

of today's problems in pro golf that deserves PGA attention.

Galligan recalls the formative days of the PGA at the Wanamaker store. Rodman Wanamaker, as Pop recalls, was chairman of the organization meeting, and present were, among others, Jack and Dan Mackie, Jack Williams, the Pirie brothers, Jimmy Maiden, Herbert Strong, John Duncan Dunn and Harry Vinal. Pop was one of the organizers of the Southern PGA at the Carolina hotel at Pinehurst. Richard Tufts was chairman of the meeting. Paul Address, president, and Fred Newnham, sec.

There are many experienced veteran professionals at leading American golf clubs whose knowledge of all details of golf department operation has been of tremendous value to their own clubs and to those clubs served by pros who were trained as assistants by the older masters. Fellows such as Ogilvie, Brand, Low, Maguire, Way, Mackie, Kidd, Cunningham, Hay, Black and Lawson (to name but a few of the veterans) graduated pro talent from their shops with degrees qualifying them to handle jobs in fine shape.

#### Flora Has Served Portage for Quarter Century

At some of the smaller and lesser known clubs you will find veteran pros whose work as professionals and whose character as sportsmen make them among their communities' leading citizens. Such a one is Harry Flora who has completed his 25th year as professional and manager at the Portage Lake GC, in the heart of the Copper Country at Houghton, Mich. In the winters Harry is at Douglas, Ariz. He is one of the home-breds, having started at the Golf Highlands GC, Indianapolis, under the late Jimmy Conacher, whom Flora, as boy and man, idolized. Flora, after he left Conacher's training, served as pro at DuBois, Pa., Grand Beach, Mich., Bradenton, Fla., and Globe, Ariz.

There are men all over the world right now who rate Flora as one of the grandest fellows alive. At Houghton is the Michigan College of Mines, one of the greatest of mining schools. Harry has taught golf to hundreds of these students and as they locate at the far corners of the globe their golf clubs go along with them. Nearly all nationalities have been among Flora's golf students and the chances are that when you run into a group of mining experts in any country you will see among

them at least one who boasts of Harry Flora as a friend.

Flora's job at Houghton covers all phases of club operation. He has helped them to lay out and build courses at Calumet, which is 12 miles from Houghton, and at Ontonagon, a small lumbering town 56 miles from Flora's headquarters. In northern Michigan Flora means golf and grand sportsmanship to the natives.

He has carried on the fine tradition of Conacher, and after him there will be boys he has trained to carry on the noble mission of the golf pro. Flora is a successful man. His work in summer is in the beautiful Copper country. His work in winter is in the glorious climate of Douglas, Arizona. He is respected for what he has done with golf for others and he delights in his work. He hasn't made millions of dollars like some of his good friends and former students, in mining, but you can't take the millions with you, and Flora, as well as the other fine old timers in pro golf, are happy in their choice of a profession that in its proper employment is a pleasure to everyone.

#### Two-Bits a Round Finances Club's Water Installation

ONE of the wisely run Eastern clubs in financing installation of its fairway watering system, collected 25 cents a round. A tag is issued at the first tee. Members have alternative of paying in cash or having the 25 cents item charged. The club prefers the cash which, although less painful to the member than a lump monthly payment, involves a little more detail work in cash handling.

A reason that the charges on monthly bills are discouraged is that the member who plays only a few rounds a month is liable to figure his golf cost is too much when he divides the number of rounds played into his annual dues. Players don't miss the quarter when they pay it in cash out of the pocket.

**Herd Given Banquet**—Bruce Herd, for 17 years pro at South Shore CC (Chicago district) was tendered a farewell banquet by 400 South Shore members Feb. 16. Herd is leaving South Shore to become pro at Flossmoor CC. South Shore members presented Bruce with a substantial check as a bonus for long service that has been mutually pleasant.

Johnny Bird, who succeeds Bruce, was given two good luck dinners before he left

North Hills CC, Milwaukee. Three hundred members of his club feted John and the Wisconsin PGA of which Bird is president, also banqueted him as a farewell tribute.

The banquet season has been doing well by pros. Dave McIntosh, veteran pro at Oak Hill GC (Chicago district) was honored guest at a banquet attended by 150. Dave was presented with a costly gun. He is a grand shot with golf clubs and guns, with a National Open record dating back to 1901.

### Completeness of Club's Annual Report Is Model for Other Organizations

ANNUAL report of the Edison Club of Schenectady, N. Y., an outstanding country club of corporation employees, tells the story of 1937 operations of the club in a manner so complete, illuminating and interesting that the report may be considered a model for private clubs.

Report of the handicap committee was especially illuminating to those of other clubs who are burdened with the responsibilities of this work. Of the club's 868 golfing members, 590 have handicaps. Average score of the members was 96.7 and the average number of scores turned in during the season per handicapped member was 10.3. In 1204 matches in which strokes were given, 45.9% were won by players giving strokes, 39.1% by players receiving strokes, and 15% were tied.

### Aussie Pros in Campaign for Full Prize Money

AUSTRALIAN pros and the sports press have complained about the method of awarding tournament prize money in that country. Practice has been not to pay prize money for any designated place of finish to the pro next in line for the award, if an amateur who gets plate of moderate value happens to finish in the money spot.

The Referee, great sports weekly of Down Under, points out the injustice of the procedure, saying: "Golf is the pro's living and he can not afford to engage in what may prove to be a bad speculation."

### Broadening Jobs Means More Worries, Veteran Pro Observes

AN ELDER in the pro congregation speaking: "We pay for ambition in the golf business, it seems. When green-

### 1938 WALKER CUP TEAM

Francis D. Ouimet, Captain

Ray Billows	Charles Kocsis
John W. Fischer	Reynolds Smith
John Goodman	Marvin Ward
Fred Haas, Jr.	Charles R. Yates

#### ALTERNATES

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keeping jobs are added to our pro jobs, the worries and acts of God make us wish we had only the pro job to depend on for a living.

"But the managers have the same trouble. When they were stewards before the war they got fine salaries and needed to worry only about first class food and liquor service. Now they are managers and supposed to think for the directors, but they don't have full authority to act as they think."

Knows Where He Stands—A very successful pro recently told GOLFDOM: "I began to make money out of my shop when I adopted a simple perpetual inventory system that let me know just how much merchandise I had left in stock. Before that I—and, I guess, my assistants—would be in a hurry and pass out boxes of balls or other merchandise without charging it against the member; or members would innocently get away with merchandise without having it charged to them.

"I advise every pro to study and adopt a perpetual inventory system because it will stop leaks for him and let him know every night just where he stands."

What's Pro Liability? Watch the terms of your agreements for club cleaning or club storage. If you make your deal for "club storage" with members, some state laws hold you liable for loss in case of fire, theft, or other damage. Agreements made for club cleaning and conditioning, while generally involving storage, do not make the pro liable for losses.

The matter is one that pros and clubs should investigate.

Long, Long Trail—John Monteith, technical head of the USGA Green Section, travelled 35,000 miles during 1937 in bringing Green Section service personally to golf clubs in almost every part of the country. Greenkeeping difficulties in many sectors were at their worst for many years during 1937 and Monteith and his three associates on the Green Section staff were swamped under the toughest schedule of work since the Section was started.