

PICKED UP IN THE ROUGH

By HERB GRAFFIS

ANOTHER free golf school on the order of the highly successful school run by the Chicago Daily Fee Golf association and the Chicago *Tribune*, has been conducted by the Harrisburg (Pa.) *Telegraph* and the Blue Ridge CC. Six lessons made up the course.

There were more than 80 golfers in the school. Calvin Black, president of Blue Ridge, was the moving spirit of the enterprise. George Haak, Blue Ridge pro, assisted by Joe Ludas, pro at Middletown, handled the instruction and showed some astonishing results. The pros handled pupils from 8 to 76 years old. Majority of the pupils were women. Prizes were given to the pupils who showed the greatest progress.

Keen golf interest was aroused in Harrisburg and the *Telegraph* benefited with another demonstration of reader service and response. The idea is a natural for golf-newspaper tie-up.

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EDDIE CONLIN, head man of the United States golf ball sales, did something smart at the PGA convention at Milwaukee. Eddie gave each pro who played some of the new United States rubber kitchen aprons for his wife and some of the U. S. Three Star balls, which are called the U. S. Hennesseys by those who have memories that go 'way back.

The pro's wives clapped hands at Conlin's thoughtfulness. Ed also gave Francis Gallett, pro at Blue Mound, payment for the U. S. balls given away at the tournament.

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ONE SOURCE of income at the PGA tournament was the tee plates. On each tee plate there was the lettering, "National Tea," for which the National Tea Co. paid \$100.

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ATIP-OFF that the days of easy credit in the sporting goods business are at end comes out of the organization of the National Sporting Goods Credit association.

All leading manufacturers now are exchanging information on delinquent accounts. This is putting an end to the

grand old run-around whereby a retailer who was in too deep with one manufacturer would switch to another until credit had been exhausted with the second manufacturer, when Sucker Number 3 would have the account handed to him by the retailer who acted as though he were doing the manufacturer a big favor.

It was plenty evident at the meeting that for each dollar in pro bad credit there was more than a match in other dealer bum credit.

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AT THE sporting goods credit men's meeting one of the speakers said something that will do some pros a lot of good and which may show them it is dangerous ignorance to act tough or play cry-baby when they are asked to pay their bills. This credit man remarked:

"Many retailers get into debt unknowingly. They have no intention of becoming dead-beats. Bills gradually pile up on them and the discovery that they are in too deep comes as a shock rather than the culmination of definite planning. Thus it is a favor to the retailer to remind him at frequent intervals of growing indebtedness, before he becomes hopelessly entangled in commitments. Stores have often thanked us for reminding them of their delinquencies before they reached the danger point.

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THE new code looks to be a great thing for the pros and the manufacturers. The manufacturers sweated and spent a lot of time and dough to get a code that would eliminate retardent elements from the operation of a complex business. Boardman Spalding was the pilot of the tedious sessions for the manufacturers and a fine choice for the spot. He is one of those patient, long, lean guys like Joe Graffis and Cassius who do a lot of thinking o' nights, and in the daytime, too, and when the hooie has been sufficiently spilled will jerk the procession back into line with a "yeah, but how about the dough?"

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GEORGE JACOBUS was called into the meeting to speak his piece for the pros. George put up a lusty, and legitimate plea for the pros getting a 50-50

deal with stores. His instructions from the pros were to raise particular hell against "buy it wholesale" deals, to eliminate the factors that give stores chances to spring cut-price sales against the pros, to work out the pro credit situation and to cut down pro howls on the subsidy which have been plenty, because one pro always will claim that the other guy is getting more with less license.

George did an impressive, first class job. The kid is O. K. Being president of the PGA is in many respects like being a green-chairman—just when the man knows enough to be able to hit swift pitching and is a valuable asset for the club, he is liable to get sick of his job, and the expense of training has to be repeated with someone else.

Evidence of George's earnest labors for the cause are evident in his doctor's diagnosis. He has a persistent case of nervous indigestion, maybe stomach ulcers, which the worry of trying to help the pros has given him.

JOHN MacGREGOR, boss guy of the Greenkeepers' association, played a fine hand in the code business. When the USGA expressed a belief that the private golf clubs didn't come under the code, John wired Herbert Jacques, president of the USGA, advising Jacques that the greenkeepers could be counted on anything for the good of the game and the clubs. John further made the delicate suggestion that if the recovery code was to do its work there are a hell of a lot of fellows in charge of golf courses and course laborers who are over-due for some recovery aid.

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THE greens force of golf clubs, from greenkeepers down to the guys who weed the traps, generally are pitifully underpaid. If golf club officials, especially in the metropolitan districts, realized how many of their course employees and their families had to exist on relief funds during last winter, these officials would be shocked and promptly act to alleviate the condition.

Chances are the officials won't know because the greenkeepers have the matter of cutting costs so constantly drummed into their ears they are afraid to mention money to their chairmen.

The result is that many a metropolitan district greenkeeper is managing to squeeze out of the scanty sum he has to tide his own family through the winter, enough money personally to aid some valuable and trained man he wants back next season.

But that's the way since the world began; you can get a banquet from the poor when the rich wouldn't give away the time of day, so history advises us deep students.

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AN ASSOCIATION of one-armed golfers is being organized by J. T. Junk of Downs, Kansas, who recently sent out a letter to secretaries of all clubs in Kansas, western Missouri, eastern Colorado and southern Nebraska, outlining the plan. In his letter, Junk said:

"As a one-arm golfer I feel I'm plenty good, but anybody in my position knows it is unfair to be matched against a two-armed man. I would like to organize all one-armed golfers in Kansas and surrounding states and hold a tournament once a year in some centrally located city—Tope-

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THE ENIGMA, CINCINNATI, FRIDAY, APRIL 10, 1932



Intriguing Twirl!

Classic Sweaters are Two-of-a-Kind

Each sweater is made of the finest wool and is cut in a classic style. The one is a crew neck and the other is a V-neck. Both are available in a variety of colors. Price, \$3.95. **H. & S. POGUE**



On the Tee! Proper Stance! Play the Game!

in Arnold Authentic GOLF SHOES

FOR WOMEN

Their Arched shoe grip can absorb any wear from your feet and cushion on your gait

They fit like a glove. They are made of the finest leather and are cut in a classic style. The one is a crew neck and the other is a V-neck. Both are available in a variety of colors. Price, \$10.50. **H. & S. POGUE**



10⁵⁰

The H. & S. POGUE Co.

Now That Spring is here
Cushion Golf Socks to improve your game

These socks are made of the finest wool and are cut in a classic style. They are available in a variety of colors. Price, \$1.00. **H. & S. POGUE**

Newspaper sport pages often overlook the advertising revenue that would result if women's local golf news appeared regularly in the paper. Such ads as this full-page one, run by the H. & S. Pogue Co., Cincinnati department store, in the "Enquirer," are waiting for any newspaper smart enough to feature women's golf.

Picked Up in the Rough

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ka, Manhattan, or even Kansas City, Mo., depending on how large an area our organization covers.

"Here is hoping we fellows can get together at least once a year. Besides having a good time, perhaps we can learn a few tricks from one another."

If you know a one-armed golfer living reasonably near to Kansas, tell him of Mr. Junk's plan.

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HERMAN HAHN, who is serving his 26th year as assistant at the Woodmont CC, Milwaukee, is the veteran of the country's assistants. Herman started with the club. He has served under five pros.

"Doc" Treacy, pro at Woodmont, says of Herman:

"He knows most of the members better than they know themselves. I never have known him to make a mistake. When he comes into the shop you know it is 8:15, rain or shine.

"He sees that the members' equipment is kept in fine condition and even though the club is a small and exclusive one, he has plenty to do, showing that a first class assistant is essential to a pro and a club."

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WALLY CHAMBERLAIN, pro at Binks' links, big driving range on the north side of Chicago, successfully adopted an idea from the night clubs. Wallie put on a "Celebrity Night" during which a number of prominent Chicago district pros and amateurs appeared and drove balls.

The idea not only attracted a large crowd but helped to put across good propaganda for pro instruction.

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M. R. WESLEY HAYLES, whose address is Gen. Del., Atmore, Ala., suggests to the editor of *Golfing* something that shows how hope burns brightly in the bosom of the golf enthusiast.

Writes Hayles:

"I am writing to ask you if you will please help us to get our A. A. P. golf



Autumn is just like midsummer to brown patch. As long as weather stays hot and humid, brown patch still is a threat to healthy turf.



Most greenkeepers realize how dangerous it is to stop brown patch treatment too early in September. So they keep on using Semesan or Nu-Green—the two standard brown patch fungicides—until all risk of injury is past.

Semesan prevents and controls brown patch under all conditions, but is recommended for turf that is normally fertile. Nu-Green—equally effective but with the added quality of stimulating grass growth—is advised where soil fertility is lower.



For free prevention booklet on brown patch and snow mold, write to Bayer-Semesan Company, Inc., Du Pont Bldg., Wilmington, Del.

25 lbs. . \$ 46.25
100 lbs. . 180.00
300 lbs. . 525.00

SEMESAN

NU-GREEN

25 lbs. . \$ 30.00
100 lbs. . 115.00
300 lbs. . 330.00

from any seedsman or golf supply house

Domestic Peat HUMUS

Pure organic material, ideal for soil improvement purposes. Complies with U. S. Govt. Specifications—available in finely fibrous or coarse form. Tell us your requirements. Shipment by bag, truck or carlot units.

HYPER-HUMUS CO. of Newton, N. J.
Main Office, Morris Bldg., Philadelphia. Pa.

BROWN PATCH HAS NO CHANCE ON FUNGOL GREENS



Take Advantage of this Double Duty Product — Learn About Big Covering Capacity of FUNGOL

We have some interesting data to send you. Write us today for free literature concerning FUNGOL, the two-in-one Fungicide and Vermicide, for prevention and control of Brown Patch and eradication of grubs, beetles, sod webworms, and earthworms from your Greens.

You can handle the Brown Patch situation quicker and easier with FUNGOL than any other preparation.

The extra large covering capacity of FUNGOL makes it most valuable and economical. Each pound sufficient to treat 3,500 square feet of Green.

Send now for complete details, free record charts and testing samples of FUNGOL and VEG-E-TONIC.

McCLAIN BROTHERS COMPANY
127 Second Street, Canton, Ohio

VEG-E-TONIC

Nitrogen-Phosphoric Acid-Potash. The cool soluble food for Greens. Does not burn or streak Grass. Easily applied. Gets quickly to root systems. 5 to 8 times strength of ordinary fertilizers. Very economical.

The Butchart-Nicholls Company

Golf Craftsmen

Golf Clubs, Bags and Balls

Main Office and Factory

NEWARK, OHIO, U. S. A.

NEW! PYRATONE HEAD

We've just perfected the NEW Pyratone Head made of TEMP-URD-Wood with Catatone finish, that is live and hard and impervious to moisture. It will easily drive a ball 25 to 50 yards further.

Besides the new Pyratone Head and the world-famous Pyratone Sheath and Torsional Grip, you may now obtain from us Caps and Whipping Collars, Ferrules and Faces and Back Weights made of Catatone or Pyroxylin.

Write at Once for FREE Introductory Offer

PYRATONE PRODUCTS CORP.
309-319 St. Johns' Court - Chicago, Ill.

course up in better times by giving us some second-handed clubs or some clubs that you can spare.

"I am president of our club and we have 14 members and if you send us some clubs we hope to have 2 times that many.

"We will advertise your products as much as we can and we are planning on buying some clubs in about 6 months and when we buy you will be the man that gets our trade if we get any clubs from you."

Things ought to be better in the golf business "in about 6 months" when Wesley and the other members of the A. A. P. golf club come into the market.

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THERE is one good sign that the depression in the golf business is on the way out. During the last two months there have been a large number of small town requests for "The Golf Club Organizers Handbook" and some from larger cities.

This is the promotion book financed by the Club and Ball Manufacturers associations. It is sent free to those wanting to start golf clubs.

One of the copies went to Pablo Homes, a Spanish businessman who is prominent in International Rotary. Senor Homes is responsible for the construction of several new courses in Spain.

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INCREASES IN food prices were reflected in the announcement of numerous clubs that prices for meals were increased August 1.

Failure to raise the prices in club restaurants in keeping with greater food costs is going to show some house deficits that can't be dodged.

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GOLFING for August commented on certain hoodlums who play good golf. One of the fellows referred to was picked out of the field at the Western Open on a vagrancy charge. They had better not get too tough with these vagrancy charges or they will cut down the fields.

The pros can point to visible and honorable means of support. And you must say

SCORE CARDS

Coupon Score Cards—(2 Kinds)
Regular Score Cards—(2 Kinds)
Decimal Par Score Cards (1.)

SCORING and HANDICAPPING

GRAPHIC
HANDICAPPING CARDS
and
CABINETS

TOURNAMENT CARDS

Medal Play Cards—(4 Kinds)
Match Play Cards—(2 Kinds)
Plain or Imprinted Club Name

CLUB TOURNAMENT RECORD BOOKS — CLUB GRAPHIC RECORD BOOKS

Write for Catalogue and Article on "Decimal Par"

—THE GRAPHIC SCORE BOOK CO. PARK RIDGE, ILLINOIS—

Plant and Sales—6544 Northwest Hwy., Chicago

for Jack McGurn, the machine-gunning amateur, that he has guts enough to get his money by incurring some risk, other than that of losing his amateur standing.

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BUT THERE are plenty of law and order golfers left. There is a young lawyer named Jones at Atlanta, who is not bad. Bert Meyering, former pro at South Bend, has a brother Bill who is sheriff of Cook County, Ill. Bill lost an arm in the war but he can shoot a decent score with his remaining wing.

Lew Waldron, who had been doing a good job of pro-ing for these heaven-knows-how-many years, nominated Ray Potts, sheriff of Summitt County, Ohio, as the ace of golfing coppers. Lew says Potts, who has only played two years, performs consistently in the low seventies. Potts was one of the amateur threats in the Akron district Open.

Waldron says he will take Potts to shoot it out with any kind of irons against any of the public enemies.

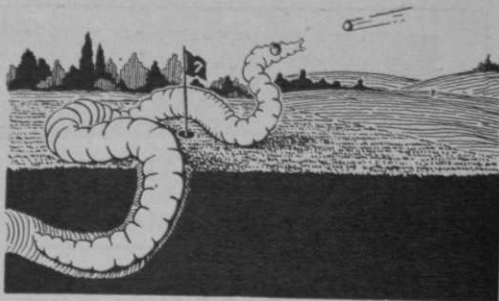
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ANOTHER stunt in August *Golfing* went over so well that it will be continued early next year with some great dope from Al Lesperance, Joe Novak, Harold Sampson, Charley Hall, Craig Wood, Ernest Jones, and others received too late for the last issue of *Golfing* for 1933.

This idea was asking star pro instructors what they would tell a pupil if they had only one minute to give a lesson that would last a lifetime.

The notion was to get across the idea that people shouldn't be scared away from golf by all the talk that the game is so terribly difficult that it takes years for anyone to master it to even a limited extent.

That idea of the horribly complex nature of golf has scared away more people than is good for pro business. The sooner the pros give the public the idea that golf can be learned right from a competent man in an easy enough way to enjoy, without arousing championship aspiration, the sooner the pro lesson business will increase.



Get Rid of the Worm Hazard

Always in the way...always spoiling the game of particular players...creating disgruntled, dissatisfied members...you couldn't find one all day if you wanted to go fishing, but your members can't avoid him, or the little mounds of dirt he makes.

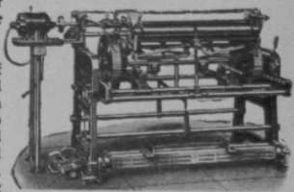
DIWORMA gets rid of worms effectively, surely. Just sprinkle on your greens—no washing in, no rinsing, no burned grass. Investigate!

Other Dolge products.

THE C. B. DOLGE CO.
WESTPORT, CONNECTICUT

The New PEERLESS JR. Mower Sharpener

A high-grade Mower Sharpener of ample size and capacity at a very low price. Grinds all makes of power mowers and tractor units with blades up to 36 inches wide, as well as putting green and hand lawnmowers, without removing wheels or reel knives. Equipped with Reconditioner for "lapping in" with emery paste. Write for descriptive folder and price.



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1933's Biggest Golf Bag Seller!

Positive sensation from coast to coast. Ask the TUFHORSE salesman to show you its remarkable sales features.

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OLD ORCHARD CREEPING BENT GRASS STOLONS

Upstanding, Economical to Care For.

OLD ORCHARD BENT GRASS NURSERY
Box 350 MADISON, WISCONSIN