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MANUFACTURERS' SALES MANAGERS**

If your company is not making its proper quota of sales due to lack of **FREQUENT PERSONAL CALLS** on the pro shops in the State of Illinois, we may be your economical answer for 1964. We are equipped to do some local warehousing, billing, collecting, servicing, etc. and will act as your rep, salesman, agent or whatever concentrated service you may need in this area. Address Ad 1017 c/o Goldfom

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MANAGER wants private club for winter in south or west. (Would consider year-round). Experienced in all departments. Excellent references. Address Ad 1023 c/o Goldfom

SUPERINTENDENT, GCSA MEMBER, 17 years experience in resort, semi-private and private operation, desires change for 1964. Married, two children, age 44. Eastern location preferred. Will consider pro-superintendent. Address Ad 1025 c/o Goldfom

Superintendent, experienced in construction, remodeling and maintenance, desires position with Club that will appreciate the best. Lee House, 622 Brunson Ave., Birmingham, Ala.

PRO-GREENS SUPT. DESIRES CHANGE IN '64, 30 YEARS EXPERIENCE IN GOLF AND TURF ON SMALL AND LARGE LAYOUTS. ADDRESS AD 1020 c/o GOLDFOM

PRO — DESIRES PRO OR ASSISTANT JOB, WELL EXPERIENCED, GOOD INSTRUCTOR, 17 YRS. IN GOLF, MARRIED — NON-DRINKER, COMPLETE RESUME UPON REQUEST. ADDRESS AD 1028 c/o GOLDFOM

Greens Supt. with 25 years experience desires change. Well qualified in all phases of golf building, rebuilding and maintenance. At same course 21 years. Available now or later. Good references. Address Ad 1029 c/o Goldfom

RETIRING AF OFFICER DESIRES POSITION AS CLUB PROFESSIONAL, PREFERABLY NEAR CITY, 35 YEARS EXPERIENCE, TWO HANDICAP, RESUME, CHARACTER AND CREDIT REFERENCES AVAILABLE, MAJOR G. W. MCENTIRE, 101 TURTLE CREEK, WACO, TEXAS

CLASS "A" PGA PRO AND/OR MANAGER WITH 17 YRS. EXPERIENCE, WIFE ASSISTS AND ALSO HAS KNOWLEDGE OF ALL PHASES OF GOLF CLUB WORK, PREFER OHIO BUT WILL GO ANYWHERE. ADDRESS AD 1030 c/o GOLDFOM

Golf Supt. desires change for 1964. Prefer course under or planning construction in Western Va., South-east O., Eastern Ky., or W. Va. Address Ad 1031 c/o Goldfom.

PGA — CLASS A, COLLEGE GRADUATE, MARRIED, DESIRES POSITION AS "PRO" FOR SUMMER SEASON 1964 NEW ENGLAND OR N. Y. STATE RESORT AREA, THOROUGHLY EXPERIENCED ALL PHASES GOLF — EXCELLENT PROMOTOR, FORMERLY TOURNAMENT PLAYER — GOOD APPEARANCE — EXCELLENT CREDIT RATING — TOP REFERENCES. ADDRESS AD 1032 c/o GOLDFOM

PROFESSIONAL-SUPERINTENDENT EXPERT INSTRUCTOR EXPERIENCED CONSTRUCTION COURSE DESIGN CLUB ORGANIZATION NORTHERN SOUTHERN GRASSES member PGA GCSAA. Desires winter employment. Would consider satisfactory permanent position. Available December. Address Ad 1034 c/o Goldfom

EXCELLENT INSTRUCTOR WITH GOLF RANGE MANAGEMENT AND PROMOTION EXPERIENCE. Can increase business at your range, Par 3 or standard course this winter. Have Graph-Check camera, PGA member. Available Nov. 15. Address Ad 1035 c/o Goldfom

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EXCELLENT OPPORTUNITY for southern pro desiring summer location: PGA member experienced in all phases of golf to assist pro-manager at new Pennsylvania course. Please send resume and salary requirements to Ad 1011 c/o Goldfom

WANTED — MANAGER FOR DAILY FEE GOLF CLUB. PLEASE WRITE AD 1012 c/o GOLDFOM GIVING FULL PARTICULARS OF EXPERIENCE, ETC.

PGA — Pro-Greenkeeper — new municipal course to open in Bangor, Maine, in spring of 1964. Man needed immediately. 9 hole course with additional 9 holes to be constructed in 1964. Salary open. Address Recreation Director, City of Bangor, Bangor, Maine.

Will interview for Greens Superintendent at leading South Louisiana Private Country Club. Must know Turf Maintenance and Machinery. Oakbourne Country Club, Box 2764, Lafayette, La.

Greens Superintendent — Experienced Perfectionist. Must be able to maintain Golf Course and grounds in manicured condition. Knowledge of course construction and maintenance of equipment important. Locate in Philadelphia, Pennsylvania area. Reply stating full qualifications and experience. Address Ad 1020 c/o Goldfom

Couple needed as greenkeeper, maintenance man, life-guard, domestic help in home and in club at nine hole course and swim club in central Connecticut. Apartment available. Address Ad 1024 c/o Goldfom

Salesman — Golf Cart line — 3 yr. guarantee — 12 inch wheels — resale & rental model — rental \$17.50 — resale \$29.95 retail — Cart strongest on market. Please send replies to Goldfom Box 1026. References and territory outline imperative.

Help Wanted — Greens Supt. — 18 Hole Course. Man with only Northeast experience need apply. Mail to P. O. Box 445, Beverly, Mass.

GOLF COURSE SUPERVISORS WANTED — The City of Philadelphia needs two golf course supervisors who have had at least four years experience in caring for and maintaining golf course grounds, including two years as a supervisor. Must be capable of supervising golf course operations and maintenance. The starting salary is \$5,126 per year with four yearly increments to \$6,152 per year. Excellent fringe benefits! For information apply to Steve Henry, 792 City Hall, Philadelphia, Pennsylvania 19107.

Immediate opening for Country Club salaried Manager to be in charge of all facilities: consisting of modern clubhouse, pool, pro-shop building and nine-hole golf course with grass greens. Membership is 250. Year round activities. Progressive Missouri town of 15,000 about 100 miles from St. Louis, Missouri. Responsible to Board of Governors of nine men. Address Ad 1036 c/o Goldfom

Manager, large range at Myrtle Beach, S. C., Mar.-Nov. References must show highest integrity and responsibility. Good salary, shop sales, lessons and quarters. Or, assistant for night shift only. Days free for golf. Salary, shop sales, lessons and quarters. James Bryan, 510 Valley Road, Charlottesville, Virginia

Growing community in Pa. needs Pro with some Greens experience for the 1964 season, nine hole course fully equipped. State experience and salary expected when answering thru Ad 1037 c/o Golfdom

Mexico's largest manufacturer of hand made leather goods needs salesmen to call on golf and country clubs, pro shops, etc. throughout the U.S. to introduce completely new line. No competition. Offers wonderful opportunity for the right men. Contact: Fred H. Hayden, 1317 Robin Road So., St. Petersburg 7, Florida

MISCELLANEOUS

WE MANUFACTURE IRONS, WOODS, PUTTERS TO YOUR SPECIFICATIONS AND TRADEMARK (JOBING QUANTITIES). WRITE FERNUQUEST & JOHNSON GOLF COMPANY, COLMA, CALIF. FOR PARTICULARS

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WANTED FOR CASH

OLD GOLF BALLS — RETRIEVED FROM PONDS, GOLF COURSES ETC.

Cut or bumped \$0.24 per doz.
Off brands and slightly nicked 1.56 per doz.
Round and perfect \$1.25 brands
for refinishing 2.40 per doz.

At above prices, freight to be prepaid by shipper. Send for shipping tags and instructions

NOTE — Golf Driving Range Culls not wanted at present.

We are nation-wide Distributors of the finest in Driving Range, PAR 3 and Miniature Course equipment — balls, clubs, mats etc. Send for our current supply catalogue.

NORTHERN GOLF BALL CO

2350 W. Roscoe Street Chicago 18, Illinois

Wanted to lease — 9 hole golf course with option to buy. PGA Professional and Golf Course Superintendent Assoc. Twenty years experience. Write P.O. Box 28, Mt. Gilead, Ohio

Golf Course Wanted — located in well populated area or active resort. Must have adequate facilities and equipment. Additional acreage necessary. Address Ad 1014 c/o Golfdom

GOLF COURSE WANTED. Lease with option. Will improve course. Financially responsible. Prefer south-west Ohio. Will consider others. Address Ad 1015 c/o Golfdom

Nineteen 30 foot long 3 inch diameter steel poles, wired; 24 brackets of 5-500 watt sealbeam lights (Par Light Mfg. Co.) used on range and Par 3 course one year. One Dyna Fog Jr. machine. Make offer. G. Hammond, Merry Acres Golf Ranch, Columbus, Georgia.

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Up to 50% discount on many items for tees, greens, traps, mower and other repair parts, to balance inventories at season end. Postcard brings detailed reply. S.E.S. Box 2, Wayne, New Jersey

FOR SALE — Golf Course & Park Supply manufacturing Business, Segments for sale \$5,000 up. Could be run as side line by Supt. or Pro for second income. Owner has other interests. Also want sales representatives in various areas, very small investment for high profit. Address Ad 1016 c/o Golfdom

FOR SALE, TWO THOUSAND DOZ. USED U.S. RANGE GOLF BALLS, USED ONE SEASON, \$2.00 PER DOZ. F.O.B. JOHN H. JOHNSON, 9 MOUNTAIN ROAD, WAYNE, N. J. PHONE OX4-2150.

For Sale — 18 hole Par 71 Public Golf Course, North-end W. Va. Clubhouse, locker room, with residence 2nd floor, 3 Ford Tractors, 2 — 7-gang mowers, all necessary equipment & tools for operation, equipment garage. 165 acres. \$125,000. Owner, 68, wishes to retire. Address Ad 1021 c/o Golfdom

FOR CLUBS HAVING HEAVIEST PLAY IN WINTER — 1963 GOLF CAR FLEET AVAILABLE ON LEASE BASIS. October to May. Lease terms highly favorable since same fleet is used at Northern resorts June to September. Sandymac Corporation, Benzonia Michigan.

USED GOLF CARS \$225. WINTER STORAGE FOR 100 CARS AVAILABLE. FLEET MAINTENANCE SERVICE CONTRACTED. R. SLOTTEN, 414 N. GARFIELD ST., LOMBARD, ILL. MAYFAIR 7-6266

Wanted — Fairway Mowers used in good condition complete with hitch. State make, price. Bowdle Golf Club, Bowdle, S. Dak.

Golf Course Wanted — Lease with option to buy — 9 or 18 holes — New England, New York, Penna. preferred. Address Ad 1033 c/o Golfdom

CASH FOR BALLS

Old Golf Balls—from Ponds, Golf Courses, etc.

Cuts and bumps \$.36 per doz.

Off Brands and slightly nicked 1.56 per doz.

Round and perfect \$1.25 brands

for reprocessing 2.40 per doz.

At prices above — shipper prepays freight.

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Golf Driving Range culls not wanted.

ALL STAR PRO GOLF COMPANY

120 South Main Street, Clarion, Iowa

FOR SALE — TOTAL GOLF COURSE EQUIPMENT from Ford Tractor, 5-gang mowers, greens mowers, sod cutter etc. through to flags, cups, miscellaneous tools. All equipment less than one year old and in excellent condition. Address Ad 1038 c/o Golfdom

Golf Course expansion money available on a sale and percentage lease back basis. Also, interested in buying for lease back, 3 courses in Indiana. Courses must be existent with provable records of play and must be financially solvent. Public, semi-private, private or municipal. Address Ad 1039 c/o Golfdom

3 Lawn Sweepers each 3' wide with metal frame hitch, 3 canvas baskets Springfield, Parker Pattern & Foundry Co., Ser. No. H 76, Model No. PS 47. T. P. Phillips Building Company, 208 S. La Salle Street, Chicago 4, Illinois

Big Turnover in the Amateur

In the 62 years the National Amateur has been played, there has been a remarkably large turnover in participants, according to the USGA. The annual average has been about 48 per cent. Of 5,469 match play spots in the Championship, since it was started in 1895, 2,619 have gone to newcomers and 2,850 to veterans. The turnover, according to Bill English of the Oklahoma City Daily Oklahoman who dug up the figures for the USGA, is due to the fact that players have to take time off from their jobs and pay their own expenses in getting to the Amateur site. It hasn't always been convenient for them to do one or the other or both.

Buyers' Service

Check off your Needs, tear out and mail this sheet to **Goldom, 407 S. Dearborn St., Chicago 60605, Ill.** You'll get prices, literature direct from the sources of supply.

Golf Course

- Aerifying equip.: Fairway
- green
- Algae Killer (ponds)
- Architects: course house
- Ball mark repair tool
- Ball Washers
- Ball Washing Compounds
- Batteries (golf car)
- Benches (tee)
- Bent grass stolons
- Bermuda Stolons
- Brown-patch preventatives
- Color spray for turf
- Compost mixers
- Crabgrass control: Regular
- Pre-emergence
- Crabgrass control machine
- Custom Stone Picking
- Drinking Fountains
- Fertilizers Solid Liquid
- Flags (greens) Flag poles
- Flag pole reminder signs
- Fungicides
- Golf Cars: Elec Gas
- Golf course furniture
- Hole cutters
- Hose clamps
- Humus
- Hyd. lift haul carts
- Insecticides
- Irrigation consultants
- Landscape Contractor
- Lapping-in Machine
- Lighting equip.: Miniature
- Par-3 Regulation Course
- Pract. green Park
- Miniature Course Const'n
- Min. Course Obstacles
- Min. putting surface (felt)
- Mowers: putting green
- rotary tee
- fairway rough
- hand
- Mower Grinders
- Peat Moss
- Pipe
- Putting cups
- Seed: fairway green
- Seeding (spray-mulch)
- Seepage stopper (ponds)

- Shelter house: car shower
- Signs (Illuminated & Revolving)
- Signs — yardage, etc.
- Sod cutter
- Soil conditioner
- Soil screeners Soil shredders
- Soil Pasteurizers
- Sprayers: power hand
- Spreaders: seed fertilizer
- topdressing
- Spikers: greens fairway
- Sprinklers: f'way green
- Stone picker (mechanical)
- Sweepers
- Sweepers-mulchers (turf)
- Swimming pool paint
- Tee Markers
- Tee Shelters
- Thatch removing machine
- Tractors
- Trailers (utility)
- Trees Shrubs
- Trucks (utility)
- Turf consultants
- Water systems, fairway
- Weed chemicals
- for turf for water
- Golf car radio
- Golf car trailers
- Golf car transmissions
- Golf car protector
- Golf gloves
- Golf grips: Leather Comp.
- Golf Practice Devices
- Golf shoes
- Golf Shoe Brush & Scraper
- Golf Shoe Cleaners —
- Tee and entrance
- Grip slip preventative
- Handicap Computer (auto)
- Handicap rocks cards
- Insect bite lotion
- Insect repellent
- Lighting equip. — range
- Mech. Range Ball Retriever
- Name labels, for clubs
- Practice driving nets
- Practice Putting Devices
- Rubber-spiked Overshoes
- Score cards Charge checks
- Score card & pencil Tee Box
- Shoe Deodorizer
- Sportswear: Shirts Socks
- Sport jackets Rain jackets
- Windbreakers Slacks
- Bermuda shorts:
- Ladies Men's
- Tee bag racks
- Tee mats
- Teeing device (automatic)
- Trophies

Pro Shop

- Bags: Canvas Leather
- Bag storage racks
- Bag carts electric
- Bag Tags — Guest Tags
- Balls: Regular Range
- Ball dispenser (coin operated)
- Ball Name-Markers
- Ball Markers — for greens
- Ball retriever
- Ball Striper (range)
- Ball washer
- Ball washer, counter & dispenser
- Batteries (golf cars)
- Battery chargers
- Caps and hats
- Cash Registers
- Charge books: pro shop
- green fee
- Clubs: Woods Irons
- Putters Range
- Club head covers
- Club repair supplies
- Floor covering (spike resistant)
- Gasoline motors (golf car)
- Golf Cars: Elec Gas

Club House

- Bath mats
- Bath slippers
- Disinfectants
- Duplicating machines
- Floor coverings
- Folding Table (Banquet)
- Greeter pins
- Health baths
- Link Type Mats
- Locker Name Plates
- Lockers
- Locks (combination) for lockers
- Printing
- Runners for aisles
- Rugs
- Towels (golf, disposable)
- Trays (with club emblem)
- Vinyl wall covering

Send information (please fill as completely as possible)

To: Name _____ Your Title at Club _____
 Club _____ Address _____
 Town _____ Zone (____) State _____ Check if new club
 (see reverse side)

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ESTABLISHED 1927

THE MAGAZINE OF GOLF BUSINESS

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Each month GOLFDOM presents the latest, most practical ideas on golf club and practice range administration, management, maintenance and service . . . for time, labor and money-saving guidance.

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GOLFDOM, 407 SOUTH DEARBORN STREET, CHICAGO 5, ILLINOIS

Club or Course Name No. of Holes
Mail Address Year Started
City Zone State

PLEASE CHECK, BELOW, TYPE OF COURSE

Private Semi-Pvt. (Fee) Municipal (city, county or state owned)
Par 3 Military School Company owned Range

President Zone

Add. City State

Manager Zone

Add. City State

Course Superintendent or Greenkeeper Zone

Add. City State

Professional Zone

Add. City State

USE REVERSE SIDE FOR BUYERS' SERVICE INFORMATION

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Swinging Around Golf

(Continued from page 126)

of Mid-Ocean Club Invitation . . . According to Doc Giffin, who handles publicity for the PGA circuit, seven of the first 33 pro tournaments ended in ties this year . . . Last year, 12 of 48 events required playoffs.

Paulini & Vespa Bros., Inc., are going to build the 27-hole New Seabury GC course at Mashpee on Cape Cod . . . They say this is going to be the Pebble Beach of the East coast with seven or eight holes being constructed along the waterfront . . . A total of 1,569 played the Palm Springs (Calif) GC course in both July and August . . . We wonder how often the preceding month's figure is duplicated at courses throughout the U.S. . . . John Charles Spotts, the 20-year old who won \$10,000 in this year's Professional Putters Assn. championship in Cleveland, wasn't sure if he could finance his fourth year at Bel-

mont Abbey College in N.C. until he won all that dough . . . He took 346 strokes for 216 holes, beating Ralph Sapp, 24-year old Atlantan, for the big prize by one stroke.

John K. Keane and Jack K. Samuels have been named vice chairmen of the fourth Lucky International Open, which will be played in San Francisco early in 1964 . . . Bushfield Yacht and CC, Mt. Holley, Va., which was opened this summer, was once part of the estate of George Washington's younger brother, John . . . The game room at the new Lords Valley CC, located in the Poconos, near Stroudsburg, Pa., has a lounge, billiard room and bowling alley . . . Course here has been laid out around Hemlock Lake . . . Bob Archer, with a 221, won the fifth Lee Hammil Memorial, played recently at Los Coyotes CC, Buena Park, Calif . . . A field of 251 Southern Calif. Juniors took part in the event.

Jacobsen

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