

Club and Ball Makers in Meeting Smile Again

ANUAL MEETINGS of the Golf Club and Golf Ball manufacturers' associations found the playing equipment makers smiling at business again for the first time in several years, and some of the boys even took practice swings on laughing out loud, the improvement in the industry being so noticeable.

Here are some of the things the manufacturers did:

No more free balls, even for sample purposes. You can grunt your head off but it won't do any good. It's section 8 of Schedule B of the Sporting Goods Code to which the guys swear by all they hold holy, and a \$500 fine, there will be no fenagling.

Makers agreed to report obsolete or distressed merchandise now in stock so production programs can be governed accordingly, and there will be no curves thrown in making up "obsolete" merchandise for sale purposes. This gives the pros a break for the store sales of "obsolete" goods and the dump sales were rough competition. Comment of representative manufacturers indicates there is very little surplus of golf clubs.

G. H. Hamacher, formerly assistant treasurer of Spalding's, was made permanent secretary and treasurer of the Code Authority. His office is at room 1710, 209 South State street, Chicago. Code Authority trade representatives having to do with the golf field are: Club Manufacturers, H. B. Canby; Ball Manufacturers, L. B. Icely; Bag Manufacturers, T. S. Cart.

Camille L. Gairoard, Kroydon head, was elected new president of the Club Manufacturers. James Brydon of Worthington was elected secretary of the Ball Makers, and will work with Milton B. Beach of Spaldings, who was elected president.

Gairoard is a member of Essex County CC, where the shop concessions recently were turned back to the pro, Bill Malcolm, after the club had tried shop operation on its own hook for some time.

In his inaugural address Gairoard said in addition to the improvement in general business conditions there was a remarkable increase in enthusiasm among the younger generation on the golf courses. "This," he added, "is already having a stimulating effect on the golf club industry."

That last statement will be good news to the pros whose work in kid promotion

has been described in GOLFDOM issue after issue because of GOLFDOM's firm belief that this is smart foresight for the pros and the best sort of insurance for the golf industry. The hope now is brighter that the pros will get more recognition for their efforts in building the golf market. It will be remembered that the pros did this promotion by golf lessons that were free to the kids at a time when the stores were seeing how far they could cut retail prices by chiseling some manufacturer who was out on the limb with his inventory.

Clubbers Beat Hotel Men for Stewart Trophy

CHICAGO CLUB MANAGERS ASSN. nosed out the Chicago Hotel Men's Assn. by three strokes total in a team match for the Bill Stewart trophy, at Olympia Fields, May 21. Clubbers' victory was unexpected and was credited to the gross 85 turned in by Chick Bangs, manager of Oak Park CC. Bangs edged in a stroke under Leonard Hicks, Morrison Hotel boss, and low scorer for the hotel men.

Stewart trophy is to be contested for annually.

John Harding, corn beef king, is to be host at another prize event to be played between Chicago club and hotel managers at Edgewater later in the season.

The club managers are too busy working at golf to be much good playing it, but enjoy these events, calling each other the same names their members call each other.

PGA Membership Begins to Get Job Action

IN ST. PAUL, MINN., now to be a pro at any of the municipal courses a fellow must have a PGA membership certificate. The PGA card serves in lieu of a civil service examination. Orville Chapin, PGA official in that section, is getting in touch with other municipal golf authorities with a view to making the practice general, and has the cooperation of George Jacobus, president of the national PGA body, in the matter.

In Chicago the fee courses that employed extra professionals to assist in group instruction during the *Tribune-Fee* Course golf school, gave preference to PGA members.