



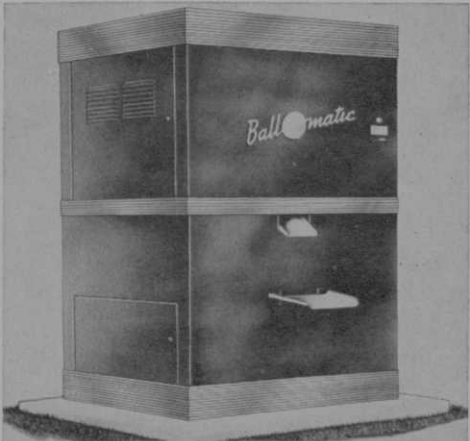
U.S. Rubber packs one doz. U.S. Royal gift balls in book ends (l) or a half doz. in the letter holder (r) in a choice of green or brown simu-leather. In the center is the deluxe Christmas gift — a doz. U.S. Royals and a doz. golden tees in a rich burgundy simu-leather box. If gift orders are placed by Nov. 20, a doz. balls can be imprinted (up to 15 letters) at no extra cost.

Galasso Gets "Toro Topper" Award

Danny Galasso, head of the golf div. of Toro Powerhouse, Inc., White Plains, N. Y., travelled to Minneapolis last month to get red-carpet treatment from the Toro Equipment Co. as "Mr. Toro Topper of 1961". Galasso topped all other Toro salesmen this year in pushing mowers, etc. out the door and into the hands of supts. and other consumers. His efforts earned an all-expenses vacation in any part of U. S. for himself and his wife.

Ball-O-Matic Dispenser Reduces Range Overhead

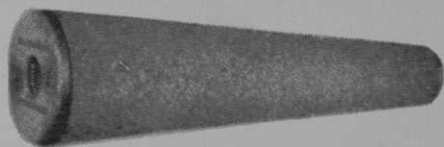
Ball-O-Matic, Inc., PO Box 5606, Denver, Colo., is said to be the first completely automatic, coin operated washing, count-



ing and dispensing machine for golf balls. Numerous ranges are using it because it is claimed it increases revenue and reduces overhead. More than 5,000 balls can be stored in the machine which is made of heavy gauge reinforced steel and has a baked enamel finish. It has a pillerproof coin box and a warning light tells when the machine requires refilling. Ball-O-Matic weighs 300 lbs., is 3 ft. wide and 6 ft. high and is shipped ready to operate.

KEN Shop Supplies

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ALUMINUM SANDING CONE

A real time saver in any Pro shop; enables you to turn out real professional quality work. Very useful in removing old finish from wood heads and sanding new wood heads before finishing. Made entirely of metal; lasts a lifetime.

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Rubber Co.'s ENSOLITE

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Ensolite Pad4'x6'
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Long-lasting tough expanded cellular plastic pad is sewed to heavy duck and designed to withstand the terrific impact of high velocity drives. Send order, check or Money Order to:

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Buyers' Service • P. 159

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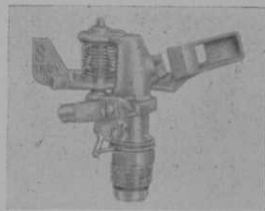


Edward Philbin (l), Midwest rep for First Flight Co., gives Dave Weiss (r) a check for \$1,000 as Huck Florence, pro at Idlewild CC, Flossmoor, Ill., looks on. First Flight offered the hole-in-one bonus to anyone who connected on any one of six courses when Combined Jewish Appeal tournament was played in Chicago.

Skinner's S-505 Used As Full or Part Circle Sprinkler

The S-505, latest addition to the line of Skinner Irrigation Co., 1511 Water st., Troy, O., can be used as

a full or part circle sprinkler to handle all types of low-gallonage watering. The S-505 is hand set for degree of arc, gives slow, positive operation from 10 lbs. p.s.i. and side-and back splash are reduced to a minimum. It is available in Hi or Lo angle spray arc and has an adjustable baffle to reduce the "throw" of the sprinkler to fit unusual conditions. Constructed of brass, bronze and stainless steel, the S-505 has sand resistant bearings and is available in a number of nozzle sizes.



Four Salesmen Inducted Into Sabayrac's Million Dollar Club

One of the highlights of the annual sales meeting of Ernie Sabayrac, Inc., held in Ft. Worth, was the awarding of plaques to four salesmen who qualified for enrollment in the Hialeah, Fla. company's Million Dollar club. Inducted were Bud Werring, Chicago, Morgan Barofsky, San Francisco, John Hainje, Kansas City, and Joe Aubuchon, St. Louis. They joined Johnny Burt, Les DeFino, Jack Carnahan and Lyne Price, who earned their "S" in previous years.

Form Architectural Firm

The firm of Ellis, Arndt & Truesdell, with offices at 614 MacArthur Bldg., 114 W. Union st., Flint 2, Mich., has been formed to engage in the design of golf courses, park facilities and recreational buildings.

SPIKE RESISTANT PNEU-MAT RUNNERS



MONEY BACK TRIAL OFFER:
Order a 24" x 60" trial section at \$12.50 postpaid. Test it on an area which gets especially hard wear. Money back if not satisfied.

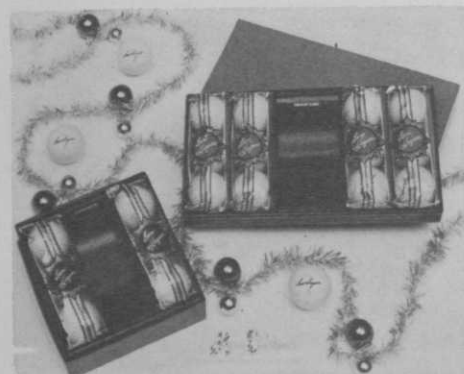
Save your Club House Floors

● Rugged, reversible Pneu-Mat Runners, woven of rubber-impregnated fabric, outwear rubber, provide comfortable walking for spiked shoes with complete floor protection. Improve club house appearance. Competitive in first cost—lowest in long-life cost.

Standard Widths 20"—24"—30"
36"—42"—48"

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145 Woodland Ave. • Westwood, N. J.



Available from the Ben Hogan Co. for the pro shop holiday selling season are red gift boxes with a choice of the 90+ or new "flash reaction" Hogan golf balls. They are available in doz. or half-doz. gift packages. Gift boxes double as handsome dresser valets. The large one is lined with red velvet. Both gift packs feature handy and sturdy change scoop valet design.

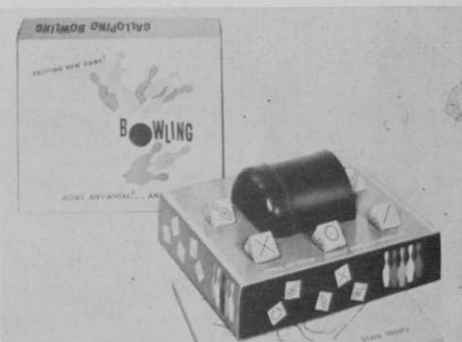
Cushman's Truckster Catalog

A new catalog illustrating the 1962 line of Cushman Trucksters is available from Cushman Motors, Lincoln, Neb. Trucksters have single or twin cylinder OMC Cushman Spuer Husky gas engines or are electric powered. The latter includes one of two-passenger vehicles. The

Truckster, whether gas or electric powered, is particularly adaptable for golf course work. A copy of the eight page, 4-color catalog can be obtained by writing to Cushman.

Galloping Bowling—New Parlor Game

A companion game to Galloping Golf has been introduced by Galloping Games, Inc., Dept. 10, 461 E. Ohio st., Chicago 11, Ill. It



is Galloping Bowling and its action is said to be so realistic that you actually experience the thrill of rolling a 300 game, getting doubles and turkeys and picking up spares and splits. Galloping Bowling is played with dice and any number of persons can participate. It comes with a professional style dice cup, five dice, a pad of 25 score sheets and rules of play.

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Ryan Renovaire Designed for Contour Aeration

Ryan Renovaires give true contour aeration through individual wheel-weighting trays and are said to be the first to offer all-season aera-



tion that doesn't interfere with golf or other sports activities. The 8-ft. Monarch and 4½-ft. Chief are built on the same heavy welded pipe frames as past models but wheels, blades and weighting system are brand new. Sharp steel coring tines, renovating tines or slicing blades are attached to extra weight paired wheels that have individual weighting trays. The trays make possible maximum penetration regardless of soil density or surface contour. Ryan, located at 871



Bowen, Inc. sales reps, who cover the eastern section of the U.S. for the Pasadena, Calif. shoe firm, recently attended a sales meeting in Chicago. At the meeting were (front row, l to r): Bob Ellis, Al Lozito, Bill Williamson, Jerry Segerlund and Ed Frost. Second row: Joe Jugovic, Ed Jett, Walter Gould, salesmanager, Eve Bowen, designer, Kip Bowen, pres., Bill Kroon, Bob Bane, Ron LaParl and Lark Kemper.

Edgerton st., St. Paul 1, Minn., points out that the Renovaire's sharp steel slicing blades increase its usefulness by providing a way to maintain an aerating program throughout the warm months without disturbing turf surface.

Scott Lawn Journal in 35th Year

"Lawn Care", published by O. M. Scott & Sons, Marysville, O., the trim little journal distinguished by the rich greens in its color photos, is in its 35th year of publication. The first



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The

HENRY GOLF BALL WASHER

Used On Leading Golf Courses Throughout The World

You get more ball washer for the money with The Henry. It costs less initially. Course Supts. will find it requires minimum upkeep. Golfers throughout the world have found that The Henry, with its rubber squeegee and gasket, cleans their balls faster and more efficiently.

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ALSO: Lighter weight all-purpose Golf Car with 4½ hp. engine.

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Here is a photo of the Ben Hogan Co. sales force which, under the direction of Ernie Sabayrac, Hialeah, Fla., and Hogan Co. executives, attended an annual sales meeting in Ft. Worth in August. The meeting at which the "pro only" policy was emphasized, was conducted by Hogan and E. R. Rankin, vp and general manager of the Hogan firm, and the company's 1962 line of equipment and accessories was introduced. At the gathering were two American Machine & Foundry executives, Willard D. Voit, chmn. of Voit Rubber Corp., and E. R. Corvey, deputy director of planning and marketing for AMF. The annual golf tournament, held in conjunction with the meeting, was won by Johnny Burt with a low net of 64. Low gross went to Morgan Barofsky for the second straight year. He had a 74.

issue was mailed to 5,000 land owners because Scott's early contact with customers was exclusively by mail. Today, the firm has 9,000 dealers. Scott was getting its research program underway when "Lawn Care" was first published, but then the only thing it could advise lawn lovers was to pull out the weeds by hand or dig them out with a hoe.

Plasti-Marker, Inc. Speeds Distributor Expansion

Plasti-Markers, Inc., P. O. Box 536, Scottsdale, Ariz., report enthusiastic response to the recent introduction of its complete line of indestructible plastic golf course signs. In addition to the standard signs and markers which meet a wide range of normal location and direction needs, Plasti-Markers are made to special order. While distributors presently are stocked and serving many sections, priority attention is being given to completing the company's aim for a distributor setup from coast-to-coast. Inquiries should be sent to the above address.

Landreth Gets Distance Through Efficient Transmission

According to Landreth Engineering Co., its Club Car is 300 to 600 lbs. lighter than other golf cars. Its fiberglass body on a unit-welded



aluminum frame contains no steel or paint requiring maintenance. Terra-tires or regular tires may be used. The car will deliver 54 to 100 holes of golf a day due to 96 per cent efficient transmission of energy from motor to wheels by the special sealed direct drive unit.

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Myers Builds Sprayer to Apply Naugatuck's Grass Retardant

F. E. Myers & Bro. Co., Ashland, O., has developed a special air sprayer for a grass growth inhibiting chemical, MH-30 (maleic hydrazide), developed by the agricultural re-



search div. of Naugatuck Chemical Co., a div. of U. S. Rubber Co. The unit is called the Right-of-Way Sprayer and has an exclusive air carry system that gives complete and even coverage within a 30 x 80 ft. area. The sprayer is a combination of several Myers sprayer components and is truck mounted. The main component is a 500-gal. skid type unit with a two-stage centrifugal pump and an engine that produces 200 p.s.i. pressure at 100 gal. a minute. A boom type sprayer, with height control wheels, provides coverage on open level terrain. A hose

with adjustable nozzle is included to cover inaccessible areas.

Naugatuck's MH-30 grass retardant has been available since 1950 but spraying equipment to properly apply it was lacking until the Myers firm developed the Right-of-Way. The retardant stops cell division, suppressing new grass growth, but doesn't interfere with other normal functions of the plant.

Cummings Is Etonic Sales Manager

Charles E. (Chuck) Cummings has been appointed sales mgr. for Etonic golf and street shoes, manufactured by Charles A. Eaton Co., Brockton, Mass. A U. of Wyoming graduate and World War II vet, Cummings was with Wilson Sporting Goods Co. for 12 years, many of them as a district sales mgr. before taking his present position. He is now located in Brockton, having moved there from Des Moines, Ia.



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Happy News in Louisville

Hillerich & Bradsby Co. officials and sales reps gathered for the annual Power-Bilt sales meeting in the Brown Hotel, Louisville, Ky., late in August. The 1962 line was introduced on the exhilarating note that 1961 was by far the most successful year in Power-Bilt's 28 year history. At the meeting were (front row, to r): Charles Quick, Art Birtles, John Hillerich, Bill Kaiser, Hart Hillerich, Carl Gliessner Willis Schoenbaechler, Nick Schaefer. Second row: Joe Rountree, John Seavey, Ed Davidoff, Red O'Dea, Ed Medaris, Al McCann Ren Smith, Gus Novotny, Robert Whyte, Jim Laverty. Third row: Bill Zylstra, Bill Kaiser, Jr. John Hodl, Fred Stuzin, Miller Barber. Fourth row: Norman Age, Bob Lampkin, John Sullivan, Orv Parsons Bud Schweri, Charles Marcum, Art Schoen, Gene Duncan, Walt Cisco, John MacDonald.

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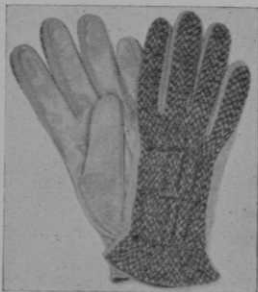
Midland, Myers & Marlow Pumps

Aqua-Dial Automatic Systems

NATIONAL 3-4471, 3-0368

Par-Mate Offers Cold Weather Gloves for Golf or Driving

Cold weather gloves for golf or driving (S-84 Leather and wool stretch gloves), made under the Par-Mate label by Jack D. Levine, Inc., 10 W. 33rd st., New York 1, have an imported capeskin palm and all-wool tweed back. Three rows of elastic guarantee a snug, comfortable fit. The S-84 molds to the hand's contour and is available in medium and large sizes for men and in one size for women. The gloves are available in tan leather and tweed or black leather and tweed combinations. Levine also distributes the S-82, a cold weather model that has all the S-84's features plus a back lined with dacron and wool.



Mat Has Two Types of Surfaces

The Pyramid Top-Pebbled Bottom, a mat made by American Mat Corp., 1802 Adams st., Toledo 2, O., is said to be unusual in that it

combines two types of surfaces, each of which performs a different function. The pyramid top gives a firmer grip than a corrugated surface and allows drainage in four directions where the corrugated traps moisture. The pebbled bottom also permits good drainage and aeration. The mat is available in black, brown, brick red and green and comes in two thicknesses, 3/8 in. and 1/2 in. Maximum width is 6 ft. and maximum length, 14 ft.

Spalding Reports Higher Net

A. C. Spalding & Bros., Inc., Chicopee, Mass., for the quarter ending July 31, had a net income of \$607,000 or 61 cents a share compared with \$387,000 or 39-cents a share for a like period in 1960. For the nine-month period ending on July 31, Spalding reported a net of \$736,000 (73 cents a share) compared to \$901,000 (90 cents a share) for the same 1960 period. Spalding declared a five cent a share dividend payable Oct. 16.

Revolta Instruction Film

Monitor Films, Inc., 2772 Skokie Valley rd., Highland Park, Ill., has taped an instruction film featuring Johnny Revolta. It can be shown on standard 8mm home projectors or through a hand viewer supplied by Monitor. An instruction booklet is included with the film.

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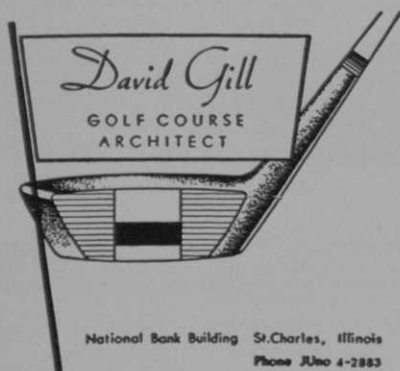


People in this photo got their first look at the Golfcraft, Inc. 1962 line when the company held its annual sales meeting in Chicago. Shown are (front row, l to r): Bobby Lutz, Paul MacDonald, Lew Bridge, Bud Ricords, F. R. (Ted) Woolley, pres., Marilyn Nielsen, Monty Hill, Bob MacGregor and John Hawes. Second row: Herb Ricords Jr., Art Weller, Harold Williams, Gene Williams, Bill Bonner, Charles Houck, Maurice Marabon, Ed Redmond, Ralph Kolle, Lum Foster, Bill Thompson, Cyril Slater, Nat Dolve, Bud Wantland. Golfcraft's plant and main office are located in Escondido, Calif.

Good Ideas Firm Designs Charts for Analyzing Game

GolfAnalysis, published by Good Ideas, PO Box 57, Mystic, Conn., contains charts for 26 - 18-hole rounds that enable a golfer to keep a detailed record of his game. Spaces are pro-

vided for the player to note the club used and the result of each stroke taken and there is a summary space where faulty shots can be listed. Using the analysis in conjunction with his lesson taking, the golfer and the pro can better concentrate on the player's weak points. Good Ideas is seeking to distribute GolfAnalysis to golf shops and pro inquiries are invited.



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Denny Shute, pro at Portage CC, Akron, O., and former tournament great, treats his golf shoes with a new silicone waterproofing compound, Weather-Cote, a Goodyear product, for protection and also to condition the leather.

SS-13 Cuts Water Loss at Moon Valley in Phoenix

SS-13 (a soil sealer) that was applied to a pond at Moon Valley GC in Phoenix, Ariz., greatly reduced loss of water through seepage. The pond was losing 500 gpm even though a special earth had been applied to the tank bottom. After treatment with SS-13, the loss was reduced to 140 gpm. Supt. James H. Snyder pointed out that the water savings would pay for the treatment in less than 60 days. SS-13, made by the Brown Mud Co., 4330 190th st., Torrance, Calif., is a milky looking fluid that is applied by hose from a tank truck and has achieved, it is claimed, an average seal of 75 per cent in more than 300 earth reservoirs.

Jett, Frye Are Spartan Distributors

Edgar Jett, 906 Forest Ave., Richmond, Va., is distributor of Spartan golf cars and other products of Golf, Inc., Tulsa, in Va., N. C. and Md. Jett also handles the Bowen golf shoe line in the three state area. Bill Frye Associates, 6215 Azalea Lane, Dallas, Tex., also has been appointed distributor of the Spartan car by Golf Inc.

Classified Ads • P.156

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Constructed of anodized aluminum frame with base brush of hard wood and heavy duty plastic bristles. Side brushes high quality Tamplo Fibre. All brushes removable, reversible, replaceable.

Available in Grey, Orange, Yellow. 1 unit \$19.95; 3 or more \$17.95 ea., FOB Huntington Park, Calif. Ship. Wt. 5 lbs. NOTE: Postage paid if check received with order. Guaranteed satisfaction or money refunded. The GOLF SHOE VALET is the shoe cleaner that gets the job done! A proven product.

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