

P. G. A. Annual Session Has Weighty Matters to Handle

By HERB GRAFFIS

NOVEMBER 16, 17 AND 18, delegates from 25 sectional P. G. A. bodies will meet at Statler hotel, Boston, for sessions that probably will be the most important in pro business history. The past year has been one of action among the pros and definite reports of the P. G. A. responsibility in the proceedings will be submitted to the pro representatives for appraisal.

During the past year membership in the P. G. A. has increased approximately 20 per cent and the functioning of the sectional membership committees has been such that the association now can boast of a substantial majority of the well rated men who are attached to clubs in professional capacities. The membership committees of the sectional bodies have made credit standing with the manufacturers an important factor in determining fitness for P. G. A. rating as a Class A pro and for this reason the pro group now qualifies as the ranking power in the distribution of golf merchandise. Consequently relations with the manufacturers will get considerable attention from the meeting.

President Charles Hall of the P. G. A. has been giving much thought to association policies that will advance the proposition in merchandising. He figures that the 1932 season may be rather a tough one for golf goods manufacturers and wants to see that his forces are prepared to set themselves in solid as major elements in distribution by ample and intelligent preparation. Hall is of the opinion that the association has done well during the past three years, especially, in bringing pro credit ranking up to a high point as compared with the credit rating of other small retailing units. Furthermore, he believes that the P. G. A. could use informed team-work from the manufacturers in helping the pros whose payments are slow, often for reasons beyond their control. Hall's expression on this matter at the P. G. A. convention probably will be a reminder to the manufacturers that credit is primarily a matter under the control

of the seller, and that if the manufacturers will agree on a credit policy considerate of pro situations, further advance in the credit matter will be forthcoming promptly.

Merchandisers Make Bow

The merchandising committee of the P. G. A. will receive instructions for its operations during the coming year. The committee's work since its formation the middle of the 1931 season was directed mainly toward getting manufacturers to adopt policies that would give the pros an even break with the stores. Judging from the 1932 policies of manufacturers as tentatively announced, the committee's first effort has been successful.

Business administrator Albert Gates will tell the pro delegates the details of the club and ball P. G. A. contracts, and inform the conference on details of the clubs contracts for 1932 already arranged with Spalding, MacGregor and Vulcan. Gates also will have a lot to tell the boys about the successful operation of the life, fire, and theft insurance arrangements that have been in operation this year.

Playing professionals who have been asking for stronger voice in the P. G. A. meetings will have their inning this year. Gene Sarazen has been named as representative of the big-time performers. Tom Armour was the original appointee, but was unable to accept the appointment due to prior demands on his time. The playing part of the field, stating its function to be the advertising department of golf, is anxious for a development of the enterprise that has been so successfully in evidence during this generally tough year.

The P. G. A. championship this year, due to excellent promotion by the Providence people and Bob Harlow, P. G. A. tournament bureau chief, grossed slightly over \$22,000. The P. G. A. had a \$12,000 guarantee, the largest in the association's history, and a 50-50 split on all over \$12,000 after Wanamoisett expenses were deducted. The P. G. A. and Scioto split 50-50 on the \$13,000 gate at the Ryder cup matches. The

P. G. A. championship drew only \$2,000 less than the National Open, by far the best comparative gate performance it ever registered.

Thus the boys had, this year, a sample of the sort of pro promoting genius that steeréd Hagen and Horton Smith into the tall dough class. Harlow's schedule for the winter troupers is a great job of selling showmanship for the pros, in view of the undeniable fact that folks are not tumbling over themselves to put up money for Open tournaments. The playing pros' case to the other boys is that Harlow is able to sell the performances, bringing money into P. G. A. members' pockets, and show the Open sponsors, if needs be, how they can make a profit out of their shows. On the account, the players believe that the tournament players and bureau represents a profit to all members of the association that calls for thorough and enthusiastic support.

If You Haven't Heeded This Call, Get Busy

To the State, Sectional, and District Golf Associations:

The suggestion has come to us from the National Committee on Mobilization of Relief Resources that the golf clubs of the country be requested to conduct one-day competitions with nominal entry fees, and that the entry fees so received be forwarded by each club to some local relief fund as a contribution.

In war time, golf clubs through competitions of this kind gave substantial amounts to various relief agencies. The emergency is even greater at the present time, and we believe that the golfers of the country are willing to help now as they have in the past.

We urge that you suggest the idea to your member clubs, bearing in mind that this is not an attempt to raise a national fund, but that each club should be requested to forward the amounts received to some local relief agency.

Yours very truly,

H. H. RAMSAY,

President,

United States Golf Association.

Golf Work Gives Jobs to Unemployed

NUMEROUS INSTANCES of golf course work having a part in local unemployment relief are reported. At Flint, Mich., a new municipal golf course was constructed mostly by labor of relief labor. At Braeburn C. C., West Newton, Mass., relief labor was used to clean up woods bordering fairways. At Louisville, Ky., much relief labor is being employed on municipal courses, one of which is to be the venue of the 1932 public parks championship.

Other cities in which relief labor is being used on municipal golf courses work include Hartford, Conn., Pontiac, Mich., Los Angeles, Calif., Birmingham, Ala., Detroit, Mich., Grand Rapids, Mich., Lansing, Mich., and Muskegon, Mich.

Wages paid the men are equivalent to what would have been paid the unemployed through city charity departments. Study being given to the relation of municipal golf course and park construction and maintenance to the unemployment problem indicates considerable expansion in municipal golf course facilities unless general business improves.

Melbourne, Fla., Invites Pro Winter Residence

FRANK KENNETT, pro at Kalamazoo (Mich.) C. C. during the summer and at Melbourne (Fla.) C. C. in the winter, has made a move that probably will bring a number of pros and their families to Melbourne as winter residents.

Frank has secured from the Melbourne board of directors permission to extend use of the course to visiting master professionals of recognized clubs at no charge. Any pro with these qualifications will be permitted to play the course all season long if he so desires. The course is an 18-hole Donald Ross layout, with fine greens. It is a great place, says Frank, for the fellows to tune up for the winter championships. Melbourne is about in the center of the state on the east coast. Good roads extend to all major spots in the state. Living expenses are reasonable and Frank will dig up the dope on accommodations for any interested professional.

The Melbourne course courtesy offer is no go for the vags who pretend to be pros and whose brassy deadheading has put the pro courtesy privileges out at many clubs.