

tournament was inaugurated. All members of the club compete, pairings being made by drawing names two at a time by lot. Play is according to handicap and the winner of each match is allotted a tree which will be called his tree thereafter, while the loser pays for the cost of the tree.

More than 300 saplings have been planted at Columbia under this system and many more are planned.

Why not start the same kind of tournament at your club and take away that treeless look?

Test Greens Uniformity With Home-Made Device

A PUTTING device, similar to that used at Arlington and shown on page 11 of September GOLFDOM, was made in the pro shop at the Sunset Ridge Country club (Chicago district) and is being used to give the greenkeeper, Bob Farmer, definite evidence of the putting condition of the greens. The device is proving to be highly practical in establishing uniformity of the greens.

Pros Missing Great Bet on Matched Sets

ONE of the best known golf club manufacturers recently told a representative of GOLFDOM that he had noticed, despite the great sales record of matched sets, that the pros generally had failed to push this big profit item to the limit of its possibilities because the pros themselves were not using matched sets.

"Any pro who will play with a matched set similar to those he offers his members is providing a selling impetus that is hard to rate high enough in dollars and cents value," said this authority.

"Pros, for the most part, don't seem to realize what weight their recommendation and use of any special clubs have with prospective buyers among their members. All they need to remind them of the value of this selling force is to have pointed out to them what sale Stewart and Nicol irons have attained in this country without any special sales effort and solely because of pro use.

"The manufacturers, by presenting the pros with the matched set idea, and back-

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