

may see a new line-up in the pro field. The business men in pro golf will be retained in their jobs and the others will go overboard. This may furnish some of the answer to the pro unemployment problem.

With good credit standing appreciated as a necessity by the substantial pros, there is only one need for kindergarten business education still before the pro field. That is the vital job of getting the fellows to realize that an order is an order. Every year, along to the close of the season, the manufacturers have shipped back to them a lot of clubs that the pros who are unacquainted with orthodox business practice haven't been able to sell. Those pros simply say they won't pay for the stuff and here it is. That backwash that the manufacturers have to dispose of some way is one of the aggravating reasons why pros must start each season competing with cut price sales of stores that firmly contract to buy surpluses shipped back unexpectedly by pros too late to be sold at something near the list price.

Discussing this situation with pros who acknowledge that the manufacturer is caught over the barrel, pros maintain that such return shipments are the direct result of manufacturers' overselling to unduly enthusiastic pros who consider the goods are sent to them more or less on a consignment basis and see no violation of business ethics in returning the unsold and unpaid-for merchandise. This controversy could go on interminably without anyone being able to follow the buck in its frequent and speedy passing—and probably will, unless manufacturers and pros get together on a campaign of education to make the entire pro body realize that an order is just what it is termed—AN ORDER.

### Show-Down at Peoria

One of the brightest spots in the pro manufacturer relations is the appearance of a new attitude of understanding. Plans of the PGA for its annual meeting to be held at Peoria, Ill., early in November, now contemplate inviting leading manufacturing companies to have an executive in attendance for a day devoted to consideration of the mutual problems and hopes. That such a session could be even mentioned would have been rated Utopian three years ago when some of the manufacturers' private talk referred to numerous pros in such endearing terms as

"dead-beats" and "cry-babies" and the pros in passing judgment on the manufacturers used tender terms like "double-crossers" and "chiselers."

Now, among the leaders on both sides it is considered that the primary work to be done is to get both houses in order. It is fully realized by the men who rank the highest in pro and manufacturing circles that unless there is pro and manufacturer co-operation in readjusting golf goods distribution to prevailing conditions and united effort to eliminate the evils that have grown Topsy-like in the business, it will be "just too bad" for all concerned.

Whether the players realize it, or not, golf goods were supplied this year at a cost probably representing a substantial net loss. That can't continue, but who will be able to survive as manufacturers and as retail distributors are going to depend a whole lot on the outcome of sympathetic and thoughtful deliberations of the manufacturers and pros during the forthcoming twelve months.

### "Uncle John" Carr Resigns from Pittsburgh F. C.

**A**FTER MORE than 30 years as a member of the Pittsburgh Field Club, the last sixteen as an executive, "Uncle John" W. Carr has resigned and has moved to Port Henry, N. Y., his boyhood home. Thus the club and Western Pennsylvania golf loses one of its leading lights in the promotion and development of the sport.

The Field club gave "Uncle John" a testimonial dinner just before his departure. It was in appreciation of his many years of service as an official of the club.

Carr joined the organization in 1902, when it was a cricket club. Golf was being played on a small scale, but the sport did not assume importance until 1913, when the present property was purchased, and a new course built. In 1916 Carr was elected to the directorate at Pittsburgh and since then he has held practically every executive office with the exception of president. He was vice-pres. in 1916-17, and sec'y-treas. from 1923 until his retirement. He also served on various committees, and for many seasons was green-chairman, during which time he supervised numerous changes in the layout of the course.