

cases, he completely finances his merchandising operation. Proceeds from cleaning and storage of clubs almost universally go to the professional. About three out of five clubs handle the pro's

billing.

Cost of maintenance per hole was pegged at \$2,316 although 1957 figures for this operation are used in the report. Two-thirds of the maintenance figure is charged to labor. The amount shown above compares favorably with the 1957-58 figure of \$2,595 established by Harris, Kerr, Forster & Co., accountants, in a nationwide survey of 50 clubs. H-K-F's survey showed that 73 per cent of the maintenance cost was charged to labor.

Starting times, generally, have not proved to be much of a problem for MGA clubs. It is negligible through the week although on weekends and holidays, one out of three clubs say conditions could be improved. Caddie masters usually handle the expediting with the aid of Starting

Time sheets.

Half Way Houses

About three out of four clubs have Half Way houses. Half of these serve only soft drinks, about one third serve light food. Beer is obtainable at about half of the rest stops and hard liquor at only a handful. Most clubs require members to sign chits for refreshments at these locations. Slightly more than half the clubs keep the Half Way houses open every day.

Approximately two out of three clubs have a practice range with an average of eight stations. Average price of a large pail of ball is 92 cents and for a small pail, 44 cents.

#### Federal Tax Section

The Federal Tax section of the MGA report was prepared by Harris, Kerr, Forster & Co. In a pungent prelude, H-K-F points out that supposedly tax exempt private clubs are subject to quite a few taxes. In the final analysis, the clubs' exemption extends only to income taxes which are based on net profits. The report lists the Federal taxes levied directly on the club and also shows those for which the club acts as the government's collecting agency. A rather thorough description of the taxes levied are described in the report. Also described are the dues tax, minimum charge tax, the tax regulations covering facility rentals such as lock-



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We furnish you all you need on rental share basis. No investment for you! We deliver and service carts regularly and keep them in good repair—FREE. Clubs not held responsible for damages, theft or breakage.

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Three Rivers, Michigan

\* April, 1959

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## WITH SPIKE-RESISTANT PNEU-MAT RUNNERS

Protect your floors from spike holes with rugged Pneu-Mat Runners. Absolutely spike-resistant, they provide a comfortable walking surface — improve the appearance of your club house. Woven of rubber-impregnated fabric, Pneu-Mat

Runners are tougher than rubber runners. Reversible

for double wear.

Money Back Trial Offer: Order a trial section. Test it on an area which gets especially hard wear. Money back if not satisfied. STANDARD WIDTHS 20" - 24" - 30"

**Trial Section** 24" x 60" \$12,50 postpaid

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ers and golf cars, and the conditions under which cleaning and storage charges are either exempt or non-exempt.

Other subjects touched on in the tax section are: Payments exempt from tax, life membership tax, admissions, income tax withholding and information returns and miscellaneous.

## Massachusetts GA Revises Caddie Handbook

Massachusetts Golf Assn., 261 Franklin st., Boston 10, has revised its Caddie Instruction Manual, originally issued in 1955. The booklet contains a glossary of commonly used golf terms, a description of clubs and a section devoted to the classification of and requirements for caddies. There are also portions describing etiquet of the game and amateur classification eligibility.

The largest and most important part of the booklet, however, dwells on the Do's and Don'ts of caddying. Some of the things brought out: Don't lean on clubs or bags; Correct and incorrect ways of carrying singles and doubles; Correct way of hand-

ing a club to a player; Avoiding things that disconcert the golfer; Correct positions when the player is getting set to or is making a shot; Divot replacement; Flagstick handling and general green conduct.

## **Hamner Again Heads** Southern Turf Group

Jim Hamner, Jr., supt. of Memphis-(Tenn.) CC, was re-elected pres. of the Southern Turfgrass Assn. during its annual two-day meeting in February. Harold Eller of Old Hickory (Tenn.) GC was elected vp and Reg Perry of Choctaw, Inc., Memphis, was re-elected sec.-treas.

Directors for the year are: Al Rayford, Camden, Ark.; E. Winfield Allen, Flor ence, Ala.; Lou Vickers, Metairie, La., Nelson Giddens, Jackson, Miss.; E. J. Sears, Paducah, Ky., and George Curtis, Jackson, Tenn.

> Club Officials - Pros Lend A Hand! National Golf Day June 6

# Rental Customers Want These Carts

Rugged - Durable - Minimum Maintenance Pro designed — Floats like a feather — Comfortable Ring Grip - Removable Handle - Effortless handling. 12" ball bearing wheels-24" tread-weight 15 lbs. Brazed steel tubing - Baked Red Enamel.

\$16.00 each in multiples of 4, (4 to a carton) FOB Little Falls, N. Y. 5% discount-cash with order. 2% 10 days-net 30 days.

## ALBERT H. BOSBACH

R. D. 2 - Altamount, N. Y.



#### Laher Cites Advantages of Turf-Kare Kar

Turf-Kare Kar, made by Laher Spring & Tire Corp., Oakland, Calif., is said to move over grass as if it were a superhighway. It has extra wide tires that measure 12 and 15 ins., 16 ins.



in dia. and carry 9 lbs. of air each that spread the car weight over a comparatively large area. In recent demonstrations, the car was driven repeatedly over a man's hand to prove that it causes no damage. The car also has been spun on freshly watered greens without leaving a mark, according to the manufacturer. Turf-Kare Kar is a modification of the regular Laher Golfer. It has four speeds both forward and reverse.

# 100 Samples Displayed in Squire Slacks Catalog

The 1959 Golf Fashion catalog of Squire Slacks by DiFini features over 100 fabric samples for golf and dress slacks and men's and women's Bermuda shorts. One of the leaders in the men's slack selection is a new fabric called Dacron-Comiso, a blend of DuPont polyester and high tenacity rayon. Several "tone on tone" shades are especially woven for DiFini. In the ladies' selection, emphasis is on Drip-Dry and wash'n' Wear fabrics. A free catalog can be obtained by writing to DiFini Originals, Inc., 18 W. 20th st., New York City 1.

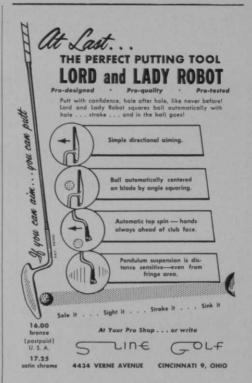
## SportCo Cartoon Booklet, Posters Have Threefold Message

Ten full-color cartoons offered in both booklet and poster form and created by Walt Ditzen, one of the country's best known cartoonists, are

being offered to clubs by SportCo, 220 W. 47th st., Kansas City 12, Mo. The cartoons have three main functions: to improve golf etiquet, save on course maintenance and promote more activity and business for the club and pro shop. The booklets are small enough to fit into the anonthly statement envel-



ope. The posters, 10 x 13-ins., carry plenty of punch and will get the point across if hung in lockerrooms, pro shops, etc. Price lists for cartoons and posters can be obtained from SportCo.



## You'll Like The Gasoline-Driven

## FAIRWAYER

No batteries to charge!



Rugged automotive-type transmission with three speeds forward and reverse.

- 6.4 HP engine
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Write for prices!

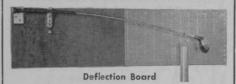
## PIONEER Manufacturing Co.

1910 S. 81st St.

Milwaukee, Wis.

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Help You Give Better Service



A "must" for every Pro who does any repairs. Shaft or complete club is placed on the bracket, weight is suspended on the opposite end. Amount of bend is shaft deflection.

ALSO: Ellingham Tools, Grip Conditioner, Adhesives, Listing, Buffing and Cleaning Supplies — and all other shop needs. The most complete stock of golf supplies in the golf industry.

Write for handy SHOP SUPPLY LIST

Kenneth Smith CLUBS

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Punch-Lok Hose Clamps leave a smooth, absolutely leakproof connection. Easy to put on. Last the life of the hose. Write for literature and nearest distributor.

No Snag! No Leak!



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

### Klub Kleen Polishes, Restores Clubs

Klub Kleen, made by H&K Chemical Products, Dept. M, Box 56, Wolcott, Ind., has 16



ingredients, including silicone, for cleaning and restorting golf clubs. It comes in kit form, bottle or bulk for convenient pro shop use. The kit contains an 8 oz. bottle of the cleaner, nylon-plastic brush and fine flannel polishing cloth.

## John Bean Catalog

John Bean Div., Lansing 4, Mich, and San Jose, Calif., now has available five catalogs describing its 1959 Diamond Jubilee sprayer line. Catalog data covers application and complete specifications. Of interest to supts. are catalogs describing Royal High Pressure sprayers and Royalette All Purpose sprayers.

## **Bradley Has Utility House**

Clinton Kent Bradley, Mt. View, Wayne, N. J., is distributor for Mirro Utility House which can be used on courses as a storage room, shelter, parking lot office, etc. Made of aluminum, it is portable and folding and is 6½ ft. high, 6½ ft. long and 4 ft. wide. There is a special price to golf clubs on the utility house.

## Improved Individual Net

Berlin Chapman Co., Berlin, Wis., is marketing an improved Pak-A-Way driving range designed for individual use. It is said to be easy to install, two players can use it simultaneously and a ball can't be driven out of it, nor can one ricochet and endanger the player, according to the manufacturer.

## **Big Toro Advertising Drive**

Starting in April, Toro Manufacturing Corp., Minneapolis, is undertaking its most ambitious magazine ad campaign in history. It will continue for 60 days. Several U. S. and Canadian national magazines will carry Toro ads which will feature, among other things, the new "wind tunnel" mowing principle.

## Haws Fluoride Unit

Haws Drinking Faucet Co., 4th & Page Sts.,—Berkeley 10, Calif., has an attachment available that provides correctly fluorinated drinking water for individual fountains in areas where general water supplies are non-fluorinated.

## CALL YOUR Mallinckrodt Distributor



# FOR ALL YOUR TURF MAINTENANCE SUPPLIES...

He's familiar with your local turf problems and is well qualified to help you. He carries a complete line of supplies to serve you . . . including Mallinckrodt fungicides.



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TURF
DISEASES
WITH

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THE
PROVEN
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Arnold Minkley (1), retiring after 20 years on the road for Acushnet, gets matched leather golf luggage from another Acushnet veteran, Earl Christianson, who presented gifts on behalf of sales force. Arnold has covered Ind., Ill. and Mich., and is almost as well known as a top Senior golfer as a salesman. He is now living in Miami Beach and playing as much golf as a tournament pro.

## Personnel Changes at K & B

Three personnel changes have been made at Keasbey & Mattison Co., Ambler, Pa. Daniel Shoemaker, former general sales mgr. of Industrial Products, has been named asst. to the general sales mgr. of the company's sales div. Walter M. Deckman succeeds Shoemaker. Frank Q. Chambers is K & M's new N. Y. dist. mgr., having been promoted from the N. Y. dist. building materials dept.

#### **Shell Nematode Killer**

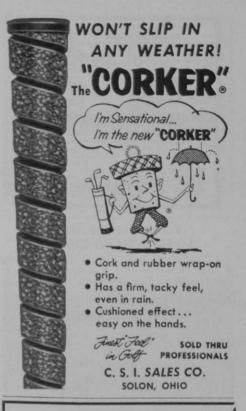
Nemagon soil fumigant, made by Shell Chemical Corp., 50 W. 50th st., New York City 20, has been used for several years by nurserymen and farmers in controlling nematodes. One of the fumigant's striking advantages, according to the manufacturer, is that it can be applied around many living plants without causing injury.

## Proveda Markets Cleaner Invented by Club Manager

A. J. Edmundson, of South Shore CC, Chicago, has invented a golf shoe cleaner that is being manufactured and marketed by Proveda Manufacturing Co., PO Box 516, Jackson Center, O. Easily installed, it is made of cast aluminum with fiber brushes anchored in a squared U shape box. One brush cleans the sides of the shoe and the other, the spikes. Brushes are standard and easily replaced.

## **Furgol Joins Etonic Staff**

Latest addition to the Etonic golf shoe touring pro staff is Marty Furgol of Lemont, Ill. Furgol, who has been playing the circuit for about 10 years, recently won the San Diego Open. Etonic is made by the Charles A. Eaton Co., Brockton, Mass.



## Di Fini ORIGINALS



Par Golfer model with adjustable ½ belt and rubberized waistband.

†Dacron & \*Comiso Cloth †DuPont Polyester Fiber \*High Tenacity Rayon \$14.95

Tropical Dacron & Rayon \$14.95

Deluxe Featherweight Tropical Dacron & Wool

\$22.50

Forstmann Charmeen Gabardine 100% Wool \$37.50

BERMUDA SHORTS for both Men and Women, featuring Wash 'N Wear Dacron and Cotton.

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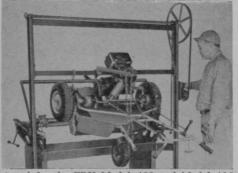
18 West 20th Street, New York 11, N.Y. Mfg. Squire Slacks





## F-R-H Develops Hoist for Large Mower Grinder

A lawnmower hoist that simplifies grinding of large fairway mowers is now available from Fate-Root-Heath Co., Plymouth, O. It is de-



signed for the FRH Model 400 and Model 410 sharpeners. Using it, one operator can handle the grinding job. The hoist is attached to the Simplex Grinder at six different points and can handle any Simplex that ever has been built. It is slip-proof with the heaviest load as gear and ratchet indexing provide positive holding action and thus greater safety for the operator.

## Whirlwind Creating Production Whirlwind at Toro

Toro's 1959 Whirlwind, the powered rotary with "wind tunnel" mowing, has been so well received, that Toro Manufacturing Corp., Minneapolis, has tripled its manufacturing facilities for the mower. Whirlwinds are in production in Wichita and Davenport in addition to the regular plant in Windom, Minn. Both the 19- and 21-in. rotaries, already shipped or on order, were 50 per cent ahead of 1958 orders in March.

## Ferguson Repeats Observations on Ripple Soled Golf Shoes

Marvin Ferguson, USGA green section research coordinator, has reiterated an earlier declaration that ripple sole golf shoes are easy on turf. Writing in the February USGA Journal, Ferguson said that shoe tests will be broadened, but he restated his original conclusions that ripple soles didn't cause any unusual turf wear and didn't have any appreciable effect upon a rolling ball.

It's Listed on Page 125 BUYERS' SERVICE



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BOX 426X, ELMHURST, ILL.





One of five new industrial products from Ford Tractor and Implement div. is the Dearborn earth-cavator of 65- and 72-in, width for use with Ford tractors, and an 80-in, model for Fordson Power Major Diesel tractors. Earthcavators can be rotated to three positions: grade, scarify or backfill.

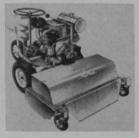
## **Eaton Has Foot Spray**

Charles A. Eaton Co. (Etonic Golf Shoes), Brockton, Mass., is marketing through pro shops only a new product, 20th Hole Foot Spray. It is sprayed directly on the foot and is said to give instant relief to that burning sensation. It also helps control athlete's foot and sprayed inside the shoe, banishes odor and stickiness.

Jacobsen's Model 76 for Heavy Mowing

Heavy mowing (up to 10 acres a day) is said to be standard performance for Model 76 Mow-

Mobile Riding Rotary, made by Jacobsen Mfg. Co., Racine, Wis. It is powered by 9.2 hp engine and travels at ½ to 4 mph. A three-spindle cutting unit is said to give a smooth, even cut. Three additional d is c s are mounted above



the cutting rotors for better grass ejection. Turning radius of Model 76 is about 24-ins. It has an automotive type steering wheel and close coupled riding unit and the front unit swivels to conform to ground contours.

## Mitchell Has P.R. Consultant

William F. Mitchell, North Sutton, N. H. golf architect, has appointed Charles C. Caruso & Associates, 77 Summer st., Boston, as his public relations consultant. Mitchell has a "sample" 18-hole course in North Sutton and is planning to open other offices including one in Florida.

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No Holes to Clog.
Quick Shut-off Lever &
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Screw On Handle
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Nitro-Humus, Peat,
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WAREHOUSE POINT, CONNECTICUT

Golf Course

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## Etonic Features Choice Domestic, Imported Leathers

Available in pro shops throughout the U.S. are Etonic Ryder Cup spiked golf shoes, fea-

turing choicest domestic and imported Softee leathers in black and brown, full length air-foam cushion innersoles and glove soft leather linings. Etonic claims Ryder Cup shoes are worn by more pros than any



other golf shoe in the world. Each pair is individually packed in a luxury cloth shoe bag. The shoes are made by Charles A. Eaton Co., Brockton, Mass.

## Nyracord Toughens Up Floor Matting

Nyracord, made of qualitly rubber with reinforced synthethic fiber, is a new compound which promises to revolutionize production of floor matting, according to the American Mat Corp., Toledo, O. It is said that the finished product is so nearly indestructible that it can withstand the heaviest kind of spike, cleat and skate trafffic. In tests, a tractor was driven over and spun on Nyracord tile without causing any noticeable damage.

## Harrington, Seward with Hagen and Wilson

H. W. Colburn, vp and sales mgr. of Wilson Sporting Goods Co., has announced appointment of Harry C. Harrington as sales rep for the Walter Hagen div., and Robert Seward as sales rep for Wilson. Harrington will work in the Chicago area. He is a former Morgan Park High (Chicago) athlete and played on the city championship golf team in 1952-53. Seward, who will cover Ind. and Mich., is a Bradley U. graduate and played college golf for three years.

## Fore-Site for Iron Accuracy Is Easily Applied

Fore-Site, made by Sports Equipment Co., PO Box 1262, Cedar Rapids, Ia., is easily applied

to irons without increasing weight or causing obstruction. Made of mylar, it is waterproof and will not crack or peel. It is



said to improve accuracy and has been tested and recommended, according to the manufacturer, by Gene Chapman, a pro. A booklet by Chapman describing use and function of Fore-Site can be obtained from Sports Equipment Co. It fits all irons and the putter.

## **COLBY PIONEER PEAT**

Products for building and maintaining golf greens are available in winter storage for prompt shipment.

BLACK—cultivated fine milled for top dressing. BROWN—peat for building new greens. GREENS—top dressing (1/3 peat - 1/3 sharp sand and 1/3 loam), or any required proportion.

QUOTATIONS on materials packed in plastic lined bags, or in bulk gladly furnished.

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THE HARDIE MANUFACTURING CO. Div. of Vulcan Iron Works Wilkes-Barre, Pennsylvania

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Quality Grass Seed Fertilizers Golf Course Supplies Fungicides Sodar Crab Grass Killers

Golf Catalogue on Request

# VAUGHAN'S SEED CO. Golf Division

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# KIII WATER WEEDS!

Water hazards and lakes now may be cleaned of all rooted aquatic weeds, Lily, cattail, milfoil and many other aquatic weeds are easily killed with one application of R-H GRANULAR WEED RHAP. It is easily applied — will not harm fish or animals. This inexpensive application usually lasts from 18 to 36 months. Write for further information or ask your dealer.

REASOR-HILL CORPORATION

BOX 36GC, JACKSONVILLE, ARKANSAS

# Burgett Introduces Two More Glove Lines

Two new button-back, full-fingered golf gloves are 1959 entries in the Par-D-Lux line of K. L.

Burgett Co., Peoria, Ill. The gloves are an all-leather style of the finest imported skins in a "rainbow array" of colors, and a Helanca Back model featuring leather



All-leather, button back.

palm and cloth back, that are either matching or contrasting in color. The outstanding new feature of the gloves is the attractive button tab on the back. When opened, the glove slips on easily — then buttons securely for a snug, comfortable fit. Pro shops may order the new gloves now for either immediate delivery or as specified, along with the established items in the Par-Glov and Par-Hood lines.

All-leather, button back.

## **Expands Product Engineering**

Jacobsen Mfg. Co., Racine, Wis., one of the leading power mower manufacturers, has an-

nounced an expanded program of product engineering and design. It is proceeding under the direction of Sherman C. Heth, long with IHC, with Ray Strassel, Jacobsen's chief engineer, assisting him. Also working on the program is Ray Kaufmann, assistant chief engineer. Cooperating on a consultant basis is the firm of Waltman & Associates, Chicago.

#### Carroll and Ault Combine

Thomas E. Carroll & Sons, Inc., 15710 Colesville rd., Silver Spring, Md. has been in the landscape contracting business for 30 years and is one of the East Coast's largest landscape seeding contractors. Rather recently, Carroll & Sons has coordinated its work with that of E. B. Ault, course architect, also of Silver Spring, in the development of course installations. This combination now furnishes course design, construction and agronomic specifications, landscape design and supervision in one package.

## **Tombstone Ball Marker**

Charm House, PO Box 219-G, Springfield, Mass., is marketing a ball marker made of handmade sterling silver that resembles a tombstone. The name of the purchaser is engraved under the inscription, "Here Lies." Orders are filled in about seven days. Names to appear on the tombstones should be made easily decipherable.





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Acushnet Process Sales Co. sales reps, meeting in Clearwater, Fla., in February reported new highs in advance orders almost to a man. Bill Bommer, Acushnet pres., is very optimistic about 1959. He foresees gains for sales of the Titleist and other balls, the Bull's Eye putter, gloves and head covers. Sales impetus is being added by the biggest magazine ad campaign Acushnet ever has undertaken.

Solid Nylon Center in Ball

According to duPont's Production Information Service, use of a solid nylon center in the new Ram golf ball adds 10 to 20 yards to a drive. The center is a marble size "Zytel" nylon resin with high resilience and unusual ability to retain "true round." The Ram, sold only in pro shops, went into production in March. It is manufactured by Brass Ram Corp., Bay City, Mich.

#### Sit-N-Rest Secrets

Sit-N-Rest Golf Bag Co., 2404 W. Clybourn st., Milwaukee 3, has available a small booklet which purports to give the two rules that enable a golfer to master the game. It is one of those "tune in tomorrow to see what happens to Stephen Stymie" deals, so it is suggested that you write to Sit-N-Rest, manufacturer of a cart bag and Woods Nest covers, to unlock the secrets.



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