

(LEGAL NOTICE)

UNITED STATES DISTRICT COURT
NORTHERN DISTRICT OF ILLINOIS
EASTERN DIVISION

UNITED STATES OF
AMERICA,

Plaintiff,

v.

TRUE TEMPER CORPORATION;
WILSON ATHLETIC
GOODS MFG. CO., INC.;
A. G. SPALDING & BROS.,
INC.; MacGREGOR SPORT
PRODUCTS, INC.; and
HILLERICH & BRADSBY CO.,

Defendants.)

CIVIL ACTION

NO. 58 C 1159

At Chicago, Illinois, in said Division and District
on August 1, 1961

FINAL JUDGMENT

Plaintiff, United States of America, having filed
its complaint herein on June 30, 1958, each of the
defendants having appeared, and the plaintiff and
each of the defendants, by their respective attorneys,
having consented to the entry of this Final Judgment
without trial or adjudication of any issue of fact or
law herein, and without said judgment constituting
evidence or an admission by any party with respect
to any such issue;

NOW, THEREFORE, before the taking of any
testimony and without trial or adjudication of any
issue of fact or law herein, and upon consent of the
plaintiff and each defendant, it is hereby

ORDERED, ADJUDGED, and DECREED as
follows:

I.

This Court has jurisdiction of the subject matter
of this action and of the parties hereto. The complaint
states claims upon which relief against the defendants
may be granted under Sections 1 and 2 of the Act
of Congress of July 2, 1890, entitled "An Act to
protect trade and commerce against unlawful re-
straints and monopolies," commonly known as the
Sherman Act, as amended.

II.

As used in this Final Judgment:

(A) "Defendant club manufacturers" shall mean
Wilson Athletic Goods Mfg. Co., Inc., a Delaware
corporation, A. G. Spalding & Bros., Inc., a Dela-
ware corporation, MacGregor Sport Products, Inc., a
Ohio corporation, and Hillerich & Bradsky Co., a
Kentucky corporation;

(B) "True Temper" shall mean the defendant
True Temper Corporation, an Ohio corporation;

(C) "Golf club" shall mean and include any
kind, variety, style, or type of club used in playing
the game of golf, regardless of the material out of
which such club or any component thereof is made;

(D) "Club manufacturer" shall mean any person
engaged in the production or assembly of golf clubs;

(E) (1) "Shaft" shall mean the shaft component
of golf clubs, whether made of steel or
other material;

(2) "Standard shaft" shall mean any shaft
(other than special shafts) manufactured
and sold by defendant True Temper in
its regular course of business;

(3) "Special shaft" shall mean any shaft
manufactured by defendant True Tem-
per for and sold to a single club man-
ufacturer according to a specially de-
veloped design (i) different from the design
of any other shafts produced by True
Temper and (ii) set forth or confirmed
in writing to defendant True Temper
by the particular club manufacturer for
whom such special shafts are being or
to be manufactured;

(F) "Jobber" shall mean any person, other than
a club manufacturer, who purchases golf clubs for
resale to other jobbers or to dealers;

(G) "Dealer" shall mean any person, other than
a club manufacturer, who purchases golf clubs from
any club manufacturer or jobber for resale to ulti-
mate consumers;

(H) "Person" shall mean any individual, part-
nership, firm, association, corporation, or other legal
entity;

(I) "Subsidiary" shall mean any person more
than fifty per cent of whose stock is, directly or
indirectly, owned or controlled by a defendant.

III.

The provisions of this Final Judgment applicable
to any defendant shall apply to each of its officers,
directors, agents, employees, subsidiaries, successors
and assigns, and to all other persons in active concert
or participation with any such defendant who shall
have received actual notice of this Final Judgment
by personal service or otherwise. For the purposes
of this Final Judgment each defendant and its offi-
cers, directors, agents, employees, subsidiaries, or any
of them, when acting in such capacity, shall be
deemed to be one person.

IV.

The defendants, and each of them, are jointly
and severally enjoined and restrained from, directly
or indirectly, entering into, adhering to, maintaining,
enforcing, or attempting to enforce, any contract,
agreement, understanding, plan, or program among
themselves or with any other person:

(A) To fix, establish, maintain, or enforce prices
or other terms or conditions for the sale or resale
of any shaft or golf club to third persons; provided
that after the expiration of five years following the
entry of this Final Judgment each defendant may,
acting independently, and not in concert with one
another or with any other person, exercise such lawful
rights, if any, as each may have under the so-called
Miller-Tydings Act with respect to golf clubs sold by it;

(B) To establish or maintain any particular or
uniform time or season for the introduction of new
models, types, grades, or styles of shafts or golf clubs
or accessories, or to hinder, restrict, limit, or pre-
vent any person from introducing, at any time, any
model, type, grade, or style of shaft, golf club, or
accessory;

(C) To refrain from manufacturing, distributing,
or selling any particular kind, type, grade, or style
of shaft or golf club, or golf clubs embodying any
particular kind, type, grade, or style of shaft;

(D) To hinder, restrict, limit, or prevent, or
attempt to hinder, restrict, limit, or prevent any third
person from purchasing (i) standard shafts or (ii)
his own special shafts from True Temper or any
other source.

The provisions of this Section IV shall not ap-
ply to transactions solely between (a) a defendant
and its subsidiary or subsidiaries, (b) a defendant and
its parent corporation, and (c) a defendant and cor-
porations affiliated therewith through common own-
ership and controlled by the same parent corporation.

V.

(A) Any contract or agreement existing on the
date of this Final Judgment by the terms of which
(i) any defendant club manufacturer is required, or
obligated, to purchase all, or any designated per-
centage or proportion, of its requirements for shafts from
defendant True Temper or (ii) defendant True Tem-
per is required or obligated to sell to any defendant
club manufacturer all or any designated percentage
or proportion of the requirements of such defendant
club manufacturer for shafts, is hereby ordered
cancelled as of the date of this Final Judgment.

(B) The defendants are jointly and severally en-
joined and restrained from renewing, adhering to,
maintaining, or claiming any rights under any con-
tract or agreement cancelled by the foregoing sub-
section (A) or entering into any like or similar con-
tract or agreement with any other defendant.

VI.

(A) Defendant True Temper is enjoined and re-

strained from directly or indirectly:

- (1) Fixing, suggesting, or influencing, or attempting to fix, suggest, or influence the price or prices (including resale prices), terms or conditions upon which any golf club or shaft may or shall be sold by any other person;
 - (2) Hindering, restricting, limiting or preventing, or attempting to hinder, restrict, limit or prevent any other person from (a) manufacturing or selling any shaft or golf club for or to any third person or class of persons, or (b) purchasing any shaft or golf club from any manufacturer thereof;
 - (3) Making proposals or suggestions to any club manufacturer, jobber, or dealer regarding (a) the price or prices at which any such club manufacturer, jobber, or dealer sells, has sold, or will sell any golf club, (b) the person or persons, or categories of persons, to whom any such club manufacturer, jobber, or dealer sells, has sold or will sell any golf club, or (c) the person or persons to whom defendant True Temper sells, has sold or will sell any standard shaft;
 - (4) Giving, or offering to give, to any club manufacturer in the United States, in connection with any sale of standard shafts, any price, discount, rebate, or advertising or other allowance, except such as (a) are lawful under applicable laws of the United States relating to price discrimination, (b) shall have first been published generally to the trade, and (c) shall be available to all purchasers upon the published terms and conditions; provided, however, that in any suit or proceeding which may hereafter be instituted by the plaintiff against defendant True Temper, in which the plaintiff shall have established a *prima facie* case that defendant True Temper has violated this section, defendant True Temper may rebut such *prima facie* case by showing that the difference in price, discount, rebate, advertising, or other allowance, term or condition of sale was (i) lawful under the applicable laws of the United States relating to the meeting of competition, and (ii) was made, offered, or given in good faith by defendant True Temper in order to meet an equally low price, discount, rebate, advertising, or other allowance, or term or condition of sale, offered, or given by a competitor;
 - (5) Entering into any contract, agreement, understanding, plan, or program with any club manufacturer whereby defendant True Temper offers, or undertakes to (a) refuse to sell any shaft (other than special shafts) to any other club manufacturer, or (b) limit or restrict its production of shafts to special shafts of any defendant club manufacturer;
 - (6) Coercing, compelling, or otherwise requiring, or in any manner, attempting to coerce, compel, or otherwise require, any golf club manufacturer in the United States to enter into any contract or agreement obligating such golf club manufacturer to purchase all or any designated percentage or proportion of its requirements of shafts from the defendant True Temper or any other source.
- (B) Defendant True Temper is ordered and directed to sell standard shafts to any club manufacturer in the United States who makes application in writing to True Temper, upon its usual and normal trade terms and conditions, including credit requirements; provided, however, that subject soever as to availability, price, terms, conditions, or credit requirements, provided however, that subject to subsection (A) (4) of Section VI this subsection (B) shall not (i) prohibit True Temper from establishing such differences in prices, discounts, rebates, advertising, or other allowances, or terms or conditions of sale as may be lawful under the laws of the United States, or (ii) require defendant True Temper to continue the manufacture of any standard shaft which defendant True Temper has previously and publicly announced to the trade its intention

to discontinue.

(C) If at any one time defendant True Temper manufactures or sells special shafts for or to three or more of the defendant club manufacturers, then, upon the request of any other club manufacturer in the United States and the submission by such manufacturer of a firm order in writing for a minimum of 15,000 special shafts of one grade for woods, or a minimum of 15,000 special shafts of one grade for irons, which can be manufactured by True Temper's normal and usual manufacturing methods, such order to be for delivery in lots of not less than 5,000 shafts, defendant True Temper is ordered and directed to manufacture special shafts for such club manufacturer upon True Temper's normal and usual manufacturing and trade terms and conditions and to schedule the manufacture or production of such special shafts pursuant to such order in accordance with its normal and usual scheduling procedures, without any discrimination whatsoever against any non-defendant club manufacturer, and without offering or affording to any defendant club manufacturer any preference or priority over a non-defendant club manufacturer; provided, however, that True Temper may in good faith reflect in the prices at which such special shafts are sold any differences in the cost of manufacture, sale, or delivery of such special shafts. At any time after five (5) years from the date of entry of this decree, defendant True Temper may petition the Court to be relieved of this Section VI(G) or for appropriate modification thereof, and such relief shall be granted upon a showing by defendant True Temper that the relief incorporated in this Section VI(G) is (i) not then necessary or appropriate and (ii) that substantial and effective competition exists in the manufacture and sale of special shafts.

(D) In the event of the failure, refusal or inability of defendant True Temper to (i) sell standard shafts to any non-defendant club manufacturer in accordance with the subsection (B) above or to (ii) manufacture and sell to or for any club manufacturer special shafts in accordance with subsection (C) above, defendant True Temper is ordered and directed (i) to advise such non-defendant club manufacturer, by letter, of the specific reason or reasons for such failure, refusal or inability and (ii) to furnish to the plaintiff a copy of each such letter. In any suit or proceeding which, at any time, may hereafter be brought or instituted by the plaintiff arising out of, or based upon, any such failure, refusal or inability of defendant True Temper, defendant True Temper is enjoined and restrained from raising any excuse for such failure, refusal or inability except that specifically stated in such letter to such non-defendant club manufacturer.

VII.

The defendant club manufacturers are each individually enjoined and restrained from directly or indirectly:

- (A) Coercing, compelling, or otherwise seeking to require or induce dealers or jobbers to observe or adhere to such defendant's suggested resale prices for golf clubs manufactured by defendant; provided that each defendant club manufacturer may disseminate to its jobbers or dealers suggested resale prices on golf clubs of its own manufacture if each separate document or paper, or the first inside page of any catalogue, so disseminated and containing or purporting to contain suggested resale prices bears a clear statement, in bold type, on the face thereof, or on such page, to the effect that the prices therein contained are suggested prices only, and are not binding upon any person;
- (B) Hindering, restricting, or preventing, or attempting to hinder, restrict, or prevent any other person from:
 - (1) Purchasing any shaft or shafts from any source;
 - (2) Selling any shaft or shafts, or golf club or clubs to any third person;
 - (3) Manufacturing, selling, or distributing any golf clubs;
- (C) Entering into, adhering to, maintaining, enforcing, or attempting to enforce, any contract, agreement, understanding, plan, or program with any

other person to restrict or limit, in any manner, the sale or resale of any particular grade or type of golf club, or any golf club embodying any particular grade or type of shaft, to any particular category or categories of customers or purchasers, or through any particular channel or channels of distribution; except that each defendant club manufacturer may individually and independently elect to sell particular grades or types of golf clubs to particular customers or categories of customers, provided such golf clubs bear the brand name or names of the selling defendant or the purchaser;

(D) Permitting any of its officers, directors, agents, or employees, to serve also, at the same time, in any similar capacity with any other club manufacturer or with defendant True Temper, or permitting any of its officers or directors while so serving to hold or continue to hold, individually or as a group, in excess of one per cent of the outstanding stock of any class or in excess of one per cent of the outstanding debt obligations of any class of any other club manufacturer or of defendant True Temper;

(E) Communicating, in any manner, circulating, or disseminating to any person outside of the defendant's own organization or employ, any price lists or quotations or tentative lists or quotations for the sale of golf clubs, in advance of or prior to, the general publication, circulation, or dissemination of such price lists or quotations to the customers of the defendants and to the trade generally; or

(F) Being a member of, contributing anything of value to, or participating in any of the activities of, any trade association or central agency of or for club manufacturers, jobbers, or dealers, with knowledge, or reasonable grounds to believe, that any of the activities thereof are, or may be, inconsistent with any of the provisions of this Final Judgment;

(G) For a period of five (5) years following entry of this Final Judgment, using any decal, trade, or grade name, mark, or other designation, owned or controlled by defendant True Temper, on any golf club manufactured or sold by such defendant club manufacturer, provided however that defendant True Temper may mark with its name "True Temper" or its initials "TT," shafts manufactured by it and sold to any defendant club manufacturer if all such shafts sold to defendant club manufacturers are uniformly and inconspicuously so marked.

VIII.

Should defendant True Temper, at any time hereafter, engage in the manufacture or sale of golf clubs, all of the provisions of this Final Judgment applicable to the defendant club manufacturers, except Sections VII(D) and IX shall be equally applicable to defendant True Temper as a golf club manufacturer and True Temper shall be enjoined and restrained from permitting any of its officers, directors, agents, or employees, to serve also, at the same time, in any similar capacity with any other golf club or shaft manufacturer, or permitting any of its officers or directors, while so serving, to hold or continue to hold, individually or as a group, in excess of one per cent of the outstanding stock of any class or in excess of one per cent of the outstanding debt obligations of any class of any other golf club or shaft manufacturer. This provision shall have no effect upon the other provisions of this Final Judgment applicable to defendant True Temper as a shaft manufacturer.

IX.

The defendant club manufacturers are ordered and directed to:

(A) Each, independently review, within ninety (90) days after the date of this Final Judgment, its then prevailing prices for golf clubs;

(B) Each, independently and individually, determine its own prices for golf clubs on the basis of its own business judgment and without any consultation with any other defendant or club manufacturer;

(C) Each publish and disseminate to its customers, and the plaintiff, on or before October 15, 1961, a price list or price lists containing the prices determined pursuant to subsection (B) above.

X.

(A) The defendants are ordered and directed to cause a copy of this Final Judgment to be published at least once a month for three (3) consecutive months in the trade magazines *Sporting Goods Dealer* and *Golfdom*. The costs of compliance with this subsection (A) shall be borne equally by the defendants.

(B) For a period of five (5) years, the defendants are ordered and directed to furnish a copy of this Final Judgment to any person upon request.

XI.

For the purpose of securing compliance with this Final Judgment and for no other purpose, and subject to any legally recognized privilege, duly authorized representatives of the Department of Justice shall upon written request of the Attorney General or the Assistant Attorney General in charge of the Antitrust Division, upon reasonable notice to any defendant made to its principal office, be permitted:

(A) Reasonable access, during the office hours of said defendant to all books, ledgers, accounts, correspondence, memoranda, and other records and documents in the possession or control of said defendant relating to any of the matters contained in this Final Judgment;

(B) Subject to the reasonable convenience of said defendant and without restraint or interference from it, to interview the officers and employees of said defendant, who may have counsel present, regarding any such matters.

For the purpose of securing compliance with this Final Judgment, each consenting defendant, upon the written request of the Attorney General or the Assistant Attorney General in charge of the Antitrust Division, and upon reasonable notice made to its principal office, shall submit such written reports (under oath, if so requested) with respect to any of the matters contained in this Final Judgment as from time to time may be necessary for the enforcement of this Final Judgment. No information obtained by the means provided in this Section XI shall be divulged by any representative of the Department of Justice to any person other than a duly authorized representative of the Executive Branch of the plaintiff except in the course of legal proceedings to which the United States is a party for the purpose of securing compliance with this Final Judgment, or as otherwise required by law.

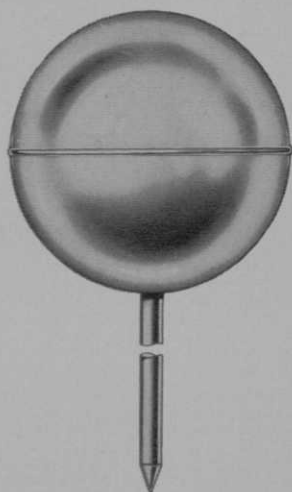
XII.

Jurisdiction is retained for the purpose of enabling any of the parties to this Final Judgment to apply to this Court at any time for such further orders and directions as may be necessary or appropriate for the construction or carrying out of this Final Judgment and for the enforcement of compliance therewith and for the punishment of the violation of any of the provisions contained herein.

(Signed) EDWIN A. ROBSON,
United States District Judge.

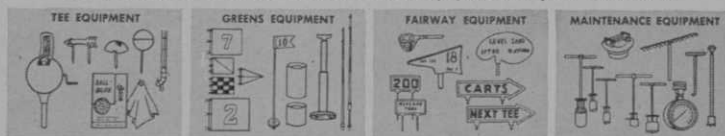
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STANDARD MANUFACTURING CO. CEDAR FALLS, IOWA

Check The Bag Racks

(Continued from page 48)

in the bags at Oakmont. He knows at almost any time the needs of any member. The result is that Jim has endeared himself to his members with informed buying help."

Information Is Smith's Selling Basis

Horton Smith is one of the best businessmen in golf. The nearest approach to a "selling formula" that Horton has is that what is good for the club member is good for Smith. This may be promoted by Horton's Detroit environment. It is on this basis that he studies the clubs his members have in their bags.

Horton is very much against high pressure selling. He is decidedly for getting every possible bit of information that will enable him and his staff to serve the members with what they need although they may not realize their needs, and must be subtly made aware of what will increase their enjoyment of golf.

He says that the clubs in the bag and the bag itself tell a story that helps the pro in his buying and selling. Wisely purchased shop stock is partially sold

the instant it is put on display, according to Smith. That is the experience of every successful merchant in every line.

Horton has used the Golf Foundation forms for inventorying bags and contents and has added to that information shoe, shirt, head and waist sizes, birthdays, anniversaries and miscellaneous data that increases service to the members.

Psychological Element

From this information, Smith works into the psychological elements. Eye appeal, advertising, habits and feel are considered as well as mechanical specifications. Horton balances his buying so that no part of his potential market is neglected. Beginners, Juniors, Seniors, left-handers, all players, in fact, are evaluated in specific terms as Smith outlines his market picture against the background of what's in the bag rack.

It is a helpful but not strictly an accurate market survey that Horton makes, for he says "While I consider the potential need or the likely desire of the member, there always is something new and eye-catching that may strike the member's fancy stronger than any plan-

ned presentation of merchandise in the shop."

Ogden Learns and Lists Needs

Bill Ogden, professional at North Shore CC, Glen View, Ill., and several times winner of Illinois championships, is such a capable golf merchant that his members regard his shop as one of the real assets of club membership.

Ogden makes a check on his members' equipment needs each fall when his staff refinishes each club in the rack room.

He has this to say: "During the fall we record what our members need. A man or woman may need a new bag, new woods or irons, headcovers, a glove or something else. With this record we can, if asked, make definite suggestions around Christmas and at any other gift time. The fall inspection and listing of needs also informs us who probably will be our likeliest potential customers the following spring.

Study Resort Market

"I feel that professionals in the Midwest and East have an edge in ordering merchandise for their members by finding out what is selling well at winter resort clubs. For instance, last winter I visited

southern California and Arizona resorts to see what was 'hot.' I ordered accordingly.

"The professional has to bring new products to the attention of his members without having them feel that the pro is pushing his merchandise. The shop must be first rate. The pro and his assistant must use up-to-date equipment. How can a professional and his assistant expect to sell new bags and clubs when they are using old stuff themselves?"

Uses Postcards

"The professional should make every effort to see that the low handicap players in his club have the latest and best in equipment as these people set the examples for other members. I believe in sending postcards keeping my members well informed about the latest in golf equipment.

"On the basis of what the rack room inventory shows, the professional can channel his member to becoming aware of the new trends in golf equipment. Woods of increased loft, the displacement of the 2-iron by the 5-wood in many instances, pitching wedge instead of a 2-wood in some 14-club sets, and other

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2. More rounds of golf
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expertly-advised choices of clubs (when changes from normal are helpful) make pro service definitely worth money to the member.

No Negligence in Car Suit

(Continued from page 54)

car to a player who would drink three beers while playing nine holes; he should have provided paths on which the car could be driven; he should have given Simpson special instructions on how to drive the car; special instructions should have been posted in the car describing its operation. These arguments are scarcely deserving of our attention. Simpson was an experienced golfer who had used Corbett's cars on previous occasions; three beers did not affect his ability to drive the car safely; cars are intended for use on the fairways, not on paths. The golf car, a tricycle-like affair, is steady and stable with only an accelerator and a brake and it appears that any reasonably intelligent person can learn to operate it within a few minutes.

The court of appeal affirmed the judgment of the trial court thus denying the plaintiff any relief. (*Gillespie V. Chevy Chase Golf Club*, 9 Cal. Repr. 437.)

Western Golf Awards 126 New Evans Scholarships

A total of 126 new Chick Evans college scholarships, valued in excess of \$250,000, have been awarded by Western Golf Assn. The scholarship winners are from 83 clubs in 13 states. They join 317 returning upperclassmen to form a record number of 443 boys enrolled in college this fall through the Evans Scholars Foundation program sponsored by WGA.

This is the program which Chick Evans, veteran amateur golf star, initiated in 1930. Since that time 1,232 scholarships have been awarded. Each scholarship, covering full tuition and room rent, is renewable for four years and is valued in excess of \$2,000.

The operation of the nationwide Evans Scholars program is financed for the most part by the contributions of individual golfers — more than 36,000 this year.

Of the 126 new awards, 50 went to boys from Chicago-area clubs. There were 32 scholars selected in Mich., 15 in Wis., 11 in Minn., five in Ohio, three in Mo.; two each in Pa., Kan. and Colo., and one each in Ind., W. Va., Ore. and Wash. The majority of the new scholars live in Evans chapter houses permanently maintained at seven colleges.

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Style #966 about **\$22.95**

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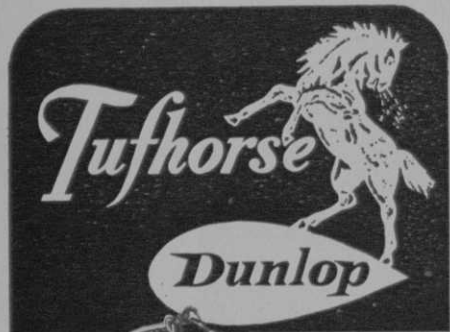


Style #973



Style #966

Write or phone for representative in your territory to call **SAM SNEAD GOLF SHOE CO.**, Freeport, Maine



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Dunlop Tire and Rubber Corp.
Sporting Goods Division
500 Fifth Avenue, New York 36, N. Y.

Made by **DES MOINES GLOVE**
& Mfg. Co., Des Moines, Iowa

Wanted: Tougher Grasses for Transition Zone

(Continued from page 87)

fringes of bent-bluegrass territory. The high nitrogen requirements cause many clubs to say, "We can't afford it." Starved Bermuda forces expenditures for water and for herbicides and control of weeds (encouraged by water). Adequately fed Bermuda produces greener turf with less irrigation than any other grass. The excess grass produced complicates the problem of thatch removal and disposal which, if not cared for, provides matted, fluffy turf that is highly unsatisfactory for play. Many superintendents express dissatisfaction with equipment and techniques available for coping with the problem.

How About Bluegrass?

Bluegrass fairways can be objects of great beauty and there are many that qualify. Most are old, unwatered, and are maintained at low levels of fertility and high cut. Herbicides and mowing keep weeds under decent control. The unanswered question is, "Why aren't there more good bluegrass fairways?" Three possible answers are suggested: 1) Close mowing—golfers seem to prefer close-mowed, dense turf. 2) Diseases—leafspot in spring ruins susceptible varieties and footrot completes the job. There are others. 3) Water—summer irrigation to provide green turf during drought periods has caused heavy weed invasion and great deterioration of bluegrass turf. Brown bluegrass during summer drought is nature's way of providing good, well-rested bluegrass during cool seasons. Improved bluegrass strains have not been accepted as the answer by most supts. Heavier fertilization without irrigation is a reasonable approach to better bluegrass.

Bents So-So on Fairways

Bents have given more trouble, have been more disappointing and have been more costly to maintain than other grasses for fairways. There are some beautiful bent fairways—and there are many sad ones. Bent usually is described as "lush." This usually means "fluffy," giving poor playing conditions. This is particularly true of creeping types with which colonial bents are infested. When bents suffer, poa usually comes in. When poa goes out fairways have to be renovated. Too often they are reseeded with the grass that failed before—bent. A change seems overdue.

Zoysia grasses have great potential for

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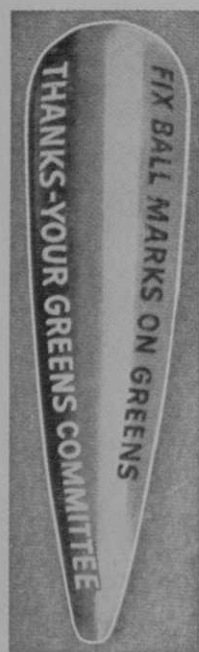
tees and fairways, especially in the transition zone. First, they need to be understood better. Second, they need to be given a fair chance to perform. One objection voiced is, "Zoysia is so slow!" This situation is relative and temporary. Once established zoysia keeps right on spreading, even when neglected. Another is, "It turns brown in winter." So does bluegrass. So does bent. The least golf is played in winter. Color does not affect the playing of a golf shot. Overseeding or painting are possible solutions. There are hundreds of instances where zoysia is producing weed-free, trouble-free turf of excellent playing quality without irrigation. Here is a grass that responds to fertilization. The "best" zoysia for fairways has not been designated or released. Hundreds of strains have been tested in several states. In spite of some poor results with seed, interest in establishing turf from seed is running high. Seed comes from Korea and Japan—there is no domestic production. Considerable information is available.

Fescues seem to be limited by diseases and high temperatures, especially the red fescues. Tall fescues are more adaptable but less well accepted because of coarse

texture and bunchiness. Creeping red fescue seems to be filling a supporting role as a companion grass. Examples include overseeding warm-season grasses for winter play, for filling a mixture which is predominantly bluegrass, and for quickly covering raw subsoils until the main permanent slope cover, crownvetch and similar, dominate the site.

Tall fescues must be appreciated for deep rooting in unfavorable soils, for resistance to heat, cold, insects, diseases, drought and wet soils, for ability to stay green without irrigation and for responding to fertilization. Improvement work with tall fescues has only begun. The future looks bright for tall fescues with all the good qualities, including spreading from rhizomes and the ability to form dense smooth non-clumpy, weed-free turf.

Fertilizers can receive only a short mention. A discussion on trends could well occupy all the space in this issue. Golf courses are using more fertilizers with special emphasis on nitrogen. One new 18-hole club recently purchased 21,000 lbs. of actual nitrogen to be incorporated into seedbeds of greens, tees, and fairways before planting the grass—bal-



ACTUAL SIZE

STOP BALL MARKS ON GREENS

Deep or shallow ball marks can now be a putting hazard of the past.

If only 20% of the approach shots hit the greens, it would total thousands of ugly ball marks per green, each year.

The golfers who wait for the Superintendent and his men to do this expensive repair job will continue to putt over these shallow and deep ball marks.

Remember these holes must be repaired a few minutes after they have been made. Your Superintendent does not have enough money or men to repair ball marks as soon as made.

This and other years, be kind to those beautiful greens, your fellow golfers and that proud and hard-working keeper of the greens, Your Golf Course Superintendent.

Prices: For plain or imprinted as shown — F.O.B. Des Moines, Iowa —

1000 — \$65 500 — \$35 250 — \$20

Ten percent of order in small individual envelopes with printed directions. Extra envelopes one cent each. Ten dollars extra for imprinting name of firm or club. Limit of 26 letters and spaces for upper; 29 for lower line.

This tool made and sold by a Golf Supt. of 33 yrs. experience.

WOODSIDE GOLF & PARK SUPPLY CO., Des Moines 13, Iowa

anced with lime, phosphorus and potash, of course. Some clubs regard fertilizer as a luxury item that is the first to be cut if money is needed for something else.

Special Mixtures

Close attention to soil tests have some supts. ordering special mixes designed especially for their conditions. This is a growing trend. It is senseless to spend good money for an element that already is present in excess.

Four states (Pennsylvania, Delaware, Maryland and New Jersey) recently announced jointly a new list of approved fertilizer grades. For turf the "On Trial" grade (in use for 8 years) is 10-5-5 with 75 per cent of the nitrogen from urea-form.

Proper titles are important. Very few supts. today speak of a fellow supt. as a "greenkeeper." The title "golf course supt." implies stature and dignity. Firms that address mail to "The Greenkeeper" do nothing to endear their products to the supt. at that club.

Nurseries still are conspicuous by their absence at too many otherwise top rated clubs. But enough already has been said on this topic.

Trouble-Free Sprayer

One of the most delightful surprises of the year came to us recently when we assembled and operated Walter Lapp's people-powered, trouble-free, engineless power sprayer. Spraying uniformly a path 12 to 15 feet wide from a center-mounted nozzle, with no more effort than pushing a fertilizer spreader, it must be experienced to be believed. No similar piece of equipment exists, to the best of our knowledge.

Weed control, like fertilizers, could take all the space available. Good progress is being made in weed control with chemicals and with strong grasses adequately fertilized and well managed. Most authorities still say that the best approach to weed control is a dense turf.

Lime was discussed in Sept. GOLF-DOM. It is an important factor in producing good turf.

Commonsense is the best ingredient in any product, or in any procedure used for turfgrass improvement.

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