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Dunlop Theme — Three-Way Enthusiasm

Theme of the annual two-day sales meeting of the Dunlop Sports Div., held in Clemson, S. C. in August was "Enthusiasm . . . for customer, product and company." Dunlop's line is being expanded for '64 with the addition of several club models and accessories. The bag line has been revised. At the meeting were: Front row (l to r): Walter Long, Don Atkinson, Oscar Zesch, Howard Kinsey, Paul Van Tiem, Jerry Sheridan, Irving Chappel, Tom McDermott, Bill Witt, Don Harvey, Terry Carney, Paul MacDonald. (Second row) W. H. McKay, vp, mfg., Vaughn Clay, mgr. Westminster, S. C. factory, Joe Bold, Tom Moore, Horace Horton, Larry Gibson, Howard Fahey, John Peters, Bob Mathews, Cal Hall, King Lambert, Hap Langlie, Joe Evans, R. O. Smith, Paul Gibbs, vp, sales. (Third row) Art Reed, Jack Mitchell, Bob Goehle, Eric Jackson, Chick Papousek, John Swalm, Dan Ellis, Wigbert Brau, J. M. Billane, pres., Rex Wilson, Ken Shulsen, Jack McCullough, Art Schoen, Bob Liebe, Stan Panek.

Safari, LP gas water cooler, is a self-contained unit that can dispense drinking water anywhere. It has dual spigots and a high pressure unit for pumping. It is distributed by Safari (H. N. Geisler Co.) Box 4326, Ft. Lauderdale, Fla.

H. Coster Electric Car Sales & Service, PO Box 40083, Indianapolis 40, Ind., will open a new branch in the Cincinnati area on Nov. 1. It will be located at 108 Wyoming St., Lockland, Ohio. The phone number will be 821-4033.

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Orangeburg Sales Engineer



Orangeburg Mfg. Co., a division of Flintkote Co., has named Joseph H. Clark as sales engineer in charge of its Flintite pipe operation in Dela., Md. and Va. A graduate of the University of Florida, Clark has had 14 years' experience in the construction industry in both sales and service work. He is a member of and has held offices in the Home Builders Assn. of Howard county, Maryland.

Gold or Chrome Shower Fixture

The Tiara shower fixture is said to be an ideal luxury gift for men. It features a spray adjustment that gives a fine needle spray to a generous stream. Easy to install, it comes attractively packaged in a gold finish gift box. Of cast brass, the Tiara comes in two finishes, chrome or gold electroplate. Information on prices, etc., can be obtained from PJA, 720 N. Michigan ave., Chicago 11, Ill.



Par-Buster Practice Net

The Par-Buster indoor-outdoor model net can be set up in two minutes, according to the distributor, Par-Buster, 1-AU E. 26th pl., Tulsa, Okla. It has an adjustable target that can be re-set for different clubs. It is constructed of snap-together aluminum tubing and light, strong netting with nylon tapes and cords.

Practice Training Club

Private Pro Co., 1004 E. Jefferson ave., Detroit 7, markets a practice training club with hinged shaft that helps promote a correct grooved swing. It is not a gadget, but a club that breaks when the swing is faulty, and holds firm swung correctly. It is said to help correct hooks, slices and general poor form.

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Two Electric, Two Gas Models in Cushman's 64 Line

Two brand new electric and two gasoline models are included in the 1964 "Golfster" golf car line of Cushman Motors, Lincoln, Nebr. Both



the Champion Electric (shown above) and the Deluxe Electric have been made longer and wider for more comfort and stability and to provide unlimited leg room. The economical "Scotsman" gas model is available with a pickup body for course utility use. A fourth model is the 18-hp Deluxe gas model.

Hagen Christmas Package Makes Ideal Catch-All

Walter Hagen Golf's Christmas package, containing 12 Haig Ultra balls, is a beautiful and sturdy sliding drawer style case. It is available in black or white and makes an ideal catch-all jewel box or can be put to other utility uses. Monogramming of the box can be arranged

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through the Hagen rep or by writing to Joe Dragoon, Walter Hagen Golf, 901 Godfrey ave., S. W., Grand Rapids 2, Mich.

Solid Ceramic Tee Markers



American Clay Forming plant, Tyler, Tex., a division of Ferro Corp., has entered the golf course equipment field with a complete line of solid ceramic tee and fairway distance markers. They are available in red, blue, yellow and white and have imbedded rust-

proof pins. Colors are fired-in at high temperatures and the 5½ inch diameter spherical markers have a glass-smooth surface. The markers are practically unbreakable and sit high off the turf to permit trimming.

American Mat Has Aluminum Frame for Entrance Mats

An extruded aluminum frame which insures perfect fit of entrance mats into recesses is marketed by American Mat Corp., 1802 Adams st., Toledo 2, O. It prevents out-of-square recesses, gives longer mat life and insures greater safety underfoot. Mats and frames are fabricated at the AMC factory and furnished ready for installation.

Buyers' Service • P143

Classified Ads • P140



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Carolina CC Uses Golfsters to Navigate Rugged Terrain

Carolina CC in Raleigh, one of the hilliest courses in the Southeast, started using Cushman gas-powered Golfsters early this year and, ac-



cording to Dick Bird, assistant pro (in photo), they have worked out exceptionally well. "They stand up to our rugged terrain better than any cars we've ever had," says Bird in praising the 15-car fleet. The Golfster is equipped with low profile 8.00 x 6 tires which distribute the car weight to prevent turf damage and reduce course repair and upkeep.

Describes Cultivating Action

In describing the cultivating action of its Aerifier spoon, West Point Products Corp. says

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it scoops out a core of soil so that surrounding packed soil has room in which to expand. This makes an opening from the surface to the root zone so that air, water and fertilizer are admitted. It also loosens the walls of the openings so that roots can penetrate into the surrounding soil.

Handle Sales Promotion for Hardie Manufacturing

American Pulley Co., 4200 Wissahicken ave., Philadelphia, has named Robert F. Potteiger director of marketing

and Leo Miller general sales manager of both Hardie Manufacturing Co. and American. Potteiger is concentrating on marketing and sales promotion for both divisions, and Miller is serving as coordinator



Potteiger

Miller

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*see pg. 57

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H. Mizutani (center), president of International Sports Corp., Tokyo, has just placed a \$100,000 order with the AMF/Ben Hogan Co. for delivery of golf equipment to Japan. Jack Blades (l) Hogan vp, and Lyne Price, sales vp, figured in the negotiations. Sale was biggest single one for the Hogan firm.

Develop Backhoe Mounting for Two IHC Tractors

International Harvester Co. has recently introduced its 3120 Backhoe for mounting on the International T-340 and TD-340A series crawler tractors. The backhoe can dig to a depth of 12 feet. It has an exclusive two-pump hydraulic system that delivers constant full power for digging

operations. This provides one circuit for the operation of swing and stabilizers and another for bucket, crowd and boom lift cylinders. Steel tubing is used in all hydraulic lines to reduce chances of failure except at points where flexibility is required. Several other features are incorporated in the 3120 backhoe, according to International Harvester.

Instruction Booklet with Wilson Gift Ball Package

Wilson Sporting Goods Co. is highlighting its Christmas Golf Ball Gift Pak which includes what is said to be a revolutionary instruction booklet, "From Tee to Cup". The booklet contains a self-analyzer section and chart that enables a player to examine his game stroke by stroke. It is offered in a de luxe vinyl cover with the 12-ball pack. Six-and three-ball packs are also available.

Two Smith-Douglass Products

Smith-Douglass, Norfolk, Va., suggests two products for promoting thicker and better turf. One is its Nutro Turfgrass food, a 10-3-7 mixture, to produce quick growth, and the other is Nutro Supreme (15-5-5), said to be extra high in slow release U-F and safe to use any time.

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Skinner 5-500 Sprinkler on Skid Base (at 30 psi—66 ft. dia., 4.2 gpm)	5.85
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Tee Tongs Said to Make Teaching Less Wearisome



Harry Cooper Tee Tongs, marketed by Product Counselors, 78 Fifth Ave., New York 11, make life easier for the old pro and certainly don't hurt the young one. They are used to spot ball on tees and do away with stooping and bending during teaching or practice sessions. The tongs are 41 inches long and are made of seasoned white pine. One of their features is a special tip-gripper for easier pick-

up. A Caddy Box, sold with the tongs, makes it easier to hold or grasp the tongs between shots. Tee Tongs have been tested and approved by Lighthorse Harry Cooper.

Shaw Heads Fiber Research at Certain-teeed

Appointment of Dr. Myril C. Shaw as fiber research specialist for the pipe div. of Certain-teeed Products Corp., Ardmore, Pa., was recently made. He has been specializing in this type of research for the last 17 years. Shaw formerly was executive director of Asbestos Textile Institute and worked closely with governmental and private agencies in testing and materials research. He is a graduate of the University of Pennsylvania, where he got his B. S. and M.Sc. in ceramic engineering, and of Ohio State U., which awarded him his Ph.D.



New Ball O-matic Dispenser Unit Holds 4,000 Golf Balls

The new 3A Ball Dispenser, made by Ball-O-matic, 2314 Broadway, Denver 80205, Colo., is said to accurately count and dispense a set number of golf balls. It is front loaded and has a pilfer-proof coin box. It is front loaded and has a on all parts except electrical, which carry a one-year warranty. More than 4,000 balls can be stored in the 30 x 31 x 34-inch forest green, baked enamel dispenser. An optional base cabinet serves as a stand for the unit and provides additional storage for balls and buckets. Intercom and a remote control ball release also can be obtained with Ball O-matic's 3A.

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Showing of New Woods, Irons Highlights MacGregor Sales Meet

The MacGregor sales meeting, held in Cincinnati in August, was highlighted by the show-



William Miller, Brunswick marketing vp, Tony Penna, designer, and R. D. (Bob) Rickey, MacGregor, pro golf vp, at MacGregor sales meeting.

ing of new DX Tourney woods and irons in addition to balls, bags and accessories. Colorful slides, with a narration by Designer Tony Penna, dramatized the story of the new lines. An enlarged hitting area, patented special back design and "built in forward press" are features of the new woods. The MT Tourney irons' ceramic face is being retained and the top line Armour clubs have improved stampings and color-coordinated rings on the adaptors. Pro line utility

irons include the Penna sand iron, a No. 11 pitching duty iron, the Expeditor, and the Run-Up, a new utility club.

Appoint Four Grais Distributors

Rubin Grais & Sons of Chicago recently appointed four distributors to handle its Dow Finsterwald and Mickey Wright golf jackets. They are Great Lakes Golf Ball Co., Oak Lawn, Ill.; E. J. Smith & Sons Co., Charlotte, N. C.; Winter-Dobson, Dallas, Tex.; and The Golf Mart, Inc., Birmingham, Mich. The lightweight, washable jackets have action features that make them a popular pro shop item.

Kohler Designs Engines to Withstand Blizzards

Winterized engines designed to withstand blizzards and Arctic temperatures have been developed by Kohler Co., Kohler, Wis. They are air-cooled with special housings and other features to ensure easy starting in severe cold. Special features include a fitted boot to keep the spark plug dry; anti-clog venting on the fuel tank filler cap; and anti-icing design in the large diameter recoil starter. In addition to these, certain standard features are said to make all Kohler engines adaptable to cold weather operation. Winterized engines are available for such as snow throwers.

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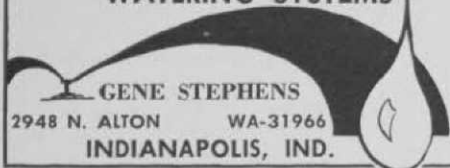
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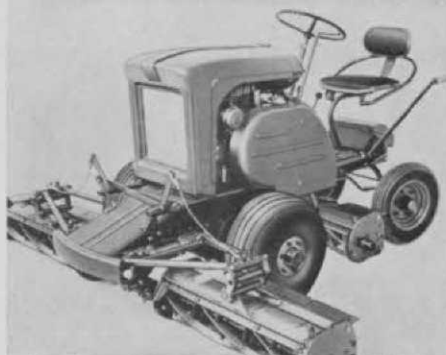
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Ransomes' Motor Triple Mower Is An All-Weather Unit

Ransomes, Sims & Jefferies, Ltd., Ipswich, Eng., recommends its 86-inch Motor Triple mower for the cutting of large areas. Three individ-



ually power-drive cutting cylinders, which can be driven independently, are placed inside the land wheels, giving the operator clear, all-around vision and the machine a low center of gravity. The Motor Triple has power steering pedals which can be quickly coupled for normal braking when the unit is transported. The mower also has grass guards and balloon tires that make it possible to use the unit under practically all weather conditions.

Soil-Gard Controls Erosion, Protects Grass Seedbed

Miller Chemical & Fertilizer Co., Baltimore, Md., is marketing a spray-type liquid mulch, Soil Gard, that is said to give excellent control of erosion and seed protection on any area where grass is grown. The product, formerly known as Soil-Set, is a liquid elastometric emulsion manufactured as a concentrate. It is diluted in water, sprayed, and forms a web-like film on the surface of newly seeded soil. Besides keeping the seed intact it holds heat and moisture in the soil. A gallon of Soil Gard covers 300 to 600 square feet, depending on the degree of slope and expected water runoff. Several courses have used the product in erosion control. It is non-flammable, non-toxic and completely safe with plants and animals, according to the manufacturer.

Spalding Doubles Net in 9-Month 1963 Period

For the nine months ending July 31, A. G. Spalding & Bros., Inc., had a net income of \$1,402,000 or \$1.43 a share against \$600,000 or 61-cents a share in a like 1962 fiscal period. Net earnings for the quarter ended July 31 were \$617,000, compared to \$239,000 in 1962. Income tax for the nine-month 1963 period amounted to \$1,570,000 and \$27,000 was set aside for amortization of goodwill. A five cent per share cash dividend was declared by Spalding. It is payable Oct. 15 to record stockholders of Oct. 1.



Ben Hogan Fashion/Colour woods give the woman player a choice of five designer colors — celestial blue, luna white, galaxy gray, dawn pink or astro aqua. They are fitted with Hogan "L" shafts and slip-proof grip.

Trade Briefs

Wittek Golf Range Supply Co., 5128 W. North ave., Chicago, has been named distributor for the new 3A Ball-O-matic ball dispenser in Ohio, Ky., W. Va., Tenn., Ark., Mo., Ill., Mich., Ia., Minn., N.D., S.D., Can., western N. Y.

Pedersen Manufacturing Co., Wilton, Conn., has appointed Bob MacGregor sales rep in the New York metropolitan area. He has been in golf equipment sales work for about ten years and is the son of Jim, a well known Eastern home pro.

One of the winners in AMF's awards program for outstanding recreation field writing was Dr. Paul Dudley White, the well known heart specialist who helped pull Dwight D. Eisenhower through several years ago.

U.S. Rubber Co. recently named the Benton & Bowles agency to handle its 1963-64 advertising of U.S. Royal balls, clubs, bags, etc.

Phil Geisler Sales Co., Galena, Kans., now is representing Consolidated Pipe Co. in Iowa and part of Neb.

Charles Harmon has been appointed pro and manager of the AMF/Ben Hogan pro shop in New York. He was formerly pro at High Ridge CC, Pound Ridge, N. Y.

Oragneburg Mfg. Co., a division of Flintkote Co., New York, recently completed installation of a second production line at its Ravenna, O., asbestos cement pipe plant.

According to Phelps Dodge Refining Corp., 300 Park ave., New York 22, when the New York state amateur was played at Westchester CC in Rye, all ponds on the course were given the copper sulfate treatment prior to the tourney to clear them of weeds and sum.

A "galaxy of stars" (pertaining to salesmen) was the theme of the three-day sales meeting of General Battery & Ceramic Corp., Reading, Pa., held in Sept. About 100 officials and sales reps attended.

When Warren's Turf Nursery, Palos Park, Ill., supplies a motel, club or home owner with a bluegrass green, it also provides cups, flags, lawn food, broadcaster, do-it-yourself booklet and irrigation equipment.

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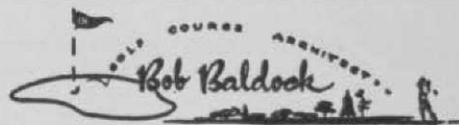
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Greenkeeper, College man, florist grower 21 years, present asst. greenkeeper at one of the Eastern leading courses, married, sober, best references, East preferred. Address Ad 1005 c/o Golfdom

Golf Pro — interested in Winter job — prefer Southern Calif. Experienced in shop work, excellent teacher. Address Ad 1006 c/o Golfdom

ESTABLISHED AGENT COVERING KANSAS, OKLAHOMA AND WESTERN MISSOURI, WISHES FIRST GRADE GOLF EQUIPMENT LINE AND SPORTSWEAR LINE. ADDRESS AD 1007 c/o GOLFDOM

PRO — EXPERIENCED IN ALL PHASES OF COUNTRY CLUB OPERATIONS, CAN ASSUME A DUAL ROLE IF NECESSARY. THE ULTIMATE OF REFERENCES FROM ANY LEVEL. WHAT HAVE YOU TO OFFER? WILL INVITE AND BE SUBJECT TO ANY INQUIRIES. ADDRESS AD 1008 c/o GOLFDOM

3 year college man, 21, desires golf career. Power hitter, excellent potential, 6' 3", 200 lbs., good appearance, 9 years playing experience, will accept any worthwhile opportunity. Jim Bartleson, N2118 Hemlock, Spokane 12, Washington

WORKING GREENS SUPERINTENDENT AVAILABLE SOON. 18 YEARS NATIONWIDE EXPERIENCE, MAINTENANCE, CONSTRUCTION, REMODELING, MECHANICS, GCSAA MEMBER, A-1 REFERENCES. YOUR REQUIREMENTS FULFILLED. ADDRESS AD 1018 c/o GOLFDOM

Greenkeeper — with exceptional ability in construction and maintenance, desires connection with Club requiring services of reliable and capable Greenkeeper. Complete knowledge of all Northern and Southern grasses, Bents and soils, fertilizers, fungicides, machinery and irrigation systems. Wife also available to work in Pro Shop or Clubhouse. Excellent recent reference. Address Ad 1019 c/o Golfdom