Power-Bilt advertisements like this, appearing at regular intervals in consumer magazines this Spring, are reaching more than 4 million of America's prospective golf club buyers. And, in keeping with H & B's policy, all Power-Bilt advertising is designed to do these two things—develop a desire to own Power-Bilt clubs... and to send each prospective customer to his golf professional.
THE PLUS BUILT INTO

WILSON TOP-NOTCH GOLF BALLS IS...

Blended

Exclusive Wilson break-away package keeps each ball clean until ready for use.

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From the very first the new Wilson Top-notch has been in the preferred circle.

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Blended Tension makes the new Top-notch the talk of fairway and locker room. Keep Top-notch out front on your counter, for it pays to feature the leader. Remember, the TOP-NOTCH is your ball—sold only through Pro Shops.
have been transferred to the Rules to which they apply.

Rule 2(1): General penalties of loss of hole in match play and 2 strokes in stroke play are provided for all violations except where specifically stated otherwise. Thus, penalties are not stated under every Rule.

Rule 6(2): Order of play in stroke play now specifically covered.

Rule 7(4): Artificial obstructions—Except in a hazard, if a ball is within 2 club-lengths of an immovable obstruction, it may be lifted without penalty and dropped “at the nearest point not in a hazard and not nearer the hole which permits the player to take his stance and to make his complete stroke in the direction he wishes to play from such stance without interference by the obstruction and without interference by the obstruction with the anticipated flight of the ball.”

Rule 7(6): In stroke play, when flagstick is attended, there is a 2-stroke penalty if the ball strikes the flagstick or the person standing at the hole regardless of from how far away the ball was played.

Rule 8(2 e): Unplayable ball in stroke play—There was question whether a provisional ball might be played. Now a provisional ball is permitted, but a restriction as to subsequent play is added.

Rule 9: Boundaries are defined exactly, as follows: “When boundaries are fixed by stakes or fences, the exact line is the inside line, at the ground, of the fence posts or stakes; when a boundary is determined by a white line, the line itself is in bounds.”

Rule 9(1): Penalty for ball out of bounds now loss of distance only.

Rule 10(2): Touching ball with club at address in a hazard prohibited.

Rule 12(1 a): Moving partner’s ball in best-ball or 4-ball match—Partner incurs one-stroke penalty.

Rule 13(3): Playing wrong ball in stroke play—There is no penalty for playing one stroke with a wrong ball; if 2 consecutive strokes are played, the penalty is disqualification. However, in a hazard, there is no penalty for playing any number of strokes with a wrong ball, as before.

Rule 13(4 a)—Clarifies player playing opponent’s ball in best-ball or 4-ball match.

Rule 13(5): Practice stroke—Penalty for playing a practice stroke with a ball during a round, or rolling a ball by hand or other similar act to test the putting surface, is: match play—one stroke, player playing 2 from following tee; stroke play—one stroke.

Rule 17: Hazard boundaries are defined exactly—“When the boundaries of hazards are fixed by stakes or white lines, the stakes and lines are not in the hazards.”

Rule 17(2): Water hazard or casual water in hazard—When the ball lies or is lost therein:

If dropping a ball might result in it becoming unplayable or unfairly difficult to play, a local rule is recommended.

If a ball cross the margin of a water hazard more than once, the last point of crossing determines the line on which the ball shall be dropped.

If doubt exist whether a ball is lost in a water hazard, there must be reasonable evidence that the ball is in such a hazard before the player can have the benefit of the Rule; otherwise, he must proceed under Rule 8 for lost ball.

Rule 18(10): A ball lying on a wrong putting surface must be lifted and dropped off, without penalty.

Rule 19: Provisional ball may be played for all 3 possibilities of the original ball being lost, unplayable or out of bounds. However, if the original ball be in a water hazard or casual water in a hazard, the provisional ball must be abandoned and the player must proceed under the Rule for water hazards (17 (2)).

Rule 20(7): Stroke play—Clarified to provide that returning a score for any hole lower than actually played entails disqualification.

Recommendations for Local Rules:
Recommendations are made for local rules involving water hazards when: (1) it is impossible to drop fairly; (2) a water hazard parallels the line of play; (3) a provisional ball from the tee may be necessary.

Rules Governing Form and Make of Golf Clubs and Balls

The following new sections are now in force:

“The grip shall consist of a plain extension of the shaft to which material may be added for the purpose of obtaining a firmer hold.” (This prohibits grips of odd sizes and shapes.)

“A club shall be one unit. All its various parts shall be permanently fixed. No part may be movable or separable or capable of adjustment by the player.”

Amateur Code Revised

The amateur code in golf has been revised by the USGA, effective immediately. The new rules are somewhat more liberal regarding certain technical violations and more restrictive regarding actual professionalism.

The new code, entitled “Rules Governing Eligibility to Amateur Classification,” is headed for the first time by a positive definition of an amateur golfer, as follows:

(Continued on page 88)
PROS: Tee-off on BIG QUICK PROFITS with Corcoran Hi-Quality, Low Cost Golf Shoes

Thousands of pros at public and private courses across the country are making surprising profits taking orders for Corcoran Golf Shoes.

Designed to minimize the need for breaking in, these shoes are built to the famous Army officers garrison last — narrow heel, plain and full toe, plus steel shank — all insure top fit and lasting comfort.

Premium quality tan leather upper, selected oak-tanned leather soles.

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What to Plan for Course Maintenance Building

By R. L. MITCHELL

Supt., The Edison Club, Rexford, N.Y.

The building or buildings used in the maintenance of the golf course play an important part in how well or efficiently the course is kept. Many times the use of buildings totally unsuited, or even the lack of any building for some purposes, add to the other difficulties facing the greenkeeper in maintaining the course.

The first consideration, either in constructing new or remodeling old, should be what are the various uses for which it will have to provide. In general space for the following should be provided: greenkeeper’s office, employees’ lockerroom, repair of equipment, painting of equipment, garage for tractors, trucks, mowers and other rolling equipment, tool room for hand tools such as shovels, rakes, hose, sprinklers, etc., storage for seed, chemicals and fertilizers and both storage and mixing floor for compost and tennis court clays, if tennis courts are among the club facilities.

The office should provide ample space for the keeping and filing of various records, blueprints, reference books, etc. and for the storage of such tools and equipment as soil testing kits, levels, etc., that only the greenkeeper uses.

The employees’ lockerroom should have a locker for each employee, to store clothes, boots, lunch and any special tools that each individual may use only himself. Benches, a table and shower and toilet facilities should be provided.

The repair shop should be large enough to accommodate 2 of the largest pieces of equipment plus room to work on them, in addition to the various grinders, welders, tool and parts storage. The paint shop should accommodate at least the largest piece of equipment. It should be separated from other parts of the building so that a spray gun can be used for painting without covering everything other than what is being painted. If repairs, painting, pruning, maintenance of skating rink or other work is to be efficiently carried out in the winter it is necessary that the office locker room, repairshop and paint shop be insulated and well heated.

With an adequate repair and paint shop, garage facilities for trucks, tractors, and mowers and other rolling equipment need be only storage space. However a wood or concrete floor is a great aid in keeping the area neat and clean. Heat provided in the area occupied by truck, snowplow or other motorized equipment used in the winter is of value in starting, thawing out frozen brakes, etc. Doors should be provided on both front and rear, large enough to admit the largest tractor gang mower, as it is impossible to back a set of gang mowers out of a garage.

Protected Storage Space

The tool room needs adequate space to provide racks for all tools, such as rakes, shovels, hose, sprinklers, etc., in order that they may be kept neat and orderly. The storage room for seed and chemicals should be vermin-proof to protect the seed and locked to protect persons from poisonous chemicals. It should be large enough to store at least the maximum amount on hand at any one time.

Fertilizer storage should have a wooden floor, or other provision to keep the material from getting damp and caking. It might well be combined with compost and tennis court clay storage. The space for the fertilizer, compost and clay storage, in addition to allowing space for storing one full season’s supply, should provide room enough to mix and screen these materials. A concrete floor for mixing and screening is a necessity. In addition to the above, room must be provided for storing items such as tee benches, flag poles, etc. in winter.

After deciding the various uses to which the building will be put, the next consideration will be the type of material used in building. Of course any of the various materials such as wood, stone, concrete block, brick or prefabricated buildings are suitable. If the building is to be located near or in view of the club or locker house, it probably would be best to have it of the same type of material and colors as they are from an artistic standpoint.

If you are forced to use an old building or buildings, as I am, you can only keep the various needs in mind and fit or remodel the building as near as possible to fit your needs. If an entirely new building, it should suit your needs very nearly 100 per cent. It can be one or several buildings such as, office, locker room, repair and paint shop in one, garage and tool room in another

(Continued on page 84)
Where Does the Golf Pro Make His Money?

By HUGH M. GORDON
Pro, Roanoke, (Va.) CC

“If I had knocked off a stroke for every book on how-to-play-golf that I’ve read, I’d break 60,” says one of my club members. He breaks 100 when the wind is right and his game demonstrates that individual instruction still beats books and radio talks every time.

Most lesson profits come from the member who has made his pile and now wants to take time to learn to play the game of golf the right way. He is a poor golfer who will be made into a good one by skillful teaching, but never into a champion. The star-in-the-making shops about in his search for instruction hoping for that miracle touch that will make him tops over night. The teaching pro knows that “the club is the man with the dough.”

The busy teaching season at any club is in the late spring and early summer. That is also the heavy sales time. A $3 lesson on the course can queer a $100 sale in the shop if the assistant can’t or won’t bother to sell goods. On the other hand, teaching can be clear profit of itself plus a means of bringing sound business into the shop. It is good business to sell the golfer what he needs and teach him to use it. The satisfied customer is one who knows how to get the most out of clubs well grooved to his build and swing.

Tie Shop Sales to Teaching

If the pro is sure he makes money from teaching, he should make sure that sales plus teaching make more. And if he thinks his members don’t want lessons, build up good will with a sales plus teaching or playing plus sales project. Stores sell the same goods, but the pro has the added selling point of offering skilled advice in selection and teaching the player to get the most out of what he spends his money on.

Successful merchandising looks like a smart trick, but is no trick at all. Instead it’s a combination of careful buying, estimating the needs of the golfer before he knows them himself, displaying goods for their best sales appeal, and knowing when to discount to keep goods moving and cut down unavoidable loss.

The pro’s head can save his heels. Sales can make more money than sweating it out teaching. It can lose plenty too for the pro who won’t study all its angles and work to keep one jump ahead of the town stores.

Winning tournaments is good work—if you can get it. You place your shots with the idea that the king can do no wrong—and then, maybe, you decide that you just aren’t king. Tournament playing is a specialty requiring years of training as well as special aptitude. Luck may determine special shots and short games, but winning names repeat themselves too often to have luck any part of it.

Tournament playing for most pros is a way to spend money, not to earn it. It can be a vacation with a chance to pick up pointers if the pro enters in that spirit, rather than expecting the gods of chance to create a marvel just for him.

Club Cleaning About An Even Break

Club cleaning money comes in one pocket and goes out the other. It helps to pay the assistant and clubcleaner, and comes in when money is needed to buy stock in the spring. It is a steady little income in return for a routine drudgery that can easily be overlooked. The business man golfer is a good candidate for the club cleaning list. He expects a good buy when he gets his clubs and wants them to serve him well and to last. The professional man is accustomed to good looking equipment and likes to see his clubs well polished without rust or loose strings.

When some of us pros went into the business, the golf pro was hired as clubmaker, teacher and player. Now the pro no longer makes clubs and often has never learned to repair them. But he may combine other services for the club. He may be a pro green keeper, a playing professional and probably is in charge of caddies, tournaments, supervising the course, and any number of other duties in addition to running the pro shop, teaching and playing golf.

Pay is usually in proportion to duties, and although he can keep busy enough in his own particular jobs, the more responsibility he can take for making things run smoothly for the golfers the greater will be his income. Most clubs will pay more for a more capable pro.

Playing with club members is part of the pro’s job. This can be good will, sports-

(Continued on page 85)
Trouble Shooting On Mowing Equipment

By C. K. BRADLEY

Mowing equipment is the finishing tool of the turf management trade. A carpenter cannot work right with a dull saw and a square out of 90 degree angle. A mason cannot put the right finishing touches on his work with a level out of true, or trowels encrusted with set mortar. Good craftsmanship requires that each man not only care for his tools but also know how to use them.

The first step is to read, study and keep the instruction book and part list that comes with the machine. On receiving new equipment have the salesman or the serviceman demonstrate the handling and speak of care on delivery. You may have to pay extra for this service besides the F.O.B. shipping point of the machine, but it is worth it. You may be familiar with an older model of a particular make, but if it is a new model, some changes made may require different handling.

In trouble shooting on mowers, the first step is to make a diagnosis;—a point by point checking to find the trouble AND the cause. (A veterinarian has one up on the medical doctor; he has to find what ails the critter, while a human patient can usually tell the M.D. where he aches.) The sound of a mower in use may be a clue to the trouble.

Outside of broken or missing parts there are 3 main troubles that occur with power mowers: The engine will not start or run right; the machine does not move forward properly when the clutch is engaged; or the cutting mechanism does not produce the right results. Sometimes, or perhaps quite often all conditions exist and you really have troubles.

Trouble can be due to weakness, mechanical failure, wear or improper adjustment. These may be caused by acts of commission or omission on the operator's part. In turn he may not be entirely to blame if his superintendent has not instructed him fully and correctly in mower care and use. Care of the mower should always be part of the mowing job. Care during the operation and care AFTER the mower use has stopped for the day, are both important. Good practice toward the day's end is to clean, adjust, lubricate and refuel your power mowers, so they are ready to go the next time. The next time may be under hurried conditions, or another operator involved. Regard such care as preventive maintenance — maintenance to prevent trouble.

Engine starting trouble may be caused by faulty ignition or timing; incorrect fuel mixture or vaporization; weak compression or sticking valves (in a 4 cycle engine) or carbon-clogged intake and exhaust ports in the 2 cycle type.

Difficult cranking may be due to oil too heavy, or frozen piston for the lack of it; bent connecting rod; damaged wrist pin or crank shaft. Weak compression and lack of power is usually due to wear of cylinder, piston, and rings. It also may be due to thin oil; and, sometimes excessive choking can weaken compression by washing down oil from cylinder walls. By removing spark plugs and squirting some oil in may restore compression enough to start. A rehone cylinder job and oversize piston and rings will put new life in an engine, but there is a limit to the number of times this can be done.

How to Check Ignition

Check ignition by working back from the spark plug. Check the gap and set the outer electrode AFTER cleaning the plug. Again go by the instruction book for proper gap, which frequently is .025" for 4 cycle and .035" for 2 stroke or 2 cycle engines. Check the porcelain insulator for breaks or cracks, and see that a compression gasket is between the plug base and cylinder head. Just because a spark plug will screw into a cylinder head is no reason to assume it is the right one to use. Champion No. 6M, or the equivalent AC No. 83, Leonard 6F or Auto-Lite B-5 are used in several types of Briggs & Stratton, Wisconsin and Jacobsen makes. You may not find this type plug in chain auto supply stores and common automotive service stations; so buy some to have on hand when needed. Color photos of spark plugs used under various conditions are published by the Electric Auto-Lite Co.

If the plug fires while out of the cylinder head, but grounded by the base touching the head, then check the ignition cable for break, or cut insulation. A spark plug should jump from the cable terminal when engine is cranked, when the terminal is held about % inch from the plug terminal. If all this is ok, check the magneto terminal of cable for tight fit—and clean contact.
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