

*For better and more economical golf ball washing*  
**HENRY Golf Ball WASHER**

• Will dress up any course • Dirty water will not splash • Heavy gauge steel • **NEW** improved insert in rubber squeegee • Oil impregnated bearings • No brushes to rot.

**A. C. Schendel, Distributor**

R.R. 5, Box 92, Waukesha, Wisconsin

Dealers in all principal cities

**BALL  
WASHER**

**\$14.75**

Prices F.O.B.  
Waukesha, Wis.



**Victor Opens On-Location  
Golf Car Service School**

William J. (Bill) Freund, mgr. of Electri-Car div., Victor Adding Machine Co., 3900 N. Rockwell st., Chicago 18, has announced establishment of an on-location electric golf car maintenance school for personnel from courses operating Victor fleets. This is the first and only school of its kind in the country, according to Freund. Victor tested the service school idea at two Chicago area courses this spring.

**American Cyanamid Booklet  
Outlines Urea-Form Properties**

Agricultural Div. of American Cyanamid Co., 30 Rockefeller Plaza, New York 20, has published a booklet outlining all phases of urea-form fertilizer. The booklet is the outgrowth of the company's technical staff having compiled and digested all available information on urea. It runs to 44 pages and its four chapters cover the following: Facts about urea; Its use as a nitrogen fertilizer; Special application methods; and Storage and handling. American Cyanamid plans to periodically revise the booklet in order to keep up to date on all urea-form developments.

**Mylone As A Sterilizer**

Growers using Mylone, made by Union Carbide Chemicals Co., 30 E. 42nd st., New York 17, for control of weeds, diseases and nematodes, can now use the same product for early season sterilization of starting soils for seedlings. This is the opinion of James A. Foret, Southwestern Louisiana Institute, where the herbicidal action of various chemical soil fumigants has been

studied for several years. Mylone, spread over 6-in. layers of soil, works downward through the pile to carry out sterilization, according to SLI tests.

**Louise Suggs Woods**

Improved, streamlined Louise Suggs Woods are custom crafted to meet the needs of women golfers. Hand selected

persimmon heads are finished in a lustrous light mahogany stain and feature a target-faced fibre, white with red insert and black buttons. MacGregor's exclusive Pro-Pel Action No. 3

shaft has a "built-in feel" that, it is said, will put good hand action to absolute advantage. Attractive two-tone grip, light blue with gold bead is of finest quality calfskin and beveled for a firm gripping surface.



**Hand Aerosol**

Hol-Tite Corp., Lyndhurst, N. J., has a new aerosol for golfers, bowlers, tennis players, etc. that dispenses a measured spray to eliminate slippery hands on club, ball or racket. It dries in a few seconds and leaves no unpleasant odors.

**Wants Distributorships**

Charles H. Patton, Box 697, Kendall, Fla., who is Florida distributor for Bag Boy carts in Florida, is interested in distributorships for shirts, slacks, rain jackets, caps, etc.

The release of **POWDER BLUE NITROFORM** is self-regulating through life in the soil; less nitrogen is released in hot weather when excessiveness can be disastrous.

Nitro-Form Agr. Chem. Co.; Sunnyside Ave.; Woonsocket, R. I.

## 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 circumstances are we permitted to divulge the name and address of those placing the blind advertisements. Response to all box number ads should be addressed to the box number, mail to GOLFDOM, 407 S. Dearborn, Chicago 5. Replies are promptly forwarded to advertisers.

### JOBS WANTED

Pro-Supt. job in Midwest 8-month season. Have had finest of greens in two states — developed top junior golfers — member of GCSA. Best of references. Address Ad 601 c/o Golfdom.

MANAGER AND CHEF team available. Best references. Want small club any locality. Experienced all phases: dining room, bar, banquets, large parties. Presently employed large active 450 member club. Address Ad 602 c/o Golfdom.

Pro-Class A PGA member, desires position for winter season Florida-Southwest — Club or Range. Fine teacher, honest, reliable. Available October. Address Ad 603 c/o Golfdom.

PGA Professional — now at Metropolitan club, desires change for 1960 season. 40 yrs. old, excellent teacher — clean, pleasant personality. Prefer Midwest or West Coast. Address Ad 609 c/o Golfdom.

Club and/or Course manager — small or moderate size — Northern California or Oregon preferred — experienced — reliable — excellent references — married. Address Ad 610 c/o Golfdom.

Pro-Pro-Greenkeeper — would like 9 or 18-hole club in South or Southwest. Available now. Rated one of best teachers and shop man. Class A PGA Pro. 15 years experience, 37 years old, married. Best references and credit. Fine player and organizer. Address Ad 611 c/o Golfdom.

Greenkeeper or Pro-Greenkeeper. Thoroughly experienced. Member of Turf Association. Desires small club. Prefer Gulf Coast or South. Age 37, married, 1 child. Best references. Address Ad 612, c/o Golfdom.

Pro-Supt. 25 years experience. Good player & excellent instructor. PGA member. Turf Management course graduate. Address Ad 617 c/o Golfdom.

Golf Pro — desires position as pro or pro-greenkeeper. Good background of over 20 years experience. Neat appearance, personable, hard worker. Finest character and ability references. Address Ad 619 c/o Golfdom.

### JOBS OPEN

TEACHING PRO — Experienced, sober, honest, ambitious, married. Able to handle private, group and clinic lessons, also Pro Shop. Arizona's finest Driving Range. Address Ad 604 c/o Golfdom.

Business opportunity man and wife combination. Operate complete facilities clubhouse and nine hole golf course. Bar, dining room, pro shop and swimming pool. Full or partial concession. Good clubhouse, grass golf course, 200 members. Arizona's best year round climate. Address Ad 615 c/o Golfdom.

REPRESENTATIVE for West Coast wanted by Importers of Austrian Alpaca and Italian knitwear. Other territories open. 10% Commission. Reply Ad 605 c/o Golfdom.

SALESMEN WANTED TO CARRY THE MOST COMPETITIVE QUALITY LINE OF GOLF CAPS. PAYING 10% COMMISSION. SALESMEN NEEDED IN THE FOLLOWING STATES:

Massachusetts, Delaware, Oregon, Arizona, Idaho, Wyoming, South Dakota, Michigan, Kentucky, South Carolina, Virginia, Ohio, New York, Rhode Island, Vermont, Maryland, Canada, Hawaii, Connecticut, Washington, California, Nevada, Montana, Colorado, North Dakota, Indiana, Florida, North Carolina, West Virginia, Pennsylvania, New Hampshire, Maine, Georgia, Alaska.

DALLAS UNIFORM CAP & EMBLEM MFG. INC., 2930 MAIN ST., DALLAS 26, TEXAS.

Distributors & Salesmen Wanted: For a full line of putters. Best workmanship. Popularly priced. Address Ad 614 c/o Golfdom.

SALESMEN WITH ESTABLISHED TERRITORY TO SELL THE BEST LIQUID FERTILIZER AND OTHER GOLF COURSE SPECIALTIES. PRODUCTS PROVEN. LARGE REPEATS. 30% COMMISSION. CAN BE HANDLED AS SIDE LINE. ADDRESS AD 618 c/o GOLFDOM.

### MISCELLANEOUS

FOR SALE — Well established 9-hole public New Jersey Golf Course serving large growing residential area one hour Metropolitan New York. 125 acres for easy expansion to 18. Fully equipped, unlimited water supply. Clubhouse and rentable apartment. \$50,000 down payment. Retiring owner will accept ten year mortgage. Address Ad 606 c/o Golfdom.

For Sale — Factory rebuilt Buckner Rainmobiles — 1/2 price — while they last. Bob Bal-dock, 1505 Blackstone, Fresno, Calif.

WANT TO LEASE — 18 Hole Golf Course located in central or south Florida only on long term basis. Write at once. All replies held strictly confidential. Address Ad 607 c/o Golfdom.

PRO SHOP MERCHANDISE WANTED — Individually owned company doing business in Florida only, with 2 salesmen on the road, would like to represent nationally advertised products in this state, preferably on exclusive basis. All inquiries invited but would particularly like line of balls, bags, shoes and slacks to complete our present nationally advertised line. Possibly interested in purchase of existing business. All replies held strictly confidential. Address Ad 608 c/o Golfdom.

### WANTED FOR CASH

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

Cuts and bumped ..... 36 per doz.

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

Round & Perfect 1.25 brands for

refinishing ..... 2.40 per doz.

Like new too 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 \$2.65 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

Used Golf Balls for Sale — Good for range or play — no cuts, 15 and 20 cents each. Brewer Golf Shop, 280 DeBaliviere Ave., St. Louis 12, Mo.

For Sale — 7 — 6 Battery E-Z-Go Golf Cars with chargers. Used 3 summers. \$185 each. Address Ad 616 c/o Golfdom.

# GOLFDOM • ADVERTISERS INDEX

BPA

JUNE, 1959

NBPA

A and C Sales Company	81
Acushnet Process Sales Co.	2nd Cover, 31
American Agricultural Chemical Co., The	14
American Hair & Felt Co.	82
American Mat Corporation	95
Anderson, R. Albert	98
Aquatrols Corporation	11
Armour Fertilizer Works	19

Baldeck, Bob	105
Bell & Son, William P.	103
Belt Corporation, The	83
Bosbach, Albert H.	95
Bridgeport Implement Works, Inc.	17
British Transport Commission	88
Buckner Manufacturing Co.	20

California Golf Ball Co.	101
Campbell Co., H. D.	96
Carlson Products Corporation	55
Carroll & Son, Inc., Thomas E.	103
Cast Iron Pipe Research Association	5
Chamberlain Metal Products	49
Cleary Corporation, W. A.	16
Colby Pioneer Peat Co., Inc.	100
Columbia Car Corporation	94
Container Development Corp.	6
Cooper Manufacturing Co.	67
Cornish, Geoffrey S.	110
Crescent Plastics, Inc.	21
Cushman Motor Works	87

D B A Products Co., Inc.	100
Davis, Inc., George A.	10
Des Moines Glove & Mfg. Co.	85
Dodge Company, The C. B.	18
Double Rotary Sprinkler Co.	8
Dumas Company, Inc., R. A.	102
Dunlop Tire & Rubber Corp.	46, 47
duPont de Nemours & Co., Inc. E. I.	
Tersan Section	58, 59
Uramite Section	74, 75

Electricar Manufacturing Corp.	63
Fate-Root-Heath Co., The	14
First Flight Company	76, 77
Ford Motor Company	15
Fulname Company, The	106

Gill, David	104
Gedwin, Hiram F. & Son	86
Golfercraft, Inc.	33
Gordon, William F. & David W.	104
Gould National Batteries, Inc.	20

H. & R. Manufacturing Co.	101
Hagen Division, Walter	51
Harris, Robert Bruce	105
Harrison, James G.	104
Hillierich & Bradsky Company	29

Inertol Company, The	22
International Harvester Co.	12

Jones Mower & Equipment Co.	109
Jones, Robert Trent	103

Kent & Co., David W.	103
Kirsch Card Service	106
Kwik-Bilt, Inc.	99

Langford, William B.	110
Link Company, O. E.	79
Link's Nursery	4
Longworth, Ted	99

MacGregor Company, The	37
------------------------	----

Maddox Construction Co.	104
Mallinckrodt Chemical Works	18-19
Manufacturer's Specialty Co.	86
Master Machine Corp. of San Diego	78
McKay, Alexander G.	110
Melflex Products Company	84
Miller Golf Printing	100
Modern Sign Co.	100
Monroe Company, The	102
Motor Appliance Corporation	72
Munyer, Jr., S. E.	91
Murdoch Mfg. & Supply Co.	110
Murphy, Spencer	93

National Cash Register Co.	57
National Golf Foundation	41
National Rain Bird Sales & Eng. Co.	6
Nitro-Form Agricultural Chemicals, Inc.	111

Old Orchard Turf Nurseries	97
----------------------------	----

Packard, Edward Lawrence	110
Par Aide Products Co.	4, 96
Par-Inc.	91
Par-Mate	69
Par Tube Company	94
Penhust Development Co.	102
Philips, Inc., F. C.	71
Powered Products of Texas, Inc.	40, 41
Prodeva Mfg. Inc.	90
Punch-Lok Company	8
Purdy, Hal	110
Putting Pal Co.	94

Rainy Sprinkler Sales	6
Reasor-Hill Corporation	99
Red-E Tractor Company	99
Roll-Aerator Co.	61
Roseman Mower Corporation	9
Ryan Landscaping Equipment Co.	7

S Line Golf	92
Schendel, A. C.	111
Scott & Sons, O. M.	13
Sears, Roebuck & Co.	53
Sewerage Commission, The	16
Shawnee Inn	102
Sinclair & Rush, Inc.	92
Smith, Kenneth	83
Snyder, Arthur J.	110
South Bend Products Sales	90
Southern Turf Nurseries	110
Sportco	89
Sports Awards	98
Standard Manufacturing Co.	110
Stewart, Charles E.	110
Superior Rubber Mfg. Co.	97

Trans-American Van Service, Inc.	101
Triangle Plastics Pipe Div.	23
Trophy & Medal Shop	93
Tull, Alfred H.	105

United States Rubber Co.	4th Cover
--------------------------	-----------

Vestal-Menree Printing Co.	106
Victor Adding Machine Co.	100, 101, 110

Walker Manufacturing Co.	39
Wayne Golf Ball Company	98
West Point Products Corp.	70, 71
Williams & Woodward	103
Wilson Sporting Goods Co.	3rd Cover, 43
Wittek Golf Range Supply Co.	22, 106
Wood Bros. Manufacturing Co.	10
Worthington Golf, Inc.	10
Worthington Mower Company	73

Yardley Plastics Company	17
--------------------------	----

GOLFDOM, The Business Journal of Golf Published monthly, except November and December. Subscription rate—\$2.00 per year, Canadian and Foreign \$2.50. Joe Graffis Publisher; Herb Graffis Editor; Joe E. Doan Managing Editor; Joe Graffis, Jr. Advertising Manager; F. V. Taylor, Circulation Manager. Publication Offices: 407 So. Dearborn St., Chicago 5; Phone HARRISON 7-5941. Eastern Representative—Albro Gaylor, 200 4th Ave., New York 3; Phone AL 4-0275

## CONTENTS

<i>Swinging Around Golf</i> .....	Herb Graffis	3
<i>Lost Pro Sales</i> .....	George Aulbach	25
<i>Board Material</i> .....	Gene O'Brien	27
<i>Pro Merchandising Hints</i> .....		34
<i>3-Way Aerifying</i> .....	O. J. Noer	35
<i>Whitemarsh Watering System</i> .....		38
<i>Par 3 Here to Stay</i> .....		42
<i>Pro Fashion Show</i> .....		44
<i>Pro Operation at Long Beach Muny</i> .....	Chuck Curtis	48
<i>Greens Slow in Snapping Back</i> .....	Franklin Hammond	52
<i>Grau's Answers</i> .....	Fred V. Grau	60
<i>Elizabeth Manor Junior Program</i> .....	Tom Fergusson	62
<i>Belvedere Long on Beauty</i> .....		66
<i>Manufacturing News</i> .....		96

All advertising and editorial correspondence, change of address notices, subscription orders, etc., should be sent to GOLFDOM, 407 S. DEARBORN ST., CHICAGO 5, ILL.

### Swinging Around Golf

(Continued from page 87)

third semi-private course . . . Gene Hamm is architect and Mitch Toms, Lang's assistant at Carolina CC, will be pro at Wildwood when first 9 is open next year . . . Lang will continue to serve at Carolina where he is a lively veteran.

John "Pick" Wagner, former Northwestern U golf star and a well-known Chicago district amateur, and James Phillips, retired plastering contractor, have bought the Salem (Wis.) CC 18-hole course near Kenosha, Wis., and have renamed it Spring Valley CC . . . They have an extensive improvement program under way at the club . . . New Tenison muny 18 at Dallas, Tex., opened . . . It is known as Tenison East . . . Another 18 to be called Tenison West is expected to be in play in fall, making Tenison the only 36-hole municipal golf plant in Texas . . . First Tenison course was started in 1922.

Bill Stuppel, who was editor of the Bull Sheet, the Midwest GCSA publication for many years, recently observed his 40th anniversary with Exmoor CC in the Chicago Dist. . . . He has been supt. there

for 31 years . . . The lake on the No. 3 course at Medinah (Ill.) CC has been officially christened Lake Dearie in honor of Gerald Dearie, the club's supt.

Recently retired from the business of keeping golf courses in shape are the Bertucci brothers, members of the Midwest GCSA . . . Joe, who had been at Lake Shore CC for the last 15 years, had previous service with Old Elm and Knollwood . . . All of these clubs are in the Chicago dist. . . . A native of Modena, Italy, Joe had been associated with golf for 44 years . . . His successor at Lake Shore is his son, Adolph . . . Elmer Bertucci was with Old Elm CC for 47 years . . . A onetime blacksmith, he came to the U. S. in 1907 . . . In 1912 he helped build Old Elm's clubhouse then turned to the sod, first as a greensman, then as a foreman and finally as supt . . . He has been succeeded by his son, Albert.

A New York paper recently pointed out that a golfer resplendent in the latest and most expensive attire with all the gadgets, basic and optional tools, etc., can spend \$650 before hitting a single shot . . . But there's one big consolation: He can get by on a lot less — and have fun, too.



Distance  
based  
on  
fact



Here's how the **LONG BALL** Performed  
for Sam Snead on All-Star Golf  
AVERAGE DRIVES\*

SNEAD	WILSON STAFF	WILSON STAFF	WILSON STAFF
	275.0	272.7	266.5
OPPONENTS	BALL "A"	BALL "B"	BALL "C"
	272.1	265.3	264.7

\*Under varying weather and course conditions.

Now Wilson gives you the facts—the positive proof about golf ball distance.

The Wilson STAFF consistently outdistanced competitive balls on All-Star Golf. Against Ball "A", the STAFF was out in front 275.0 yards to 272.1 yards; against Ball "B", the STAFF led 272.7 yards to 265.3 yards; and against Ball "C", 266.5 yards to 264.7.

And recent impartial driving machine tests of the newest competitive balls prove conclusively there is no longer golf ball manufactured.

Yes, by every measurement, the new Wilson STAFF is "the long ball of golf" for you.

**HIT THE LONG BALL**

**SNEAD  
CARDS A  
59!**

Shooting "the long ball of golf," Snead fires a Wilson STAFF to the lowest professional 18 hole total ever scored in competition, 59 strokes!

AT PRO SHOPS

Sales  
**Win With Wilson**

WILSON SPORTING GOODS CO., CHICAGO (A subsidiary of Wilson & Co., Inc.)