

more than 200 dozen golf balls to other members. The balls were not those of any manufacturer doing any appreciable amount of business with golf pros. This sterling amateur sportsman managed to chisel in at a dealer's price and pick himself a few nickels at the expense of a good pro who is doing his desperate and faithful best to serve the club. The case has been called to the attention of the U. S. G. A. by the P. G. A. officials, with a request to define the amateur status of this specimen Mr. "Hello World" Henderson might describe as a pusillanimous practitioner of petty larceny. To GOLFDOM'S way of thinking this is a case where the manufacturer of the balls would appreciate getting data so a positive stop could be put to the operation. But the poor damned pro is over the barrel. If he squawks, bang goes his job, for the chances are 9 times out of 10 he won't be given a chance to explain that his precarious profit comes from a full development of his opportunities to supply the playing equipment needs of his members.

There is one of the S. O. S. situations that call for the early attention of the P. G. A. business boss, Gates. It is a job that can and should be handled with dispatch and firmness, for the lack of a proper, well maintained price structure is a constant threat to the manufacturers' profits as well as rank unfairness to the pro who is trying to do a specialty business on a gross profit of about 33 $\frac{1}{3}$ % and still maintain the same sort of an honest price and satisfactory thorough service that the club official considers should prevail in his own business establishment.

## Philly Course Superintendents Re-elect Evans President

LOUIS M. EVANS of Cedarbrook was re-elected president of the Philadelphia Association of Golf Course Superintendents at the organization's annual meeting. Eugene MacFarland of Marble Hall was returned to the vice-presidency, and R. C. Lane of Bala again made treasurer of the P. A. G. C. S. M. E. Farnham of the Philadelphia C. C. was elected secretary. E. T. Young had served the organization in that capacity for three years and asked for relief.

Meetings during the winter are held monthly in Philadelphia. The 1930 outdoor schedule opened April 7 at Marble Hall. Despite the cold and rain there was

a good turn-out. Philadelphia seldom has less than an 80 per cent attendance at its meetings. Members of other associations who happen to be in the Philadelphia district at the time of any of the association's meetings are cordially invited to attend. Upon request, Secretary Farnham (club mail at West Conshohocken, Pa.) will be glad to mail notices of the Philadelphia meetings to those interested.

Eighteen of the members of the association attended the Penn State short course but only a third of that number were able to get away for the National Greenkeepers' convention at Louisville. The Philadelphia association is hoping to develop among club officials a realization of the value the conventions have for each club represented and in this manner get authorization of each greenkeeper's convention expenses at a profitable part of the annual maintenance budget.

## Making All Year House Operation Pay

DURING last winter, the Greencastle (Ind.) C. C. had its first opportunity to see what could be done by all year operation of a competently managed, well-appointed country club outside of the metropolitan district. The winter season has been a financial and social success at Greencastle, according to President J. F. Cannon.

In giving the reasons for the happy outcome of the venture Mr. Cannon sets forth the following:

*"The dining room is under the most capable management since the founding of the club. The cuisine is excellent, and of course patronage is natural.*

*"This year the Greencastle Rotary Club is having its weekly dinners at the Country Club.*

*"Bridge luncheons and dinner parties are scheduled daily because of the club's splendid cuisine and spacious rooms, and because of the location, just a mile from town.*

*"Civic organizations are invited to take advantage of the club facilities for their banquets.*

*"Dances are held every two weeks with special programs on Halloce'en, Thanksgiving, Christmas, New Years, George Washington's Birthday, and Easter.*

*"The dining room on Sundays has so far been practically as well filled as during the golf season."*