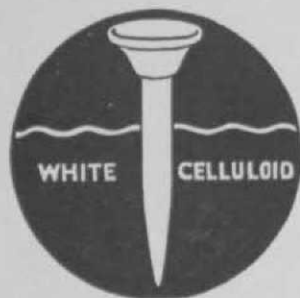


"PEG"

REG. U. S. PATENT OFFICE



FOR PROFIT

Undoubtedly the kind folks who give away golf tees rob you of your market.

Fortunately there is abundant proof that "PEG" sells even where free tees are available.

"PEG" has been introduced in every golf playing country and everywhere golfers are enthusiastic about it.

They find it so easy to use.

The long taper and smooth point goes into the ground easily.

The shape of the head fits snugly between the fingers. The ball spills off the shallow pan when you are ready to spill it—not before.

"PEG" sold well last year. It is a better tee this year. Everything indicates that it is going to have a very heavy sale this season.

The number of tees to a box gives you a quick turnover and the price allows you a splendid profit—you just try it.

"PEG" is put up in two ways.

All-White—A very practical Tee, or Four-Assorted Colors to the box—a very pretty pack. Always in Yellow boxes.

If your jobber has not got them write us.

Maintenance Analysis Is Illuminating

By H. W. LAUTNER

AN analysis of costs on course maintenance is as valuable in such work as the analysis of costs in the production of a Ford car or a General Motors product.

To a club member it should be of some interest to know where his dollar has been spent. I sometimes wonder if the majority of club members do not think that labor and material is just haphazardly spread over a hundred and some acres instead of being acquainted with the facts that represent so much study. In any healthy thriving business, costs have got to be known for every department, comparisons made and studied, and with such analysis an intelligent program of maintenance can then be made.

All unjust criticism grows out of not knowing to a large extent. Costs sometimes seem high. Perhaps a comparison has been made with another course, but comparing golf courses on the whole is difficult and dangerous. Even though the costs of maintaining a green can, with some accuracy, be figured at so much per square foot, the danger of a too sweeping comparison can readily be seen. An interesting article by Guy C. West in GOLFDOM for February, 1929, infers, I think, this very thing.

Our first two courses at Lincolnshire compared very closely with one another for 1928. Costs on each one were kept separate.

The following percentages include labor only: Brown-patch was no problem on the new greens and was only noticed the very latter part of the year. Some sand and top-soil on the property was to be had for the labor of getting it, only.

The total labor on the greens amounted to 33.1%. Of this 17.9% went to the cutting and rolling, 13.7% for top-dressing and a little fertilizing, 1.5% for weeding. The greens, being new, took a somewhat large amount of dressing, patching and extra care. The tees totaled 6.8%. Of this 5.3% went for cutting and general repair work. 1.5% was for top-dressing.

Fairways, though taking in an area of from 65 to 70% of the area of a course, run a cost of 20.1%, 16% going for cutting and rolling and 4.1% to top-dressing. Rough seems to have come in for its due share at 6.3%. Traps and bunkers, along

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with the surprises they hold for a golfer, run up a cost of 17.9%.

Watering of greens and tees amounted to 8.0%. This again must be remembered is only a labor item. Water we get from our own lake. The gas and oil and maintenance of pumps is reasonably low per gallon.

Mixing of top-dressing was 7.8%. This might possibly be added to the cost of the greens and tees as a sub item. However it can be viewed as a material cost.

It is my hope to compile some very valuable cost accounts in some detail on our four courses, graph them from year to year, that every club member may know, and have thereby a keener interest and appreciation in what is necessary to maintain his club.

Prize Money Put Up for District P. G. A. Events

INAUGURATION of a 36-hole medal play tournament to be staged under the auspices of various sectional P. G. A. bodies during the coming season, at times and places to be determined by the district P. G. A. authorities, is announced by the Butchart-Nicholls Co.

According to present plans, the Butchart-Nicholls Co. suggests to the pros that tournaments be held at Boston for the New England group, at Syracuse for the northern, northeastern and western New York pros, at Philadelphia for the Philadelphia and Middle Atlantic P. G. A., in Texas for that state's P. G. A., at Pittsburgh for the Tri-State band, at Detroit for the Michigan P. G. A., at Chicago for the Illinois P. G. A., at Los Angeles for the Southern California P. G. A., and at Columbus for the Ohio P. G. A.

These events are to have their fields limited to members of the P. G. A. of the respective districts, and will be conducted by the various sectional officers. The tournament, which will be known as the Butchart-Nicholls Tournament, is to have a total of \$750 in prize money, with \$300 for first place, \$200 for second, \$100 for third, \$75 for fourth, \$50 for fifth, \$25 for sixth, \$20 for seventh, and \$10 each for eighth, ninth and tenth spots. Ties will be divided in the usual manner.

Further details of the sectional play for this tournament will be announced by the various P. G. A. locals.



J. D. LYON

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