

There should not be the store competition on balls that there has been in previous years. This year on some of the brands the stores get a 12 per cent edge over the pro, which is not enough for the stores with their heavy expense of doing business, to use in cutting retail prices to the point the pros will be injured. In previous years this excess margin of the stores over the pros has run as high as 40 per cent.

The golf ball manufacturers have agreed not to sell golf balls to retail buyers at less than the retail price and they are living up to this. E. C. Conlin, sec. of the Golf Ball Manufacturers' Assn., points out that this agreement which developed to a national proposition after being introduced by a Pacific Coast PGA section and manufacturers represented in that locality, means a small fortune added to pro income and protection to the manufacturers in efforts to maintain a substantial price structure.

The elimination of price-cutting was not easy to get but balanced against the pro income from subsidy gave the pros far the best of it. Subsidy for the most part was dangerous to pros because of club official criticism of the sacrifice of buying independence and the interpretation of subsidy as petty larceny or graft.

From every angle, not the least being a revival in play, it looks like the pro has in 1934 the best chance he's had to make a profit from his service. How are you going to handle your chance? Have you planned your campaign or are you just going to take things as they come and hope for the best?

C. W. A. IN GOLF

Course and Clubhouse Work

Costing \$1,613,528 Reported by 22 States

A SAFE GUESS on the amount of CWA money spent on golf course and clubhouse work while such funds were available probably would be in the neighborhood of \$3,000,000. To this figure might be added another \$1,000,000 supplied by state and local funds paying labor.

GOLFDOM solicited from all state civil works administrators data on the amount of money due on golf courses within their

respective states, and the number of jobs handled. Administrators in 22 states supplied the information. These 22 states were responsible for \$1,613,528 spent on about 60 courses and/or clubhouses. The balance of the \$3,000,000 GOLFDOM estimates from newspaper clipping on jobs handled in the states whose CWA administrators don't pay much attention to correspondence.

In some states, such as Washington, no separate account was kept of projects involving golf courses as such work was handled under the heading of "recreational centers". In a number of instances, such as that at Connecticut, funds of the CWA spent for golf work were for labor only. Materials used on the projects were paid for by the town or city in which the work was being carried on. In the case of New York State the CWA supplied \$375,000 of the \$509,479 used on golf work and local government funds supplied the rest. In New York 2,054 men were employed on the state's CWA golf work.

Obviously, as a result of the CWA work on many municipal courses since the latter part of the 1933 golf season the courses this year should be in far better condition than ever before and naturally so much more attractive to players that all business phases of the sport should feel beneficial effects.

A summary of state CWA golf work:

Oregon	\$ 40,000	2
New Hampshire.....	No cost given	2
South Dakota	None	..
Arizona	\$116,090	3
Utah	\$ 5,000	1
Montana	None	..
New Mexico	None	..
North Dakota	\$ 6,425.	4
Illinois	None	..
Arkansas	None	..
Mississippi	\$ 1,500	1
Michigan	No cost given	1
Georgia	\$ 68,290	12
Vermont	None	..
New York	\$509,930	8
Nevada	\$ 3,930	1
Indiana	\$269,166	6
(Includes Indianapolis park work)		
North Carolina	\$107,560	..
Pennsylvania	\$ 66,000	..
Connecticut	\$192,017	..
Wisconsin	\$199,056	9
Kentucky	\$ 26,570	3