

absolutely agree and so I believe does every member of the P. G. A., that is what we need and must be our next step. A year ago it was decided by the National executive committee of the P. G. A. to place the matter of raising the dues sufficiently to allow us to hire such a man. This matter is to be definitely settled at the annual National executive committee meeting to be held at Cleveland in November.

Paddle Own Canoe

The article mentions part of the expense of hiring such a man could be borne by the manufacturers. I believe I am voicing the sentiments of every man of the two thousand members of the P. G. A. when I say we must learn to paddle our own canoe.

Pro Qualifications

Regarding qualifications of a professional as mentioned in the article, there is already a national ruling in effect that no one can become a member of the P. G. A. unless he has been three years in the profession. This means either three years as assistant under a professional or three years as professional at a club.

There is, and has been, a good deal of talk regarding the professional credit rating. The average loss is I believe about six tenths of one per cent, which is perhaps slightly larger than some lines of business and a good deal less than others. Nevertheless, while I cannot of course speak officially for the P. G. A., I feel sure the executives of the P. G. A. would gladly appoint a committee to confer with a committee of the manufacturers upon this point to see what improvement could be made.

I feel GOLFDOM is generous in opening up its pages for discussion on our profession; it should make the pro realize his responsibilities, bring sharply to his attention that he is a member of one of the most responsible professions in the world, that he is very much in the public limelight and last but not least, there is only one way for our profession to succeed as a whole: *proper organization.*

P. G. A. Member Says Increase Dues

Editor,
GOLFDOM,
Chicago.

Sir:

Your article in last month's issue of GOLFDOM, "P. G. A. Hour of Destiny Is

Here," hit the nail on the head when you said the P. G. A. could use a "Hays" or "Landis."

Having been a member of this organization since it was organized, I realize and appreciate the good work the executive committee have done in the past, with no remuneration for their time, but when they have professional duties to attend they are putting a hardship on themselves.

I have attended several meetings and heard many discussions on this subject, and I, for one, would suggest raising the dues to \$50 a year, and employ a man with marked ability to handle the affairs of this organization, who can visit the different sections and help the officers handle the admission of new members. I have seen, in the past, new members accepted with but slight qualifications. If we had continued to take members just for the dues that they pay, and not character and capabilities, then we wouldn't have gone very far. That day of casual membership standards has passed.

The increase of dues will keep out the so-called pros who are a detriment to this association, also pay the salary of a competent man who could, among other duties, help put the P. G. A. on a very strong financial basis. I am sure that the business pro can well afford this if he wants his profession put on a high standard.

I may state that I read, with intense interest, your magazine, and I want to congratulate you on the good work you are doing, especially from the professional's standpoint.

Sincerely,

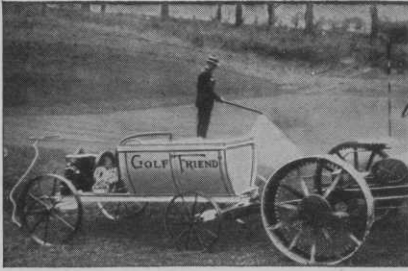
W. L.

Should Tell Clubs Good Pro's Qualities

Editor,
GOLFDOM,
Chicago.
Sir:

Have read, with much interest, your article in the September issue of GOLFDOM on the P. G. A. destiny. You say that the professional golfers are crying for a Moses to help lead them out of the wilderness, which is more than true. It is a complicated situation which opens up many lines of discussion and solutions that lead nowhere. In my opinion, the uncontrolled rapid growth of the game in the last few years has not been good for

(Continued on page 38)



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KEWANEE ANNOUNCES LINE OF CENTRIFUGAL PUMPS

An expected announcement issued by the Kewanee Private Utilities Company, Kewanee, Ill., concerns the advent of a complete line of Kewanee Centrifugal Pumps.

"We now have," said Vice-President Errett, "a line of centrifugal pumps which would embody the same precision and careful workmanship and the excellence of material and design, which has characterized the 'Kewanee' name in the displacement pump field for the past thirty years.

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ROSEMAN ISSUES NEW MOWER BOOK

ROSEMAN TRACTOR MOWER CO., 810 Church Street, Evanston, Ill., has issued the "Roseman Silent Co-operator," a catalog of Roseman roller type fairway mowers, tractors and other maintenance equipment. The new Roseman book contains interesting information relative to maintenance work. A copy of the book will be sent free to greenkeepers or green chairmen by the Roseman main office, or its eastern headquarters at 11 West 42nd Street, New York.

PROFESSIONALS COMMENT on PROGRESS for the P. G. A.

Continued from Page 11

the pro. The experienced man who has learned the game from the ground up, starting in the caddie ranks, in the shop through the caddie-master's job, club-maker, assistant and the like, putting in years of study and concentration, taking the hard knocks as they come along, surely knows what service is, and service is the keynote of the golf shop operation.

This type of man should not be supplanted by a high-powered golfer who happens to be conspicuously in the public eye at any particular time. As you say in your article, the hiring of "half-baked" kids who will take a job for any little money, just for the title of pro, generally results in the club taking away the concession privileges. Then the club employs the practical man, which should have been done in the first place.

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The trouble and cause of the present conditions lays on all sides, and as you say, the P. G. A. of America has done much in the last few years towards improving the standard of its membership, and is becoming more stringent every year. However, they are out on the limb by themselves, and should ask the major organizations, such as the United States Golf Association, Western and Southern Associations, to assist them in carrying on an intensified campaign propaganda amongst the golf clubs of the country, telling what to expect of a man who is applying for the position of professional. Such a man should have the following qualifications: should know golf shop operation from A to Z; know whether or not the club cleaning was being taken care of right; know if the club-maker was performing his work; if the caddie system was efficient; see that his shop was orderly at all times; that the membership was being supplied with the merchandise they wished to buy, and not high-pressured into what they purchase. He should be a capable instructor and play a sound game of golf in order to inspire confidence; be able to supervise all forms of golf play, and a knowledge of course maintenance and construction does not go amiss. He should be able to step in and do any of

the work that he expects his helpers to have a knowledge of.

These different subjects all require work and study and are not gained overnight, but only by years of experience, and then some men are more proficient in some lines than they are in others. Many a man who is good at shop operation and instruction has never had the time to properly develop his game, whereas, on the other hand, a good player has not the patience for teaching or tedious detail work.

A club should be careful to secure a man who has a large portion of the above requirements; likewise, the applicant should be sure that he is the type of man that the club is seeking.

Yours very truly,

J. T.

Pro, Out of Luck, Asks for P. G. A. and U. S. G. A. Aid

Editor,
GOLFDOM,
Chicago.

Sir:

“I WAS handed a copy of GOLFDOM by ——— today. Your article, ‘P. G. A. Hour of Destiny Is Here,’ I must say is the timeliest I have ever read. The writer

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