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own way but often produces revenue far in excess of its operating and maintenance costs. A nationally recognized standard for tax supported golf courses is one 18-hole course for the first 20,000 population, plus one 18-hole course for each 30,000 additional.

#### Too Much, Too Soon

One of life's little ironies victimized Marilyn Smith just prior to the Dallas Civitan Open recently when she made her first hole-in-one after 21 years of golf. It occurred on the 185-yard third hole (she used a 4-iron) and came in the pro-am which preceded the tournament. Marilyn was elated but she pointed out, "If this ace had been shot during the actual tournament, I would have won \$10,000. Such is life."

Buyers' Service • P135  
Classified Ads • P133

#### Scott Program Reclaims Evansville, Ind., Course

A pamphlet, recently released by O. M. Scott & Sons, Marysville, O., tells of the troubles encountered in 1961 at the John F. Fendrich GC Evansville, Ind., because of Ohio valley humidity which led to fungus disease, insects and finally the string incursion of weeds. The course had to be brought into shape for a big fall tournament, and so a Scott program in which Turf Builder, Halt and Scutl were applied, was resorted to. These products were used as suggested in the reclamation schedule and by Sept., the course was not only ready for the invasion of the tournament players, but possibly was in the best shape in its history.

#### Club and Range Finder

Cad-o-Matic, made by Cad-o-Matic, PO Box 2258, Santa Ana, Calif., is an unusual new club and range finder used to show yardage and specify the correct iron to use. The instrument is sighted on the pin and a sliding device is lowered or raised to determine the yardage and proper iron for the distance. Packaged in an attractive plaid wallet, it makes an excellent gift.

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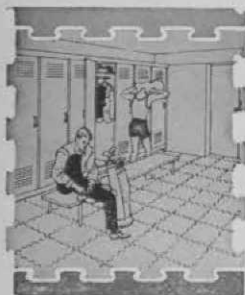
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## Golf Business News

### Inertol Steps Up Distribution of Swimming Pool Algacide

Inertol Co., Inc., 480-90 Frelinghuysen ave., Newark 12, N. J., has increased distribution facilities for its swimming pool algacide, Exalgae. Demand for the product has made it necessary for the company to put the algacide in dealers' hands on 24-hour notice. Inertol has received numerous requests for distributorship in recent months. The pool product also been improved and is packaged in an unbreakage bottle. Complete information can be obtained by writing to Kenneth Schiller, advertising and sales promotion manager at the above address.

### Electromotive's Holiday Car Has Self Contained Charger

The battery-powered Holiday car, made by Electromotive Industries, Inc., 2527 Matthews, Memphis 8, Tenn., has a self contained charger,



and the manufacturer points out that the car travels about 15 miles on one charge. The unit weighs only 300 lbs. and has only one switch for forward and reverse. The molded fiberglass body has contour formed seats and clubs are easily stowed for quick, sure reach on the rear deck. Two persons can ride in the car. It is equipped with a unique trailer hitch for easy transportation.

### Pacific Polymers West Coast Distributor for Alco

Alco Chemical Corp., Trenton & Williams st., Philadelphia, Pa. has appointed Pacific Polymers, Inc., 12700 Cerise ave., Hawthorne, Calif., West Coast manufacturer and distributor of "Soil-Set" for an 11-state area. This company will cover Wash., Ore., Calif., Nev., Idaho, Mont., Wyo., Utah, Ariz., N. M. and Colo. "Soil-Set" is an elastomeric-based spray mulch for erosion control.

## Turf-Vac Simplifies Problem of Cleaning Up Debris

Turf Vac, made by the Power Rig and Equipment Co. (Turf Vac Div.), 3001 Cherry ave., Long Beach 7, Calif., is attracting more and more attention in the golf maintenance field. The unit, a self propelled turf vacuum without



brushes or rakes, picks up anything from fine cut grass and leaves to heavy food containers and newspapers, and doesn't damage turf. It has a high-power turbine, extra-tough steel cutting blades that rotate at 4,800 rpm and operates on tricycle wheels. It has four forward speeds, two reverse and travels from 2½ to 15 mph. Its 12-in. low pressure tires with 8-in. wide treads are said to be easy on turf. The vacuum assembly is adjustable to meet most cleaning conditions and cutting blades can be easily replaced. Attachments will be made available for hoses so that a truck can follow the unit and collect debris.

## Glenco Develops Power Drive for One-Man Golf Car

Glenco Products, 3624 Illinois rd., Ft. Wayne, Ind., has developed a new electric power drive for its one-man golf car. The car is available with



either gas or electric power systems. Each has automotive type transmission which gives safe forward and reverse movement on any type of terrain. Top speed of the models is about 8 mph, they can be locked to prevent tampering and they weigh around 175 lbs.

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## Ryan Motoraires Put Thousands of Tiny Reservoirs in Turf

The Ryan Motoraire, available in two sizes, is a self-propelled turf aerating unit designed for medium and small size turf areas. The Motoraire



removes soil plugs from turf on 6" centers, leaving four small reservoirs per sq. ft., 20,000 of them in a 5,000 sq. ft. turf area. These tiny reservoirs are 1/2 x 3 ins. and become invisible in a few days. They serve to bring air, moisture, and fertilizer directly into the root zone. They also minimize run-off, help give turf its desirable

"springy" feel. The cores themselves make an excellent top dressing or can be raked away for composting. The unit is specially recommended for use in early summer to get more moisture into the soil before hot, dry weather moves in. It is manufactured by Ryan Landscaping Equipment Co., St. Paul, Minn.

## Chain Idler Attachment for Rolling Power Roller

The Rowco Manufacturing Co., Inc., 48 Emerald Street Keene, N.H., is marketing a new chain idler attachment for the Rowco Rolling power roller. The attachment, easily mounted on the side of the roller cover, eliminates all slack in the chain drive. Extensively used by golf courses, the Rolling power roller weighs 500 lbs. when filled with sand and water. It is powered by a Clinton 4-cycle, 2 1/4 hp engine. A combination V-belt and roller chain drive gives the Rolling a ground speed of from 2.5 to 3.5 mph. The roller has an 11-gauge steel shroud, two drum plugs and steel tubing handles.



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**Kunik Builds Sideline  
Into \$250,000 Business**

Eight years ago John Kunik 'played around' with design and creation of men's and women's sportswear as a sideline of his ready-to-wear clothing business. It has grown into "Kunik Kasuals," one of the fastest growing sportswear manufacturing firms in America, with ten sales reps. selling to 2,500 pro shops all over the U. S., including Hawaii. Kunik himself travels over 50,000 miles a year. He studies nationwide style trends for clues that will lead to new features. Samples of new items are constantly being made up for regional testing of customer reactions. Mrs. Kunik also is active in the sportswear firm, drawing on her theatrical experience as a former member of the Ice Capades company in designing new styles and selecting fabrics for the women's line. Kunik says almost 65 per cent of his annual \$250,000 volume is in women's tapered slacks, Bermudas and coordinates. Kunik has been associated with the clothing business for more than 30 years. He left his family's firm to set up his own manufacturing company at 6818 Ventnor Ave., Ventnor, N. J., where a \$100,000 inventory including men's blazers, Bermudas and slacks and women's blouses, Bermudas and coordinates is maintained to quickly handle special pro orders.

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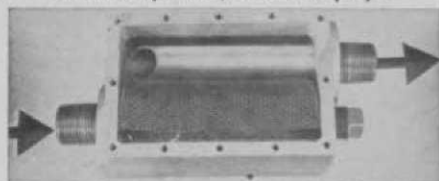
Harry Colburn (l) vp and national sales mgr. for Wilson, and a 25-year man, gives Ed Reutinger, college athletic dept. mgr., a diamond tie clasp as a 35-year aw2ard. In the photo are Jerry Angst (15 years), Joe Wolfe, golf promotion dir. (25 years), and William P. Holmes, Wilson pres.

**Spalding's Dot and Distance Dot  
Have Several Selling Points**

Spalding's new Dot Plus features a cover material which resists cuts and scuff marks without sacrificing a single yard of distance, according to the company. The Spalding Distance Dot, designed for and used extensively by top pros and amateurs alike, delivers maximum initial-impact velocity, strong yardage and long playing life. Attractively packaged, the Dot Plus and the Distance Dot both can be personalized free of any extra charge.

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**Ben Hogan's Pros' Shop Opens**  
**in N. Y.; AMF Host at Party**

Ben Hogan Sales Co. opened its pros' sales room, 16 E. 50th st., New York City, May 14,



Ernie Sabayrac, Ed Rankin, Ben Hogan Co. vp, and Peter Lind Hayes, TV and stage star, at opening of Ben Hogan pro shop in New York.

with pros and golf writers in N. Y. Metropolitan area, American Machine & Foundry Co. executives and other guests attending the preview. The idea of the shop is to have clubs of the

wide range of the Hogan line available to professionals in the Met area.

The policy of having a quick supply of virtually custom-made Hogan clubs was explained in detail by Ed Rankin, Hogan vp, who with Jack Blades, also a Hogan-AMF vp, came from Fort Worth for the shop opening. Carter L. Burgess, AMF pres.; Edward R. Corvey, AMF vp in charge of marketing; David S. Meiklejohn, AMF treas.; and Clarence Johnson, Norman Lang and Frank Downey, also executives of the Hogan holding company; Jack Mallon, Pete Cassella, Joe Dante and Elmer Voight, NY Met area pros; Adam Gimbel, pres., Saks Fifth ave.; Larry Robinson, Golf Writers' Assn. ex-pres., and Jimmy D'Angelo, pro at Dunes G&CC, were among those who attended. Ernie Sabayrac spoke briefly on selling clubs. Nate Feeman, pro at the new Ben Hogan's Pros' Shop, and Henry Leopold of Display Creations, who designed the shop, also were busy at the preview party which was planned and conducted by Ben Holderness of the AMF marketing div. and Bernie Burke of AMF publicity.

A broadcaster, feeder and spreader, and spreader, all bearing the 'Nutro' trademark are available through dealers handling products distributed by Smith-Douglass Co., Inc., Norfolk, Va. and Columbus, O.

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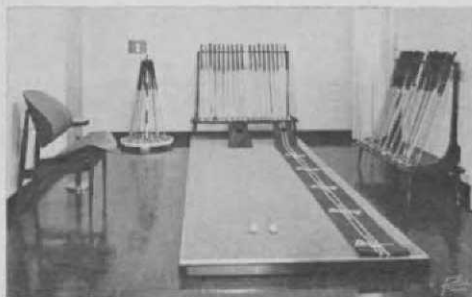
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## Otey Crisman in New Selma Putter Plant

Otey Crisman, a pro who did so well designing and custom-building putters that he start-



ed a putter factory of his own, has moved into a new and bigger plant in Selma, Ala. There is also a sample, sales and demonstration room equipped with an electric organ in the plant.

## Spalding Signs New Woman Staff Member

Both Stone, 22-year old former University of Okla. player and runnerup for the USGA

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National Junior championship in 1957, has been signed to the Spalding golf advisory staff. In 1960, Miss Stone won the Oklahoma state women's amateur title. Her best professional finishes were a ninth in the 1961 Ladies PGA Championship and a 10th in the Titleholders the same year.

## McLaughlin's Range Balls in Several Compressions

Hugh J. McLaughlin & Son, Inc., 614 N. Indiana ave., Crown Point, Ind., has developed two all new construction driving range balls in several compressions that are giving excellent results. They are available in either paintless covers or with the conventional painted covers. Price and other information can be obtained by writing to McLaughlin.

## Golfdom Overshoots

In the May edition of *Golfdom* (page 156) it was inadvertently stated that sales of plastic pipe by Consolidated Pipe Co. of America, Stow, O., have gone from \$5 million to \$65 million in 12 years. These figures actually are for the entire plastic pipe industry and not just Consolidated.

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### **U. S. Royal Bags Come in Four Selections for Men**

U. S. Royal golf bags are fashioned of premier U. S. Naugahyde. A selection of four men's bags, in large and extra-large models, are styled in black, expresso brown and white, saddle tan and oxblood, and with a fine Italian touch of leather in straps and trim, are said to give a ruggedly handsome appearance. The bags have U. S. Royalite bottom rests, constructed with reinforced metal drag plates. Ladies' model bags are made of scimitar elastic Naugahyde. They are available in burnt orange with dark brown leather straps and trim, and in oxblood.



Information can be obtained from Mid-American Golf Supply Co., 3551 Charleswood Ave, Memphis 12, Tenn.

### **Eton Grip-Nu is New Product**

Grip-Nu, a new product from Eton, is said by the company, to restore leather grips and golf gloves to their original softness. Also, tackiness is said to be restored and mildew prevented. Information can be obtained from Mid-American Golf Supply Co., 3551 Charleswood Ave, Memphis 12, Tenn.

### **Spalding Terpolymite Clubs Give That Wood Feeling**

In Spalding's pro-only equipment line are what are described as woodless woods. The new Top-Flite Registered Terpolymite clubs look, feel and play like wood but wear like steel, according to the company. The head is made from an amazing new terpolymer compound, pressure molded to produce great toughness and resilience. The Terpolymite woods aren't affected by temperature and moisture extremes and resist denting, chipping and scratching. They have a permanent molded-in ebony color with high gloss finish. Sets of four only are offered with Top-Flite cushion control or all-leather form grips and the executive "Pro-Flite" medium or stiff shafts.

### **Armour on Film In "Play Your Best Golf"**

Castle Films, 1445 Park Ave., New York, is packaging the Tommy Armour "Play Your Best Golf" movies for home projector owners in a special box for camera store counter display. The package holds the six films of the golf instruction series and is offered with a copy of Armour's book from which the home movies were adapted.

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**Ball-O-Matic Stages  
Kickoff Sales Meet**

At its first annual sales meeting, May 14-15 Ball-O-Matic, Inc., 201 University Blvd., Denver, Colo., set pattern for company-distributor team-



Leon D. Faucett, Garland, Tex., distributor, Dan Sheehan, sales vp, and Marq Cummings, hostess, at Denver meeting of Ball-O-Matic.

work that promises a bright future for the company's new practice range machine. The machine automatically washes, stores, counts and coin-dispenses golf balls. Following pres. G. W. Jensen's kick-off breakfast at Denver's Cherry Creek Inn, 18 distributors from all parts of the

U. S. swung into a two-day session that gave them a detailed understanding of the engineering, manufacturing, service and sales promotion of the machine. Dan Sheehan, Sales mgr. explained the company's marketing policy and program. Bruce Jacobs, production mgr., described the machine's mechanical and servicing details and the stepped-up production schedule. Jerry Gunderson and Fred Fisher staged an interesting and instructive sales and service presentation to close the meeting. As guest dinner speaker Monday night, Joe Graffis, Golfdom pres., reviewed golf's postwar gains and previewed the opportunities for an accelerated pace of future market expansion.

**Good Represents Golfcraft**

Ted Woolley, pres. of Golfcraft, Inc., Escondido, Calif., has announced the appointment of Walter Good as sales rep for the Glassshaft pro-only golf clubs. He covers Ind., Ohio and Mich., and works out of Golfcraft's office at 7059 W. Addison st. in Chicago.

**Lighting Pamphlet**

"Night Owl Golf" is a pamphlet describing Par 3 lighting installations that can be obtained from the Press Relations Dept., General Electric Co., Nela Park 12, N. J.

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### Special Finish Applied to U. S. Royal Balls

United States Rubber Co., has developed a special finish to shield the U. S. Royal line of golf balls from stains and scars. Called Royaloc



the new process locks in the original brilliance and resists abrasions. Cover on all three U. S. Royal balls—Royal Special (L/P), Queen Royal and the new Royal Red—are surfaced with Royaloc. These balls are sold by the professional.

### Jacobsen Reports Record Mower Sales for April

Jacobsen Manufacturing Co. reported record sales of \$2,300,000 for April. The Racine, Wis., mower equipment producer also said that sales for the first eight months of fiscal 1962 showed an increase of 7.3 per cent over a comparable period of 1961, amounting to \$11,400,000. Sales of \$15,900,000 for all of 1961 were the highest in the company's history.

### Makes Swing Through Europe

In an effort to make its mowers as well known in Europe as in the United Kingdom, Ransomes Sims & Jefferies, Ltd., Ipswich, England, has been demonstrating them on the continent this spring. They have been transported to Italy, Holland, Belgium, West Germany and Switzerland in a special van for showing.

### Doug Sanders Golf Shirts

Doug Sanders golf shirts, marketed through First Flight Co., Chattanooga, Tenn., are 100 per cent cotton, knit for comfort as well as good looks. They are machine washable and come in small, medium, large and extra large sizes. They are available in gray green, light blue, gold, beige, white, black, red and navy.

### Foresees \$66 Million in Sales

Victor Comptometer Corp., Chicago, expects 1962 sales to total \$66 million as a result of a major product line expansion, broader market coverage, and greater operating efficiencies according to a report by A. C. Buehler, chmn.

### Wilkins Promoted by K&M

Lee Z. Wilkins has been promoted to mgr. of market research and product planning of Keasbey & Mattison Co., Ambler, Pa. manufacturer of asbestos-cement pipe, asbestos textiles, thermal insulations, electrical board and sheet packing.

### Sportsman's Golf Corporation Open New Warehouse

Sportsman's Golf Corp. Melrose Park, Ill., has opened a new warehouse in the N. Y. Met.



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