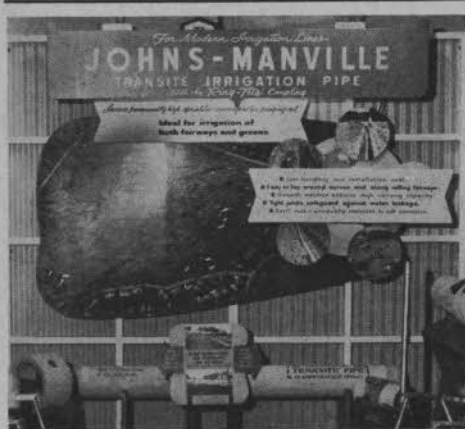
ATTENTION

Driving Range Operators and Distributors. We specialize in rebuilding golf balls with strictly new materials. Satisfaction guaranteed.

WAYNE GOLF BALL CO.

31117 Little Mack

St. Claire Shores, Michigan



Actual sections of Transite irrigation pipe and cutaway of exclusive Ring-Tite coupling will be exhibited by Johns-Manville at 29th national turf-grass conference of GCSA, Feb. 2-7 at Shoreham Hotel, Washington, D. C.

U.S. Rubber Offers \$121,000 for Pro Tournaments

U. S. Rubber Co., Providence, R. I., is offering tournament pros an opportunity to win \$121,000 in bonuses in 1958 by playing the U. S. Royal ball in 15 of 27 major tournaments. This is an increase of \$26,500 over a similar bonus offer made in 1957.

The offer works like this: If a professional who has agreed to play the U. S. Royal in 15 tournaments wins the National Open, he will receive \$10,000 from U. S. Rubber as soon as it is certified that he has used the ball in 15 tournaments. The \$10,000 offer also applies to the Masters and PGA Championship with lesser extra prizes being offered for 24 other tournaments.

U. S. Rubber also is offering cash bonuses to winners of various PGA sectional events provided they play the Royal.

Ezy-Rug Available in Plastic

Ezy-Rug colored link entrance matting, which for 25 years has been fabricated from rubber, is now also being made from vinyl plastic, according to the American Mat Corp., 1802 Adams st., Toledo, O. All present Ezy-Rug colors will continue to be made in plastic which is lighter than rubber and slip-resistant. Literature on the rug can be obtained from the manufacturer.

Jacobsen Sales Higher

Oscar T. Jacobsen, pres., reported that combined sales for 1957 for Jacobsen Manufacturing Co. and its subsidiaries, Worthington Mower Co. and Johnston Lawn Mower Corp., were 13.7 per cent higher than for the previous year. The outlook for 1958, Jacobsen said, is favorable in view of the fact that there is increasing de-

mand for the parent company's and subsidiaries' old line products and because new products are being introduced by them. At the annual shareholders' meeting, the Jacobsen directors authorized a dividend payment of 15 cents per share on common stock.

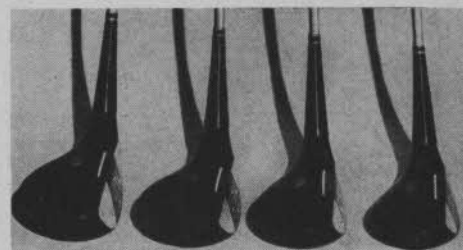
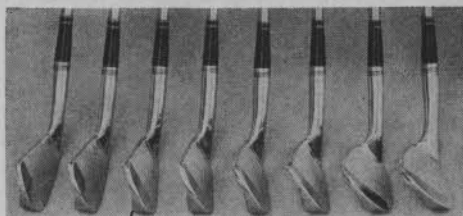
Hough Sales Rep for Burke

Burke Golf Sales, Inc., Newark, O., has appointed R. William Hough sales rep for Fla., Ga., Ala., and Miss. A onetime combat sergeant in the British Army, Hough came to the U.S. in 1950 and was employed by the Chicago Dist. Golf Assn. as field secy. In 1954 he turned pro, working at Lincolnshire CC, Crete, Ill., Elks CC, Lincoln, Ill., and Belleview Biltmore CC, Melleair, Fla., before taking his present position. Hough's wife is employed in the PGA office in Dunedin.

Field & Flint Promotes Bell

Arthur M. Bell of Brighton, Mass. has been appointed asst. to Richard N. Tarlow, executive vp of Field and Flint Co., manufacturer of Foot-Joy street and golf shoes. He will serve as service rep to pro golfers and pro shops.

A graduate of Suffolk University, Boston, Bell received a B.S. degree in business administration and served two years in the army during the Korean War.



(Above) 1958 Ben Hogan Saber Irons have extra deep blades for maximum control of ball plus Saber design on back of clubheads which pinpoints percussion area to exact center of blades. Stampings are in black and gold. Clubs are equipped with new Pro Fit shaft and have red and black leather grips. Speed Slot woods (below) are made in persimmon as well as Dura Ply and have lustrous black finish. Clubs have Hogan medallion sole plate, Pro Fit shafts and red and black leather grips.

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Northrup, King Spreader

Northrup, King & Co., 1500 Jackson st., N.E., Minneapolis, has introduced a wheelbarrow spreader that broadcasts seed or fertilizer over a full 36-in. strip with overlap to prevent skips. Features of the unit are gears, bushing and fan that can't corrode, positive control of spreading rate and a clog-free opening. The spreader also converts into a cart when not in use for the jobs for which it was originally designed.



National Junior title. In 1954, shortly before turning pro, she won both the All American and World amateur titles.

Cross Heads Spalding Pro Sales

Harold Cross, who recently was named national director of professional golf sales for A. G. Spalding & Bros., also is heading the company's mens' and women's consultant staff programs. Cross' appointment, according to Pres. Walter B. Gerould, was made with the view of strengthening Spalding's lines in the golf professional field through vigorous promotion of the Littler and Cornelius clubs and Lady Spalding balls in addition to the Dot ball and Top-Flite clubs.



Cross

Mickey Wright Joins Wilson

Mickey Wright, victor in three major Ladies PGA tournaments in 1957 and third highest money winner among the women pros, has been added to the advisory staff of Wilson Sporting Goods Co. She joins Patty Berg, Betty Hicks and Betsy Rawls in giving clinics and exhibitions for Wilson.

Only 22-years old, Mickey has been a pro for three years. She is considered one of the long hitters among the women tournament players, averaging 230 yds. off the tees. Her first taste of fame came in 1952 when she won the

Toro Sales Up 10 Per Cent

For the fiscal year ending July 31, 1957, Toro Manufacturing Corp., Minneapolis, reported total sales of \$16,744,561, an increase of 10 per cent over the previous 12 months. Net earnings amounted to \$713,423, an increase of about 4 per cent over the previous year.



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Model L28 Howard Rotavator rotary tiller, mounted on International Harvester Farmall Cub tractor, breaks caked soil beside a row of shrubs in a nursery. The tiller is offset to the right to enable it to work close to the row. It can be set to provide coarse or fine filth and to depths as great as 6 ins. It is manufactured by Howard Rotavator Co., Inc., Arlington Heights, Ill.

Yeiser Heads Crescent Division

Crescent Plastics, Inc., Evansville, Ind., has named Ted M. Yeiser mgr. of Plastic Pipe Technical Services, a newly formed division. The rapid development of new and improved plastic pipe materials and the growth of plastic pipe sales potentials in golf course and other applications was stated by John H. Schroeder, president, as the reason for this expanded customer service. Yeiser, a graduate engineer, joined Crescent in 1950.

Cloro-Spray's Dew Down Is Effective Wetting Agent

Dew-Down, a non-ionic organic wetting agent, especially designed for deep penetration, is the latest development of Cloro-Spray Corp., 2215 N. American st., Philadelphia 33. It is said to be ideal for greens, tees and fairways. On greens, for instance, it penetrates thatch and hard spots, makes turf more absorbent and reduces need for frequent watering. It can be mixed with fungicides, pesticides, herbicides and any spray material. Recommended dosage is 1 part of Dew Down to 500 parts water for fairways.

18th Hole at Southern Hills on MacGregor Xmas Cards

A full-color lithographed reproduction of an oil painting of the 18th hole at Southern Hills CC, Tulsa, where the 1958 USGA Open will be played, was used by the MacGregor Co., Cincinnati, for Christmas cards. For the fifth straight year, MacGregor commissioned Ralph C. Reynolds to portray a scene from the site of the coming year's Open. All five originals now hang in Golf House in New York City. Reprints of the Southern Hills scene or all five pictures are available free from MacGregor.

Plymouth Offers Trophies for Pro and Amateur Aces

Plymouth Golf Ball Co., Plymouth Meeting, Pa., is offering a new trophy to amateurs scoring an attested hole-in-1 with a PGA ball during 1958. It consists of an imported jeweled clock with alarm and a pedestal on which the hole-in-1 ball can be mounted. Both are mounted on bronze. The trophy is engraved with the player's name and other information covering his feat.

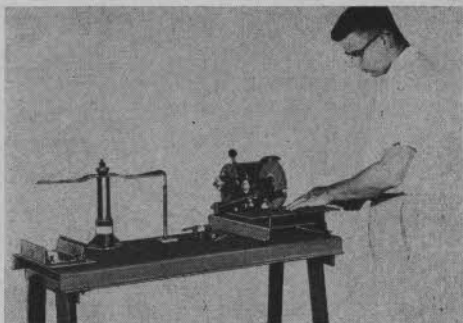
Plymouth also continues to award a "Worth Its Weight in Gold" to pros scoring aces with a PGA ball. A gold-plated sterling silver ball is on a scale that is balanced by the actual hole-in-1 ball. The trophy is fully engraved. Winners of this award also are eligible to win Plymouth's monthly cash award of \$56.70 if their names are selected in the official monthly drawing.

Worthington Dealers

Repco Distributing Co., 101 Plainview H'way, Lubbock, Tex., and Northwest Mower & Marine, 7723 24th ave., NW, Seattle, Wash., recently were named franchise dealers to handle sales and service of industrial mowing equipment manufactured by Worthington Mower Co., Stroudsburg, Pa.

Fate-Root-Heath Sharpener

The Model 20 Peerless sharpener, manufactured by Fate-Root-Heath Co., Plymouth, O. hollow-grinds rotary blades with increased speed, precision and simplicity of operation, according to the manufacturer. Grinding wheels adjust in seconds to any degree of bevel, remove nicks and restore cutting edges quickly. The new model is available with or without metal base and floor stand. A Rotary Blade Balancer is supplied with the machine for accurate checking of grinding results. Also des-



Model 20 Peerless Blade Grinder (right) and Model 10 Simplex Balancer (left).

cribed in the Fate-Root-Heath folder, that gives details on the Model 20, is the Model 10 Simplex Balancer, a de luxe balancer and tracker that eliminates blade vibration, reduces strain on the engine and other operating parts and makes rotary mowers safe and easy to use.

Bob Baldock

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Phone 110

Rankin, Ill.

New Jacobsen Addition

Jacobsen Manufacturing Co., Racine, Wis., has added a new Model 63 Special, Rotary Mower, 18-in. cutting width to its 1958 line. It is powered by 1.8 hp Jacobsen built Hi-Torque engine with recoil starter. It has a 2-blade suction lift rotor, recessed wheels for close trimming and efficient "Silenced Power" muffler. Model 63 is equipped with an extra long handle for protection of the operator.



Thomson Named Director of Dunlop Golf Department

James (Jimmy) Thomson has been appointed golf dept. dir. of Dunlop Tire and Rubber Corp., where he also heads the company's golf consultant staff program. A native of Scotland, Thomson has been a golf consultant for 20 years. Long famed as the strongest hitter in the game, Thomson reached his peak as a professional in the mid-30's. In 1935 he was runnerup for the U. S. Open crown and in 1936 went to the finals of the PGA Championship, losing to Denny Shute. In the 1929 British Open, Thomson drove the 375-yard 11th green at Muirfield, Scotland and between 1930 and 1932 he drove the 380-yard 18th green at Broadmoor GC, Colorado Springs, eight times. In the 1935 Open at Pittsburgh's Oakmont, Jimmy reached the 595-yard 12th in two shots, the only time it has ever been done. The new Dunlop consultant is married and the father of two children. He lives in Garden City, L. I. and during World War II served in the Coast Guard.

Hot-Z Catalog Available

Craftsmanship is emphasized in the Spring catalog describing Hot-Z golf bags and luggage which are manufactured by Henry Hotze & Sons Co., St. Louis. A total of 18 bags made of leather, nylon, vinyl or canvas along with weekend and dress luggage and accessories are described in the catalog. The catalog goes into some detail in telling of the workmanship that goes into Hot-Z products and gives a complete description of the various materials used in fabricating the different bags. The catalog is available upon request.

New Packaging Idea

Packaging golf bags in kraft paper bags instead of wrapping paper has resulted in a 50 per cent savings in packaging costs, according to the MacGregor Golf Co., Cincinnati, O., which introduced the new idea last fall.

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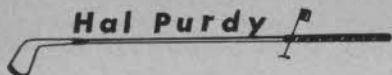
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Marlene Bauer with MacGregor

The MacGregor Co. has announced that Marlene Bauer Hage has signed as a member of its advisory staff of golf champions. She joins Louise Suggs, Beverly Hanson, Jackie Pung, Ruth Jessen and Helen Detweiler to form one of the outstanding women's advisory staff groups in the golf industry.

1957 Miller Open Movie

The Miller Brewing Co. has announced availability of a 30-minute movie covering highlights of the 1957 Miller Open golf tournament. The movie is on 16mm sound, color film and is narrated by Chris Schenkel, well known sports-caster.

Requests for the film should be directed either to the local Miller High Life distributor or to the Film Section, Sales Promotion and Publicity Dept., Miller Brewing Co., Milwaukee 1, Wis.

Sayers Pamphlet on Clubs

A great deal of interesting information about golf clubs is contained in a pamphlet, "Tee Time," published by George Sayers, Haverford 1, Pa. Custom club makers, Sayers, has been in business for more than 75 years. The pamphlet discusses fitting and craftsmanship and describes various models made by the Sayers firm. The pamphlet is available upon request.

Steel Power Center is Feature
of First Flight Ball

Professional Golf Co. of America, Inc., Chattanooga, Tenn., claims that its patented First Flight ball with steel power center is a revolutionary departure from anything on the market. It has a steel ball bearing center that is said to be four times heavier than any other center of the same size used in a ball, is perfectly round and cannot be knocked out of round. These factors add to balance and control. Sample centers are furnished free upon request. Tommy Bolt and Herman Keiser are particularly high on the First Flight.

Toro Offers Caribbean Cruises

To boost sales and expand its dealer organization, Toro Manufacturing Corp., Minneapolis, is offering all-expense paid Caribbean cruises for two for the winning distributor, distributor sales manager and distributor salesman of its products. Dealers also will compete for a Caribbean weekend, the award for the five best entries describing the dealer's favorite Toro feature. The contest deadline is Mar. 1.

Mallinckrodt Chemical Works, St. Louis 7, Mo., manufacturer of Calo-Clor, recently mailed to subts. a reprint of an article, "Snow Mold Control," by J. R. Watson, Jr. and J. L. Kolb which appeared in the November issue of the USGA Journal.

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.

JONES MOWER & EQUIPMENT CO.

2418 Grasslyn Avenue, Havertown, Pa.

We pay the postage
on all orders of \$15.00
and over.

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 circumstance 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

Young (24) Englishman, full member of, and highly recommended by, P.G.A. seeks position as Assistant Golf Professional. Excellent references. Please write **ANDREW DEVERS**, East Brighton Golf Club, Brighton, England.

P.G.A. Member — Aggressive young professional with college education and exceptional playing record. Well versed on running shop and teaching. Age 27; married; one child. Would like own club. All replies answered. Address Ad 101 c/o Golfdom.

Pro — seeking new location for 1958 season. Top teacher and player. Class "A" credit rating. Diplomatic, energetic. Undoubtedly the man you are looking for. Address Ad 102 c/o Golfdom.

Assistant Pro position wanted. Top teacher and player. Can operate efficient shop; diplomatic, energetic. Would be an invaluable player. Address Ad 103 c/o Golfdom.

PRO — 25 YEARS EXPERIENCE. EXPERIENCE ALSO INCLUDES COURSE AND CLUB MANAGEMENT. CONSIDERED EXCELLENT PLAYER AND INSTRUCTOR. GOOD CREDIT RATING. ADDRESS AD 104 c/o GOLFDOM.

Do you need the best in: Golf Shop Operation, Teaching, Caddies, Tournaments, Course Maintenance, Designing, Construction, Revamping & Turf Development? Address Ad 112 c/o Golfdom.

PRO JOB WANTED — professional, middle age, settled. Will stay on job and work. Instruction and golf promotion a specialty. Thoroughly reliable and dependable. Highest references regarding character, reputation and qualifications. Just the man for club wishing excellent results. **WHY DON'T YOU WRITE ME?** Address Ad 114 c/o Golfdom.

CHEF-MANAGER — 12 years experience City and Country Clubs. Prefer concession or percentage. Have excellent contact for extra help. Address Ad 115 c/o Golfdom.

Superintendent — Graduate of University of Mass. Turf School. Married, aggressive and conscientious. Eleven years experience with excellent references. Available immediately. Address Ad 116 c/o Golfdom

GOLF PRO — DESIRES CONNECTION AS PRO OR PRO-GREENKEEPER. FINE BACKGROUND AND OVER 20 YEARS EXPERIENCE. ACTIVE WORKER. EXCELLENT REFERENCES. ADDRESS AD 118 c/o GOLFDOM.

Lady Club Manager — 5 years experience in all phases club management. 42 years of age, pleasant personality, plus excellent references. Presently employed. Prefer Midwest locale, but will relocate anywhere. Address Ad 119 c/o Golfdom.

Golf Course Superintendent — desires change. Honest, sober, conscientious. Married. 25 years experience, 10 as Supt. of present 18 hole course of a Midwest country club. Desire a permanent position. Age 43. Address Ad 120, c/o Golfdom.

PRO-GREENKEEPER — 37 YEARS OLD. MARRIED. HAVE HAD LIFETIME EXPERIENCE. FROM CADDY TO MANAGER. HAVE FULL KNOWLEDGE OF BENTS AND BERMUDAS. RECOGNIZED AS GOOD TEACHER AND ORGANIZER. NOT AFRAID TO WORK. WOULD PREFER WEST COAST BUT NOT NECESSARY. ADDRESS AD 121, c/o GOLFDOM.

PRO-GREENS SUPT. OR PRO-MGR. — 27 YRS. EXPERIENCE — NO CHILDREN. NOW EMPLOYED DESIRES CHANGE. PREFER MIDWEST. ADDRESS AD 122, c/o GOLFDOM.

Club Manager (or Assistant) seeks change. 8 years experience "front-back" operations. Married. Honest, sober, conscientious. A-1 references. Initial salary secondary. Address Ad 123, c/o Golfdom.

PRO OR GREENKEEPER OR COMBINATION. THOROUGHLY EXPERIENCED. COMPETENT, AGREEABLE. MODERATE INCOME SATISFACTORY. NORTHEAST SECTION PREFERRED. ADDRESS AD 124, c/o GOLFDOM.

Pro Available — Professional with excellent record as teacher, businessman and promoter of golf at fine private and resort clubs seeks new connection due to change of policy at club where he has been serving with success for some years. Highest references. Prefer moderate-sized club, preferably in Midwest or South. Address Ad 125 c/o Golfdom.

Club Manager for country club. 12 years dining room, catering and lounge experience. Married. Best references. Sober and reliable. Address: George McManus, 12 Superior, Oak Park, Ill.

JOBS OPEN

Ground Superintendent wanted for beautiful 18-hole private course in western Michigan. Experience and excellent background necessary. House and utilities furnished. Address Ad 105, c/o Golfdom.

Assistant pro wanted for large northern Ohio club. Please give details of experience. For full particulars write Ad 126, c/o Golfdom.

WANTED: GOLF COURSE SUPERINTENDENT — To manage golf division of public park system in midwestern city. Responsible for maintenance of three courses (36 holes). Rebuilding and renovation program needed. Permanent job. Retirement and other benefits. House, Concession available. Salary open. Address Ad 106, c/o Golfdom.

Wanted — Commission salesman for exclusive line of imported knitwear. Alpaca, Wool, etc. Territories open West Coast, Midwest. Address Ad 107, c/o Golfdom.

Salesmen for the DUNNER patented golf shirts for men and ladies. All territories except the West Coast. For golf shops and country clubs. Dunner of New York, 137 Fifth Ave., N. Y. C.

SALESMEN WITH ESTABLISHED TERRITORIES TO SELL A UNIQUE LIQUID FERTILIZER. TEST PROVEN. BIG REPEATS. COMMISSION FROM 30%. CAN BE HANDLED AS SIDE LINE. ADDRESS AD 108, c/o GOLFDOM.

ASSISTANT WANTED — P.G.A. professional at large active Midwestern club desires a young ambitious assistant by March 15th. Must be clean cut and have clean habits. Willing to do golf shop duties or willing to learn. Address Ad 111, c/o Golfdom.

MISCELLANEOUS

FOR SALE or LEASE OPTION — 9 HOLE GOLF COURSE — NORTHERN CALIFORNIA. ADDRESS AD 109, c/o GOLFDOM.

Sam Sneed Apisto-Matic Golf Club loft and lie setting machine — \$395.00; original cost \$795.00. Also 4 "Champ" Electric Golf Carts with chargers \$495.00 each. The carts are less than one year old and are in excellent condition. The above prices are F.O.B. Contact — Darrell Napier, Country Club of Virginia, Richmond 26, Virginia.

AVAILABLE — Southwestern location for nine hole course. Heavily populated section of 250,000. Ideal climate for year-round play. Long term lease. Address Ad 110, c/o Golfdom.

I wish to sell or rent a golf driving range and an eighteen hole miniature course that is located on Route 41, Fort Myers, Florida. Contact Charles Libby at 1746 Hanson St., Fort Meyers, Fla. Tel. No. Edison 5-3861.

WANTED: Golf Range Equipment, lights, mats, ball picker-uppers, etc. Establishing new golf range. **ROMEO GOLF & ATHLETIC CLUB, 14550** Thirty-two Mile Road, Romeo, Michigan.

WANTED FOR CASH

Old Golf Balls retrieved from ponds, or out of bounds, or around Golf Courses.

Cuts and bumped 36 per doz.

Off brands & synthetic, or slightly nicked 1.56 per doz.

Brand & Perfect 1.25 brands for

refinishing 2.40 per doz.

Like new top grade for rewashing 3.60 per doz.

NOTE:—Golf range balls, 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 \$3.65 per dozen. Also nation-wide distributors of the best in golf range & miniature course equipment—Balls, clubs, mats, and etc. Send for catalog.

NORTHERN GOLF BALL CO.

2350 W. Roscoe Street

Chicago 18, Illinois

Wanted — To lease or buy — 9 hole golf course that is in need of attention and reconditioning. Address Ad 117, c/o Golfdom.

For Sale: 9 hole golf course located 8 miles from Decatur, Alabama. We advertised this course in this magazine in 1956, but it is in much better

WANTED

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SALES REPRESENTATIVES IN ALMOST ALL PARTS OF UNITED STATES, CANADA AND OLD MEXICO

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shape as we have made quite a few improvements. Three new greens are under construction. Course located on about 70 acres of land; have complete small clubhouse; small 4-room house with bath; work shop and storage house; tool and tractor shed; plenty of equipment all in good condition. Ideal set-up for man and wife as club in constant demand for parties. We are in dry county and have no beverage license. We have many large manufacturers here and more moving in. Private clubs have closed play to members only. Priced for quick sale \$18,000, third down, balance to suit purchaser. Contact John W. Pennell, P. O. Box 451, Telephone Elgin 3-9800, Decatur, Alabama.

SALES REPRESENTATIVES: Several territories open for coverage now and early Spring, particularly Pacific and Mountain States, Kansas-Missouri area, Eastern coast states, also southern states including Florida. Prefer experienced following with Pro shops. Must have car. Liberal commissions on Sportswear, Golf Supplies. Write or wire Scoggins Golf Supply, Dunedin, Florida.

PGA Educational Sessions

(Continued from page 32)

tions asked him by spectators at his exhibitions disclose a startling lack of understanding of terms frequently used by professionals when they are teaching.

Such terms as "stay with the shot," "stay down to the ball," "delayed hit," "open" and "shut" with reference to position of clubface, "cocking of the wrists (and uncocking)," and numerous others are foggy to many more golfers than professionals may be inclined to realize.

Hahn says the ordinary golfer hesitates to admit ignorance of terms a pro may use so casually. The pro may be disturbed about the difficulty in getting the lesson across. The failure of pupil and pro to connect through mutually understandable terms suggests that a lot more attention be given to the semantics of golf instruction, semantics being the study of the meaning of words.

He made a number of revisions in the script of his trick shot, demonstration and clinic program. Hahn told pros at Long Beach that research has convinced him there are at least 50 words or phrases commonly used in golf instruction that are foggy to many pupils.

Other instruction and merchandising speeches heard at the PGA meeting will appear in February GOLFDOM.

FOR YOUR CONVENIENCE—GOLFDOM'S

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Aerifying equip.: Fairway
green
Architects: course house
Ball Washers
Ball Washing Compounds
Bent grass stolons
Brown-patch preventives
Compost mixers
Crabgrass control
Divot fixer
Drinking fountains
Fertilizers Solid Liquid
Flags (greens) Flag poles
Fungicides
Generators (gasoline)
Hole cutters
Hose
Hose clamps
Humus
Incinerators
Insecticides
Insect fogging machine
Irrigation consultants
Lapping-in Machine
Leaf pulverizer
Miniature Course Const'n
Min. putting surface (felt)
Mole Killer
Mowers: putting green
whirlwind tee
fairway rough hand
Mower Grinders
Peat Moss
Pipe
Pipe, tile ditching
Playground equipment
Putting cups
Rakes (worm cast & clean-up)
Rakes (mechanical)
Refuse containers
Rollers: power water filled
Sand (for greens, tees)
Seed: fairway green
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
Stone picker (mechanical)
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 Cleaning Liquid
Club cleaning machine
Clubs: Woods Irons
Putters
Club head covers
Club repair supplies
Display equip.
Dressing for grips bags
Electric golf cars
Golf bag covers
Golf club protectors
Golf gloves
Golf Grips: Leather
Composition

Golf Car Batt. Recharger
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
Sportswear: Shirts Socks
Sport jackets Rain jackets
Windbreakers Slacks
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 Type Mats
Locker Name Plates
Lockers
Printing
Runners for aisles
Rugs
Showers Show-r mixers
Shower water control
Step treads
Wash fountains

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To: Name

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Club

Address

Town

Zone (.....) State

