Penn Short Course to Begin January 30

PENNSYLVANIA State College, School of Agriculture has scheduled its third annual greenkeepers' short course to begin Jan. 30 and continue until Feb. 24, 1933. As in the past, enrollment will be limited to the first 30 applicants; the fee is $10.00.

Subjects taken up at the short course include soils and fertilizers, grasses, weeds, insects, diseases, landscaping, machinery, irrigation and drainage.

Penn State will also hold its annual 3-day turf conference, at the conclusion of its short course, Feb. 22 to 24, open to all green-chairmen, greenkeepers and others interested in attending. The program has been made up after conferring with a committee of Pennsylvania greenkeepers and is as follows:

PROGRAM

Austin L. Patrick, Chairman

February 22:

10:30 a. m.—Propagation of Flowers and Shrubs, E. I. Wilde.

2:00 p. m.—Turf Treatments and Insect Control, L. B. Smith
Diseases—Round Table Discussion — Leader, H. W. Thurston.

February 23:

Soil Problems—Nickolas Schmitz, Chairman

8:30 a. m.—Modifications of Soil Texture and Structure, A. L. Patrick.
Factors Affecting the Rate of Decay of Organic Matter, J. W. White.

2:00 p. m.—Peats: Classification, Characteristics, and Use, A. P. Dachnowski-Stokes.

6:30 p. m.—Dinner—Nittany Lion Inn.

February 24:

8:30 a. m.—Supply and Distribution of Water, R. L. Blasingame.
Sampling and Testing Soils for Nutrients and Lime Deficiencies, F. G. Merkle.

A question box will be available throughout the program.

Greenkeepers, green-chairmen and others are asked to write to the Dean of the School of Agriculture, 111 Agriculture Bldg., State College, Pa., for further information.

PROS, MAKERS AGREE

Discuss Both Sides in Deciding Points Brought Up by PGA

WITHDRAWAL of PGA and all other "pro" references in ball-branding, in accordance with agreement made by the golf ball manufacturers' association and the PGA, extends the discount deal to all pros regardless of pro association affiliations. About 50,000 dozen balls figure in the deal which shares the price reduction between pros, players and the PGA. PGA cut on the deal assures financing of the Ryder Cup team to England in the customary manner. PGA is to handle the pro rebates, cutting 50 cents a dozen to the pro and 50 cents to the association. The players probably will get the additional 10% cut on the balls. No similar plan will be employed in disposing of stocks of pro branded clubs.

The conference of manufacturers and pros unanimously condemned the returned goods and consignment sales practices and committed both pros and manufacturers to a concerted effort to better the credit situation. This situation ran into a serious complication in 1932 due to many clubs owing their pros. Pros never have been free from an inability to enforce collections from club makers like collections are enforced from pros. What can be done about this matter is anybody's guess.

Private brand ball business, if the present control of responsible manufacturers were eliminated, would produce a chaotic merchandising condition which would not be subject to the restrictions of present relations between pros, manufacturers and substantial private brand buyers, according to the manufacturers' statement made at the conference. The matter of legality also prevents the restriction pros hoped for on private branded balls. Which simply means that smart pro merchants will handle the private brand competition same as before without any appreciable misery and the other boys can sob and threaten to get an edge without any answer but an echo. The explanation was O. K. as nothing further could be done about such a deal in the golf business, or any other business for that matter.

The old gag about manufacturers exercising a lot of pull to get jobs for slowpay pros in order that the manufacturers could get the delinquents off the cuff, against which the PGA protested, was pronounced by the manufacturers as something that isn't being done. "If it is," continued the manufacturers, "we are, as a body, against this practice."

Another deal that both condemn was the practice of pros putting their names on cheap merchandise that the endorsing pros didn't play.

The proposal of the PGA that the manufacturers aid in bettering the credit situation by urging the employment of PGA members for positions open, the manufacturers ruled out, saying "it would be unwise for either the PGA or the manufacturers, acting concertedly, to attempt anything in the nature of a boycott against any class of professionals." The manufacturers did, however, express themselves as being of the opinion that PGA membership was a point in favor of any pro seeking a position.

Reference to a boycott, even in very dainty terms, has been vigorously condemned by thoughtful and foresighted PGA leaders. Any ill-considered talk or effort on the part of PGA encouraging a boycott against legitimate work to get employment, would be certain to arouse public wrath, according to the judgment of these astute pro officials. They state: Such a movement would be a misuse of the position of trust in which the PGA members are placed by their responsibility to their clubs players and would be certain to arouse public resentment so positive and widespread as to imperil the PGA.

One point on which both manufacturers and pros agreed to the limit was opposition to selling golf equipment at wholesale prices to amateurs. The manufacturers probably are happier than the pros are to have a positive commitment on this subject as the pressure brought to bear in effecting "buy it wholesale" deals has seriously interfered with the ordinary legitimate procedure of distribution.

The matter of replacing the former pro discount of 7% with the new deal of a 5% trade discount and 2% cash was chewed out thoroughly. The manufacturers explained the new deal by saying it was necessary to provide a pro discount that met the standard discount terms of the athletic goods industry. Legally, so members of the club and ball makers' associations had been advised, the old deal to the pros was all wet and threatened trouble in court in addition to the trouble the manufacturers already had suffered from the demands of the store buyers for a 7% cash discount.

On the pro end, the PGA men said it was hell that the good pay pro would get 2% instead of the former 7% for laying the dough on the line, but agreed, in view of the legal slant, that the new deal was necessary and called for reminding the pros who were business men that the 2% deal still meant 24% a year.

Both sides agreed that the 7% deal had showed that about the same fellows kept good credit before and after the deal was in force. Credit standing, they decided, was a matter of business education and ethics as much as the difference in discounts.

SOME HOPE NOW

Golf Bag Manufacturers After Years in Misery, Organize to Seek Profits

IT LOOKS almost like the millenium has come in the golf business, for the leading golf bag manufacturers have organized an association and committed themselves to policies of trade operation that at least gives some of the bag makers a chance to break even, which would be a vast improvement on the last few years' ledgers.

What hell the pros, the ball makers and club makers think they have had since the years of the profit-locust came on, has been as love's sweet dream to the bag manufacturers.

First of all, almost any bird with a loft, a sewing machine and some leather and canvas would start up as a bag manufacturer. Then he'd go out to sell. So much of the bag business is done through stores that the manufacturers didn't have the fair profit volume the pro business ordinarily affords. After a few minutes trying to sell some of the shrewd store buyers the distressed bag manufacturer would emerge with an order but minus his outer clothing, lingerie and profits. He had set a price for the fellows who followed him so it wasn't long until the entire industry was demoralized.

That sort of business could go on just so long. After the necessary time, when each fellow who lost a profitless order had to spend time cussing his competitors and