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Dunlop Sporting Goods Sales Up 81 Per Cent

First quarter net sales for the Sporting Goods div. of the Dunlop Tire and Rubber Co. show

an increase of 81 per cent over 1958 first quarter figures, Vincent Richards, Sales vp, has announced. This represented the best quarter in Dunlop Sporting Goods div's history, a 41 per cent increase over the best previous period.

Richards credited two major factors for the increases. Besides manufacturing golf and tennis balls, Dunlop is



Richards

now marketing a complete line of golf merchandise including clubs, bags, shoes, gloves and other accessories. Sales of the Dunlop Maxfli golf balls show an increase of 25 per cent over 1958 first quarter figures. Anticipating a boom in golf some time ago, the Buffalo plant, Richards said, increased output of Maxflis 30 per cent over '58.

Buyers' Service • P. 107

WHAT'S YOUR GOLF-CAR PROBLEM?

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WRITE ELECTRI-CAR DIVISION VICTOR ADDING MACHINE CO. - CHICAGO 18

Whirlwind Helps in Mechanical Control of Crabgrass

J. R. Watson, Jr., Toro Mfg. Corp. agronomist, reporting on field tests on the 1959 Whirlwind "wind tunnel" power rotary, points out that the vacuuming action of the mower will pick up and bag seed from the current crabgrass crop and pick up some of the seeds lying loose on the ground. Crabgrass runners that hug the ground also will, in some cases, be removed by the vacuuming action. The Whirlwind, Watson continues, will not eliminate crab but will help prevent its spreading.

Mark-A-Ball Can Carry Ad, Club Messages

Mark-A-Ball, devised by Charles Sullivan, Ashland, Ore., pro, is one of the latest golf gadgets to make an appearance. Made of plastic it has a small peg that prevents it from being dislodged when pressed into turf. It has caught on in a big way in the Northwest and Canada and soon may get nationwide distribution through Ted Longworth, PO Box 5844, Portland 22, Ore. About the size of a dime, Mark-A-Ball can carry ad messages for all types of business firms or it can be used by clubs in putting across turf or course education programs.

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Plug Osborne to Manage New Wilson Atlanta Office

Wilson Sporting Goods Co. is opening a new sales and distribution office in Atlanta, Ga., Aug. 1. Now under construction, it is located at 1259 Techwood dr., N.W. It is expected about 25 persons will be employed at the new location. Manager of the sales center will be L. G. (Plug) Osborne of Wilson's home office in River Grove, Ill. His assistant will be Ed Joiner, Nashville sales rep for Wilson, who will also become Atlanta sales director. With the addition of the Atlanta office, Wilson will have 33 key locations throughout the U. S., according to William P. Holmes, pres.

Tote-N-Hang Bag Convenient For Golfers

Tote-N-Hang bag, made by Tote-N-Hang, Box 528, High Point, N. C., is a luggage item that will carry golfer's shoes, sweater, shirts, other items of clothing, golf balls, etc., in neatly aranged compartments so the whole bag can be easily carried. It is unclasped and hung inside a lock. Tote-N-Hang Bag is of waterproof canvas in attractive red and blue Scotch plaid.

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Harold Cross, Spalding's pro sales golf director, shows new Distance Dot to proette staff members after abrasive tests which gave ball aging of 18 months. The ball remained brilliant white, thank to a secret new preservation process that Spalding has developed. Viewing demonstration are (I to r): Mary Lena Faulk, Peggy Kirk Bell, Betty Jameson, Marilyn Smith and Kathy Cornelius.

Toro Topper Contest

Toro Manufacturing Corp., Minneapolis, is running a "Toro Topper" contest to promote institutional sales of power mowers. It will run through July 31 and to qualify for it, salesmen must achieve at least 75 per cent of their quotas. Five national awards will be made.





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PGA Makes 10-Year Agreement with National Distributors

The PGA Foundation for Education-Service has made a 10-year agreement with National PGA Distributors, Inc. on merchandise bearing the PGA label. Under it, the Distributors will handle the PGA merchandising program. NPGAD is a wholly-owned subsidiary of the Comptometer Corp., with which Burke Golf Equipment Corp., Newark, O., recently merged. William D. Schaffner is pres. of National PGA Distributors, Jack A. Schram is vp, and W. C. Cochran, secy.-treas.

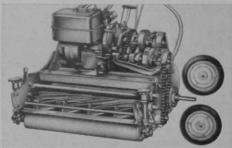
Big Scale Mechanical Edger

According to KD Mfg. Co., Shaffer and Border sts., Cleburne, Tex., the Kurb Dresser, a mechanical edger that can be pulled by a tractor, is making a big hit with park maintenance depts. in cities throughout the country. The Dresser automatically locates the curb edge and holds a straight course even when the tractor path deviates by as much as 16 ins.

April sales of Toro Mfg. Corp., Minneapolis, hit an all-time high for one month. Shipments totalled \$3,850,000, topping by nearly \$200,000 the sales of the previous month, also a record breaker.

Cooper Champion Is Lightweight Greensmower

The 21-in. Cooper Champion greensmower, made by Cooper Mfg. Co., Marshalltown, Ia., has an 11-blade cutting reel and is powered by



a B & S 3 hp, 4-cycle engine. It is equipped with recoil starter, fingertip controls and low tone muffler. A close-coupled catcher is available with the Champion along with transport wheels. The weight of the mower, including catcher, is only 160 lbs.

New England branch office and warehouse of The MacGregor Co. has been moved to 176 Oak st., Newton Upper Falls, Mass. from 24 Lincoln st., Boston. The new location has a large, modern sales room and excellent parking facilities.

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Frainey on Spalding Staff

Latest addition to the Spalding golf consultant staff is Bob Frainey, former Wisconsin University golfer and basketball squad member. He is now assisting Spencer Murphy at Glen Oaks CC, Great Neck, L. I. Frainey's father, Tom, was a Spalding pro salesman for 35 years. Young Frainey was at Westmoreland CC in the Chicago Dist. for four years before going to Great Neck. He has won runnerup honors in the Illinois PGA tournament and played the tour during the past winter.

Woodsnest Cover Available in Wider Color Range

Woodsnest, the new cover for woods, made by Sit-N-Rest Golf Bag Co., 2400-C.W. Clybourn st., Milwaukee 3, Wis., comes in a wider and more attractive range of color combinations of red, green, black and tan than ever before. An added feature is a new and simpler way of adjusting Woodsnest to the length of clubs. The cover nests clubs in softly lined pockets, making individual covers unnecessary and keeping clubs and their numbers in view at all times for instant selection. Woodsnest is made of long lasting vinyl leatherette.

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G G Golfcar Covers 18-Holes on Less Than Gallon

The GG Golfcar, made by Gross-Given Mfg. Co., 301 Chestnut st., St. Paul, Minn., is gasoline powered and according to the manufacturer,



covers an 18-hole course on less than one gal. of gas. It has an automatic torque converter with no shifting, with extra power at the drive wheels being automatically provided for hill climbing. Clutch transmission is trouble-free, according to the manufacturer. The car is power and brake controlled with one foot pedal and one level controls forward, neutral and reverse with self-starter on the key. The car is sold through distributors on a lease arrangement, split rental basis or for cash on a deferred basis. Inquiries should be sent to the St. Paul address.

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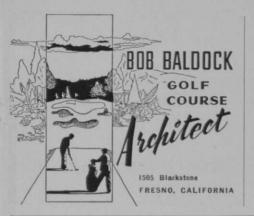
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Pro-Pel Action Shafts on All MacGregor Clubs

Pro-Pel Action shaft by MacGregor is exclusive this year on all MacGregor Tourney, Tommy Armour and Louise Suggs "Empress" woods and irons. The special step-down pattern and graduated wall thickness is so designed, the manufacturer says, that all energy and power are stored on the downswing. Then, at the hitting zone, this built-up power is released with a walloping bull-whip snap. Four distinct flexes match the perfect Pro-Pel Action shaft to the player's power, speed and swing. Uniform deflection provides more feel and control.

Worthington, Jacobsen Rep

B. Hayman Co., Inc., 3301 Leonis blvd., Los Angeles 54, has been named course equipment dealer for the state of Arizona by Worthington Mower Co. and Jacobsen Manufacturing Co Hayman has been representing both these firms in Southern California for several years. Its Arizona branch is located at 302 E. Pima st. in Phoenix.

List Features of Modern's Portable Sharpener

A heavy duty, yet portable, lawnmower sharpener is available from Modern Manufacturing Co., 160 N. Fair Oaks, Pasadena, Calif. It has these features: 100 per cent steel construction, an exclusive reel guide, only one lever to move the mower into the grinding wheel, one man operation on the heaviest of mowers. Modern Manufacturing also makes an all-purpose edger and trimmer, a professional edger and trimmer and 5-gal. portable electric mixer. A catalog is available from the company.

Head Cover Connector

Kover Keeper, made by Ray-Craft, Inc., 2067 W. 41st st., Cleveland 13, is a combination



stainless steel connector with plastic rings that can be attached to head covers to keep them tied together. The connectors are run thru the leather tabs on the covers and from two to five covers can be permanently locked together.



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tures. It sells at Pro Shops only and comes with de luxe cloth shoe bag. Charles A. Eaton Co., Brockton, Mass., manufactures the Etonic.

Kromad Attacks Five Major Turf Diseases

Mallinckrodt's broad spectrum Kromad that attacks five major turf diseases is a spring, summer and fall "must" for the supt. It prevents or arrests dollarspot, copperspot, red thread, brownpatch and leaf blight, Kromad is available in 25-lb. drums or 2 lb. boxes. Under notmal conditions, application should be 2 oz. per 1,000 sq. ft. every five to seven days. In severe disease weather this should be doubled or tripled, According to the manufacturer, Mallinckrodt Chemical Works, St. Louis 7, Kromad won't harm the finest turf and should be used on aprons as well as greens.

Grasslan Aerifier Designed for Large Acreage

Grasslan Aerifier (Model GN-2), made by West Point Products Corp., West Point, Pa., is built for large acreage. It is simply designed and ruggedly constructed to cut down on repair bills. Spoons work off a rigid shaft that make the Grasslan particularly effective in compacted soil. The Aerifier's weight is evenly distributed to provide uniform swath cultivation.

Transite Advantages Listed

Irrigation of landscaped areas with Transite Irrigation pipe is the subject of a new brochure recently released by Johns-Manville, 22 E. 40th st., New York 16. It is known as TR-212A and can be obtained from the company or J-M dealers. The brochure points out that Transite saves money in system installation in small diameters and less expensive pipe because of its high flow characteristics through a smooth interior that is not affected by internal corrosion.

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green [Sprinklers: f'way green	Golf shoe cleaners
rchitects: course house	Stone picker (mechanical)	Golf Shoe Spikes
all Washers	Sweepers-mulchers	Handicap racks ☐ cards ☐
all Washing Compounds	Swimming pool equipment	Locker door utility bag
ent grass stolons	Swimming pool cleanser	Mech. Range Ball Retriever
rown-patch preventives	Swimming pool paint	Name labels, for clubs
ompost mixers	Tee Markers	Practice driving nets
rabgrass control: Regular [Thatch removing machine	Practice Golf Balls
Pre-emergence [Tires (slip-over, cars, mowers)	Preserver for leather
rabgrass control machine	Tractors	Score cards () Charge checks (
rinking fountains	Trucks (course maintenance)	Score card & pencil Tee Box
dging machines	Turf Insecticides	Score counter (watch type)
ertilizers Solid Liquid	Turf sweepers	Seat attachment, for carts
lags (greens) Flag poles ungicides	Water systems, fairway	Sportswear: Shirts - Socks -
ole cutters	Weed chemicals	Sport jackets Rain jackets [
ose corrers	for turf for water	Windbreakers Slacks
ose clamps	D OL	Ladies' Bermuda shorts
lumus	Pro Shop	Tee mats
ncinerators	110 Olloh	Tees (rubber) for driving mats
nsect fagging machine	Bag storage racks	Teeing device (automatic)
rigation consultants	Bag carts electric	Trophies
apping-in Machine	Bag racks	
eaf Pulverizer	Bag Tags—Guest Tags	Plub House
ine markers	Balls: Regular Range	Olun IION9E
Ainiature Course Const'n	Ball Name-Markers	Athletes Foot preventives
Ain. putting surface (felt)	Ball Markers — for greens	Bars (portable)
Nowers: putting green	Ball retriever	Bath brush — (Turkish type)
whirlwind tee	Batteries (golf cars)	Bath mats
fairway 🗌 rough 🗌 hand 🗍	Battery chargers	Bath slippers
Nower Grinders	Caps and hats	Cash Registers
eat Moss	Hats 🗌 Hand Bags 🔲 for ladies	Deodorants
ipe	Cars: Electric [Gasoline [Disinfectants
ipe, tile ditching	Cash Registers	Financing (new, modernization)
layground equipment	Charge books — for pro shops,	Floor coverings
oa Annua Control	green fees, etc.	Folding Table (Banquet)
utting cups	Club Cleaning Liquid	Glasses, decorated
lakes (worm cast & clean-up)	Clubs: Woods [Irons [Link Type Mats
Rollers: cast-iron 🗌 water filled 🗀		Locker Name Plates
and (for greens, tees)	Club head covers	Lockers
eed: fairway 🗌 green 🗌	Club repair supplies	Printing
Shelter houses	Display equipt.	Runners for aisles
hoe Spike Cleaner	Dressing for grips bags	Rugs
igns — Golf Car Direction	Golf bag covers	Showers Shower mixers
od cutter	Golf car trailers	Shower water control
soil conditioner	Golf claves	Step treads
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Send information		Club
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Manager's:	/7	
name		
Add.: Town:	State:	
Course Superintendent's (Greenkeeper)		
name	(Zone)
Add.: Town:	State:	
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name	(Zone	
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Turbo-Vac Safety Features Stressed

Turbo-Vac grass-catching rotary, made by Jacobsen Manufacturing Co., Racine, Wis., is claimed to be one of the safest power mowers on the market. Solid objects, clippings, leaves, litter are picked up and trapped in the mower's plastic catcher. The cutting disc is supplemented by an impeller plate which prevents clogging beneath the deck. Blower action forces clippings into the catcher. Since the Turbo-Vac cleans as it mows it is desirable for working around pools, tennis courts, etc. It also catches crabgrass seed and removes leaves, etc.

Ideal for large area cutting is the Jacobsen Estate 24. It has a "walk behind" handle and two-roller drive. Riding attachment also can be obtained for this model. The Estate 24 has a 24-in. cutting spread and shear-cut 6-blade reel. An additional feature is a rear drive that permits close trimming.

Haertl New Dow Field Man

Ed Haertl is the new field specialist for the Agricultural Chemicals Development dept. of Dow Chemical Co., Midland, Mich. He will work in several states surrounding Midland, primarily on growth control and plant nutrition projects. He attended Massachusetts Agricultural College, Williams and Harvard, where he got his Ph D in plant morphology.

Select-O- Speed Advantage

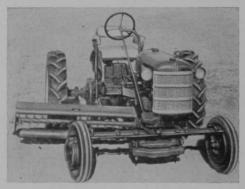
In a recent edition of Ford Industrial Tractor Power, it was pointed out that Ford's Select-O-Speed is the greatest tractor advantage since hydraulics because it is possible to shift on-thego to any speed without clutching. The new transmission, it is claimed, provides amazing performance in using hydraulic power to change speeds with finger-top control.

MacGregor Adds Four Sales Reps

Four new salesmen now are making the rounds for The MacGregor Co. They are: William J. Brennan in southern Iowa and Illinois, outside of Chicago; Jerry Leber in Minn., N. Dak., S. Dak., Neb. and northern Iowa; Billy Sixty, Jr., in Wisc. and northern Mich.; and Philip J. Conley, in La., Miss., Ark. and the Memphis area.

Modified Cub Lo-Boy for Mowing Rolling Terrain

A modified version of the Cub Lo-Boy for mowing steep and rolling course terrain and other places where only a scythe or sickle could be used before, has been introduced by Inter-



national Harvester Co. It has a 48-in. Mott hammer knife mower that is side mounted but extends only one-third of the way outside the rear axle for close quarters work. The Mott mower is powered by a V-belt drive from the combination pto with belt pulley. The new Cub, with low center of gravity, works slopes as steep at 65 deg. with complete safety.

Jackman Catalog Off Press

Just off the press is the 1959 catalog of the Jackman Sportswear Co., Inc., 6332 W. Roosevelt rd., Oak Park, Ill. Its 36 pages show a complete assortment of golfwear for both men and women in addition to numerous other golf items.

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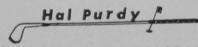
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