ably successful Hagen shop display campaign is replete with evidences of GOLF-DOM'S business betterment campaign for the pros. In Spalding's shop layout service GOLFDOM is lending an enthusiastic hand. And to the P. G. A. with its plans for improving pro merchandising we are giving every possible boost. In fact, we boosted the P. G. A. so strongly in this matter that we boosted ourselves out of the Dunlop ball advertising this year and greater love for any cause hath no publisher.

When the figures on the pro business are studied and their impressive revelation of the pros' volume is made, then you plainly see why we are constantly hammering on the subject of good merchandising by the pro.

Now, as a closing hunch: We are deluged with letters from pros who want southern jobs for the winter. As near as we can figure it, there are 25 good applicants already for every available job, the majority of the boys being willing to take a winter job that will bring them out just even financially, if they are lucky. seems to us that many of these professionals would be much better off if they would get some selling job in the north during the winter and in this off season activity be engaged in work that would add much to the stock of merchandising knowledge they could use in making 1931 a magnificent year for their shop profits.

Print New Standard Forms for Course Accounting

FOUR forms for greenkeeping cost accounting, based on a semi-monthly payroll, have been prepared by Frank Murray of the Ravisloe C. C. (Chicago district) as a result of extensive study of existing forms. The forms are quite similar to the practical and popular system sponsored by the Westchester Greenkeepers' association. These Murray forms are printed in quantities by John Vestal of Chicago. The Murray Course Maintenance Cost System consists of the four related forms each following through all of the possible labor operations of the course. On each of the forms the same detailed sequence of headings and subheadings is followed.

The workman's daily form may be dispensed with if a club is not too particular as to details and requires only a foreman's or greenkeeper's filling in at the close of

WHY ARE GOLF'S GREATEST RECORDS MADE WITH HICKORY?

In winning the four major championships of the year, hickory shafts alone were used. In winning the P. G. A. championship, hickory shafts alone were used.

If the experts who really know clubs will not penalize themselves with hickory substitutes, why should the less proficient golfer add to his scoring troubles by not using hickory?

Pro finished Minton hickory golf shafts long have been the choice of the world's finest club makers. Bench club making has experienced a great revival this year simply because the knowing golfers want clubs of distinguished character and craftsmanship that means better performance.

Manufacturers can take a tip from this bench made spurt and from their costly loss of good-will occasioned by hickory substitute repairs and feature hickory in their quality lines for 1931.

Have you noticed the sensationally successful new sand wedge has a hickory shaft? Why? Strength.

For 25 years Minton's have been headquarters for uniformly highest quality hickory shafts. About your hickory requirements of any extent and character, consult hickory headquarters.

T. W. MINTON & CO.

BARBOURVILLE, KY.

FULNAME BALMARK

THE STANDARD OF
GOLF BALL MARKING
IN OVER 3000 CLUBS
YOUR PRO HAS IT
WILL TELL YOU ALL
ABOUT IT OR
WRITE DIRECT

The Fulname Co.

Kenneth Smith

Wood Clubs

THE LAST WORD IN CLUB CRAFTMANSHII

Popular lengths and weights

in stock

Men

7.50 Women

per matched set of three

Mel Johnson

BUTTERFIELD COUNTRY CLUB
Telephones: LAWNDALE 6107—HINSDALE 1000
HINSDALE, ILL.

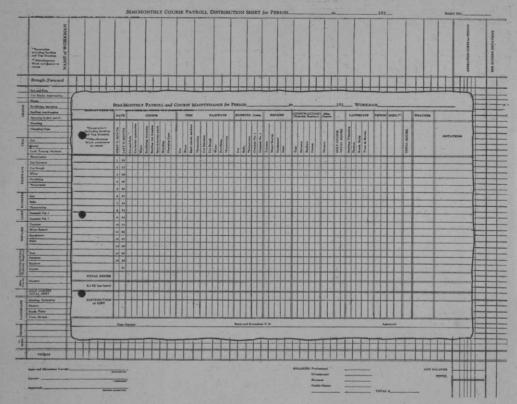
each day his estimate, by operations, of each workman's time on the workman's semi-monthly payroll sheet. This method, however, will only approximate accuracy.

The careful daily recording of the data covered by Form 11 is all-important. With

WORKMAN'S DAILY TIME TICKET

MURRAY FORM 11			1
Name		Date	
OPERATION	HRS.	OPERATION	HRS.
GREENS		COMPOST	+ 3
Cut and Pole	13	□ No. 1	100
Cut Banks and Approaches		□ No. 2	32
Water		REPAÍRS	1003
Fertilizing and Worming		☐ Tractors ☐ Water System	
Seeding Top Dressing		☐ Equipment ☐ Paint	
Spraying Brown		ō	199
☐ Weeding	- 33	(Rebuild, Replace)	
Changing Cups	50	☐ Tees	150
U	1377	☐ Fairways	15
TEES	1000	☐ Bunkers	Pile
□ Cut	100	Greens	1.55
□ Water	TO THE		
Sand, Towels		MISC. COURSE	188
Renovation Including Seeding and Top Dressing		Nursery	
FAIRWAYS		GOLF COURSE TOTAL HOURS	
Cut Fairways	1 199	LANDSCAPE	1930
Cut Rough	100	☐ Mowing, Trim'ng	
Water	100	Flowers	
Fertilizing	100	Roads, Paths	
Renovation Including Seeding and Top Dressing		☐ Trees & Shrubs	
		TENNIS	
BUNKERS			
Cut	1	MISCELLANEOUS	100
Rake	4 63	(Other than Golf Course)	
Renovation Including Seeding and Top Dressing	1	8	1
OK'd by		Property Control	
		Total Hours	1
GREENKEEPER	-	Rate	1

this information, the accountant may distribute on blank columnar pads headed in handwriting and arrive at the total requirements desired. Without this daily information, one has but guess work. This form is so simple that at a glance its use and performance is obvious. The workman is required only to put a check mark opposite the operation being performed, and, in a column provided at the right, the number of hours spent on that particular operation.



Form 12, Workman's Semi-Monthly Payroll and Distribution Sheet tabulates the time of daily operations of one man and gives his total time by operations, the total time for payroll purposes, and, brought forward with his hourly rate, furnishes the workman's period payroll in dollars and cents. Condition of the weather, which explains much, is covered on this form.

Form 13, Semi-Monthly Course Payroll Distribution Sheet brings together the detail of the various workman's semi-monthly payroll sheets and, extended, reveals the cost of each operation for the period. One of these forms may be used for hours and another for dollars and cents. With salaries of the professional, green-keeper, foreman and caddie-master, usually figured as overhead, the total payroll cost is arrived at.

Form 14, Annual Course Payroll Distribution Sheet differs slightly from form 13 and in headings is changed to cover twenty-four semi-monthly periods in lieu of the workman's names, and, with the totals only brought forward from each of the semi-monthly distribution sheets, the year's labor cost and salaries are given.

STROKE METER IS NEW CLUB ACCESSORY

Los Angeles, Calif.—The Guaranteed Products Co., 4115 Beverly Blvd., has put on the market an ingenious device for keeping track of the strokes used in playing miniature golf, as well as the parent game.

This device operates on the principle of a speedometer, fastens on the handle of the putter, or any other club. A set of digits revolve, recording each stroke up to 99. One feature about this golf score meter is you can't turn it back, and every time you mark up a stroke it is permanently recorded until you are through playing. Then by slight manipulation you can turn the digits to double 0 for the next game. It clicks when turned and can be heard many feet. The Golf Score Meter retails for \$2.50.

SCHAVOLITE NOW MAKING MINNY COURSE PUTTERS

New York City—Schavolite Golf Corp., 16 W. 45th St., has extended its line to include putters for miniature golf courses. Men's, women's and juvenile lengths are available. Steel shafts, chromium plated heads and shafts, and 14-inch leather grips are features of this club. The putter is right or left-handed and sells at a low price.