non-committal, as it is a most delicate subject at this time, it would be unusually interesting if frankness could be observed and a comparative record be made from each particular district.

Western Pennsylvania is one of the major golf club districts in the country, with 85 large and small clubs within an area of 150 miles of Pittsburgh. In this section it is our observation that clubhouse operation since last spring has distinctly felt dwindled incomes. We speak of the matter generally, for there are a few clubs, and a select few, which can honestly say they kept their heads above water through the present depression. The Pittsburgh Field club, which I am honored in managing, has been fortunate enough to be included in this group. We have succeeded in staying in the black in the ledgers.

The trend downward in western Pennsylvania does not appear to be serious and it is our belief that this sector ranks among the topmost in weathering the storm.

Curtailment of service within the club has been marked at several country clubs. If financial conditions throughout the country improve within the next year, a calamity in country club life will have been averted. If financial conditions continue to hover at the bottom of the well, so to speak, country club operation can not hope to escape further reductions.

At this time clubs that are on the ragged edge are making a valiant effort to ward off defeat, and their victory depends entirely on the general financial situation.

First attempts to meet this situation came last year when a number of country clubs devised new ways and means to bring money into their coffers. They offered new membership plans for golf or

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*America’s Lowest Priced Golf Course Tractor*

Easily pulls 5 30-inch mowers, 6-ton rollers, etc. Stands up staunchly under the most grilling duties. Manufactured continuously since 1916 and sold under a money-back guarantee.

Costs Only $475 and Upward

Buy through your local Ford dealer, golf supply house, or direct from us.

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Prepares Top Dressing for Fairways and Putting Greens, satisfactorily and economically. Mixes and screens with one operation.

Furnished with or without power, as ordered. $190.00 without power—$295.00 with power, either electric motor or gasoline engine.

Send for circulars.

**THE SILVER MFG. CO.**

707 South Ellsworth Avenue

SALEM, OHIO
social activity, reduced dues, split dues and initiation fees into small installments and did almost anything else to induce the man outside the field to come in.

Following on the assessments caused by the drought of 1930, clubs suffered cuts in their memberships last spring when open season came around, and few of them have mastered that situation alone, much less reached a solid solution of the present problem.

Thrift Is Enforced

A good many clubs have done everything within their power to cut operating expenses, and have succeeded admirably. Naturally, at the Pittsburgh Field club we had to cut operating expenses; while we did not reduce in wages, we did reduce the number of employees. The diminished number of employees were forced to do work of the large force, which caused them to work a variety of jobs. In all, we have cut about 25 per cent from our operating expenses through this method, and we maintain a good percentage on our gross profit. As the last winter started shedding its coat of snow, we employed only a small staff; as the business increased, so we increased our help, but at no time was it deemed necessary to employ as many workers as in 1930.

We saved on our supplies also, buying daily only after considerable forethought and with strict economy. This was not unusual as all of the clubs in western Pennsylvania, regardless of whether they were at the top or the bottom of the list, were
forced to curtail on operating expenses.

It may appear inconsistent that several of the larger clubs made extensive clubhouse alterations. One of the clubs has spent more than $500,000 in capital improvements to their clubhouse and another one is contemplating improvements on a large scale. But clubhouse renovating and similar improvements can hardly assist to the generally necessary degrees in adjudging operating expenses for the clubhouse itself. However, in view of prevailing low building costs, the clubs in very good financial shape have an attractive opportunity for desirable remodeling and rehabilitation.

Just as it has been our unbiased observation that the trend has been downward for the 1931 season about to close, it is our optimistic prediction that an improved condition throughout this district, and throughout the country, may be expected within the next twelve months.

BELL IS TORO NEW MAN IN K. C.

Kansas City, Mo.—D. B. Bell, formerly division sales manager for Huey & Philip of Dallas, Tex., Toro representatives, has transferred here, where he will operate the Toro distribution and service business and that of other lines previously handled by Whitney Goit. Bell and his staff will occupy the Whitney Goit quarters at 1919 Baltimore ave. on a long term lease.

WORTHINGTON APPOINTS DISTRIBUTOR FOR SOUTHERN CALIFORNIA

Los Angeles, Calif.—Worthington Mower Co. of Stroudsburg, Pa., has appointed California Garden Equipment Co., Ltd., 1795 Pasadena ave., Los Angeles, distributor for southern California.

Unusual Opportunity

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in Milwaukee District

18 holes ready for seeding—fairway watering—built-up greens, grass tees.

This is a hot spot!

Only small capital required—easy terms.

NO DIRECT COMPETITION

Address: ESTATE, % GOLFDOM, Chicago

Grass Seed of Known Quality

**TESTED for Purity and Germination**

Prices and Information on request

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Specialists in Golf Grass Seeds and Equipment

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**The Standard in Golf Ball Washers**

Leading golf clubs and courses throughout the world have attested to the superior features of LEWIS WASHERS by selecting them for their own use. They know that nearly all players prefer them.

Write today for illustrated folder and price list.

**G. B. LEWIS COMPANY**

Dept. G D 1131, Watertown, Wis.

**LEWIS GOLF BALL WASHER**

"Lewis Tee Data Plate, at $1.50, provides hole number, yardage and par."
CATERPILLAR IN STATIONARY ENGINES

Peoria, Ill.—Caterpillar Tractor Co. now is making gas and Diesel engines for use as motive power of other manufacturers' equipment. Head of this new department is Walter Gardner, formerly advertising manager. Gardner is well known in golf field as inventor and leading practitioner of Chisel, a system of foursome golf scoring that makes a C. P. A. of more use than a caddie. Gardner and Elmer Biggs, Peoria C. C. pro, thwarted depression playing this game with aliens.

G. M. Walker becomes advertising manager, with a fine record and plenty of experience to qualify him for the spot.

NEW ENGLAND TORO IN NEW HOME

West Newton, Mass.—New England Toro Co., has moved into larger quarters at 1121 Washington street, West Newton, from its former establishment at 247 Newtonville avenue, Newton. The telephone number remains the same, Newton, North 7900.

ECONOMY

Quick Coupling, Adjustable Opening Valve

Recommended for all hoseless sprinkling systems for golf courses, where speed, economy and efficiency are desired. Write for name of our agent nearest you—he will give free demonstration.

ECONOMY IRRIGATION CO., Inc.

21 Spokane Street
SEATTLE, WASHINGTON
Rate for these Ads is 10 cents a word—Minimum Ad is $2.50

Pro-Greenkeeper—wants opportunity to build up run-down private or daily-fee course. Thorough business training besides 15 years' experience as instructor, clubmaker, greenkeeper, manager. Member P.G.A.; age, 39; married; teetotaler. At last position, put course on profitable basis first season; can do it for you. Address: Ad 1612, % Golfdom, Chicago.

Expertly trained pro-greenkeeper. Readily recognized as high grade teacher, golf shop operator, tournament manager, player, golf course and grounds superintendent. Excellent personality and able to furnish most acceptable references. Member of P.G.A. and National Greenkeepers' Association. Address: Ad 1618, % Golfdom, Chicago.

WE WILL SELL A THREE-RACEWAY TOBOGGAN SLIDE FAR BELOW ITS COST TO INSTALL!

Changes in our golf course for the 1932 season make this necessary.

A CHANCE YOU MAY NEVER HAVE AGAIN OF EXTENDING YOUR WINTER SPORTS AND MAKING YOUR CLUB MORE POPULAR!

Here is a description of the slide and equipment:

Three raceways with structural steel frame members and legs. The legs are counterbraced with rods and turnbuckles. Assembly requires eight concrete piers on which legs are mounted. Top clear space is level, fenced in, and will accommodate about twenty people at one time. The flooring is 3-inch maple, bolted and with clips. Starting rail, slide dividers, etc., are complete. The right-hand side looking down is a fenced and railed climbing aisle, complete with angular treads for good traction. Three electric light standards are part of the equipment. In addition, there are a number of 8-foot toboggans in good condition, equipped with cushions.

If you are interested, we suggest a visit of inspection or write Black River Country Club, Port Huron, Michigan, for additional information.

Greenkeeper—With 10 years' experience, 9 years at one club, desires position. Expert in upkeep and care of equipment. Address: Ad 1605, % Golfdom, Chicago.

Greenkeeper wishes position. Will go anywhere. Six and a half years' experience. Attended ten-week course at Amherst last winter. Single; does not drink. Young but capable. Address: Ad 1613, % Golfdom, Chicago.

Professional—15 years' experience as professional, manager and greenkeeper, would lease 9 or 18-hole golf course in Middle West, with option to buy. Address: Ad 1617, % Golfdom, Chicago.

Pro-greenkeeper attached to prominent metropolitan district club for last seven years, desires to progress by changing next season. Constructed one of club's championship courses at record low cost. Annual maintenance cost for courses under his supervision are thriftest in big district and condition of courses is excellent. First-class instructor. Married; two children. Thoroughly reliable. Highest references. For details write: Ad 1619, % Golfdom, Chicago.

Greenkeeper with 16 years' experience, past 9 years with nationally known championship course, wishes to locate in Middle West. Well qualified to handle any construction or maintenance problems, water systems, etc. Can furnish first-class references. Address: Ad 1615, % Golfdom, Chicago.

COURSE SUPT. rated as one of leading practical authorities and with convincing record in maintenance and construction of prominent golf clubs, available for new location in 1932. Services especially valuable in bringing rundown courses back to prime condition. Salary is a bargain as successful experience in maintenance and alteration at low cost shows a net saving that absorbs good salary to supt. Highest references. Address: Ad 1614, % Golfdom, Chicago.

Competent pro-greenkeeper wants winter position with Southern club. An active, well-trained man employed at well-known metropolitan club during summer. Services are available on very moderate guarantee basis. His work will better the club. Address: Ad 1709, % Golfdom, Chicago.

Assistant Pro and Handyman—Thoroughly competent young man, 21 years old, with 8 years' experience, desires job for the winter months. Can do everything required around a pro shop, excellent golf form and plays a consistently good game in the 70's. Now with a well known Chicago club and ready to start November 15th anywhere he will be given living expenses and a modest salary. Address: Ad 1708, % Golfdom, Chicago.
Golf Club
General Manager
Experienced and successful in both outdoor and indoor management. Will work out budget to give profitable greens maintenance and inside service in conformity with income. Available immediately
Address: Ad 1622 % GOLFDOM, Chicago

Active young pro with 12 years' experience as pro and assistant at good clubs, desires advancement. Excellent instructor, good personality and has fine record of advancing club's interest with free group lessons, special service to members, publicity, etc. Address: Ad 1620, % GOLFDOM, Chicago.

Young Scotch professional with five years' American experience, wants to make change. Successful as pro and assistant at daily fee and private clubs. Competent, hard worker. Fine instructor and pleasant personality. Address: Ad 1621, % GOLFDOM, Chicago.

Professional—20 years' experience as pro and superintendent of grounds; married, age 42. Unusual success as instructor. Seven years with one club, six years with another. Have 20 years' highest references. Address: Ad 1702, % GOLFDOM, Chicago.

Successful greenkeeper desires position, preferably in South. Farm reared and agricultural college graduate. 20 years' experience in industrial executive work over 10 to 40 men. Competent instructor and maintainer of golf courses at low expense. Splendid man on maintaining machinery. Present course is ample evidence of ability. Reason for change is club politics. I can keep present position, but prefer to work where harmony prevails. Married 20 years. Highest references. Address: Ad 1701, % GOLFDOM, Chicago.

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For Sale—Standard nine-hole fee course near good Southern city; quarter-mile frontage on busy State Highway. Wonderful opportunity; no competition; exceptionally low price for quick sale. For details address: Ad 1712, % GOLFDOM, Chicago.

Assistant Pro—Desires position. Knowledge of clubmaking and teaching. Ability to manage shop; successful shop salesman. Three years' experience; good references. Desirous of early connection. Address: Ad 1704, % GOLFDOM, Chicago.

Greenkeeper—With over twenty years' continuous service at well known Chicago club, seeking position. Can furnish highest references. Will go anywhere. Address: Ad 1707, % GOLFDOM, Chicago.

First-class pro business man who is excellent and experienced instructor, greenkeeper and promoter of club profits, seeks new location as present club is in unsatisfactory financial condition. Desires location as pro-greenkeeper at private club or as pro-greenkeeper-sales manager at fee course. Eleven years with present club in Midwest metropolis. Prior experience in East. Married, with two youngsters. Offers valuable services for club that wants a competent, conscientious business man. Address: Ad 1706, % GOLFDOM, Chicago.

Golf professional would like position in South for winter; age 26. Greenkeeping experience, excellent instructor and promoter of golf interest. Will consider any position for moderate salary. Address: Ad 1705, % GOLFDOM, Chicago.

Position wanted as pro at smaller club or assistant at larger club by single man 28 years old, past 10 years in service of two of the finest professionals in the country. Good clubmaker, instructor and on the job in shop selling. Address: Ad 1703, % GOLFDOM, Chicago.

Young and energetic greenkeeper with 10 years' experience in course maintenance, construction and remodeling, is open for position. Hard worker and has great record of getting results on modest maintenance budget. Highest recommendations. Will work for moderate salary. Address: Ad 1700, % GOLFDOM, Chicago.

Professional Desires to Make a Change—Am 33 years old, have been connected with golf since 1914, serving in all capacities from caddy to professional-manager with clubs of large membership in Middle and Southwest districts. Have successfully handled shop and club operation as well as course maintenance. Have the faculty of getting results through inspiration rather than driving. Am a first-class instructor, with a pleasing personality and appearance, and make and keep friends. Am a total abstainer, a hard worker and a stickler for service to my membership; an A-I credit rating. References from all former employers. Address: Ad 1710, % GOLFDOM, Chicago.

First-class pro and greenkeeper, 18 years' experience, open for position. Employed by summer club. Married man, can go anywhere South or West. A real man who is on the job working for his club. Strictly temperance. Will be glad to furnish references from my club officials, also personal interview can be had any time, anywhere. Address: Ad 1711, % GOLFDOM, Chicago.

Greenkeeper wants change of location. Anywhere in United States. While at present location have given good service to my club and at very small expense. Would prefer club where excellence of maintenance is considered rather than cost. Address: Ad 1616, % GOLFDOM, Chicago.
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Use this page to notify GOLFDOM of your club's requirements for course, clubhouse and pro shop, and you will get prompt and complete details from leading manufacturers.

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