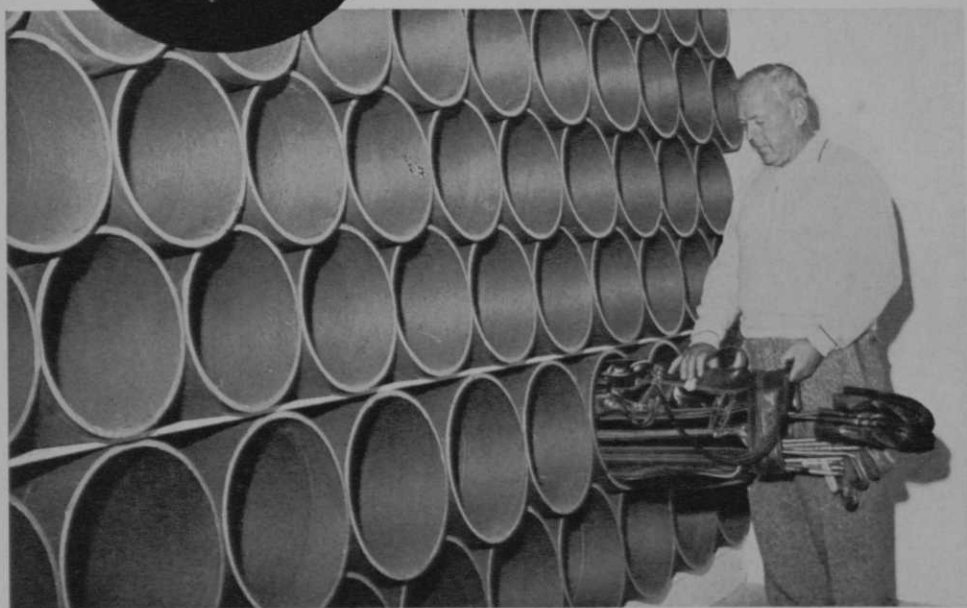


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Solves both space and storage problems. Costs up to 75% less than metal or wooden racks. Enables you to store more in a given area. Makes each bag instantly accessible. Eliminates scraped bags and marred clubs. Bags are easier to locate. Provides a flexible method of storage that can be easily moved and expanded. Sonoco Storage Tubes, of heavy, long-

lasting fibre, are made in standard 12" and 14" inside diameters, 32" long. Larger sizes also available. Delivered price is about \$2.00 each. Immediate shipment. Send details concerning your space, number and size of storage units needed, and Sonoco will figure the cost. Installation instructions included with each order. Write today!

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# SONOCO

## Storage Tubes

SONOCO PRODUCTS COMPANY

1952

## **PGA, Burke Clarify Merchandise Status**

Clarification of the tieup between the Professional Golfers' Foundation and Burke Golf Sales, Inc., Newark, O. has been made with the announcement that both PGA and Burke equipment will be available this year and that effective July 1, 1959, a new agreement between the two will go into effect. However, on that date, National PGA Distributors, a new company in which Burke has a financial interest, becomes the sole distributor for golf equipment bearing the brand of the PGA.

Burke Golf Sales has announced that on Nov. 1, 1958, it purchased the contract of and will replace Jack Moone who, since 1956, had been marketing agent for the PGA merchandising program.

### **Pete Bullis, Veteran Golf Salesman, Dies Suddenly**

C. G. (Pete) Bullis, one of the best known golf salesmen in the Midwest, died suddenly at his home in Crystal Lake, Ill., early in December. Pete, who covered Wis., Minn., and N. D. for The MacGregor Co., had completed his fall sales trip only a day before his death. He had worked for MacGregor since 1948 and before that had been employed by Burke Golf Sales, Inc. for about 25 years.

A Navy veteran of World War I, Pete was 60 years old. He is survived by his widow, Claire.

### **Bob Kennedy, Veteran Golf Salesman, Dies in East**

Robert F. Kennedy, the oldest active golf salesman covering the New England and Eastern states, died at his home in Boston in December at the age of 81. Identified with the golf business for more than a half century, Bob's introduction to the game came when he went to work as a salesman for Wilson. Later he was a golf ball salesman for U. S. Rubber Co. In more recent years he worked for Golf Associates of Boston and was active with this firm until the time of his death.

He is survived by a son, Robert F.

### **Midwest Spring Conference**

The Midwest Regional spring turf conference will be held in the new Memorial Center at Purdue University, Lafayette, Ind., Mar. 2-4. Theme of the conference will be "Modern Turf Practices."

## **Swinging Around Golf** (Continued from page 22)

mained as pro-supt.

Semple, a native of Glasgow, Scotland, came to U. S. in 1926 . . . He was a leading Scottish amateur star and was headed for Canada to work as a salesman when the late John G. Anderson of Winged Foot, a leading U. S. amateur, persuaded him to turn pro . . . He first worked for Bill Green at Rumson CC and spent a lot of time in clubmaking . . . Jack started numbering irons from 1 to 9 and, as far as he knows, was the first to do so . . . Shortly after this, Semple went to Rock Spring to start his 30-year tenure.

"Turf Traffic Tolerance" was theme of fall meeting of Southern Calif. Turf Institute held at Riviera CC in Pacific Palisades . . . An all-star cast took over the rostrum as speakers and panel experts and included John J. Stark, Tom Mascaro, O. J. Noer, Russell Perry, Victor B. Youngner, O. R. Lunt, Marston Kimball, William Benguefield, V. T. Stoutmeyer, Tosh Fuchigami, Jack P. Bockes, Bill Beresford, Frank Stewart, Carl Bloomfield, Charles Wenger and John Coogan.

John C. Harper, II, a 1948 agronomy graduate, has been appointed to the Penn State University faculty as associate professor in agronomy extension . . . He's a World War II combat vet, former Penn State golf captain and member of both the Minnesota and Mid-Atlantic GCSAs . . . Second Irish Hospitals \$15,000 Open to be played July 10-12 in Dublin . . . Carl E. Dilsaver, new supt. of PGA National GC course, formerly was at Dorado Beach GC in Puerto Rico . . . He replaces David Henry who was at Dunedin for about two years.

Calif. Left Handed Golfers Assn. shooting for membership of 600 . . . It is outgrowth of No. Calif. Lefties organization and covers entire state . . . A. A. Douglas of Napa is pres. . . . Ralph Plummer kept busy working out plans for second 18 at Houston's Atascocita CC last fall . . . He'll design a second 18 for Concord Hotel, Lake Kiamesha, N. Y., this winter . . . Jim Thompson and Bob Dedman, Dallas, form Golf Courses, Inc., to design and build courses . . . It's outgrowth of their management concern, Country Clubs, Inc.

Leon Howard & Assoc. is new firm of golf architects . . . It's located in Bryan, Tex. . . . 1959 National Am mixed foursome championship returning to Tequesta CC, Jupiter, Fla., Feb. 10-14 for second straight year, according to John E. McAuliffe, tourney chmn. . . . Four day Rutgers turfgrass conference will be held Jan. 12-15 in New Brunswick . . . Bob Hamrick goes from Fremont (O.) CC to Champaign (Ill.) as pro.

More than 200 San Diego residents recently gave Mickey Wright, winner of the 1958 LPGA Championship and Women's Open, a "night" . . . Among those helping to salute Mickey was her first pro, Fred Sherman . . . 14th annual meeting of Midwest Chapter of National Shade Tree Conference to be held Feb. 18-20 in La Salle Hotel, Chicago . . . Third Men's Amateur

# Kaddie Kart

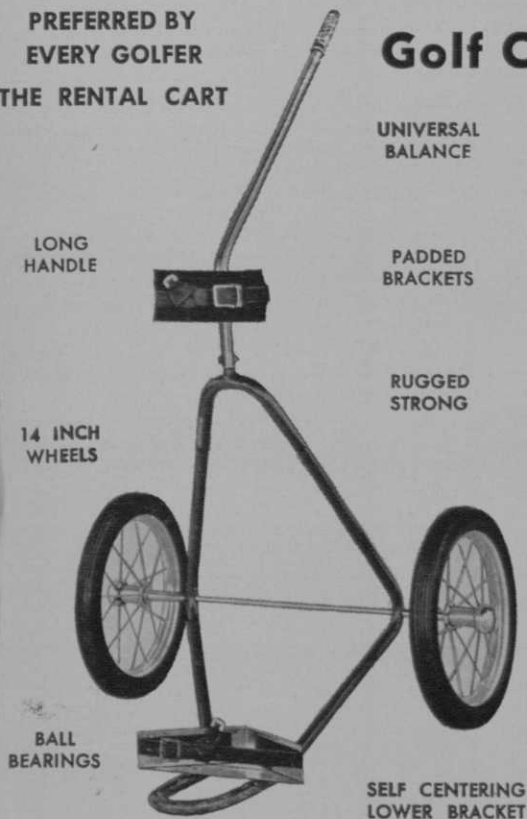
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## FOR RENTAL USE

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EVERY GOLFER  
THE RENTAL CART**

### Golf Cart Supply Service



It is time to discard the inefficient rental cart. Old, obsolete baby carriage type handles and reconstructed folded carts and other makeshifts leach away your profits.

Kaddie Kart is the professional cart for rugged hard use. It takes any beating, and abuse. Is so well made it can stand out in open weather year after year.

It is useless to steal, so theft of Kaddie Karts is negligible.

Kaddie Kart has had long years of proven success on America's foremost golf clubs — both public and private.

Don't gamble. Kaddie Kart has never known failure, has never been surpassed in service, has never had to make an excuse.

When once used it stays. Many carts sold sixteen years ago are still doing daily duty. (Price in 1941 was \$22.60.) Today price is \$16.70 less cash discounts.

Write for information — Rush your orders or telephone for quick action.

The wise club or pro that installs Kaddie Karts 100% has a ready public waiting to use this Kart. Wherever he goes, the golfer finds Kaddie Karts a mark of distinction at the best courses. That is why often when Kaddie Karts are substituted for other carts a jump of 50%, 75% or 100% in income has been recorded in a single week.

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



First pro-amateur team matches for Carolinas players were held last fall at Dunes Golf & Beach Club, Myrtle Beach, S.C. under sponsorship of the Carolinas PGA and Carolinas Golf Assn. The pros won the first match, 75½ to 44½ by Nassau scoring. Players who participated are shown above.

International 4-Ball Championship to be played at Orange Brook GC, Hollywood-by-the Sea, Fla., Mar. 18-22 . . . Joe Markey, the only caddiemaster Merion GC, Ardmore, Pa., ever has had, is retiring Jan. 30th . . . He has been on the job for 39 years.

Four per cent of million adult men in Minnesota play golf, according to new Mr. Minnesota Survey made by Minneapolis Star and Tribune . . . Of these, 78 per cent own their clubs . . . Tam O'Shanter CC, Niles, Ill. and Mr. and Mrs. George S. May have made a total contribution in 10 years of \$119,477 to Evans Caddie scholarship fund . . . Their 1958 donation amounted to \$16,642.

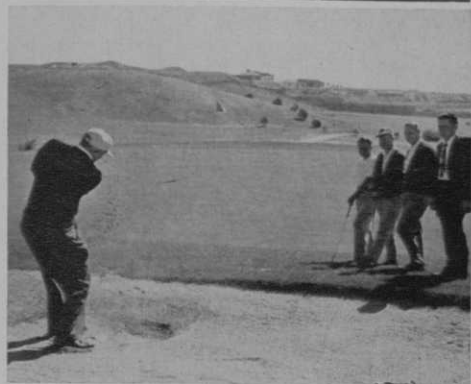
Rollie Brubaker, pro and partner of Harvey Slagell at Hillcrest Golf Center, Washington, Ill., a Par 3 and miniature combination, reports that he had a beginners' class of 75 kids last year and expects to have an even larger group in 1959 . . . Instruction covered all phases of golf including miniature play . . . 125 persons attended St. Louis Field Day last fall at Link's Nursery and Westwood CC . . . It was sponsored by St. Louis Turf Research Fdn., headed by Leo Bauman, Oscar Bowman and Al Linkogel and Mississippi Valley GCSA . . . A first hand look at research work and experiments carried out by Ray Freeborg, Purdue undergraduate, and Linkogel, was had by those attending . . . Others prominent in putting over the program were Bob Mitchell, Ray Keen, O. J. Noer, Marvin Ferguson, William H. Daniel and James Monerief.

Floyd Farley, Oklahoma City architect and builder, has completed 18-hole Riverview CC course, near Wichita . . . He also drew plans for 18-hole course at McConnell AFB and is working on those for 18-hole layout at Tinker AFB, near Oklahoma City . . . Another Farley work in progress is 18-hole, semi private course for Dr. Herb David, Sr. and Herb, Jr. of Omaha.

Bernard Belknap, formerly at Mission Hills in Kansas City, is supt. at Wichita's Riverview . . . Claude Turner, late of Tomahawk Hills, Kansas City, has moved to University of Missouri course as supt. . . . It will be ready in the spring . . . University of Massachusetts's

annual turfgrass conference will be held in Amherst, Mar. 5-6 . . . Three courses J. Press Maxwell is building for Brookhaven Club in Dallas will be in play by April, one year after they were started . . . 18-hole course for mixed play was, in fact, opened in December . . . One of other two will be exclusively for males and the third for females . . . Press also built new 9 and rebuilt an old one at Longview, Tex., during 1958 and at end of year was ready to start on 27-hole Pinecrest CC in Denver.

North Plains CC, Dumas, Tex., has three growing tourneys on card for 1959 . . . Women's Invitation Partnership will be played June 18-21; West Texas Pro-Am Cup matches, Aug. 4-5; and Dumas Invitation, Aug. 6-9 . . . 18-hole course on 155-acre tract planned for Avon, O. in spring of 1960 . . . Harold D. Paddock, Sr. is designing it and it is eighth course being planned for Lorain county . . . Bob Dunning of Dunning-Jones, Tulsa, Okla., is doing fine



First shot fired at Knollwood GC, Granada Hills, L.A. county, came from wedge of Earl Martin, pro at L.A.'s Western Ave. GC. Watching him (l to r) are: Grabel Duvall, associate pro at Western; Bill Reynolds, Santa Anita County GC pro; Bill Morris, Santa Anita supervisor and Heinie Coughlin, County golf dir. Knollwood, opened in November, is one of several courses L.A. County has put into play in recent years.



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A **half-hour** is all it takes to aerify a green with a G-L or Junior G-L Aerifier\* equipped with SUPER REEL. Power-on-the-reel drives the Aerifier at a brisk, time-saving pace . . . as it provides maximum cultivation with a minimum of surface disturbance.

You get **four-way** aerification in one operation with SUPER REEL because it has so many more holes per square foot. Important, too, is the easy depth adjustment which allows you to select the hole depth **you** want for **your** greens.

**Quicker healing, more versatility, lower cost** — all this is yours when you get SUPER REEL. Your West Point Products distributor will be pleased to arrange a demonstration for you. If you wish, this can be arranged through West Point Products Corporation, West Point, Penna.



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GOLF COURSE  
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In use by miniature golf courses for over 20 years, nationally famous Ozite is easy to install and maintain. Specify Ozite to your miniature golf course builder, or order direct.

- lasts longer than any other material used for this purpose.
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job of keeping supts. abreast of latest technical advances through his foldout type pamphlet, "Turf Tips."

German Amateur, Women's Open and Men's Open to be played within one week this summer, from July 20 through the 26th . . . LPGA competitors will play for more than \$200,000 this year, says Fred Corcoran, their tournament director . . . This will be their biggest year financialwise . . . Nine winter engagements on LPGA schedule will be worth more than \$50,000 in prize money.

Central Plains Turfgrass Foundation conference, held at Kansas State College in mid-October, again attracted a large delegation of supts. and others interested in turf . . . Three day meeting was addressed by no less than 26 speakers who represented all branches of the turf field . . . One of the features of the meeting was a "Brag Night" in which supts. were encouraged to bring and show their 10 best course color films.

W. T. Slader, Wheatley Hills GC, elected 1959 pres. of Long Island Golf Assn. . . Mrs. C. T. Woodford, Montclair, named pres. of N. J. Women's Golf Assn. . . Somerset (N. J.) board of freeholders okay \$332,000 bond issue to build 18-hole course in Bridgewater Twp. . . Milton N. LaPidus, pres. of corporation that bought Braidburn CC, Florham Park, N. J., says \$1 million is being invested in the purchase . . . \$150,000 of this will go into improvements, mainly of clubhouse . . . H. K. Lorentzen, who

sold club, said disastrous fires of 1949 and 1950 were factors in his decision to sell.

Fred Jolly and Cliff Island building first 9 of Jolly Acres CC eventual 18 at Rapid City, S. D. . . Ed Livingston, pro., Minnehaha CC, Sioux Falls, S. D., and Minnehaha's former supt., Cliff Anderson, designed Jolly Acres . . . New



USGA Open tournament office at Winged Foot, Mamaroneck, N. Y., site of the 1959 Open, sent out thousands of circulars suggesting that above tournament admission certificate would make fine Christmas present for recipient's friends Admission badges will be sent to certificate holders around May 25th.

member of staff at North Olmsted (O.) GC is Scott F. Yesberger who arrived in Oct. . . His daddy, Earl, owns and operates the North Olmsted club.

Bill Jackson, formerly supt. Camargo Club, Cincinnati and for 40 years a golf turf expert, golf architect, pro and supt., thought he'd retired



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DI-MET  
P.C.C.**

**Kills Crabgrass**  
**BEFORE IT EMERGES**  
**Controls poa annua**  
**Also kills**  
**emerged Chickweed;**  
**Grubproofs**

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Now you can safely control poa annua on bent greens! New DI-MET P.C.C. is a granular calcium arsonate containing DA5 for rapid disintegration when watered.

P.C.C.'s residue lasts for years. Only 3 to 4 lbs. per 1,000 sq. ft. needed annually after first year's application. Based on principles developed over past 7 years by Dr. W. H. Daniel, noted turf specialist from Purdue University. Kills crabgrass seeds in the soil; controls chickweed and grubs.

Don't fail to get the whole story from us at the Show. Learn about our new low prices on Liquid DI-MET and Linck's Chickweed and Weed Killer; about just released DI-MET Special with AMA (octyl-dodecyl ammonium methyl arsonate); and, by all means about DI-MET P.C.C.

See us at Booth #48. If not attending, see your supplier or write for details.

**O. E. LINCK CO., Inc.**      **Clifton, N. J.**

several years ago to his plantation at Pittsview, Ala. . . . But Eufaula (Aal.) CC got him back in by making him honorary member, director and golf chmn.

Belair G&CC 18 and lighted Par-3, 9-hole course at Bowie, Md., adjacent to Bowie race track and Belair estate, expected to open this spring . . . Murray and Roberts were Belair architects . . . Doug M. Smiley is pres. . . George Vitense, who resigned as pro at Nakoma CC, Madison, Wis., and was honored by club members at party last fall, is expecting a big year at his large range and 18-hole, Par-3 course in Madison . . . Wisconsin Golf Assn., state PGA and other Wisconsin golf organization officials have listed 73 events on 1959 calendar . . . Heaviest schedule they've ever had.

Dow Finsterwald again showed at PGA Presidents' dinner that he has a world of class . . . In acknowledging his "Pro Golfer of the Year" award, he said, "I owe golf everything. I only hope some day to be able to give back to golf what it has given me." . . . Same sentiment earnestly voiced by Harry Pezzullo, winner of the Golf Pro of the Year award . . . (Wish we could remember the difference between the Professional Golfer of the Year and the Golf Professional of the Year awards so we wouldn't have to look up the answer.)

Canadian PGA has 350 members . . . John Anderson, former pres., GCSA, who retired several years ago, has moved from Florida to RFD2, Old Brickyard Rd., Freehold, N. J. . . . John had a heart attack last Aug. and his pals will be glad



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**25 years' experience**

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to learn he has recovered very well.

Jimmy Dale, for past few years pro at Montpelier (Vt.) CC and before that pro at Kane (Pa.) CC and at Orange Brook CC, Hollywood, Fla., where he started the Women's International 4-Ball, is at Veterans' Administration hospital, White River Junction, Vt., and certainly would like to get letters and cards from his friends . . . Jimmy suffered a stroke a couple of months ago . . . He's a grand guy, always going out of his way to make somebody happy.

John Wysocki, for 13 years, supt., Watertown (Conn.) GC has resigned to go on new job to be announced soon . . . John's son, Charles, is studying turf management at Penn State.

Expect to have 9-hole course at Apulia Station near Syracuse, N. Y., open by July . . . Augie Nordone, pro at Lafayette Club, Syracuse, N. Y., supervising construction and is one of the group of stockholders headed by R. Walter Riehlman . . . Among pro parties held too late last year for GOLFDOM to note was one at Orange Hills CC, New Haven, Conn., for merry old Jack Redmond, the globe-trotting trick shooter . . . It was co-educational with Miss Jan Austin winning the women's division.

F. E. Fricks, Tampa, is new pres., of the Southwestern Florida GCSA . . . Vp is E. T. Hall, Bobby Jones GC, Sarasota, and sec.-treas. is Tim Fenton, Sunset CC, St. Petersburg Fla. . . . The organization is working on a scholarship fund and retirement pension plans with clubs cooperating.



Richard K. Potts (left) and Dale R. Darling (center), majoring in plant and soil science at Texas A&M College, receive undergraduate scholarships sponsored by the Trans-Mississippi Golf Assn. from Marvin H. Ferguson, USGA green section mid-continent director, who made presentation on behalf of the association.

Delightful program planned by Ladies Auxiliary of PGA Seniors during 20th PGA Seniors' championship, Jan. 26-30 . . . Auxiliary was formed in 1947 . . . Mrs. Kenneth Milne is pres.

Western Hills CC, 18-hole private club now under construction at Little Rock, Ark., is the 48th course H. C. Hackbarth has designed and built during his 50 years as a course architect,

(Continued on page 90)



# Pro-Grip

is prepared especially for the leather grips of Golf Clubs. It gives a firm, tacky grip with light hand pressure, permitting an easy relaxing rhythmic swing. Your accuracy will improve, you'll feel relaxed . . . and those "Extra Strokes" will vanish.






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OPEN ALL THE YEAR

## Your Shop's Personality

*(Continued from page 58)*

Impulse buying is too often a neglected factor in pro shop merchandising. Take a lead from the better haberdashery store which displays jewelry accessories at the cash register. A man who has just purchased several dress shirts and a few expensive ties is likely to get the hint as he's about to leave the store. This is suggestive selling at its most potent (and profitable) height, especially when the salesman at the cash register throws in a verbal reminder that a set of cuff links and tie clasp will go handsomely with the new tie and shirt.

Likewise, the pro who adopts this suggestive selling technique should rack up many more sales with such items as caps, gloves, golf-slanted jewelry and socks. But this added source of revenue can be yours only if the merchandise is displayed strategically.

### Get This Tip!

15. "Here's a fiscal tip: if you don't have the ready cash to earn the 2 per cent discount on your bills, borrow the money from your bank at 6 per cent for 30 days. On a \$1,000 bill, you'll make an extra \$15 profit without any work at all!"

This is standard operating procedure for most retailers, but you'd be surprised to learn how many pros continue to ignore manufacturers' discounts. It's simple arithmetic to take advantage of a discount whenever possible. In the case of a 5 per cent discount, for example, the \$15 profit triples, and you make \$45 extra. Even if you prefer to negotiate a 90-day loan, you'll still save \$5 on a \$1,000 bill with a 2 per cent discount.

These are just a few suggestions that may be applied to the operation of your shop. Above all else, put to practical use the tools provided by your suppliers. Take advantage of their catalogues, brochures displays and selling ideas. Nobody is more concerned with your success than the companies that produce your merchandise.

### Louisiana Turf Officers

Officers of the Louisiana Turfgrass Assn. for 1959 are: C. D. Smith, pres.; A. E. Champion and Reese Coltrane, v. p.; Lloyd Abadie, secy.-treas.; and J. M. Peek, research dir. Directors are Winnie Cole, Ford Ames, New White, Lou G. Vickers, Tom Hassion and Irv Zeidman.

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