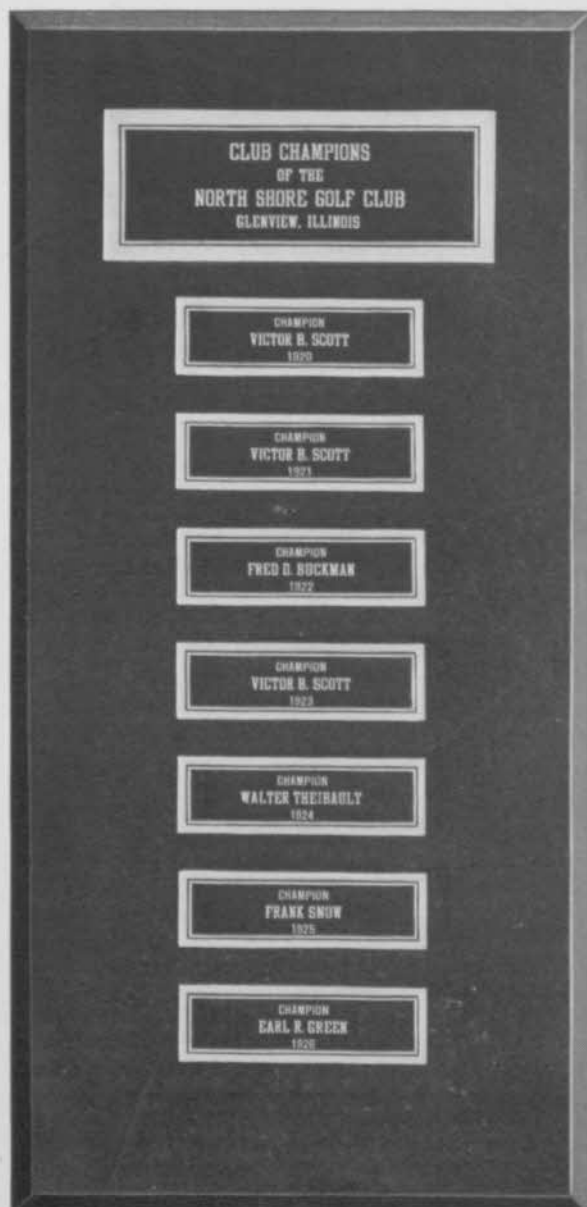


Here's the Champions' Record Trophy

which the clubs asked us to make



IN last month's *GOLF*dom we asked you to vote and tell us what kind of trophies you wanted most to see. The great majority asked us to present a championship record, so here you are in a hurry.

They said it had to be **different**, because this trophy hangs in the club house. It had to be **permanent**, since a record board lasts for years. And it had to be **flexible**, so new champions could be added to the list. And above all else, beautiful, dignified, simple.

So here you are in a hurry! This record trophy consists of a mahogany plaque 12 x 24 inches, upon which is mounted a solid metal inscription plate with **raised** letters, size 3x8 inches. Price complete, \$22.00 net. The individual name plates with raised letters measure 1½ x 5 inches and sell for \$3.00 each.

When the plaque is filled with one row of plates they can be removed and arranged in two columns. The tablets are all solid metal with raised letters, copper front with oxidized background and polished letters. Allow 3 weeks for manufacture, and submit your names and inscriptions typewritten.

We make an endless variety of desirable trophies, tablets and jewelry for golf clubs. Simply tell us what you want in price and quantity, and we will submit catalogues or photographs.

WARREN PIPER & COMPANY

Manufacturers of Trophies - 31 North State Street, Chicago

See How It Works

Spring Demonstrations and Exhibits Interest Crowds at Boston, New York, Cleveland and Detroit

By HERB GRAFFIS

SPRING course equipment demonstrations have been staged with considerable interest at Boston, New York, Cleveland and Detroit as this is written and a like demonstration is slated for Chicago, June 5.

Cleveland opened the schedule with a demonstration held at the Country club, April 23. Fred Burkhardt, president of the Cleveland District Association of Greenkeepers, appointed Bert Sheldin, greenkeeper at the Country club, Grange Alves, pro-greenkeeper at Acacia, and E. J. Corlett, greenkeeper at Beechmont, judges of the performances. Green mowing opened the program with the various mowers being put through their paces. Performance, character and time were checked. About 50 greenkeepers from the Cleveland District and adjacent parts of northern Ohio attended. A number of green-chairmen attended and acquired good close-ups of the comparative performances.

Boston's show was staged at the Belmont Springs Country club, Waverly, May 7, under the auspices of the New England Service Bureau, headed by F. C. Hood, chairman of the executive committee, and the New England Greenkeepers' club, whose forces were marshalled by John Shanahan, greenkeeper at Brae Burn, and president of the territorial greenkeepers' organization. Evelyn C. Nickerson of the Bureau's staff handled the detail of the exhibition in a most business-like manner, keeping the program of equipment and supply demonstrations proceeding according to schedule.

The program, giving time, location of demonstrations and names of those in charge of the various details:



F. C. Hood, chairman of the New England Service Bureau (right), and the late Dennis Flaherty examine a mower at the New England demonstration

10:00 A. M.—COMPOST MACHINES—No. 5 Fairway, Mr. Flaherty. Royer Compost Machine—Toro Compost Machine—Kemp Soil Shredder.

10:30 A. M.—CONSTRUCTION MACHINERY—Off No. 5 Fairway, Mr. Snow. Shafer Scraper.

11:00 A. M.—WORM ERADICATORS—No. 4 Green, Mr. Snow. Mowrah Meal—Carter's Worm Killer—Corrosive Sublimate.

11:30 A. M.—POWER MOWERS, No. 5 Fairway, Mr. Farrant. Ideal—Red "E"—Milbrandt—Toro Park Special—Toro Park Junior—Worthington Overlawn—Jacobsen—Bolens.

12:00 M.—POWER GREENS MOWERS—No. 18 Green, Mr. West. Worthington Overgreen—Jacobsen.

12:30 P. M.—TOPDRESSERS—No. 2 Green, Mr. Fahey. Toro Top Dresser—Pattison Top Dresser.

2:00 P. M.—TRACTORS AND FAIRWAY CUTTING UNITS—No. 13 Fairway, Mr. Shanahan. Roseman—Worthington—Toro Junior—Pennsylvania—Toro Whippet—Toro Standard—Townsend—Fordson.

3:00 P. M.—GREEN MOWERS—Practice Green, Mr. Sullivan. Ideal—Toro Green Mower—Pennsylvania—Townsend—Worthington.

3:30 P. M.—HAND MOWERS—Clubhouse

The Difference in Steel Shafts

—why the "Pro" should know it

HERETOFORE only an expert could tell the difference between a "first" and a "second" hickory shaft.

The popularity that the steel shaft has won for itself in recent years has started a belief that all steel shafts are the same in quality. This is not true. There is as much difference in the grades of steel shafts today as there ever was in the grades of hickory shafts. But for one factor, it would be just as difficult to tell that difference in steel shafts as it was in the hickory shafts. This factor is the label borne on one make of steel shaft that is an undeniable hallmark of first quality.

Just what the name "Fisher Body" means in motor cars, the Bristol "Gold Label" means in golf clubs. No matter what the make of club (and it can be of any make), the identifying Bristol *gold label* on the shaft means that the shaft is a Bristol "Gold Label" Steel Shaft, *made of spring steel*, and always of standard "first" quality.

The Pioneer Steel Shaft.

Only a few years ago the golfing world scoffed at the idea of a golf shaft made of steel. Today they are in practically every bag. The Bristol "Gold Label" Steel Shaft brought this about. It showed the way.

The Bristol "Gold Label" Steel Shaft was the first steel shaft. It has had imitators, as has every successful invention, but there is still only one Bristol "Gold Label"

Shaft. It took years to develop it. Scientists said it couldn't be done. Common-sense will tell you that overnight an outsider cannot hope to copy methods that took years to develop. That's why we say that there is as much difference in steel shafts as there is in hickory shafts. And for your own protection and protection of your customers, you should respect this difference.

Remember the people who make the Bristol "Gold Label" Steel Shaft make only the shaft. They do not make finished clubs. They sell their shaft to the leading makers of golf clubs who in turn put them in their clubs. More reason that you should be careful.

It is easy for you to get Bristol "Gold Label" Steel Shafts by asking for them specifically. For example, examine the clubs you now have in your shaft. If you don't find a Bristol *gold label* on the shaft, it is an imitation—and, as always, an imitation may or may not be as good. You may find, at times, that you pay slightly more for Bristol "Gold Label" Shafts than for imitations. But your customers will gladly pay this small difference to get the best.

Again we say that steel shafts of different makes can be vastly different in quality. There is one way to be sure you are getting the best. Look for that Bristol label in gold on every shaft. When you order, be sure to ask for it in every steel shaft club. You'll soon learn the difference. (Adv.)



Messrs. Larkin (left) and Kidd, leading lights among green-chairmen in New York territory, compare notes at Metropolitan demonstration

Grounds, Mr. Treat. Ideal—Pennsylvania—Springfield—Philadelphia—Stearns.

4:00 P. M.—FAIRWAY TOPDRESSERS—No. 1 Fairway, Mr. Wilson. Urann—Albion.

4:30 P. M.—PROPORTIONING MACHINE AND POWER SPRAYERS—No. 14 Fairway, Mr. Mitchell. Elwin Proportioning Machine—Bean—Friend—Arlington X. L.

5:00 P. M.—SPRINKLERS—No. 18 Green, Mr. Stalwood. Pelican—Double Rotary—Elwin—Lark—Dayton—Economy.

5:30 P. M.—FERTILIZERS—Mr. Burnett. Applying Milorganite—Premier Poultry Manure.

GENERAL EXHIBITION—Mr. McCormack. A general exhibition was held at the parking space of golf course small equipment. There were also several displays of club house supplies.

Despite threatening weather in the morning approximately 250 greenkeepers, greenchairmen and equipment men were present during the day.

Flaherty Asphyxiated.

Dennis Flaherty, greenkeeper at the Belmont Springs, who was so active in handling the club's guests satisfactorily, will appear no more as one of the delightful and welcome figures in the greenkeeping field. "Dinny" passed on to the perpetually perfect fairways on May 26. He was working on some of the club's motor equipment in the Belmont Spring garage, with the doors and windows closed. Exhaust fumes from an automobile ended the career of this splendid gentleman.

New York Meets at St. Albans.

Around 200 attended the equipment and supply display and demonstration held at

the St. Albans (L. I.) Golf club, on May 14. The affair was staged by the Metropolitan Golf Association Service bureau and the Long Island Golf association. Some of those who went out to St. Albans played golf in the morning as the set program did not begin until the tractor demonstration at 1 p. m. Miscellaneous course equipment and supplies were on exhibit during the entire day.

The program at St. Albans:

1:00 P. M.—TRACTORS—Bolens, Caterpillar, Continental, Fordson, International, Knipfing, Roseman, Toro, Toro Whippet, Worthington. FAIRWAY UNITS—F. & N., Ideal, Roseman, Pennsylvania, Toro, Worthington.

3:00 P. M.—POWER MOWERS—Bolens, Ideal, Jacobsen, Moto Mower, Toro, Worthington.

3:30 P. M.—GREENS MOWERS (hand)—F. & N., J. P. Super, Pennsylvania, Toro, Townsend, Worthington.

4:00 P. M.—GREENS MOWERS (power)—Jacobsen, Toro, Worthington.

4:30 P. M.—TOPDRESSERS AND FERTILIZER DISTRIBUTORS—Mac Gregor, Toro, Albion, Sawco.

5:00 P. M.—WORM KILLERS—Bichloride, Electric, Mowrah Meal.

5:30 P. M.—GREENS SPRINKLERS—Allen, Buckner, Campbell, Dayton, Double Rotary, Lark, Skinner, Triple Spray.

The St. Albans' day wound up with a dinner at which Walter Z. Shafer, president of the Metropolitan Golf association, Dr. John Monteith of the Green Section, H. P. Kidd, chairman of the Metropolitan District green section, David Rees, president of the Metropolitan Greenkeepers' association, and others spoke. The subjects of the various addresses concerned the plans for the establishment of six experimental stations in the metropolitan district, various problems of turf culture and Green Section policies.



Line up green mowers for demonstration at the New England Service Bureau—New England Greenkeepers' demonstration

The Links

By ROBERT HUNTER

*An invaluable treatise on
sound golf architecture*

This is the first American book on golf architecture and has been pronounced a classic by leading golf architects.

It plainly and profitably presents the factors that determine first class course design, and cites in type, views and diagrams, the outstanding model holes of courses in the United States and abroad.

The Links is an essential to the library of the golf architect, green chairman, greenkeeper and pro.

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HERE'S WHAT THEY ALL SAY!

READ some of the things that hundreds of pros* have recently written to us about Reddy Tees.

"They are the best thing that has come into the game in years—at a saving to the club and a big help to the player."

"Being well advertised, they are naturally my best seller."

"I can sell more of them than three other makes of tee together."

"I like the Reddy Tee best of all, and feel you deserve the business for being the pioneers in the field."

"A great seller, and used by practically all the players."

"My sales are 99% Reddy Tees including all others."

"Best on the market. I would not have any other in my shop."

These enthusiastic letters help to explain why Reddy Tees are the fastest-selling tees in the world.

First on the market, first in golfers' favor, first in advertising, and first in sales, Reddy Tees are, therefore, first in making profits for you.

THE NIEBLO MFG. Co., INC.
38 East 23rd Street, New York, N. Y.

The REDDY TEE

REG. U.S. PAT. OFF.

The Tee of Champions

*Names on request.

P. S. For those who fancy a carrot tee, the Nieblo Mfg. Co. makes Scot Tees. Now available also are Reddy Tees in Celluloid, all white, or white shaft with red top, 10 for 25c to golfers. Your jobber has them.

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the Greatest Golf Sensation of the Age

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has focused the attention of the golfing world upon the new Wilson Hol-Hi and Dura-Dist and their remarkable performance has secured for them rating which is second to none with golfers who know. Be sure you have stocked them.

Canary Yellow—Oriole Orange—White.

Hol-Hi, the toughest distance ball ever made. \$1.00 each—\$10.75 per dozen.

Dura-Dist, guaranteed for 72 holes. \$0.75 each—\$9.00 per dozen.



another
Wilson
 scoop!

WILSON-WESTERN SPORTING GOODS CO.
 New York Chicago San Francisco

Demonstrations' Future.

There is of course plenty of definite evidence that these district meetings are resulting in a development of better understanding of the various items of maintenance equipment and when the kinks of the programs are ironed out, the demonstration circuit may prove to be a decidedly helpful factor in bettering the utilization and merchandising of golf course equipment and supplies.

As we see it, improvement could be made in some of the affairs by allotting certain limited time for the demonstrators or salesmen to describe the salient features of their equipment or material and then, when possible, demonstrate the validity of their claims in actual performance. As to the time of holding the demonstrations, some maintain that the fall would be better, as the greenkeepers are so busy in the spring that attendance at the demonstrations often is practically impossible. By late spring, these men add, purchases of a good part of the equipment and supplies for current use has been completed, whereas in the autumn, provisions could be made in the next year's budget for purchases that these demonstrations indicate are advisable.

The expense to which the manufacturers are put by a series of demonstrations makes it necessary for them to see adequate financial return and those who are conducting the demonstrations are keenly aware of this fact. Co-operation between these two elements in working out future demonstration schedules will do a lot toward making the demonstrations fixtures on the golf calendar.

At Detroit, May 28, the demonstrations were started at 1 p. m., the morning having been devoted to displays. The demonstration time was allotted to each exhibitor instead of being on the program by

WHISTLER BLADES

Ever-Ready Flexible Lawn Mower Blades

All makes of hand, power or horse drawn mowers. Eliminates sharpening.

Fifteen per cent discount on all orders up to August 1st, 1928.

Send for catalogue and prices. All genuine blades marked.

J. C. WHISTLER

612 California Bldg. Los Angeles, Cal.



Crowd watches the performance of
fairway mowers at the St.
Albans demonstration

items of equipment. Those who demonstrated were Lawn Equipment Corp., Wm. Ford & Co., Birmingham Lawn Supply Co., Ernest Chamberlain, Inc. and the Ideal Power Lawn Mower Co., each company demonstrating the main items of equipment it handled. A hill climbing contest for fairway mowers and a race between power green mowers and hand mowers was the wind-up feature of the afternoon's program.

A lively dinner for the greenkeepers, green-chairmen and exhibitors concluded the affair.

Sorry; James A. Smith Wasn't Mentioned

IN April GOLFDOM there was an article headed "Consider Organic Matter in Healthy Turf" credited to Austin K. Chenowith. Chenowith wrote the article after interviewing James A. Smith of London, O. and we skipped a beat in failing to name Smith as the source of the interview.

We Worked Out a Caddie Plan That Works

By RODERICK MACDONALD

Caddie-Master, Mountlair (N. J.) Golf Club

IF PERCHANCE, there is no further outlook than the mere training of boys to make good caddies in a system, then I would say that we have missed the mark by a large margin. And if, perchance, the person in charge of such a system has no further motive than "The making of good caddies" the writer would suggest that their labor was in vain and such a system would not stand the strain under a severe test. But real success can only be achieved when the person in charge of a system where the predominating factors are the love of the country in which he serves and love for the children who are placed under



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MOST professional golfers know VULCAN Clubs. Know how well they are made—how perfectly they are matched—why they are great clubs—many are selling them at a real profit.

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LONG LIFE, LONG FLIGHT, *LONG FLASH!*

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The
**LONG
FLASH**
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Wholesale Golf Distributors
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his charge. There comes the production of better citizens to their country, better sons to their parents and better caddies to the golfer.

The first and most important duty of a club is to select a caddy master carefully—as carefully as a parent selects a tutor for his own children. The caddy master must have personality, brains, and character. He must know boys, have a good knowledge of the game, thoroughly understand the work of caddies, and be able to instruct and criticize capably. He must be sympathetic, just and shrewd in dealing with the boys, and very tactful in dealing with the members. He must supervise the training of the boys, and discipline them when necessary, for training and discipline spells the story of success. He must spend a fair amount of time on the course during the time of play of members to more closely observe the boys at work. Commend the boys at all times for their good work in the presence of the other boys, and if they have done anything wrong, reprove them alone away from the boys, and you will soon have the confidence of your boys.

Caddy Qualifications

The first three things to teach are the qualifications of a good caddy: (1) Politeness in manner; (2) Neatness in appearance; (3) Efficiency in service. Some of the boys are drawn from the poorer class. These people have the habit of sending their boys to the golf links poorly clad with an object in view of gaining charity.

We are conscious that all boys cannot wear good clothes, yet each and everyone is taught to keep himself clean. There are

The PAR TEE



Sales steadily growing by sheer merit!

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The name "Par" is a Golf name.

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THE FOLD-O-LOCK CORP.
1815-17 Central Ave.
KANSAS CITY, MO.

ten points in caddy etiquette which we teach.

1. Politeness is the quality everyone needs, whether caddies or player, if he would be well liked and successful.

2. Give advice only when asked for it.

3. Help other boys to learn good caddy-ing.

4. Trade bags with a weaker boy in your party who has a heavier bag, but never exchange tickets.

5. At the drinking fountains, invite others to drink first.

6. Say "Mister," "Missis" and "Miss" in speaking to or about people.

7. Be polite even though you think you are not treated right. Complaints made will be properly handled by the superintendent.

8. "Punctuality is the politeness of kings." Wages begin the moment your ticket is stamped.

9. To use profane language shows a mental weakness; to be weak-minded lowers your valuation as a caddy.

10. "Do unto others as they would do unto you."

The Motto of this club is "To be leaders, not followers."

These caddies are grouped in classes.

B, which is the elementary class, is taught the different parts of the course, replacement of divots, approachment of bunkers, walking on the green, how to take the flag, and position to stand while members are putting on green; only one boy on the green; how they became a mental hazard by distracting the attention of players by moving, talking, swinging clubs, etc. Every E class boy must know nine clubs; driver, brassie, spoon, driving iron, mid-iron, mashie-niblick, niblick, and putter. The A class boys are taken in advance work and are taught to teach by demonstration to those of the younger or junior rank. They are taught the glossary of golf, and the rules of golf which familiarizes them with the game; thereby causing them to take a deeper interest.

A ticket system is in vogue, which the player marks. A strict record is kept, and a star system is used. Caddies received the greatest number of points at the end of each month are given a star according to merit. Boys with the greatest number of stars at the end of the year receive a special prize, which is given with the incentive to create a better caddie system. Out of 358 boys, the club provides at Christmas time prizes for 152 boys, which

Good Sportsmanship and Darned Good Profits



It is good sportsmanship for the Pro to push the sale of Morley Yello Tees—

Because the Morley Yello is the tee that does not and cannot injure the Golf Club's expensive lawn mowers.

And it is also good business common sense for the Pro to push the Morley Yello Tee—

Because he will find that Morley passes along to the Pro a larger profit than he gets on any other high quality tee.

Write to Yello-Tee Division of the
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TEE

Walter Hagen says

"WHEN the Prince of Wales handed me the cup emblematic of the British Open the thought came to me that here was a real tribute to the Walter Hagen clubs and the Walter Hagen ball. They proved such a real help to me in winning this much coveted championship that I can't resist the chance Golfdom offers me to tell you how I feel about them. I am absolutely convinced that my club models are *right* and that the ball is in a class by itself. I'd like to have every Professional in America cash in on my good fortune in being able to bring the British Open title home and I believe that the sale of my clubs and ball in your shops offers you this opportunity."



Walter Hagen
GOLF EQUIPMENT
 Made by The **LAYOUNG COMPANY**
 DETROIT • MICHIGAN

take the form of sweaters, hose (2 pair) and shoes. They are brought to the club where they are seated in the dining room for Christmas luncheon. A Christmas tree is there, and a large number of members who take a deep interest in the boys attend. The prizes are distributed by the president of the club.

The object in view is to lift the morale throughout the United States among the hundreds of thousands of caddies who love and follow the great national pastime. The youths of yesterday who were to be found around the lots are now to be found around the thousands of golf courses which are springing up all over the United States. There neither the religious, political, social or any other society can touch outside of the man who is placed in authority over them. The great need in the golfing world today is the selection and training of capable tutors to bring about a better condition among the caddies.

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With ability to act in sales capacity to represent a nationally known manufacturer with established pro policies among the pros in the state of Ohio. Must have good references, neat appearance, and own an automobile. Salary and commission; details can be arranged. Address Box 124, Golfdom, 236 N. Clark St., Chicago.

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