



When Patty Berg observed her 20th anniversary as a member of the advisory staff of Wilson Sporting Goods Co., the company presented her an oil portrait of herself. She is shown at the unveiling with William P. Holmes, Wilson pres. Since joining Wilson, Patty has won 82 tournaments and more than \$140,000 in prize money.

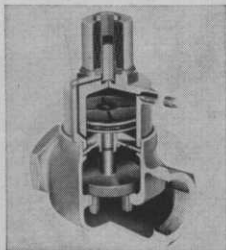
moted L. R. (Red) Barton to executive vp in charge of sales and said that all employee benefits, then in force, would be continued. The Worthington div. will continue to be operated under the direction of R. F. Smith and Myron E. Foote.

### Thomas Develops Unique Jacobsen "Sound" Course

Roger J. Thomas, commercial products mgr. of the Worthington Div. of Jacobsen Mfg. Co., Racine, Wis., has developed a "sound" problem solving course that has been presented to several major gatherings all over the U. S. It is based on tape-recorded sounds of equipment that requires service and is supplemented with slide film showings. Of 45-minutes length, it will be presented by Jacobsen sales engineers in their territories and will be heard and seen at the company's service school programs.

### Flexibility Is Feature of Febco's Remote Control Valves

Remote control valves made by Febco, Inc., 1993 Blake ave., Los Angeles 39, are extremely flexible when used in automatic sprinkling systems. In use they normally are closed, opening when actuated by an automatic controller and re-closed at the end of a prescribed period. A manual override gives independent control at the valve location. Febco No. 25 is automatically actuated by a hydraulic pilot tube, while No. 1825 has a solenoid controlled by simple wiring from an electric timing device. Both are made of rugged bronze, have O-ring seals and a single moving part with renewable composition disc. Rated capacity is 150 psi at 150 deg. F. Sizes range from 1 through 6 ins.



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### Northwestern Markets New Metz, Pung Clubs

Professionals attending the Merchandising Show at Dunedin, Feb. 13-19, will have their first look at the new pro-only Dick Metz golf clubs and the pro model Jackie Pung clubs for ladies. Northwestern Golf Co., Chicago has utilized the counsel of Metz and Pung in producing these lines. They will be available for early spring delivery. In addition to Metz who heads Northwestern's pro advisory staff and Jackie Pung, other members are Pete Cooper, Stan Dudas, George Fazio, Marty Furgol, Chandler Harper and Jule Huot.

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### Big Choice of Leather or Fiber in Hotze Golf Bags

Hot-Z bags, made by Henry Hotze & Sons Co., St. Louis, Mo., are available in wide varieties of either leather or fiber. Famed Hot-Z workman-



ship covers such things as hand-riveting in strain areas, finished strap edges that are beveled, polished and rubbed, lockstitching in stress areas and felled seams. Buyers have a choice of six kinds of leather and four types of fibers in purchasing Hot-Z bags. The firm's line of luggage includes two-suiters, overnights, weekenders and club bags. Hotze & Son company is observing

its 96th year. Catalogs can be obtained by writing to the firm at the above address.

### West Point Marketing Manager

Theodore C. Smith has been named marketing mgr. for West Point (Pa.) Products Corp., according to Tom Mascaro, pres. Smith will have sales supervision over all the firm's turf tools including the battery-powered Lectro Lawnshear, a home market product.



Smith

### Ball Markers Carry Messages

Mark-A-Ball Markers, distributed by Ted Longworth and Charlie Sullivan, PO Box 5844, Portland 22, Ore., can be obtained in lots of from 500 up to 25,000 or more. Plain markers are somewhat less expensive than those which carry messages such as "Fix Divots." The colorful markers also can be used for carrying ad messages. Complete details covering stampings and prices can be obtained from Longworth-Sullivan at the above address.

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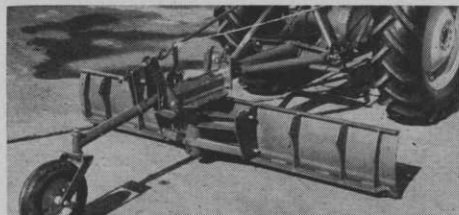
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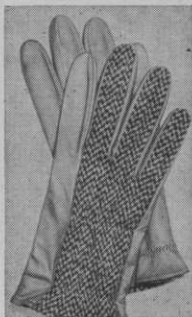
Whitehall 4-6530



Construction work loads are eased with Ford's new heavy duty adjustable blade. Available in 6- or 8-ft. heavily reinforced blades, it has the weight and capacity to fully use the performance potentials of new model tractors.

### Cold Weather Golf Gloves

Par Mate's winter line of golf gloves includes the S-81 made of imported Capeskin with 100 per cent wool back of tan and beige tweed. Three rows of elastic give a snug fit. The S-82 is an all leather glove, banded at the wrist, with back lined with dacron and wool. Both styles are available in all sizes for men and women. Information on the Par-Mate line can be obtained from Jack D. Levine, Inc., 10 W. 33rd st., New York 1.



### Organize Penn-Chem Products to Distribute Chemicals

Penn-Chem Products, Lansdale, Pa., has been formed in recent months to distribute selective chemicals and allied products with area distribution being made through recognized dealers in golf course supplies. Betty and Dave Hulshouser and Tom Harrison, all well known in the golf field, organized the new company which handles AMA, DSMA, Thiuram products, PMA-40, No-Gro and other products. Distribution inquiries should be sent to Mrs. E. A. Hulshouser, Box 575, Lansdale, Pa.

### K & M Folder Available

Copies of Folder AP-27, "The Heart of A Good Water System," published by Keasbey & Mattison Co., Ambler, Pa., can be obtained free of cost from that firm. It describes installation and maintenance economies possible with asbestos-cement pressure pipe and the advantages of the K & M patented fluid-tite coupling in providing permanent leak-tight seals. Specification information also is included in the pamphlet.

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Dunlop Sports Division's national sales conference was held at Greenville, S. C. where Paul Gibbs, sales mgr., presented the 1961 line of golf products. At the meeting were (Front row, l to r): Jimmy Thomson, Gibbs, J. Michael Billane, Dunlop pres., and Vaughn Clay, mgr. of the division's new plant in Westminster, S. C. (Second row) Robert Spurlock, Walter Long, Howard Ronning, Irving Chappel, Joe Evans, Jess Prudencio, Oscar Zesch, James Kane and Lee Smith. (Third row) R. E. Kinnen, Larry Gibson, Tom Moore, Terence Carney, Howard Fahey, Emmett Rowe, Harry Fogelman, Dan Ellis, Herb May and J. S. Langlie, Jr. (Back row) Ken Shulsen, Horace Horton, Charles Papousek, Jack McCullough, Elia Fottrell, Rex Wilson, Phil Quinn and Carl English.

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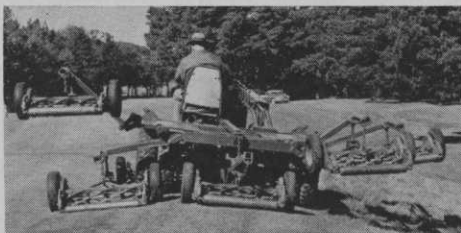
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### Toro Introduces New Maintenance Fleet Financing Plan

Toro Mfg. Corp., Minneapolis, has introduced a fleet financing plan that eliminates heavy initial investment for users of institutional power mowing equipment including golf courses. The



The hydraulic unit above is covered in Toro's financing plan.

financing can be obtained either through Toro or its distributors in U.S. and Canada working with the C.I.T. Financial Corp. The plan is set up so that even the largest mowing equipment can be obtained for as little as \$200 a month. Users, such as courses, that need a variety of equipment for complete maintenance can obtain it for about \$400 a month. Rental rates are computed on 3.5 to 3.02 per cent per month on the base price for the first 40 months. There-

after, the rate is \$3.00 a month per unit. The lessee can sell back his unit and call for its replacement at any time before or after the 40-month lease period. Complete details can be obtained either from Toro or its distributors.

### Available for Clinics

Nello Cammalarie, a Chicago dist, pro for more than a decade, is available for teaching clinics. In the last year or so he has been engaged quite extensively in giving clinics through Illinois, Iowa and Indiana. These consist of about 30 minutes of demonstration and 1½ hours of individual instruction. He can be reached at 842 Ainslie st., Chicago 40, Ill.



### Powered Products Distributor

Jimmy Champagne of Champagne Lawn & Equipment Co., Mobile, Ala., has been appointed distributor in Miss., Ala., and along part of the Florida Gulf coast for Caddy Car, made by Powered Products of Texas, Austin. This gives Powered Products of Texas and PP of Michigan complete nationwide coverage for sales and service.

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tioned to prevent tipping. It is powered by 3½ hp engine with multi-baffle muffler and has an all-steel body with plastic undercoating to reduce noise. The Springfield has automotive type transmission and weighs only 173 lbs. Other features include impulse starter, spring-mounted seat and pneumatic tires. Quick Mfg. also builds tractors and riding mowers.

**Trade Briefs**

Sportsman's Golf Corp., Melrose Park, Ill., has added Bob Rosburg to its advisory staff . . . He has autographed and supervised design of the 1961 Bristol club line . . . Carol Mann, 19-year-old Midwest amateur star, has turned pro and signed with the Wilson Sporting Goods Co. advisory staff . . . She attended the U. of North Carolina, was medalist in the 1960 Trans-Miss and will play the Ladies PGA tour this year . . . Bag Boy is featuring the "Soft Ride" in its 1961 advertising . . . Carl Messelt, Unitox, Inc., Monterey, Calif., has received a memo from the USGA stating that use of its portable oxygen unit in tournament play isn't prohibited if play is not delayed because of it . . . This should be particularly helpful to older players . . . N. Burton Tretler, 175 Fifth ave., New York, is new vp of Sunstate Slacks, Tampa, Fla. . . . He's in charge of promoting Arnold Palmer sportswear . . . Triangle Conduit & Cable Co., Inc., New Brunswick, N. J., calls attention to the great season its public relations dir., Robert W. (Bob) Gardner, had in 1960 . . . Bob was runnerup in the USGA Amateur Championship, won the Metropolitan Amateur and Ike Tournament, sponsored by the N. Y. Daily News, and was finalist with Pat Tiernan in the National Amateur Mixed Foursomes . . . Gardner also was a member of the U. S. World Amateur

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team that outdistanced the field at Merion last fall.

Pat Morgan, pres. of First Flight Co., Chattanooga, Tenn., did a lot of pointing with pride when his staffmen, Jimmy Demaret and Mike Brady, were elected to the PGA Hall of Fame last fall . . . In its 40th year of production and distribution of power lawn tools, Jacobsen Manufacturing Co., Racine Wis., has designated 1961 as its "growing and going" year . . . The computer operator for Ernie Sabayrac, Inc., Hialeah, Fla., figured that 1960 sales were up around 25 per cent over the previous year . . . More figures, in behalf of Foot-Joy Golf Shoes, show that the average golfer takes approximately 7,500 steps during a match and that a 160-pounder's feet absorb, transfer and propel about 1,200 tons of pounding force in 18 holes . . . Wilson Sporting Goods Co. recently erected a Sam Snead billboard facing a popular access to the Los Angeles Freeway . . . Thousands of motorists see it every day.

Ralph L. Lanz has been named vp-materials by Keesbey & Mattison Co., Ambler, Pa. . . . He's a veteran of 25 years with the firm and has headed or worked with several different depts. . . . Birdie Co., Inc., 393 Springfield ave., Summit, N. J., builds and distributes a one-man battery electric car that can be used to advantage in course maintenance work . . . It weighs only 181 lbs., is said to be practically

maintenance free and carries 100 lbs. of cargo in addition to the operator.

Harold Kneece, touring pro from Greenville (S. C.) CC, has been added to the advisory staff of Golfcraft, Inc. . . . A pro since 1956, Kneece led his sectional qualifying for the 1960 Open and finished tied for 29th at Cherry Hills in Denver . . . The MacGregor Co. is building a new golf ball plant in Covington, Ga. . . . This gives the firm three major manufacturing facilities . . . Watson Distributing Co., Houston, has expanded to provide turf service for 38 more Texas counties . . . 72 clubs in Southern Calif., Ariz. and Hawaii mail scores of about 15,000 members to Integrated Data Corp., Costa Mesa, Calif., for handicap computation . . . Another young lady who has turned pro, joined the Wilson Sporting Goods advisory staff and will play the Ladies PGA circuit, is Judy Kimball . . . A 22-year old Sioux City, Ia., native, she was semi-finalist in both the 1959 Trans-Miss and 1960 Western Amateur.

Shell Chemical Co. recently obtained a patent on DDVP, an insecticide that is effective in controlling flies, mosquitoes, etc. . . . Its trade name is Vapona . . . Bowen, Inc. (Wm. Joyce shoes), Pasadena, Calif., has signed Barbara Romack of the Ladies PGA to do publicity and promotion work . . . Bob Rosburg and Doug Ford have joined the Bowen advisory staff.

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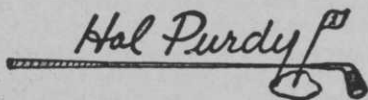
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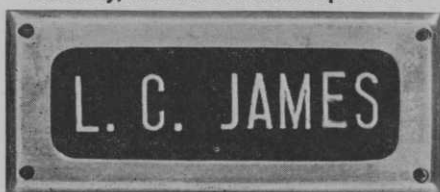
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Greenkeeper desires nine hole golf course, Northern Pennsylvania or Southern New York. Single, good character. References. Details requested and exchanged. Address Ad 105 c/o Golfdom

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Superintendent — Age 41, Married, 3 children. Experienced in course maintenance, construction and renovation. Retiring from service March 1961. Excellent references. Address Ad 115 c/o Golfdom

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Available — Pro Greenkeeper, 20 years experience. Age 42; family man of good character. Class A PGA member. Pleasant personality. Proven in all phases of golf. Will relocate only at club where ability and willingness to work would guarantee a permanent position. Address Ad 123 c/o Golfdom

Golf Pro-Manager. Class A member PGA desires 9 to 10 month job. Good teacher. Experienced in all phases golf course maintenance. 38 years old. Best references. Address Ad 124 c/o Golfdom

Pro or Pro-Superintendent — Class A PGA and GCSA member. 15 years experience in all phases of golf course operations Northern and Southern courses. 2 yrs. college. 37 yrs. old; married. Will locate anywhere. Address Ad 125 c/o Golfdom

Course Superintendent position wanted — 50 yrs. old; 35 yrs. experience at golf course maintenance. Prefer Ohio. Capable 9 or 18 holes. References furnished. 9 months or full time. Address Ad 127 c/o Golfdom

Superintendent — 20 years experience in maintenance and expert on soils and greens construction. Basic civil engineering training. Living in Chicago but will consider any location. Architects inquiries invited. Address Ad 128 c/o Golfdom

CHEF, MANAGER — 12 years experience, complete club operation. Wife assists as Waitress and Bartender. Prefer percentage or concession. Address Ad 129 c/o Golfdom

GOLF PROFESSIONAL — AGE 35, 6 YEARS EXPERIENCE AS HEAD PROFESSIONAL, 11 YEARS TEACHING EXPERIENCE, DESIRES JOB AS CLUB PRO. GOOD PERSONALITY, MARRIED, NO CHILDREN. HAS EXCELLENT REFERENCES FROM FORMER EMPLOYERS. ADDRESS AD 131 c/o GOLFDOM

Supt. — 46 yrs. old, 30 years experience. Physically fit. Constructed 2 nine-hole courses; finished 1 nine-hole course. Experienced in Arc and Acetylene welding; also machinery. Start by April 1st. Best of references. Northwest preferred. Prefer to be interviewed. Address Ad 132 c/o Golfdom

SUPERINTENDENT or GREENKEEPER, 25 years experience, Grass, Fertilizer, Fungi. Married, sober, play some. Good offer go most anywhere. In late years of life. Address Ad 133 c/o Golfdom

Golf Course Superintendent — desires change. 30 years experience in course maintenance, last 15 years as Superintendent. Honest, sober, conscientious. Married, children, age 46. Desire permanent position. Address Ad 134 c/o Golfdom

### JOBS ABROAD

For Executives, controllers, business analysts, accountants, personnel directors, and industrial engineers. Top salaries paid by American and foreign companies, governmental and international organizations. How, where, and when to apply, \$1.00. Dor-Mor Distributors, P. O. Box 1415-M, Phila. 5, Pa.

## JOBS OPEN

Man and wife combination to manage Golf Club with bar and dining room and maintain 9-hole golf course. Pro-greenkeeper preferred. Would consider good greenkeeper. Address: Norman M. Johnson, M.D., Clarinda, Iowa.

**GOLF COURSE SUPERINTENDENT** — For new 36 hole layout 30 miles west of Montreal. Applicants should have diploma from recognized turf school and be competent in the employment and supervision of course staff, equipment repairs, watering system, turf maintenance, etc. Reply giving age, marital status, educational background, employment record and references to: The Secretary, Summerlea Golf and Country Club, Inc., P. O. Box 120, Lachine, Que.

**GOLF COURSE SUPERINTENDENT—FOR BUSY GOLF OPERATIONS** — 27 HOLES IN PLAY — FINE OPPORTUNITY FOR AMBITIOUS MAN TO GROW WITH ONE OF NEW ENGLAND'S MOST PROMISING PRIVATE CLUBS. STATE EXPERIENCE AND SALARY REQUIREMENTS. ADDRESS AD 109 c/o GOLFDOM

**MIDWEST AREA GREENS SUPERINTENDENT WANTED.** Private Country Club of 500 members wants to hire a man experienced in all phases of golf course management. One of the outstanding 18-hole courses in the area with bent greens, tees and fairways desirous of improving its position. Send complete resume and salary expectations in first letter. Address Ad 110 c/o Golfdom

Recently modernized small country club in the heart of Finger Lakes desires couple to take over bar & kitchen. Would consider man or woman interested in kitchen only. Season April 15 to November 1st. Write Canandaigua Country Club, Box 312, Canandaigua, New York.

Greenkeeper for 18 hole fee course for six months. Can furnish small house or trailer if wife will assist in lunch room. TOP PAY. Write Eden Prairie Golf, Hopkins, Minn. or W. J. Sime, owner, 1651 South Ocean Blvd., Pompano Beach, Florida

**PRO WANTED STARTING 1961 SEASON APRIL. PINE BROOK GOLF CLUB, CLOVERSVILLE, N. Y.**

Sales Representative wanted. Nationally known golf bag line. Top quality pro merchandise. Several territories open, mostly Eastern United States. Hinson Mfg. Co., Waterloo, Iowa.

Salesman with established territories. Major company with nationally advertised products expanding into Pro Shop trade. Write details and lines you now handle. Address Ad 117 c/o Golfdom

**GREENKEEPER-SUPERINTENDENT** — 8-10 or 12 month position. 18 hole private course. 75 miles from N. Y. City. State age, experience, family status, salary desired. Water Gap Country Club. Delaware Water Gap, Pa.

One of the finest municipal golf courses in the Chicago area has position open for a Golf Professional who is a good teacher. Teaching concession and salary. Year around employment optional. Address inquiries to George Caskey, Supt., Winnetka Park District, Village Hall, Winnetka, Illinois

**ASSISTANT PRO — LARGE NORTHERN OHIO CLUB** — PREFER SINGLE MAN WANTING TO LEARN ALL PHASES OF BUSINESS. ADDRESS AD 126 c/o GOLFDOM

New golf car manufacturer requires salesman to demonstrate, sell and set up distributors. Other golf equipment available also. Salary plus commission. Address Ad 130 c/o Golfdom

## MISCELLANEOUS

**WILL BUY**, or lease-option nine-hole golf course, by experienced successful PGA Pro-Greenkeeper and wife. Address Ad 112 c/o Golfdom

## WANTED FOR CASH

Old golf balls retrieved from ponds, golf courses, etc.  
Cuts and bumped .....\$0.36 per doz.  
Off brands and synthetics, or slightly  
nicked ..... 1.56 per doz.  
Round and perfect \$1.25 brands for  
refinishing ..... 2.40 per doz.  
Like new top grade for refinishing ..... 3.60 per doz.

Send for Shipping Tags and Instructions

## GOLF BALLS FOR RETAIL SALES

Reprocessed with Balata cover, snow white enamel and imprinted with distance, trade name in stock and number. We accept your mixed compression cores and return only high compression (no shrinkage) at no additional charge. A fast seller at 50¢ to 75¢ each. Bulk — your cost on exchange \$2.75 per dozen. We are nationwide Distributors of the best in golf range and miniature course equipment — balls, clubs, mats, etc. Send for catalog.

## NORTHERN GOLF BALL CO.

2350 W. Roscoe Street

Chicago 18, Illinois

**FOR SALE** — 9 CUSHMAN 1959 model 36 volt electric Golf Carts (used two seasons). Available during January 1961. Contact Drake-Scruggs Equipment Co., 600 S. 31st St., Springfield, Ill. Phone LA 8-2536.

**FOR SALE** — 1959 Cushman Demonstrator TRUCKSTER with cab and pick-up body, like new less than 1000 miles. Contact Drake-Scruggs Equipment Co., 600 S. 31st St., Springfield, Ill. Phone LA 8-2536.

Let us repaint your old golf balls. Everybody else does. 7¢ plus freight one way. Badger Golf Co., Watford, Wis.

Wanted — Good used Golf Range equipment, also Miniature. Contact Frank Eilerich, 10547 Byfield, St. Louis 37, Missouri.

**FOR SALE — 18 HOLE — 3 PAR — GOLF COURSE — ON KEY COLONY BEACH — BEAUTIFUL SHAPE — APPROXIMATELY 500 FT. FROM THE OCEAN — WALKING DISTANCE TO AT LEAST 300 RENTAL UNITS — BOTELES — MOTELS — APARTMENTS — CABANA CLUB AND RESTAURANT. PRICED RIGHT AND TERMS CAN BE ARRANGED. PHIL SADOWSKI, KEY COLONY BEACH, FLORIDA. PHONE MARATHON 743-5565.**

**WISCONSIN RIVER COUNTRY CLUB** — Golfing-Boating-Swimming-Fishing. 150 Acres, 4000 Ft. shoreline on the Wisconsin River. Adjacent land available. Terms — Controlling Interest — Complete Purchase. Inquire — P. O. Box 49, Stevens Point, Wis.

For sale, used, but good: Sod Cutters, Darnil Seeder, hand greens mowers, golf ball washers, two-way radio phones, etc. S.E.S., Box 2, Wayne, New Jersey

For Sale — Nine hole public course in the Minneapolis-Lake Minnetonka area in Minnesota. Down payment of \$75,000.00 on \$150,000.00 sale price required. Address Ad 114 c/o Golfdom

**FOR SALE: TWO VICTOR ELECTRIC CARTS** with chargers \$200.00 each — Cash and Carry. Nordic Hills Country Club, Itasca, Illinois, Itasca 405.

**WANTED — BUY, LEASE OR RENT GOLF COURSE BY RESPONSIBLE PARTY. BEST FINANCIAL REFERENCE. ADDRESS AD 119 c/o GOLFDOM**

**FOR SALE** — Nine hole Golf Course, additional acreage for nine more holes. Clubhouse with kitchen, dining and bar facilities. Golf Shop, Swimming Pools with Bathhouse. Semi-Private. Thirty mile radius of one million population. Mid Atlantic Area. Address Ad 122 c/o Golfdom

For lease for term of years — 9-hole course in Southeastern Resort Area recently made part of City. Unlimited potentialities for person with know-how to operate golf course. Address Charlotte T. Pyatt, 1104 High Market St., Georgetown, S. C.