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Moorestown, N. J. . . . Fallsburg, N. Y., public course construction contract awarded to A. J. Cevasco Construction Corp. for \$208,570 . . . Wm. Mitchell designed the course.

Begin building 18-hole course to plans of Robert Bruce Harris at \$44 million development on 1,600 acres owned by L. T. Landon and J. T. Timan, north of Tuscon, Ariz. . . . Profits of operation of Hagerstown, Md., 9-hole muny course get officials of Waynesboro, Md., interested in building a municipal course . . Jacksonville Beach, Fla., considering selling part of property it has been holding as muny course site to finance course construction.

Golfers of Smithtown, N. Y. and adjacent communities on Long Island's North Shore asking State Park Commission to build course at Sunken Meadow Park . . . Organize Green Hills GC to build club at Athens, Ga.

Long Island Golfer is newest of district golf magazines . . . Maryan Linck of Rosyln is editor . . . Mrs. George S. May sat in with Western Golf Assn. officials in screening candidates for WGA Chick Evans Caddie Scholarships . . . She is first woman to serve in that capacity and a mighty smart businesswoman she is . . . The Mays, George and Alice, doubled their Evans caddie scholarship contribution this year, making their ante \$2 for every \$1 Tam o' Shanter members contributed.

Luther O (Luke) Morris, golf salesman whose home is at Decatur, Ga., and who is well known to pros in southeast, has been issued other patents on his ingenious idea for a compact golf course with one tee and fairway serving 3 holes . . . New York Times Aug. 9 New Patents feature gave Luke's patent top position . . . There ought to be money in operating a golf layout such as Morris has designed.

Northern California PGA and UVS Swing Clubs sponsored a memorial tournament to Harry Hayward, San Francisco Examiner golf writer and Pres. California Golf Writers' Assn. who died in June . . . Event played recently at Del Monte (Calif.) GC was of foursomes — pro, woman, two junior girls . . . Northern California GA also establishes Hayward memorial events.



Veteran pros, sports writers and tournament fans recently exchanging notes on tournament operations, agreed that pro dept. and clubhouse service at Southern Hills CC Tulsa, during this year's Open was the best they'd seen during many years at major affairs . . . Pro Bill Wotherspoon enlarged his staff and expanded shop to include porch in taking care of contestants and public . . . Manager Bill Bangs, Jr. and his aide, Sam Hurt, had food, lockerroom and press quarters running as smoothly as though the Open's large crowds were merely another lively Saturday night party.

Range pros with high ratings as experienced instructors have heavy schedules in metropolitan districts . . . George Sprafka, who left private club work to establish a range at Higgins and River roads in northwest suburban Chicago, is teaching 10 hours week days and going 15 hours weekends and holidays . . . Sprafka has a number of professional musicians as pupils . . He says range instruction of women is proving to be biggest booster women's golf ever got.

Paul Hahn echoes Sprafka statement about women's big enrollment as pupils of range instructors . . . Hahn has been putting on his trick shot exhibitions at many ranges . . . Paul finished latest midwestern swing with shows at 4Gs range, where veteran Bob Macdonald is pro, and Chuck Reidy's range at Westmont in suburban Chicago.

Morgan Boggs, supt., Lindsay GC, Ft. Knox, Ky., host supt. at meeting of Louisville district supts. Sept. 9 . . . Boggs also edits a monthly bulletin for his comrades who are responsible for the management of courses in the area . . . The Louisville supts, group has a lot of energy and optimism . . They're in one of the toughest locations for course maintenance . . . The poetry about the beautiful bluegrass country doesn't mean a thing close to the humidity of the Ohio river valley.

Alexander G. McKay, veteran course builder and architect, is keeping on a busy schedule . . . He designed and built Glenrochie CC, Abingdon, Va., which opened July 4; has completed the Lake Bonaventure CC, St. Paul, Va., which opens this month; is building the Bristol (Tenn.) CC which he designed . . . The Bristol 18 will open in spring . . . McKay also has finished the 9-hole addition to the Green Meadow CC, Maryville, Tenn.; has designed a course for Newport, Tenn.; and has started on an addition and revamping of Wright-Patterson Air Field course, Dayton, O.

Jimmy Gamewell supervising construction of Midland, Tex., muny course on ground donated by Frank Hogan . . . Frank Beley, pro at Arrowhead CC, Canton, O. recently won Youngstown Open after play-off with Dale Andreason, pro at Westmoreland CC, Pittsburgh . . . Frank says his game improved considerably not long ago after reading a magazine instruction piece by — you guessed it — Andreason.

Charles A. (Gus) Hook, Baltimore's supt. of parks who made the city's Mt. Pleasant course one of the finest, has built an even better course in the new Pine Ridge . . . Gus and his assistant, Ed Myerly, are lauded by Baltimore golfers and sports writers for the job that some authorities say is the world's most beautiful public course . . . The Eastern Open will be played at Pine

Ridge next year . . . Johnny Bass is pro.
Bob Jones going to Britain as non-playing captain of the U.S. team to play at St. Andrews, Oct. 8-11, in the first World Amateur Team Championship . . . Jones was at Tucson during the Jaycees National Junior championship . . . The way he gets around despite the heavy handicap of his physical condition is a magnificent, inspiring exhibition of top class and guts.

Program, well stocked with ads and informative reading matter, issued for Vermont State Open which was played at the Wards' Lake Morey CC, Fairlee, Vt., where Peter Keane is pro and Bob Ryall is supt. . . Vermont Open went begging for a home until Bob Ward and his family put out the welcome mat for the event.

Ford Motor Co. sponsors 200 golf leagues in its employees' recreation program . . . Goodyear Tire & Rubber Co. Wingfoot Golf Assn. employees' golf league rules printed in Recreation Management magazine as a pattern for all industrial golf leagues . . . Jim Reynolds, engaged as pro at Hermitage CC, Richmond, Va., following resignation of Russell Kelley, has hired as assistants George Wilson Tinsley and Emory Stafford.

Bob Baldock, Fresno, Calif., appointed architect for Albuquerque, N. Mex., new muny course . . . Cliff Revells, formerly at Key Bicayne hotel as supt. grounds and its par 3 course, now is supt., Rockledge CC, Cocoa, Fla. . . . Emmett



It certainly isn't often and probably is rare when one club produces three state amateur champions in one year. That's what happened this summer in Wisconsin when three members of the Ozaukee CC, Thiensville, shown here, won the following titles: Otto Haase, Senior Amateur; Women's Amateur, Mrs. Marilyn Williams; and Men's Amateur, Dick Sucher. If any other clubs have duplicated or exceeded this record, GOLFDOM would like to hear about it.

Mitchell now supt. Pompano Beach (Fla.) CC, succeeding the late Walter Weeks . . . Bernard "Dino" Politz succeeds Mitchell as supt. at Coral Ridge CC, Ft. Lauderdale, Fla.

Talk about naming the Waveland Av. golf course of the Chicago Park District for Chick Evans . . . It wouldn't be a fine thing for the Park District to do in honoring Chicago's most famous golfer . . . Denver city officials hoping



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Mechanical Stonepicker



You saw it mentioned in Bluegrass Seeding Article in the September 1957 issue.

Article in the September to Many contractors, landscapers and clubs (names on request) use PIXTONE to pick up, carry and dump stones 34" to 8" in diameter — preparing an ideal seed bed. Does complete and economical jeb. Write direct to manufacturer for full details.

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to annex Ft. Logan 700-acre military reservation and build park and golf course on property.

Lamar (Mo.) CC moves to its new 9-hole course . . . Louis F. Landon, Joseph Timan, Irving Geist and Simon Gluckman form Oro Valley, Inc., \$44 million 1600 acre develop-ment north of Tuscon which will have 600 homes, 200 on golf course, designed by Robert Bruce Harris . . . Al Renzetti, pro at Spring Rock CC (NY Met. dist.) formerly Empire State CC, has Joe Rybka as supt. . . . For past 2 years Al has been golf consultant to Westchester County Recreation Commission which meant giving group lessons in 15 Westchester communities . . . He also has instructed in golf as member of New York university faculty and is conducting junior programs at Spring Rock.

Up to August 10 play at the 3 Cincinnati muny courses was 13 per cent ahead of 1957 period, Robert "Red" Strauss, golf supervisor, and Herb Davis, supt. of recreation, report . . . 9-hole play is up to 46,132 rounds, a 26.8 per cent increase over last year . . . Strauss says that's because 9-hole play has strong appeal for beginners, for women and for seniors.

Cuban and Puerto Rico tournament that Robert Trent Jones promoted for Rockefeller Dorado Beach hotel course will boost PGA tournament circuit late purses to \$150,000 plus.

Willie Goggin in winning the National Senior Open at Esmeralda, Spokane, Wash. with 270, one less than Sarazen, finally evened the count with Gene for Sarazen's 5 and 4 victory over

(Continued on page 82)

How to Sell Women

(Continued from page 22)

quently, she has become price conscious to the extent that she is quality conscious.

Weighs Quality and Price

What I mean to say, and it can't be emphasized too much, is that a woman weighs quality against price; and taking all things into consideration, usually makes the choice that will save money in the long run. Three times out of four she won't buy a cheaper sports shirt if a more expensive one is available because the real saving is in the latter item. Her husband, on the other hand, may not base his decision on quality or price but on how gaudy the shirt is. Certainly, he won't give much thought to buying a shirt that matches his slacks or vice versa.

As I have implied here, I don't think the average pro will ever do a good job of taking advantage of the women's golf bonanza. I think he'd be much farther ahead to bring a woman, preferably one with some retail experience, into his shop to handle the feminine trade. He should look for a girl who is forceful yet pleasant, one who knows how or has the ability to learn to buy conventional stock and at the same time be able to keep an eye out for new merchandise that will sell in a pro shop.

Training May Be in Order

Maybe this sounds like a big order. Finding a girl who has the experience and merchandising instinct described above may be difficult. Perhaps it may be necessary for a pro to bring a girl in who would have to train for a short time at his expense, but in the long run it would be worth it. To begin with, most girls have a pretty fair idea of what women's merchandising is all about just from the shopping they have done, and I don't think it would take the average female more than a few weeks to take over and capably manage the women's department in a pro shop. I'm certain that in at least four cases out of five a girl would operate it much more profitablly than it is now being run.

Resigns Texas A & M Position

John S. Rogers has resigned as head of the Dept. of Agronomy at Texas A & M College to become research director for Associated Seed Growers, Inc. He had been with A & M for 20 years and was named head of the agronomy dept. in 1956.

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IT FOLLOWS LIKE A FEATHER

Your players deserve the best available cart at the lowest price — and you can be sure they'll buy! The STOWAWAY is English-made, and costs less than any cart with comparable features. Remarkable easy-rolling lightweight design makes the STOWAWAY a favorite of women players. Tubular steel construction, ball bearing wheels, wide semi-pneumatic tires, expandable axle, easy-grip handle, and unique design make it easiest of all to use. 3-year guarantee. Compare features, compare prices — select the STOWAWAY.

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Proven the most reliable pro line in the competitive price Available range. with our trade name or private brand in 24 doz. lots. Satisfaction guaranteed.

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Send For Pictures and Complete Information

Common Sense Selling

(Continued on page 44)

"No, Mr. Jones, I don't feel the price is too high. These shoes must be made stronger and more rugged than dress shoes to stand up under all kinds of weather and conditions and then left to dry in a stuffy locker. The golf shoe takes the worst beating of any type shoe. They have to be made better. I have a pair of my own that I have been wearing now for five years and they are still in fair condition. They were \$30 shoes, which means they cost me \$6 a year to wear. Since they will outwear

any other shoe, they are cheap.

'Just feet the leather in this upper. It is imported Norwegian calf for durability. The sole has a flexible, stainless steel plate between the outer and inner sole. The spikes are threaded into the steel plate to hold them firmly in their correct position. They cannot bend or slip. This flexible plate also prevents the soles from warping out of shape after the shoes have been wet. It has a form fitting arch that clings to the foot during the swing, giving more foot comfort. And, of course, the shoe is leather lined to resist wet weather. It's also stitched with breakproof nylon thread. A pair of shoes like this is a good investment in foot comfort.

You'll get Mr. Jones thinking - and

probably buying.

UNIQUE - PRACTICAL X-MAS GIFT



BAKER'S DOZEN WITH THIS AD 13 PER DOZEN - ORDER NOW Usual Credit Terms to Pro Shops and Rated Organizations



Pretty Jill Parker, with dad, Edwin L. Parker, pres. of A. G. Spalding & Bros. looking on, gives Paul Bunyan container box the champagne treatment as Spalding recently inaugurated system of airline shipping of clubs from Bradley Field, near Chicopee, Mass. plant, to Southwest, Far West and other distant points for record-breaking delivery of 1959 equipment. Stewardess is Margaret Warner.

Turf Renovation Pointers

West Pointers for August, the West Point (Pa.) Products Corp. publication, carries a great deal of interesting information on turf renovation. The opinions of several experts in the field are quoted on the subject. Those quoted include Eliot C. Roberts, H. B. Musser, William H. Daniel, Wayne W. Huffine and Roy Goss.

Little Rock Pro Dies While Playing Pro-Am Tournament

Edgar (Ed) Ackerbloom, for more than 20 years a pro in Little Rock, Ark., died in July while playing in a pro-am tournament in nearby Camden. His death was attributed to heat prostration. He was 44 vears old.

After graduating from high school in the mid-'30s, Ed became an assistant to his late brother, Julius, at Little Rock's Willow Beach CC. Later he went to the Shrine CC and then to Riverside, now Riverdale CC. After serving in the Air Corps from 1942 through 1945, Ed became pro at the Municipal War Memorial course. Along with this position, he held the post of co-professional at the new Rebsamen Park municipal course at the time of his death.

Mr. Ackerbloom was a member of several Little Rock civic and fraternal groups and was secy, of the Greater Little Rock Pro-Am assn. He is survived by his wife, Willie Mae, his mother, one brother and

one sister.



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The 1958 U. S. Royal Christmas Case is royal blue with a pillowed lid having a rich gold Florentine Design. Patterned for many "after" uses, the U. S. Christmas Case is available in both doz. and half-doz. sizes with individual personalization available at no extra charge for doz. lots. U. S. Royal Specials, Royal Seniors, and Queen Royals are all available in this attractive gift package.

Joe Morgan Retires from Globe

Joe W. Morgan, many years mgr., turf equipment dept., Globe Machinery and Supply Co., Des Moines, Ia., and one of best known course equipment and supply salesmen in the Midwest, is retiring from Globe next Jan. 1. Joe is 74. On July 1 Morgan retired as mgr. of Globe's turf equipment dept. and was succeeded by Robt. M. Daly.

Golf Car on Tie Clip

Victor Electri-Car tie clip is an attractive little gimmick that has as its design a small colored metal replica of the Victor car. Victor Adding Machine Co., 3900 N. Rockwell, Chicago 18, says Electri-car sales jumped recently because of the prospect of caddies returning to school.

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36"

MacGregor Sales Meeting

Several new products were introduced to Mac-Gregor sales reps when they met in Cincinnati recently at a week-long sales meeting. Highlight was the introduction of the FC4000 irons for '59. They have a deep black face of ceramic material which is fused to the head at 400 deg. F. Also introduced were new "Velocitized" woods, liquid center Tourney ball, "Sweep Flare" bags

utility club, putters, grips and improved Pro-Pel Action shaft. The MacGregor Sunburst Club, a company salesman marching society, gave Pres. Henry Cowen a special award for "inspired leadership" and also gave watches to Charles Meyer and Al Wharton of the home office and Bill Ford of the advertising staff. Robert D. Rickey, vp and sales mgr., gave sales awards to Harold Peterson, Harry Adams and Bill Meehan.



Front row (I to r): Len Wirtz, Cy Vail, Ock Willoweit, Henry P. Cowen, Robert D. Rickey, Toney Penna, Jerry Purdy, Bill Golberg, and Vic Bass; 2nd row: Elwyn Nagell, James Hinson of Hinson Mfg. Co., Howard Wilkens, George Neeley, Dan Barbaro, Johnnie Walker, Jim Shriver, Harold Peterson and Charles Meyer; 3rd row: Leon Nelson, Bob Love, Rell Suggs, Pete Bullis, Bill Meehan, Jim Ireland and Jim Roberts; Last row: Jae Worrell, Harry Adams, Stan Hobbs, Al Wharton, Paul Hargrave, Paul Gamm, Lee Gibson and Jack Wubbolding.

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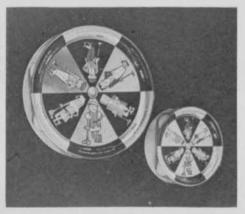
Don Finsterwald, winner of the 1958 PGA Championship, is a member of the Munsingwear

Sports advisory board along with Tommy Bolt, USGA Open champion. and Arnold Palmer, who this won year's Masters. Victories in these major tournaments by the Munsingwear board members gives the firm the right



Dow Finsterwald

to boast that it has cornered the cream of the pro circuit as playing ads for its products.



The MacGregor Christmas gift pack of golf balls is made up of 1959 Tourneys and a heavy metal serving tray. The 9-color tray, which humorously depicts golf's history, is imported from Holland. Tourney balls and trays are available for the price of balls alone. A 10-inch tray comes with a doz. ballls and a 6-inch tray with half-doz. packages. MacGregor will personalize balls free of charge on orders of a doz. or more. Available at all pro shops.

West Point Publishes New Fall Renovation Bulletin

Supts. can obtain "Fall Renovation of Greens & Fairways," a new 62-page bulletin, from West Point Products Corp., West Point, Pa., upon writing the company. It is said to give a very comprehensive treatment of the subject and, in addition, the bulletin carries a chapter on "Analysing Turfgrass Problems." There are also 12 pages of Aerifier and Verti-Cut equipment notes.

Grass on the Roof

O. M. Scott & Sons, Marysville, O., in its midsummer bulletin, "Lawn Care," has an interesting article on a Stowe, Vermont architect, who has a full grown lawn on the roof of his home. The lawn is eight years old.

The Kent Hollow Farms ad which appeared in August Golfdom (page 57) showed the firm's telephone number as MILFORD Elgin 4-6046. It should have read: NEW MILFORD Elgin 4-6046. Kent Hollow is located near New Preston, Conn.