lived tranquilly through that period when the Scotch and British pros and the American “homebreds” were finding out, after some hasty and ill-considered talk by misrepresentatives of both sides, that they were all brothers in the bond with common interests, common aims and an uncommon unity of high principles of service to the sport and its followers. I witnessed, with well-founded concern, the great development of the last ten years when golf advanced faster than the supply of competent professionals and, for that matter, competent greenkeepers and clubmakers.

During this period of great growth the P. G. A. came into being and I will maintain before any debater that the present P. G. A. has done all that is humanly possible to guide the increasing roster of professional golfers along lines of most good to the largest number. Golf grew so quickly that neither the P. G. A. nor any other business organization I know of could have maintained a 100 per cent ideal professional personnel. Now we have reached a point where it seems that the development of the game has steadied down to a healthy and substantial normal growth. We now have some time to devote to the training of young men upon whom we can put the stamp of unqualified endorsement for any professional job. We have reached the time in the history of golf when we will have to shake the idea of our youth that golf is entirely a sport, even though we were making our living at it then (and now). For today golf is a business for us, just as it is for the club manager and the greenkeeper. The professionals must get organized on a thoroughly business basis now with the sun of golf’s business day shining on us, or pay dearly for missing an opportunity.

Need A Helping Hand.

GOLFDOM’s suggestion of a helping hand in a managing director strikes me as filling a need. It is obvious to any one acquainted with the demands of professional positions like those held by officials of national and sectional P. G. A. organizations that they can’t possibly have the time nor the office equipment to handle the work that they want to do for the P. G. A. Personally I regard a P. G. A. official much of a martyr, a man who does his best for his fellow men and gets his
GOLF WHEELS
FOR FORDSON TRACTORS
Equip your Fordson tractor with the R. H. Golf Wheels. Better traction; easier steering; stronger and rounder edges to protect the turf. Sold in singles or full sets.
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reward, if any, in the next world, if any.
The P. G. A. can't, under any circumstance, afford to jeopardize its independence, and it never wants to get in an un-American attitude of abject servility. We need the best man, or men, that we can get in the managing directorate. We need someone who is well known, someone with interest and time enough so that he will really help us and our officials personally without turning the job over to a secretary of his own. What a job he could do in helping us all! We could use a man to carry out our official policies who would be strong enough not to arbitrate between right and wrong. He'd have to see and stand for the right even though some of us were staunch in our mistakes. He should be a man of some national standing and reputation in golf and although this would probably mean that he would be rather well fixed financially, he couldn't be so obsessed with the idea of his importance that he would not be democratic enough to have tact.
I agree with the GOLFDOM article's statement regarding the capability, energy and faithfulness to the pro cause of our elected officials. They know what the pro situation needs. Whatever man we might get, is the man who could help them most effectively. Who such a man would be, I don't know, and I have had the idea in the back of my head for a couple of years at least. At times I have thought that we might have several such men, located in the various major sections of the country; men on the order of Wm. Fownes in the east, George Thomas in the Pacific slope territory, maybe Bob Jones in the south, and in the central and southwestern territories I don't know who, for I am out of touch with the situations there.
It seems to me that the knowledge these men have of the pro situation and their frequently demonstrated sympathy with the pro position, qualify them to help us help ourselves.
If just one man were picked for the entire country I am of the opinion that some lawyer would be best, not only because of the training of these men as intermediaries, but because there are quite

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a few problems of a legal nature that might come up. One of them that I call to mind concerns the advisability of a standard contract between the pro and his club; a contract that would fully cover the interests of both parties. Another concerns contracts that are offered to pros by manufacturers.

Pro Credit Rates Well.
The pros have improved wonderfully during the last few years in their business practices. I have talked with several manufacturers and credit authorities who tell me the pros, by and large, are much better credit risks than the average sporting goods stores, the radio stores, and like establishments retailing golf goods. We need organization work that will further this progress and promote other aspects of our business development.

I am satisfied that the administration the P. G. A. is enjoying has been responsible to a decided degree in bettering the business methods of pros but any administration can go just so far, without proper facilities.

Argue It Out.
Every pro has his own ideas on this subject. Mine, as I have set them forth, may be open to lots of correction and I am willing to stand corrected if some one can convince me that his ideas would be better for the pros.

I have hopes that the P. G. A. meeting this November will bring forth the constructive thought of the professionals. The time is right and we can do a lot together if we will bring some definite ideas into the meeting instead of just talking and arguing to hear ourselves, as we often do.

Our P. G. A. has brought us into a place where it is possible for us to step into a brighter picture of profit, security, unity and power than the pro ever has enjoyed heretofore. Now it is up to each pro to do some real co-operative thinking and work to take advantage of the situation for the good of golf, the good of our clubs, and last, but far from least, our own good.
THE RIGHT MAN

GOLFDOM’S Classified Advertising reaches the men who employ the professionals, greenkeepers and managers for the U. S. golf clubs. We do our level best to exclude from advertising in these columns men whose records we do not believe entitle them to the positions they seek, so employers will find these columns of GOLFDOM a safe place.

Position wanted—Professional for winter season, six years’ experience; good instructor and club-maker, having knowledge of green-keeping. References.

Address C-10, % Golfdom, Chicago.

Experienced and successful well-known professional wants to locate with metropolitan district club, preferably in Chicago. Is able instructor, good business man, and stays on the job faithfully and intelligently. Twelve years’ experience as pro and assistant pro at first-class clubs. Highly recommended.

Address F 12, % Golfdom, Chicago.

Professional—Married, 12 years’ experience, desires winter or permanent connection with some worth-while club. Can furnish excellent references as to character and ability. Considered an A-1 instructor of pleasing personality. Do not smoke nor drink.

Address F. J., % Golfdom, Chicago.

Pro situation wanted—Assistant pro at first-class club is anxious to get a Southern winter location. Has seven years’ experience successful work as caddie-master, club maker and assistant in instruction and shop sales. Have highest recommendations from previous employers and members. Want to start with medium size club as assistant pro at moderate salary.

Address M 5, % Golfdom, Chicago.

Prominent pro with successful teaching, playing, course architectural and shop achievements in the United States and abroad wants 1929 location in the middle west, preferably in the Chicago district. Has good personality, is conscientious, industrious and knows all phases of professional’s business.

Address H. A. 4 % Golfdom, Chicago.

Well-known young pro with eight years’ successful experience as instructor, tournament player, and shop manager, wants a year-around job west of the Mississippi. Will furnish highest references.

Address H 19, % Golfdom, Chicago.

Caddie-master and starter of unusual qualifications and excellent record desires winter position in South or California. College graduate whose health made necessary outdoor employment. Complete details will be furnished on request.

Address E-11, % Golfdom, Chicago.

Well-known British pro at present attached to prominent English club is anxious to make connections with American club. Highly recommended as player, instructor and clubmaker. For complete details write

Address R-14, % Golfdom, Chicago.

Daily fee course wants operating manager who is fully qualified to supervise clubhouse operations, course maintenance, pro shop operations and build up daily fee business. Write giving full details to

Address L-19, % Golfdom, Chicago.

Sales representative covering territory from Asheville, N. C., to New York City, handling golf course supplies and equipment, wants to add a few other products to his line. Handles only leading products. For full particulars write

Address C-21, % Golfdom, Chicago.

Pay-as-you-play course wants pro who will show a capable business man’s interest in the course’s operation. Want a man who is a good instructor, pleasing personality and a business-getter. Midwestern location.

Address N-17, % Golfdom, Chicago.

Club with 175 members wants man or woman or both to take charge. Have been paying caretaker $100.00 a month plus living quarters, and cateress, $50.00 a month plus living quarters and all profits she can make out of meals, banquets, etc. Young pro and wife could make first-class job out of this situation with guarantee and shop and house profits. Write giving full particulars first letter. Want workers of intelligence and personality. People employed are hoped to figure as prominent factors in advance of club.

Address W-7, % Golfdom, Chicago.

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—THE RIGHT JOB

for getting in touch with the right man.

Classified advertising rate: 10 cents a word per issue, exclusive of signature or key number. Minimum charge, $2.50. Cash must accompany order.

Club manager who has increased business and operated house at profit for each club served desires metropolitan club situation. Has had successful metropolitan district experience in all details of house operations and general supervision of course. Wife is excellent accountant and expert in handling financial details of club operations. For information regarding qualifications and salary expected, write

O-11,
% Golfdom, Chicago.

Greenkeeper who is expert at first-class, thrifty maintenance and has a splendid record in construction work desires to have location with club in Central states. Has fine record for putting run-down courses in an excellent condition. Write for complete particulars of qualifications and advise salary you will pay.

Address M-15,
% Golfdom, Chicago.

Used Golf Balls Bought for Cash—Responsible house will buy used balls in any quantity at the right prices.

Address BL,
% Golfdom, 20 Vesey Street, New York.

Here is your chance to get an expert, highly successful greenkeeper. After being in construction work, with profit and success, for the last eight years, I am going back to greenkeeping as soon as possible. What I want is a job with a metropolitan district club that has high and exacting standards, or I am willing to put into work an idea I am sure will vastly improve course condition at smaller clubs. If there are three or four clubs within a radius of 20 miles, I will be working head greenkeeper for the bunch of them and give them results that they couldn't possibly get by hiring a man who would work for the money each club could afford to pay individually. Talk it over with your neighboring clubs and ask for my proposition.

Address J B 9,
Golfdom, Chicago.

You need this man—Golf club executive with fifteen years' successful experience as manager, professional and greenkeeper is available for club needing a man who profitably co-ordinates each department of club operation, with each detail given expert attention. Highest references, based on close observation of my work, results and character. For complete details

Address G. D.,
% Golfdom, Chicago.

Waterweeds removed easily and effectively from any lake, pond or river. Write for particulars.

Aschert Bros.,
309 East 36th St., Los Angeles, Calif.

Professional—College man, eight years' experience, desires winter position. Seven years at one club. Ability in all departments.

Address B. H.,
% Golfdom, Chicago.

Position wanted—Greenkeeper with highest reference and excellent performance in construction and maintenance work desires change. At present located in East. Experience, character and industry fully qualify him to handle the most exacting jobs with complete satisfaction.

Address J. J. C.,
% Golfdom, Chicago.

Mr. Pro.: I want to hear from a pro who would join me (greenkeeper) in making our club a proposition. Iowa, Minnesota or Wisconsin man preferred.

Address M. J.,
% Golfdom, Chicago.

Club Manager—13 years' experience all departments clubhouse management—desires position for winter in southern climate. Married—wife can act as hostess. Excellent references as to character, ability and industry. Full details of experience gladly furnished.

Address R. H. L.,
% Golfdom, Chicago.

Club General Manager—Open for Southern Winter Engagement—Successful business man, fully acquainted with executive operation of golf club and with unusual qualifications of experience in golf club management, desires southern engagement for winter and spring season. Is ideally qualified to handle on profitable basis, management of golf enterprise of any magnitude. Available on very reasonable salary basis. For complete particulars, write and advise regarding your establishment, its policies and the work you want done.

Address N. C.,
% Golfdom, Chicago.

Professional—desires position with first class club. 12 years' experience—teaching and club-making. Best of references.

Address R. W.,
% Golfdom, Chicago.

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Ohio Club Attacks Lost Ball Problem

The Westwood club at Cleveland, Ohio, is making an attempt this year to put over some new rules on lost balls. This difficult problem becomes harder to solve at many clubs because certain members sometimes try to make it profitable for the caddies to forget to observe the rules. The Westwood rules follow:

1. All balls on the Westwood course not in the possession of players are the property of the club.

2. Caddies and field workers of the club are not permitted to have in their possession golf balls of any description for a greater period than is necessary to deposit them with the caddie master.

3. Possession of golf balls upon the Westwood grounds under any other circumstances will be sufficient grounds for dismissal from service.

4. All golf balls found upon the Westwood course shall be turned in to the caddie master; this shall be done at the earliest opportunity after finding the balls.

5. The caddie master will pay for the return of lost balls as follows:
   (a) Twenty cents for each ball in good playing condition and having the name of a Westwood member thereon.
   (b) Ten cents for each ball in good playing condition without a name upon it or with the name of a person not a member of Westwood.
   (c) Five cents for each ball not in good condition for regular play.

A great deal has been written lately on the advantages of a turf nursery for replacing killed spots on greens, but the equally advantageous turf nursery for replacing bare spots on fairways has been overlooked.

Establish on some unused acre on the grounds a fairway-turf nursery. Mow it, fertilize it, care for it like your regular fairways; and in addition, water it. Then, if the course winters badly, you will have a supply of turf to patch with.

The green-chairman should encourage the members to report minor maintenance defects to him. Such trifles are easily overlooked in the light of more important duties, yet require a minimum of labor to correct. The sign of a well-groomed course is the absence of minor defects.
Golfdom Buyers’ Guide

Check this page and mail it to GOLFDOM, 236 N. Clark St., CHICAGO

Notify GOLFDOM of your club’s requirements for course, clubhouse and pro shop, and you will get prompt and complete details from leading manufacturers. Check, on list below, items that interest you. Add your name and address at bottom and mail to GOLFDOM, 236 N. Clark St., Chicago, Ill.

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- Ball washers
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- Buffing motors
- Caddie badges
- Caddie time clocks
- China
- Cigars, Cigarettes
- Clubs
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- Compost distributors
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- Coolers, water
- Dish washers
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- Refrigerating Machines
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- Score cards
- Seed—Fairway, Green
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- Sprinklers
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- Tee markers
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