IT'S ON THE HOUSE
By TOM REAM,
Manager
Westmoreland CC

The manufacturer's trade mark label on goods assures high quality of the article so marketed.

A good club employee: One who cooperates without intruding.

Every good club is a directing post to other good clubs.

Coming out on top in the club business is largely a matter of starting at the bottom with that determination.

Radiator valves? It pays to pack them, now, before the steam goes on. Your grates, and so on, have of course, been attended to long ago.

The employee who goes fast enough in the club business will go ahead fast enough.

A member should never be handed a glass of water in the hand—a plate or small tray under the glass, of course. Exceptions, naturally, are at a bar or a table.

Tact—the lubricating oil of social contacts.

Good health is a prime requirement for everyone employed in the club.

The best work of the best club kitchen with the best materials available will come to naught if soapy utensils are used or if the various pots and pans need retinning.

GOLF'S MARKET PLACE

Al Link, extensively known for his work in manufacturing and selling good golf clubs, becomes a member of the Hillerich & Bradsby Co. staff Sept. 1. Al will handle exclusively pro trade in the Chicago district for H & B, and will spend some time at the company's Louisville factory assisting in the design and construction of the line.

His wide experience in association with the pro trade fits in well with the H & B policy of making a strong feature of the professional models and policies.

British "Golf Monthly," June, 1938, comments: "An elaborate check was made at two parallel holes at Troon of the carry of the golf balls in the first three days of the Amateur championship. Posts were driven at short intervals, official observers noted every ball which carried over the
Effective, low-cost, labor-saving protection against BROWN PATCH

Two real organic mercury ingredients give Special SEMESAN its high effectiveness. Maximum coverage—6,000 square feet per pound for as little as $1.29—gives it its low cost. May be applied in solution with water or dry with compost. From your supply house: 5 lbs., $7.00; 25 lbs., $33.00; 100 lbs., $129.00. Turf Disease pamphlet free.

BAYER-SEMESAN COMPANY, INC.
DU PONT BLDG., WILMINGTON, DEL.

GRASS SEED
IT PAYS TO SOW THE BEST
Michell Quality backed by a half century of experience with turf is your guarantee of satisfaction.
Write for samples and prices.
Complete line of supplies for the course. Send for Free Golf Equipment Catalogue.

MICHELL'S SEED HOUSE

GOLF MADE EASIER
By Charles Herndon
220 PAGES ILLUSTRATED
"The Greatest Golf Book of Recent Years."
—CANADIAN GOLFER
Price $1.25, Postpaid. Send Your Check to
CHARLES HERNDON, 4068 W. 21st Street,
LOS ANGELES, CALIFORNIA

200-yard mark. Run was not checked, just carry. The results of the checking will be submitted for consideration of the committee, which will review the present ball. A new ball at the championship was, beyond debate, carrying farther than any ball hitherto on the market.

Penfold Golf Balls, Inc., reports the ball referred to is the new Penfold, due for introduction in the U. S. sometime in November.

E. W. Harbert, widely-known pro at the Marywood CC, Battle Creek, Mich., has invented a wire display fixture for golf balls. Harb's device can display the balls either unwrapped or in boxes of three.

The invention is a simple, sturdy arrangement that gives the pro a good chance to put a new punch into golf ball display either inside the case, or outside, where the shop service is constantly main-

Huminal, the combination peat moss-fertilizer, long in use abroad and used with great success by horticulturists and landscape gardeners since its comparatively recent introduction in this country, is now being introduced to the golf club market by the manufacturers, Eric Wedemeyer, 162 Fifth Ave., New York City.

In Huminal, by means of a patented process, the best Sphagnum moss has been treated to remove adverse acidity, thus obtaining a vegetable decomposed material, humus. Into this neutralized humus the essential plant food values, nitrogen, phosphoric acid and potash have been
laved. This ‘laving’ process gives two distinct advantages, makers say. First, it gives a perfectly uniform distribution of the plant foods, and second, allows both a quick, prompt stimulant to the turf, and also, a gradually available food. Thus Huminal is a non-acid, finely flaked peat, impregnated with the essential root foods in rightly balanced proportion. Repeated comparative tests have shown that Huminal is ideal for reconditioning old greens or making new ones.

As a part of the campaign to introduce Huminal to the golf club market, the manufacturers are offering a 70 lb. bale of Huminal, free, to make trial tests of the substance at clubs. A limited number of bales have been set aside for this purpose, so the manufacturers advise that requests be mailed promptly.

Strict adherence to the now well established pro only policy on Tommy Armour Golf Clubs was again the keynote of the annual sales conference of Crawford, MacGregor, Canby Co., when sales representatives and executives met in Dayton last month. Entering the fifth year of service to golf professionals with the exclusive Tommy Armour models, the MacGregor organization has established definite acceptance for a complete line of protected professional model clubs, and plans for the 1939 season, as announced by C. H. Rickey, president, indicate even greater concentration in this field.

Principle convention addresses were given by head members of the MacGregor advisory staff—Tommy Armour on discussion of policies, and Jerry Glynn on valuable hints in salesmanship and presentation. These two also joined President Rickey in a feature by feature presentation of the 1939 Armour line.

The MacGregor representatives departed immediately after the week-long session for the opening visit to the golf professionals. Besides the well known Tourney Model, they will be showing the distinctly different Spliced-neck Penna Model and a new pear shaped No. 202 Model. For 1939 MacGregor also shows a full line of exclusively styled caddie bags.

Only one change in sales representation is announced for the 1939 campaign. Ock Willoweit, newly crowned champion of the Miami Valley Golf Professional Association, has been assigned to cover the pro

---

**GREENKEEPERS**

Apply disinfectant or soluble fertilizer with sprinkling water. New apparatus draws fertilizer or disinfectant into hose from an open vessel at a constant rate. Strength of solution constant. Can see rate of application at glance. Saves labor, time and money. Write for free circular or send only $7.50 to J. H. BUTLER, PRO

Sunbury Golf Course, Sunbury, Ohio

MONEY RETURNED IF NOT SATISFIED

---

**FOREI PAGE FENCE maintains right of way for club members— tournaments—exhibition revenues. Page Fence fabric is furnished in superior metals meeting all atmospheric conditions.**

Write to the address below for fully descriptive free booklet “Fence Facts” and name of PAGE FENCE distributor and erecter nearest you.

**PAGE FENCE ASSOCIATION**

Dept. G9

Bridgeport, Connecticut

_America’s First Wire Fence — Since 1883_

---

**R. H. Tractor Wheel SPUDS**

quickest to put on or take off. Increase tractor efficiency and cultivate turf. That’s why more than half the U.S. and Canadian clubs use them. Durable and low priced. All sizes for all purposes.

Sample spud and circular on request; advice made of tractor and purpose for which intended.

Immediate shipment

If your Ford or equipment dealer cannot supply, write direct to

R. S. HORNER

Geneva, Ohio

MFR. OF BENDS, FORD-RON WHEELS, ETC.
YOUR SKILL
is wasted when you
use cheap Grass Seed.
Use Henderson seeds
for worthy results.

Write for
"Sports Turf Grasses—
Autumn Price List"

PETER HENDERSON & CO., 35 Cortland St., New York City

MacGregor's sales representatives and executives who met at recent sales conference in Dayton:
Left to right—front row: Tony Penna, good will rep.; Ted Smith, Philadelphia dist.; Harry Adams, Ill. dist.; Jerry Glynn, member of advisory staff; Clarence H. Rickey, pres.; Tommy Armour, chief of advisory staff; Henry P. Cowen, v.-pres.; Lloyd Gullickson, Ohio rep., and Paul Smith, Midwest dist.

field in western Md., western N. Y., Ky., and western Pa. He is taking the post of Wm. C. Mayl, who was recently brought into the Dayton office as assistant sales manager.

An organization for the purpose of exploration, development and utilization of some of the sphagnum peat moss bogs located in the state of Wisconsin has recently been formed. It will be known as the Peat Products Corp. of America, and operations have already begun on a 40-acre block in a tract of 159 acres, which constitutes only a part of the peat bog holdings. Engineers estimate that this first 40 acres will have an approximate production of more than 73,000 tons of pre-cured, dehydrated commercial peat moss with a maximum moisture of 15% after processing is accomplished.

General sales offices will be located in the Utilities Bldg., at La Salle and Van Buren Sts., in Chicago. The sales division of the company will be under the personal supervision of H. E. (Bert) MacGregor’s sales representatives and executives who met at recent sales conference in Dayton:
Left to right—front row: Tony Penna, good will rep.; Ted Smith, Philadelphia dist.; Harry Adams, Ill. dist.; Jerry Glynn, member of advisory staff; Clarence H. Rickey, pres.; Tommy Armour, chief of advisory staff; Henry P. Cowen, v.-pres.; Lloyd Gullickson, Ohio rep., and Paul Smith, Midwest dist.

field in western Md., western N. Y., Ky., and western Pa. He is taking the post of Wm. C. Mayl, who was recently brought into the Dayton office as assistant sales manager.

An organization for the purpose of exploration, development and utilization of some of the sphagnum peat moss bogs located in the state of Wisconsin has recently been formed. It will be known as the Peat Products Corp. of America, and operations have already begun on a 40-acre block in a tract of 159 acres, which constitutes only a part of the peat bog holdings. Engineers estimate that this first 40 acres will have an approximate production of more than 73,000 tons of pre-cured, dehydrated commercial peat moss with a maximum moisture of 15% after processing is accomplished.

General sales offices will be located in the Utilities Bldg., at La Salle and Van Buren Sts., in Chicago. The sales division of the company will be under the personal supervision of H. E. (Bert)

Three Styles of One-Color Score Cards
of Excellent Quality are
Priced $21 to $26 for 5,000
Produced by a New Process they are complete and of correct size.
Samples of these and 4 higher priced 2-color cards to clubs on request.

JOHN H. VESTAL CO., Printers
703 South La Salle Street - - Chicago
Humiston and James Carruthers.

The principal grade of peat moss will be burlaped in standard size bales containing approximately 22 bushels and sold under the brand name of "Mello-Peat." Among other products that will be offered the trade is an exceptional grade of precipitated calcium carbonate under the brand name of "Horto-Cal," to be used for the conditioning and neutralizing of sour soils. Other products of a special nature for horticultural uses will be offered as soon as it becomes practical to promote their sale. The company will be prepared to make shipment of peat moss early in Sept.

WANT ADS—Rates: 10c per word; minimum, 25 words

First Class Pro-Greenkeeper—wants winter location with Southern club, or year around job. Age 25, and practically raised on golf course as father was one of nation's leading greenkeepers. Pleasing personality, hard worker, and good businessman; has gotten fine results from energetic membership solicitation. Excellent record in the few tournaments played this year, and in number of pupils who have decidedly improved their games under his instruction. Member P. G. A. Thoroughly competent to handle all details of small club operation. Excellent credit rating. High references. Address: Ad 905, % Golfdom, Chicago.

Professional—high grade, excellent record, now employed, wants to make change. Only interested in first class club. Pleasing personality, gets results. High references. Address: Ad 906, % Golfdom, Chicago.

Experienced Clubhouse Manager—and wife, now with summer resort club, will be available for winter season or all year position. Salary no object. Excellent references. Expert caterer. Address: C. Ross, P. O. Box 122, Old Forge, New York.

Professional—with 16 successful years' experience as instructor and greenkeeper in one of best clubs in Chicago district, desires position in club wanting services of young pro able to produce results in upkeep of course and teaching. Now employed but wants club with year around activities. Has top character and ability, references. Address: Ad 900, % Golfdom, Chicago.

Available 1939—Scotch Pro with 20 years' substantial experience and background. Well qualified to efficiently serve any active club requiring a thorough instructor. Fine club-maker and player. An active intelligent abstainer with A-I credit and a fine personality. Winters in Florida and is very highly recommended. Inquiries cheerfully acknowledged. Address: Ad 906, % Golfdom, Chicago.

Well-known professional with over 25 successful years in the golf business desires winter connection with resort club, Florida preferred but not necessary. Also open for year-round position, location no matter, just so long as it affords steady employment. Ambitious, pleasing personality, noted instructor, married. Has taught golf to some of America's foremost families. Can furnish highest references. Address: Ad 904, % Golfdom, Chicago.

Janssen wants to see you!