

Why don't you give him a lift to town, while you're at it?

Because, that's just where you're sending him!

When you feature rejects, X-outs, cheap balls and off-brands, you're teaching your members to look for price, not quality and when it comes to price, the downtown stores will whip you every time.

If you don't think your members know this, take a look at the balls that get pulled out of one of your water hazards some day. It'll shock you.

You say your members demand this stuff! Don't sell yourself short. If a man respects you enough to ask your advice about his swing, he'll listen to what you have to say about equipment. Sell Quality. Sell the competitive edge that comes with Titleist length and consistency. When your players start thinking about "which ball is best?" rather than "which ball is cheapest?" — they'll play better golf and you'll sell more balls.

Remember, Acushnet is the *only* golf ball manufacturer who does not make a competing store line. When they want Titleists, they've got to come to you!





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1

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TROJAN BATTERY COMPANY

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JULY/1967

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No matter how you look at it, cast iron pipe is your best value. Specify strong cast iron pipe and be sure. You can't go wrong.

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There's nothing like CAST IRON PIPE

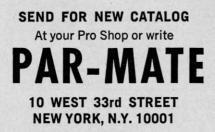
Get help on your irrigation system plans with the industry's most complete booklet. Has vital design and installation tips and other planning aids. Mail coupon for free 20-page booklet.

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Name of Course		
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JULY/1967

WHAT'S SO DIFFERENT **ABOUT THE** PAUL HAHN GOLF GLOVE ???

VERTHING The Paul Hahn Glove was designed Glove was designed to give you a better grip on your game. It grips hard, without slip, and does it with "no-glove-on" comfort. Mate the snap-off ball marker with the adjustable Velcro wrist tab, and you have the best glove on hand. Of Imported Capekin in all sizes for men Imported Capeskin, in all sizes for men and women. \$4.75



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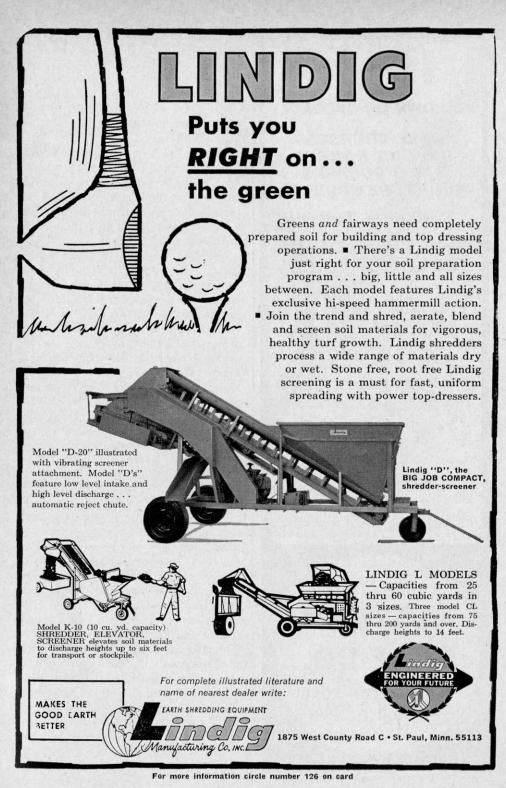
Cold and wet weather in much of the Central and Northeastern states gave pro shop sales a poor start for 1967 . . . But there have been other years when spring has been short and shivery but big summer selling followed . . . Winter damage to courses in the snow area, despite severe winter, was perhaps less than normally reported by superintendents at their sectional meetings in April and May . . . Improved drainage and preventive treatment last fall paid well as insurance . . . The cool spring didn't favor turf growth for repairs or new construction done when ground was dry enough.

Pro shop robberies seem to have been fewer than for several springs past . . . One pro's explanation is that according to prices on advertised store goods it's cheaper to buy some golf equipment than to steal it . . . The big golf robbery this spring was at the Acushnet warehouse in suburban Chicago, Friday night before Memorial Day . . . About 14,600 dozen Acushnet balls stolen . . . Being pro-only balls, they ought to be difficult to sell through illegal channels . . . If they pop up at "fence" prices there probably will be pros relaying the news to the FBI . . . Several years ago the Acushnet Chicago district warehouse was robbed of about 17,000 dozen balls . . . Most of them were located by police in New Jersey.

Golf helps put on color television's sports show . . . Greenzit, a turf dye developed by W. A. Cleary Corp. to make dormant Bermuda green has proved to be valuable in making golf courses and football fields look in great condition on color TV . . . Warren Cleary says the Greenzit golf course dye had another big use last year, coloring more than 5 million Christmas trees.

It was a happy thought to rename the Canada Cup, trophy of world pro golf supremacy, the World Cup . . . The Canada Cup was so named because it was contributed by Canadian interests associated with the late John Jay Hopkins, founder of General Dynamics Corp. who had the idea that golf might be a means of getting together major businessmen and government officials and diplomats of many countries for relaxation, enjoyment and understanding . . . Fred Corcoran, working with Hopkins, formed and conducted the International Golf Association for annual championships in various countries beginning in Canada in 1934 when Cerda and de Vicenzo won the two-man pro team prize, the Canada Cup, for Argentina . . . The individual prize is the International Trophy . . . Palmer and Nicklaus are present holders of the World Cup . . . George Knudson of Canada is the international trophy holder . . . The event returns to Club de Golf, Mexico City, Nov. 9-12 . . . The 1958 Canada Cup event was played there ... James A. Linen, president of Time Magazine, now heads the International Golf Association . . . He has a board of internationally noted businessmen . . . He's brought the IGA along for international business friendships farther than Hopkins dreamed . . . The PGA of USA made its debut as a world-wide pro power with the International Golf Assoc.

> continued on page 8 GOLFDOM



JULY/1967

YOU OWN OR OPERATE: **GOLF COURSES** DRIVING RANGES PAR-3 COURSES MINIATURE COURSES .. SEND NOW, FOR OUR NEW CATALOG OF **GOLF SUPPLIES** Balls, clubs, tees, mats, pails, grips, markers, retrievers, golf bags, obstacles, ball washers, ball pickers ... and more! EASTERN GOLF CO. DEPT. G Please send catalog of golf supplies for: □ Golf Courses □ Driving Ranges □ Par-3 Courses □ Miniature Courses Name_ Club City_ State_ .Zip #. • Our 38th year of service to the golf industry • EASTERN GOLF CO. 2537 BOSTON ROAD

For more information circle number 113 on card

BRONX, N.Y. 10467

Graffis Swing

continued from page 6

E. R. Steiniger, superintendent, Pine Valley GC, Clementon, N.J. is chairman, Joseph Valentine Memorial Fund which will build the Joseph Valentine Turfgrass Research Center at Pennsylvania State College.

The late Joe Valentine headed a group of greenkeepers that in 1923 went to Penn State's President Hetzel asking for help on turf problems, especially the current trouble with the Jap beetle. That was a historic event in the modern scientific turf development program.

Valentine, who died in 1962 after being at Merion 55 years and superintendent during 11 USGA championships, was honored by receiving the USGA Green Section award and, last year, by having Penn State's turfgrass research center named after him.

Others on the Valentine Memorial Fund Committee are Walter S. Boysen, GCSA; John Arthur Brown, Pine Valley GC; Joseph C. Dey, Jr., USGA; Herb Graffis, GOLFDOM; Dean Hill, Jr., Merion GC; Robert Trent Jones; Robert Tyre Jones, Augusta National GC; H. Burton Musser, Pennsylvania State College; Ernst Ransome, Golf Association of Philadelphia; Richard S. Turfs, Pinehurst.

Eliot C. Roberts, Professor Agronomy and Horticulture, Iowa State U, Ames, nationally noted for his work in golf turf development and his help to superintendents, becomes Chairman, Department of Ornamental Horticulture, University of Florida, 404 Newell Hall, Gainesville, Fla. 32603 . . . Eliot started in turf research at Rutgers then went to University of Massachusetts with Professor Dickinson . . . Starting July 1, Roberts will coordinate research and teaching assignments of Florida's College of Agriculture, experiment stations and extension services . . . He often is a featured speaker at turf conferences.

Members of Woodland GC, Auburndale, Mass., asked Joe Looney, veteran continued on page 74

GOLFDOM















is your club on the ball?

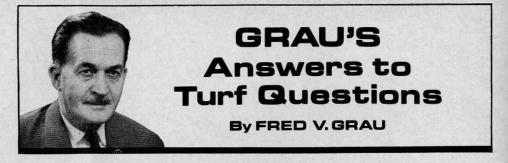
Your members will take great pride playing with the "club's own golf ball" (and guests will buy it as the perfect souvenir). A custom ball with your club's emblem and name DOESN'T COST ANYTHING EXTRA-ONLY \$7.20 PER DOZEN, minimum order 48 dozen. Our unique Electrocal process permanently reproduces your club emblem on both sides of the ball in crisp detail, up to three colors, without the usual charges for dies. This emblem ball is strictly a pro specification for pro recommendation; it is equal to the best you offer now regardless of brand. Get your club on the ball with a trial order today. Who knows-your exclusive emblem ball may be the best selling brand in your shop.

TEST DRIVE IT—If you're reasonably serious about our offer but want to be convinced, we'll send a production sample. Check it for distance off the tee, note its true roll on the green. You've got a winner in playability and sellability.



2020 INDIAN BOUNDARY DRIVE

2020 INDIAN BOUNDARY DRIVE MELROSE PARK, ILLINOIS 60160 Phone (312) 345-2620 Ask for Mary Dahl



Summer brings accelerated activity on all sports turf and, simultaneously, environmental conditions that are less than conducive to growth that compensates for traffic wear and tear. Dry heat rapidly draws water out of living tissues, plant and animal, which must be replaced if the organism is to survive. Mechanisms of protection vary widely and uniquely.

Man is limited to imbibing water to replace dehydration losses. When potable water is limited or non-existent (Mexico, Spring 1967) people die.

Some toads regularly experience heat and drought. They survive by burying themselves in the bottom of pools (aestivation). The pools become dry and parched. When rain falls months later, the toads emerge resuscitated.

Grasses have various devices to survive periods of dry heat. Zoysia has hairs on the upper side of the blades which deflect air currents. As drought and heat continue the leaves roll tightly (look like fescue leaves) to prevent water loss. Water dramatically refreshes the turf within a few minutes.

Bermudagrass has underground storage organs that sustain life (not growth) over long periods. U-3 bermudagrass in California survived for 75 days without irrigation in 100-degree heat. Roots were measured to 6 feet in depth.

Bluegrass enters dormancy under stress and survives on stored reserves of food in rhizomes. Irrigation can break the dormancy and, unfortunately, can deplete food reserves which weakens the turf and renders it more susceptible to winter injury and weed invasion. Bentgrasses are wide open to devastation by heat and dessication. They seem to possess few devices for preservation. Man, therefore, must irrigate frequently to maintain a high content of water in the tissues of these grasses.

Fescues have thin blades which are able to roll thinner and tighter to reduce water loss. Tall fescues have astounding ability to survive long periods of dry searing heat and to recover quickly when moisture is supplied.

Heat with high humidity—This situation can and does occur during periods of dry heat. Water applied frequently and in great excess produces highly undesirable conditions of high humidity in the microclimate. At this point, diseases that flourish in heat and humidity begin to run rampant, creating the need to treat with chemicals that have the power to stop grass growth, too.

Water reduces temperature by evaporation when relative humidity permits. The benefits of *cooling* easily can be offset by the choking effect of excess water that fills soil pores and smothers roots.

Ideally, grass grows best under conditions of alternate wetting and drying which favors *granulation* and free exchange of gases, together with rapid infiltration and percolation.

Temperatures we must endure with little chance of alteration; moisture can be completely under our control. In the discipline of turfgrass we are far from an understanding of the true relationship between the growth and well-being of grass and the complex systems of soils, fertility, and water. continued on page 72