



To light fairways . . .

(like this one at Colonial Palms
Golf Course, Miami, Florida)

To light greens . . .

(like this one at Brookside Golf
Course, Roanoke, Virginia)



To light driving ranges . . .

(like this one at Romdon
Estates, Ltd., Toronto, Canada)

Wide-Lite floodlights give better light for less money!

**MAKE US PROVE IT
SEND COUPON**

WIDE-LITE.

WIDE-LITE CORPORATION

A Division of Esquire, Inc.

In Canada:

Wakefield Lighting Limited

WIDE-LITE CORPORATION

Dept. LB 11

4114 Gulf Freeway • Houston, Texas

Send more golf lighting information. No obligation, of course.

NAME _____

ORGANIZATION _____

ADDRESS _____

CITY _____ ZONE _____ STATE _____

NEW GRIP-GARD SLEEVE



Jackson Bradley, Golf Professional at River Oaks Country Club, Houston, is widely recognized for his mechanical knowledge of the structure of golf clubs and procedures for their repair.

*Patent Pending

Ferrule for golf club grips

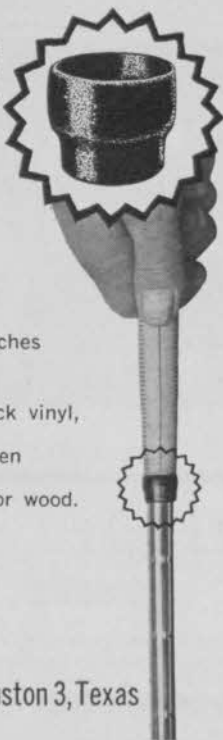
Recommended by JACKSON BRADLEY . . .

PUTS A "FACTORY LOOK" INSTANTLY ON A REPLACED GRIP

Anyone can install in seconds—no skill or experience required. The **only** ferrule that stretches **intact** over the **large** end of a bare shaft and returns to shape.

Made of good-looking, thoroughly baked black vinyl, the Grip-Gard Sleeve* removes forever the problem of wrinkled tapes and jagged ends when replacing golf club grips. Its taper is specially designed to fit the shaft and grip of **any** iron or wood. No glue required.

Inexpensive to buy, easy to install—builds customer good will. Grip-Gard Sleeves have been used on thousands of repaired golf club grips by some of the largest golf repair shops in the Southwest.



PLASTI-GARD CO. 3915 Tharp Street • Houston 3, Texas

A Division of WATCO

2. On this questionnaire should be listed three other members, if possible, that the prospect knows.
3. If No. 2 is not possible, there should be listed at least three well-known individuals in the area who could make recommendations for the prospect.
4. Questionnaire goes to membership committee which, in turn, obtains at least three recommendations for the prospect.
5. If all recommendations are favorable, the questionnaire and the three recommendations to the board.
6. On approval of the board, the president assigns prospect to one of four of the membership team who must interview the prospect. Only this membership team can receive an application from a prospective member.
7. On receiving this application, it is passed back to the membership committee for approval. The name and sponsors are posted on the bulletin board for 10 days.
8. At the end of 10 days the applicant is voted on by the board.

Wallace F. Ardussi New Head of Cleveland District GA

Wallace F. Ardussi, Westwood CC, was elected president of the Cleveland District Golf Assn., succeeding Marvin L. Laronge of Oakwood, at the association's annual meeting, April 26, at Mayfield CC. Arthur D. Hudnutt, Elyria CC, was elected First vp; Clarence K. Snyder, Acacia, Second vp; Owen C. Obetz, Chagrin Valley, treasurer and Creighton Miller, Shaker Heights, counsel. Harry C. Pollock, Mayfield, was reelected secretary. There now are 35 private clubs in the association. Martin Morrison, founder and chairman of the CDGA caddie scholarship foundation, reported that the organization since its beginning in 1940 has helped 131 caddies through college. Most of the caddies have attended schools in Ohio or the eastern part of the country.

Herb Graffis, editor of *Golfdom*, spoke on "Growing Pains of Golf Business," pointing to the rapid growth of women's golf, the scope of golf car service and clubs' sudden and vigorous awakening to the unfair beating they're taking on taxes, as the three major current developments in the golf business.

From the originators of the Golf Car Battery



NEW
more powerful electric
golf car battery

GUARANTEED FOR 24 MONTHS*

Here's an all-new, rugged, electric golf car battery — the most powerful you can buy—from the originators of the golf car battery.

It can travel up to 36 holes with its extra deep reserve of power and come bouncing back for more after recharging. And it's built to be recharged again and again and again.

There's extra power, extra distance in this G-N 'toughie.' Jounce it . . . jar it . . . travel up hill or down . . . stop . . . go . . . all this in any kind of weather.

This battery, the result of years of intensive research, laboratory and field testing, is designed expressly for golf car use.

These Gould-National features make it rugged . . . powerful . . .

**Pro-rata service adjustment*



**EXCLUSIVE
GN-300
HI-TENSILE
CONTAINER**

Built to take
abuse of rough
course operation.



**SPECIAL INDUSTRIAL
TYPE
PLATE DESIGN**

Controls over-
charging...great-
est golf car bat-
tery killer.



**FLIP-TOP
VENT CAPS**

No lost caps . . .
easy to fill, pre-
vents electrolyte
leakage.



**FAMOUS
DEEPWELL®
CONSTRUCTION**

More electrolyte
working on great-
er plate areas
. . . more power.



SEPARATORS

Double insula-
tion of rubber
and glass pro-
tects plates.



AUTOMOTIVE BATTERY DIVISION
GOULD-NATIONAL
BATTERIES, INC.

St. Paul 1, Minnesota

®DEEPWELL is a registered trademark of GOULD-NATIONAL BATTERIES, INC.



Kentucky PGA Holds Third Spring Business Confab

Making golfers happier while making money for the pros was the theme of the Kentucky PGA section's third annual spring business meeting at Big Spring CC, Louisville, April 2. About 100 pros from Kentucky and adjacent states attended the conference.

Kentucky section pres., Gordon Leishman, opened the business school session by introducing Dick Tarlow of Brockton Footwear. Tarlow said the fundamental thing in successful golf shoe selling is the fit and that with 27 sizes, 80 per cent of men golfers can be exactly fitted. The biggest seller is the 9½D. He advised against spreading too thin on sizes.

Joe Aubuchon of Ernie Sabayrac, Inc., said the four points essential to successful merchandising at pro shops are: (1) buy right lines; (2) display attractively; (3) train shop personnel and (4) make use of storekeeping records.

John Barr, III, First National Lincoln Bank, urged professionals to discuss their

business with their bankers and make use of bankers' services.

Inside the Clubhouse

E. E. Johnson, Belle Meade CC, Nashville, Tenn., gave his colleagues an excellent short course in shop design and merchandising methods. He advocates a shop that is located within the club building so business can be carried on in bad weather. He stressed the value of changing shop displays often, and of making use of gift wrapping.

Bobby Nichols, personable young tourney star, told the Louisville delegation of his playing methods and experiences. Don Ackerman explained the handicap computing system of United Sports Averages, Inc.

Tom Sams, pres., Kentuckiana GCSA, outlined a program for mutual benefit of player, supt. and pro. Wade Stith of Lynn Rowley Co., Muskogee, Okla., spoke and showed films of the use of Bermuda-grasses in Kentucky. Bud Beirne demonstrated the Adjust-O-Measure and Adjust-O-Matic machines in fitting clubs and altering lofts and lies as needed. Don Fischesser described PGA activities, par-

THE IMPORTANT NAME TO LOOK FOR WHEN YOU BUY A GOLF BALL

Self-confidence—confidence in the equipment—both vital to good golf! And **you** can point with confidence to the name "Worthington" on any golf ball you sell. Worthington knows golf balls—and how to make them **from core to cover**. We've specialized in golf balls since 1904—pioneered most of the major developments since that time. Golf balls aren't just another sideline with us. So whether the ball carries the famous Sweet Shot label, or some lesser known name on a lower priced ball, the Worthington name assures your golfer that he **can** hit it with confidence. As always—every Worthington ball is **guaranteed** to meet the most exacting performance specifications, to give the very maximum in distance and durability that can be built into a golf ball today.

PREMIER NAME IN GOLF BALL DEVELOPMENTS SINCE 1904



Worthington
GOLF INC.

SUBSIDIARY OF VICTOR COMPTOMETER CORPORATION

MORE PROS WEAR AND SELL



ART WALL, JR.
Masters Champion
Ryder Cup Team Star



BOB GOALBY
Los Angeles
Open Champion



than any other golf shoes in the world!

ETONIC . . . first choice of men who really know golf! Again this season, ETONIC leads in fashion . . . in true golf engineering . . . in comfort and performance. They're the world's largest selling golf shoes! That's why golf professionals all over the country recommend ETONICS so enthusiastically — to players who have years of golfing experience and to those who are just beginning. Enjoy ETONICS this season.



GENE SARAZEN
All-Time
Golfing Great



**"CHICHI"
RODRIGUEZ**
Important Young
Puerto Rican Star



JOE CAMPBELL
Beaumont
Invitational
Champion



BOBBY NICHOLS
Rising Young
Texas Star



TOMMY AARON
Fast Climbing
Georgia Ace



BILL CASPER, JR.
U.S. Open Champion
Ryder Cup Team Star



PAUL HAHN
World Famous
Trick Shot Artist

Styles from \$13.95
to \$39.95



7250

7235

7265

7220

**SOLD ONLY
IN PRO SHOPS**

CHARLES A. EATON CO. BROCKTON, MASS.

Fine Bootmakers Since 1876

truly SUPERIOR!

that's why golf gloves
by **CHAMPION** sell better

Just plain and simply, golf gloves by CHAMPION are "made better." The finest leathers and other materials are carefully selected. Then, long experienced craftsmen take great care to sew each glove to exacting standards. Of course, many, many exclusive features in design, most of them patented, also offer the golfer "superiority." Like the famous STA-TITE by Champion (illustrated) with its exclusive patented lastik back. This keeps the palm always smooth and snug without binding.

There is a variety of outstanding golf gloves in the CHAMPION line . . . in a complete range of sizes for both men and women. And, to make golf more exciting, a wide range of fashionable colors are available.

Stock the gloves that are easier to sell!
Write for FREE 1962 catalog.



Champion
GLOVE MFG. CO.
309-11 COURT AVE., DES MOINES, IOWA

ticularly the teaching program, National Golf Day and the new courses and buildings at West Palm Beach Gardens. He had a most interesting story although handicapped by lack of budget figures that PGA members would like to see on the big building project.

Play Open Local Rounds in May; Sectional in June

Practically all of the 36-hole local qualifying rounds for the USGA Open will be played on Monday, May 21. However, the northern California trial round will be played in Oakland on the 18th and those in West Orange, N. J. and for Long Island and Westchester county in New York will be held on the 22nd.

Sectional qualifying rounds, also to be played at 36 holes, will be held on either June 4 or 5. They will be played at Denver, Kansas City, Cincinnati, Memphis, Dallas and Tacoma on the former date; and at San Francisco, Washington, D. C., Atlanta, Chicago, Detroit, Montclair, N. J., and Pittsburgh the latter date.

A total of 150 players, including those who are exempt, will be eligible for the Open itself, which is being played at Oak-

mont CC, Pittsburgh, June 14-16. The 50 low scorers (and ties) following the first 36 holes will be eligible to play the final 36 holes on the 16th. In case of a playoff, the contestants will play 18 holes. If a tie results at the end of 18, the championship will be decided on a sudden death basis.

Approximately \$70,000 in prize money is guaranteed by the USGA. First prize will amount to \$15,000 and the runnerup will collect \$8,000. There will be as many as 50 cash prizes of \$300 or more for pros who turn in scores for 72 holes.

Golf Writer Awards

The Golf Writers' Association of America annual writing awards competition again will be sponsored by Brunswick-MacGregor. The 1961 competition, which drew a record number of entries, saw the top news division prize go to Charles Bartlett of the Chicago Tribune, sec. of the writers' association, with Ray Haywood of the Oakland (Calif.) Tribune winning the feature story first place award.

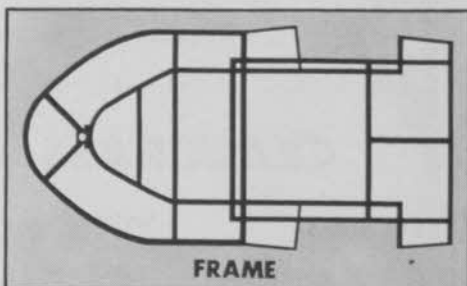
Buyers' Service • 159

8 REASONS, WHY YOU CAN'T BUY BETTER THAN *TeeBirdie*

(YOU CAN PAY MORE)



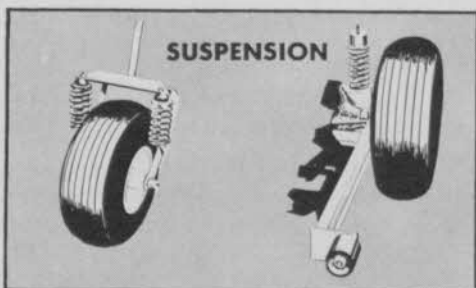
STYLING, BODY, COLOR



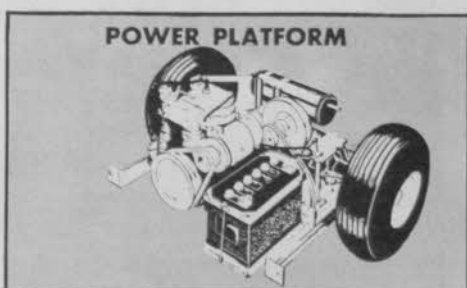
FRAME

1. Continental styling ... Body, Fiberglass, lightweight and durable ... A choice of impregnated colors, Jade, Beige, Red and White.

2. The frame is made of rugged unitized structural steel. Designed for hard daily use.



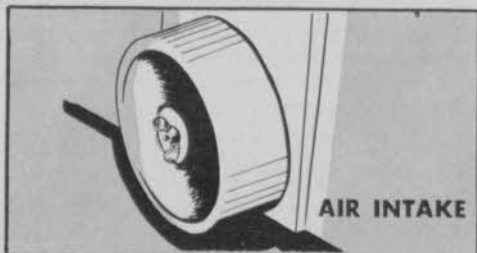
SUSPENSION



POWER PLATFORM

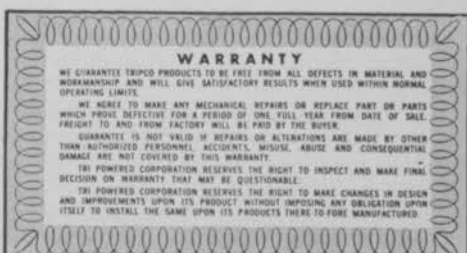
3. Four coil springs are used in the suspension system. Two front and two in the rear. Improved rubber power unit mountings also separate the body from the engine and absorb vibration.

4. The Power Platform has been designed to give easy access to the motor. Should it be necessary to remove, four bolts are loosened and the unit can be lifted out.



AIR INTAKE

5. Dust free air intake ... Fram dry filter is mounted in an easy to service location on the front of the engine compartment.



WARRANTY

WE GUARANTEE TRIPCO PRODUCTS TO BE FREE FROM ALL DEFECTS IN MATERIAL AND WORKMANSHIP AND WILL GIVE SATISFACTORY RESULTS WHEN USED WITHIN NORMAL OPERATING LIMITS.

WE AGREE TO MAKE ANY MECHANICAL REPAIRS OR REPLACE PART OR PARTS WHICH PROVE DEFECTIVE FOR A PERIOD OF ONE FULL YEAR FROM DATE OF SALE FREIGHT TO AND FROM FACTORY WILL BE PAID BY THE BUYER.

GUARANTEE IS NOT VALID IF REPAIRS OR ALTERATIONS ARE MADE BY OTHER THAN AUTHORIZED PERSONNEL, ACCIDENTS, MISUSE, ABUSE AND CONSEQUENTIAL DAMAGE ARE NOT COVERED BY THIS WARRANTY.

TRI POWERED CORPORATION RESERVES THE RIGHT TO INSPECT AND MAKE FINAL DECISION ON WARRANTY THAT MAY BE QUESTIONABLE.

TRI POWERED CORPORATION RESERVES THE RIGHT TO MAKE CHANGES IN DESIGN AND IMPROVEMENTS UPON ITS PRODUCT WITHOUT IMPOSING ANY OBLIGATION UPON ITSELF TO INSTALL THE SAME UPON ITS PRODUCTS THERE-TO-FORE MANUFACTURED.

6. Warranty on all Teebirdie Golf Cars. Gasoline and Electric.

TIRES

7. Optional tire sizes are available to meet your demands. 600x6; 800x6; 950x8 or the Terra Tire.

BRAKES AND WHEELS

8. The brakes are of the internal automotive type. The wheels are split rim, extra wide base and demountable.

TRI POWERED CORPORATION 210 INDUSTRIAL BLVD. AUSTIN, TEXAS

Write for our 1962 Color Brochure



**NOW – PLAN FOR
PERFECT
CONTROL**

of

CRABGRASS and DALLISGRASS

with



PENN – CHEM'S

AMA – 16% ammonium methyl arsonates (liquid)

DSMA – di sodium methyl arsonate (70% powder)

CALAR – calcium acid methyl arsonate

For our new catalogue and complete information

Write **PENN-CHEM PRODUCTS, Lansdale, Pa.**

Exams Required for Membership in Northern California GCSA

Applicants for membership in the Northern California GCSA now are required to take written examinations. This is the result of more than a year of discussion among members to determine the value of such a step, to set up proper examinations and to figure out how to administer them and determine passing grades.

As far as is known, the Minnesota GCSA was the first to give examinations to prospective members. Sample tests were obtained from this group as well as information on how they are administered. Next, Northern Calif. members were asked to submit lists of questions (true and false, multiple choice and direct answer) that were carefully screened by a committee which chose a master list of about 300 questions. Six separate examinations, each containing the three types of questions, were eventually derived from this list. This provides variation so that all applicants do not take the same examination. Questions range from very simple to quite difficult, and vary in the number of points they are worth.

While there is a passing grade for Class A (senior) and Class B (junior) members, room has been left for flexibility by the committee. Points are counted, also, for appearance, attitude and manner. Applicants who fail a test may re-apply at any time to take another examination.

Northern Calif. GCSA feels that this step will help it to maintain a reputation for having members who know their business. It also will do away with the tendency to lower standards to meet the requirements of membership.

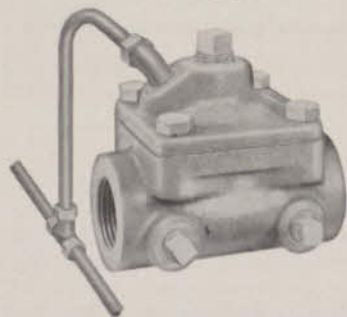
Members Know Work Plan

When there's major work to be done on the Miami Valley GC course in Dayton, O., the members get a letter telling what and why the work is being done and what to expect. This information program was started by H. J. Ziegenthaler, chairman of the grounds committee. It has virtually eliminated complaints about important projects that have to be carried out and made it agreeable to do the required work on the course without delay. Miami Valley members possibly know more about conditioning a course than do members of most other clubs.



REVOLUTIONARY!

This geared sprinkler with 190' diameter coverage when combined with this valve and control tubing and this controller will convert your Q.C. valve system to **fully automatic** in 4 easy steps



AQUA-DIAL

BOX 1325 / NEWPORT BEACH, CALIF.
52 VANDERBILT AVE. / NEW YORK, N. Y.
BOX 27 / 1485 BAYSHORE BOULEVARD /
SAN FRANCISCO, CALIF.

THE LOGICAL WAY TO SHIP GOLF CARS!

Uncrated - Via Enclosed Vans

- ◆ Eliminate Crating and Uncrating
- ◆ Fully Protected from Road Gravel and Weather Damage
- ◆ Finest Modern Vans Carry Up to 20 Cars
- ◆ No Unloading Facilities Needed at Club
- ◆ Cars Ready for Instant Use at Destination in Perfect Condition
- ◆ Obviously the Most Economical Way to Ship!



Phone Mr. Ralph Proetti collect
for Immediate Service



TRANS-AMERICAN VAN SERVICE, INC.

7540 SOUTH WESTERN AVENUE, CHICAGO 20, ILLINOIS Phone HElock 4-1000

Tully Launches Physical Fitness Program; Builds Par 3

BY HARRY C. ECKHOFF
Director, Eastern Region,
National Golf Foundation

Tully English of Grand Island, N.Y., a pharmacist travelling for a large drug manufacturing company in New York State, was told by his physician that he should get more exercise in some sort of a physical fitness program.

After some deliberation, English decided to build a Par-3 course on 20 acres he owned in Grand Island. This would give him the exercise recommended by his doctor and also enable him to play golf — his favorite sport. He began clearing the area in the spring of 1961. Says English: "It was not long before I was playing golf on my small course with temporary and terrible greens. But my wife and I, and many of the neighbors, had a great time all summer anyway".

As he had such an enjoyable season on a makeshift layout, English decided to improve his course and build three

permanent greens. With the aid of National Golf Foundation material and advice of a local consultant, Tully discovered he could do the work himself. A landscape specialist had told him construction of the greens would cost \$1.00 a square foot. English built his first three greens, each 1200 square feet — about 40 feet in diameter, for \$200 each. Says English: "The bent grass is growing very well and with a little patching here and there, they should be ready for play about June 1."

This is a private course. However many golfers in the area have heard of English's project and have asked him to let them use the course and allow them to contribute something to the general upkeep. Because of the many requests, English has decided to allow about 100 players use of the course this year for a small maintenance contribution of \$25.00. This will enable him to maintain the course in good shape and perhaps add three or six more greens next year.

English now has a five year program. He hopes to have at least six holes in play by 1963 and then sell 200 season tickets. When his first nine is completed, his goal is 300 players. If plans