

The fellow generally turns down offers made to him by manufacturers who have not the slightest concern for pros as retailers and rides along with one of the leading manufacturers who are interested in the pro market. Manufacturers of this latter type have on one hand the sincere desire to protect pro trade which yields them a lot of income, and to give decent consideration to the name pro who deserves a reward for his achievement and his advertising of the game.

But the manufacturers haven't been able to figure out an answer that will remove competition from the pros in selling any more than it has been possible to remove amateur competition from the history of tournaments in which pros have competed.

Judging from the record, pros who fear a blow from store competition of any sort can employ their own knowledge of the golf business, which should be superior to that of the store men, in keeping any golf merchandising situation well under control.

In case it will stir up any pro to realization that his own advertising and merchandising efforts can definitely whip competition, it might be cited that the stores in general consider the pros have so much of an edge on them in every way, that only earnest, smart effort can keep a store in the golf business.

Surprise Action Gives Gate to Radix Cup as PGA Trophy

ABANDONMENT of the Radix Cup, solicited and accepted by officials of the PGA as a "permanent" trophy for annual award to the pro having the year's lowest medal averages during PGA-approved competitions, has been announced officially.

The trophy is to be replaced by a Harry Vardon memorial award made under the auspices of the PGA. A national movement to unite American pros and amateurs in subscriptions to a Vardon memorial had taken form prior to the PGA official announcement but was in abeyance pending such advices from British pro and amateur golf authorities as are considered required by the amenities. Nationally prominent amateur and pro sponsors of the American Vardon memorial plan now are undecided what action to take, if any.

Harry G. Radix, donor of the trophy at PGA solicitation, is a former president of the Chicago District GA, a USGA

committeeman, and long active as a substantial booster of pro golf. His sole comment on the action has been an informal expression of relief from a growing embarrassment due to a PGA political situation.

The action taken on the Radix trophy, unprecedented in sportsmen's organizations, came as a complete surprise to most officials of the PGA.

Chicago Park District Issues Excellent Caddie Manual

AN EXCEEDINGLY valuable and interesting "Manual for Caddies" has been issued by the Chicago Park district, as a guide for caddies working at the CPD public courses. The book is profusely illustrated and is written in plain detail covering every phase of caddying work.

Contents of the book include: Ten commandments for a caddie; How this book can help the caddie; The caddie and his job; Around the clubhouse; At the first tee; Along the fairway; At the Putting green; The right club for the right shot; The parts of a golf club; Par—the standard of play; Rules for the caddie to learn; Special rules; Etiquette of the game of golf; Words and terms used in golf; Historical data; Chicago's five park courses; A review of golf activities at the Chicago parks in 1935 and 1936.

The book is part of a series of eleven recreational books prepared by the able staff of the CPD in cooperation with the WPA. It is 48 pages and a substantial cover. A copy may be secured by sending 25c to Tom Walsh, golf director, Chicago Parks District, Burnham Park, Chicago.

New England Golf Salesmen Organize; to Hold Three Tourneys

NEW ENGLAND golf salesmen have organized. George Weaver of Spalding is president and Russell Mattern of Acushnet is sec-treas. Others active in the organization include Bruce Murdock of Penfold, L. B. Dalton of Kroydon, George Wolfe of Dunlop, Fred Phillips of Hille-rich and Bradsby, Pen Halligan of Bristol, George Nickerson of Wilson and George Hurley of US Rubber.

The salesmen's association plans to have three pro-salesmen tournaments during the year. First meeting of the group was held prior to the annual New England dinner at Boston, April 14.