

# EQUIPMENT WITH A REPUTATION

Seed - Fertilizer - Golf Machinery  
SEND FOR OUR 1930 CATALOG

**GEO. A. DAVIS, INC.**

5440 Northwest Highway - - - Phone: Avenue 6130 - - - CHICAGO

## PRO MARGIN WELL UNDER OTHER MERCHANTS

FURTHER attention to the pricing schedule on pro shop goods is drawn by N. E. Clouston of the Granby Tee Mfg. Co., makers of Peg tees, who points out that the average specialty shop mark-up is considerably higher than that of the pros who not only are operating a specialty shop of marked limitation in the scope of the stock but have to be content with a sharply defined limit to their market.

"The difference in the mark-up between pro shops and other specialty shops is so great that in our opinion it calls for considerable study by manufacturers who must want to protect the stability of the highly desirable pro shop outlets by giving the pros a good chance to make money. 'Say it with margin' is, in our opinion the way to spur pro shop sales, and let the increased volume show its benefits in a greater net to the manufacturer."

## Fitting the Restaurant to the Club's Needs

WHAT is the happy medium in clubhouse meal service facilities? Some of the smaller clubs and daily-fee courses are serving satisfactorily with modest and well-planned installations that take a page from the book of the drug store lunch counters that are so popular with business men in these crowded times.

Better a compact, distinctive installation like this, with provisions for expansion to handle party business, than the heavy investments on the hotel order that are not suitable to many of the smaller clubs where such jobs have been located.

## Classified Ads.

**Competent young pro**, well versed in his duties toward the members, desires a small club in Middle West. Five years at present club. Pleasing personality, good references, and satisfaction guaranteed. *Address: Box 22, % Golfdom, Chicago.*

**Scottish Professional**—Seeks course in States. Permanent or seasonal. Life experience. Successful record. Tournament player. Expert coach. Honest and trustworthy. Eleven years at last course in Scotland. Very highest references. *Address: Box 23, % Golfdom, Chicago.*

**Locker-Room Man**—Desires position. 18 years' experience in clubs. Reliable and capable. Single. Will go anywhere. Can furnish excellent references. *Address: Box 21, % Golfdom, Chicago.*

**Greenkeeper Wanted**—Year around, for South America, MacKenzie course, 27 holes, complete hoseless irrigation, new course just completed. Splendid opportunity to connect with the outstanding sports and social club of Latin America; location, Buenos Aires.

Applicants must be thoroughly experienced in landscape maintenance, Cocos and Washington Bents. Comfortable house furnished. Transportation paid both ways. Two or three year contract with suitable protection—leave September (seasons reversed).

Send small photograph with application; give full details of experience and education and state why you are qualified to adapt your knowledge to entirely foreign conditions. Will consider only written applications from married men who state explicitly salary desired. Knowledge of Spanish not necessary. We want applications from best greenkeepers in United States and Canada as this is one of the unusual positions in greenkeeping and requires an unusually good man. Mail applications to **Wendell P. Miller & Associates**, 105 W. Monroe St., Chicago, Ill.

**Clubhouse managing steward** desires to make change. Good reasons for same. Seventeen years' experience in country club catering. Can furnish good recommendations as to ability and character. *Address: Box 24, % Golfdom, Chicago.*

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