

officially, all the prize donors. It also was resolved that the existence of Red Trautman answered "Why chamber of commerce secretaries?" As section B of the first resolution, it was noted that the donors would have to depend on psychic powers to receive the expressions of gratitude. In explanation of the corollary, it might be said that the baseball, football, race and fight writers draw down offside emoluments without going on record and the golf writers, finally receiving a light sugaring, dare not risk mental and physical collapse by expressing delight.

(Mr.) Harry (Snakes) Salsinger, eminent Detroit sports writer, was chairman of the awards committee. The prizes were awarded on the basis of regular hours, clean living and care in choice of companions. (Mr.) Salsinger is a companion.

A cut Johnny Walker Cup championship may be staged prior to the National Amateur. The venue will be the private course of A. D. Lasker, which is one of the golfing show spots of the country. Only minor details prevent official announcement of this event. One detail is that Lasker doesn't know about the event yet, and another is that he may not want it when he does know about it.

Tentative official roster for the cut Johnny Walker match, proposed for Aug. 28, is:

Chairman, tournament committee—A. D. Lasker.

Chairman, refreshment committee—A. D. Lasker.

Chairman, prize committee — A. D. Lasker.

Chairman, handicap committee—A. D. Lasker.

Chairman, transportation committee—Larry Fisher.

Watch Your Stock, Says Pro Store Man

FRED ROBINSON, former pro and now sales manager of the golf department of the Honus Wagner Co., sporting goods dealer, Pittsburgh, Pa., counsels his pro friends to keep close watch on their inventories and to give thought to the P. G. A. proposal of a clearance sale as the season nears its end.

Robinson says: "Sporting goods stores do not stand on ceremony in this matter of clearing out slow-moving stocks. Lines that fail to move fast enough are disposed of at bargain prices to make way for the

merchandise that does sell. The problem is one that must be handled delicately as the pro doesn't want to establish any reputation as a cut-price store with the unhealthy inference that attaches to chronic cut prices. Nor does he want to give any evidence of being a bum guesser in buying his stocks. However, in all businesses there are some items that simply don't move. These products frequently are good merchandise but just don't seem to meet the requirements of the club where they are offered for sale. A national pro clearance sale would dispose of this merchandise and not keep the pros holding the bag for dead stock during the off season.

"Store owners often make drastic cuts at the end of the season for they realize that models of clubs are being changed in these times more than ever before. What stock the manufacturers are left with usually goes on the bargain counter at the start of the next season and makes sales that the pro had a chance to make months in advance.

"Pros will do well to re-read Willie Hunter's article on a pro clearance sale in the November, 1930, GOLFDOM. It gives them a policy that I know will profit them, as I gave this policy plenty of work-out in a pro shop prior to getting into the sporting goods store business."

G. F. Underhill, Star Reddy Tee Salesman, Dies

GARDINER F. ("Undy") UNDERHILL, for over six years traveling representative for the Nieblo Mfg. Co. and personally known to nearly all the golf professionals of the country, died suddenly of cerebral hemorrhage on July 22 at Flushing, Long Island. He was 50 years old.

For over 35 years Underhill was closely allied with the sporting goods industry and in 1925 joined Nieblo, traveling most of the time and contacting the pros on Reddy Tees. His conscientious selling and missionary work were most important in maintaining the high annual volume of the Nieblo Co.

CHANGE THE cup on a green as soon as the grass around it begins to show bruises from the golfers' trampling. During mid-summer, after a Saturday afternoon of heavy play, be sure to change the cups to fresh locations before the early Sunday players arrive at the course.