

# More than 1000 PROS SELL THEM

Every golfer is a prospect for these "Short Game" irons. Players are enthusiastic and pros are cashing in by displaying and recommending Beckley-Ralston Stroke-Savers.

With their short shafts, square grips and perfect balance—these irons bring new accuracy in approaching and putting. They mean lower scores for the average player.

Nationally advertised—golfers are asking for them. Tie up with this advertising by showing these Short Game Irons.

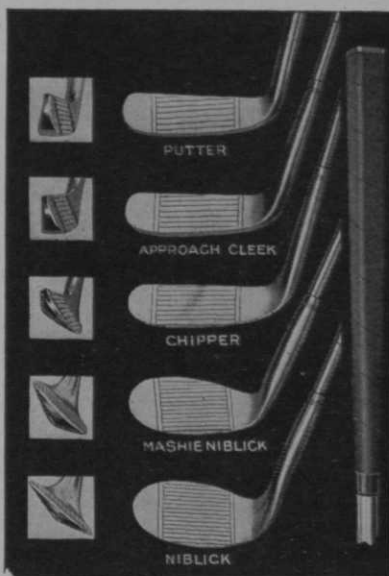
*Beckley-Ralston*

STROKE SAVERS

Write us—we will send details of our unique plan under which pros can guarantee lower scores with Stroke-Savers.

MANUFACTURING DIVISION

THE BECKLEY-RALSTON COMPANY, 70 W. 22nd St., Chicago, Ill.



## Golfers ✓✓

You Can't Hit Clean  
Shots with Dirty  
Faced Clubs

To Avoid Sliced Shots, Reduce the Number of Lost Balls, Improve in Accuracy and score lower, use a **CLEAN-SHOT**. This Nifty Pocket-Size Device, which quickly removes the hazardous Mud and Grass obstruction from the Face of Golf Clubs.



**All Pros**  
forcibly advocate  
the use of  
**CLEAN-SHOTS.**

*America's Most Practical  
Golf Specialty.*

For Details



**H. O. MILLER**

*Sole Manufacturer and Distributor*

612 N. Michigan Ave., Chicago, Ill.

**B. R. LEACH**  
RIVERTON, N. J.

**Consulting Turf  
Specialist**

*(Originator of the lead  
arsenate treatment of turf)*

for  
**GOLF COURSES**  
and  
**PRIVATE ESTATES**

Study, diagnosis and conditioning recommendations. Special attention given to grub, earthworm and weed control.

Write for details of time available and terms.

## ROUGH

"The rough is everything except the mowed area of fairways, tees, and greens. This covers the mowing, raking, and general cleaning. \$4,988.75.

## WATER

"This covers pumping, and sprinkling the greens, tees and fairways, and also the care of pumping equipment which amounts to \$4,640.93.

## REPAIRS TO MOTORS AND EQUIPMENT

"The repairs cover the fixing and general upkeep of all tractors, trucks, mowers and equipment used by the Grounds Department, and totals \$3,997.24. There are ten motors which consists of two trucks, six tractors, one spray wagon, and one small truck which is used to run out and repair water pipes and mowers. These motors and tractors cost \$953.00 or \$95.00 each—

34 fairway mowers cost \$952.00 or \$28.00 per unit.

21 green mowers cost \$305.00 or \$14.22 per unit.

28 hand mowers cost \$224.00 or \$8.00 per unit.

Repairs to the other smaller equipment amounts to \$494.00. The remaining \$1,069.24 is used for the general upkeep of the machinery, such as seeing that the

mowers are properly adjusted and greased, and the giving out of gas and oil, and all minor repairing.

## GAS AND OIL

"The gas and oils that are used in the tractors, trucks, machinery and pumps cost \$2,409.32.

## NEW EQUIPMENT AND REPLACEMENTS

"This amounts to \$2,037.00.

## DRAINAGE

"This includes everything pertaining to drainage in general and where additional is needed. \$2,020.00.

## MISCELLANEOUS

"\$1,807.12 covers nursery, experimental plot, care of shrubs, cleaning creek, and picking up paper.

## COMPOST

"Making and screening of top-dressing for tees, greens and general repairs. \$1,062.49.

## REPAIRS TO PIPE LINE AND PUMP HOUSES

"Disconnecting and drainage of pipes in the fall, connecting them again in the spring and general repairs. \$918.62.

## REPAIRS TO BUILDINGS

"\$185.55. These are the buildings used by the Grounds Department.

## Jones in Fine Trim in First English Round

LONDON, May 7 (UP)—Bobby Jones, playing his first hole of golf in England since 1937 this morning, sent a 250-yard drive straight down the middle, laid a mastic shot four yards from the cup and took the regulation two putts for a par on the first hole of the Addington course where the full Windsor Cup squad had its initial round.

Shooting par all the way out with a two at the ninth, Bobby reached the turn in 35, but like the other Walkers he then began to repeat shots and cards float both.

The consensus of the British experts who trailed Bobby was that he was hitting them farther and finer than ever, and here, where new wrinkles in the ancient game

are strenuously opposed, Bobby warmed their hearts by playing with the old hickory-shafted clubs which won him two British championships, instead of the new-fangled steel.

An added attraction at Addington was Doug Fairbanks and Dorothy. The former intended to play in the St. George's Challenge Cup competition at Sandwich Saturday, a 16-hole medal play event for the most prized stroke competition trophy in this country. Von Kim, Wilting, Voigt, and Moe also are entered.

The Americans are paired as follows: Von Kim with Roger Wethered, Wilting with H. D. Gillies, Voigt with Hon. Michael Scott, Moe with C. O. Hazlet. Fairbanks' pairing had not yet been announced at Sandwich late today.

## "Bobby warmed their hearts..."

...Playing with the old hickory-shafted clubs which won him two British championships"—(and six American major championships, all in the last six years).

Jones "accepts no substitute," for to him, as to other knowing golfers, there has been no acceptable substitute for the crisp, clean-cut shot-making capacity of "sweetest hickory."

Professionals who know all phases of their business so well that they can recognize and furnish to their buyers clubs of character and soundest construction are those who push and play hickory. Knowing clubs as well as knowing the game is the right basis of the pros' business career. You saw what happened to the substitute shaft's claim for "more distance." Now the hullabaloo is that the paralyzing shock of the blow with the substitute shaft has been removed. But why worry whether or not it has when you always get the real feel of a well hit ball only with the choice hickory made by "nature's own patented process"?

## For 25 Years MINTONS

have been headquarters for the hickory shafts picked by the peers of players and pros. A capacity of ONE MILLION shafts yearly and an organization of 125 experts in hickory assures each pro and each manufacturer that MINTON Hickory shafts provide him and his trade with the shaft that is the basis of comparison and the remote goal imitations vainly strive to approach.

MINTON means quality shafts—in any quantity desired

## T. W. MINTON & CO., Inc., Barboursville, Kentucky

# Fulname's startling Offer!

## Good for limited time only --

**FULNAME  
MARKER  
FREE!**

without  
one  
cent of  
expense  
to  
you

*Act at once*

ANY pro or other authorized representative of an organized golf club can secure this \$20.00 Fulname Marking Machine, together with 5 Fulname Dies (retail price \$3.60 each\*) on 15 DAYS FREE TRIAL.

With the machine and the 5 dies we will send full details of a plan by which the club may own this machine without one cent of cost under conditions easily and conveniently fulfilled. We will also show the pro how to make Fulname pay from the start.

\*Liberal discount to pros.

Fulname now comes to you finely finished in color and bright nickel. A credit to any shop. You will want to display it on your counter.

*Over 3000 Clubs Now using Fulname Service*

Mail this Coupon at Once.

THE FULNAME COMPANY,  
707 Southern Railway Building,  
Cincinnati, Ohio.

Ship me at once the Fulname Marking Machine together with five (5) dies (names of 5 active playing members printed on attached sheet of paper) for 15 DAYS FREE TRIAL. With the machine send full details of offer whereby we may keep the machine without cost.

Name of Club..... Shipping Address.....

Name of Pro or Official.....

(Note: Attach to this Coupon — printed names of five (5) playing members — for five (5) dies to be shipped with machine on 15 DAYS FREE TRIAL.)



If someone offered  
to do something  
for you—  
**WHAT** would  
you do?

Say "Go ahead"

... undoubtedly. Provided, of course, they were in a position to do it and you knew they could be trusted.

... that is what the P. G. A. is offering to do for any harassed chairman who feels he would like a little more information about a professional. Records of all professionals belonging to the Association are kept, which, added to the fact that members in good standing have passed tests that show them to be qualified to act as professionals, give the Association a firm basis on which to make replies.

*A letter or just a card will bring an immediate reply*

**The Professional Golfers' Association**  
of America

FIRST NATIONAL BANK BLDG.

CHICAGO, ILL.



# Every member a prospect for **BENTEX** Putting Green



—The new home putting  
device that duplicates  
the outdoor green

FOR many years a putting surface has been sought that would give an opportunity to practice putting indoors in spare moments without ruining the putting stroke.

It has been achieved at last! It is the Bentex Putting Green, which approximates the outside green so faithfully that expert golfers declare it to be perfect in its results, yet it can be rolled up and kept in a closet.

Bentex is a scientifically developed green that gives just the right resistance to the rolling ball. It develops the putting stroke. It is the kind of practice device that cuts down any score. Very entertaining for the golfer and his friends, but not in any sense of the word a game. There is no other putting surface like it in existence today.

Golfers are enthused about it and soon it will be the accepted indoor green of America.

## Money Back Guarantee

We have so much confidence in the power of Bentex to sell itself as a real putting surface that you need only tell your members that we will gladly refund their money after a five-day trial, if for any reason, they do not want to keep it.

You know the right kind of practice will lower anyone's score. Every golf enthusiast is a prospect for this. Send for the sales plan and special proposition. You can make good profits without carrying stock, selling this real golf product.



The Bentex Putting Green rolls up compactly for storage when not in use. When on the floor it is five yards long and forty-three inches wide. It has a standard size cup in it and variable contours that offer actual out-door conditions.

BENTEX DIVISION of NATIONAL RUG MILLS, Inc.  
1001-1007 Clybourn Street Milwaukee, Wisconsin

# BENTEX

## Putting Green

for indoor use

SEND IN THIS COUPON

BENTEX  
DIVISION  
of the  
NATIONAL RUG  
MILLS, INC.,  
1001-1007 Clybourn  
St., Milwaukee, Wis.

Send me full details of  
your proposition on Bentex  
and description.

Name .....

Address .....

City .....

State .....

Pro at..... Club.



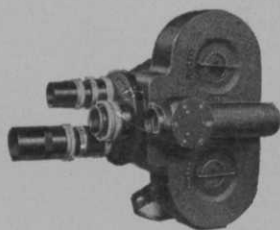
# Take s-l-o-w movies of your pupils



with

## FILMO

*The Better Personal  
Movie Camera*



"They'll believe the movies when they won't believe you," says a golf professional who uses s-l-o-w movies to show his pupils their faults and their progress in overcoming these faults.

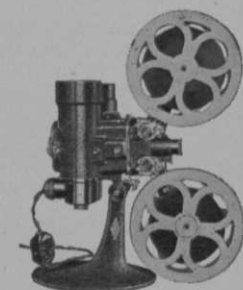
Whenever you find a pro using Filmo motion pictures for instruction, you will find more pupils learning more with less effort than under any other system.

Filmo 70-D, with seven film speeds and a three-lens turret, provides the professional with a flexibility capable of overcoming every instruction problem. S-l-o-w movies at four different speeds are possible. With three lenses instantly available, indoor or outdoor light may be used at a moment's notice.

For projection, Filmo 57 Projector gives powerful, flickerless illumination, and operates automatically without attention.

Filmo equipment is a product of Bell & Howell, for more than 23 years makers of the professional studio cameras used by the major film producers of the world. You can have equipment of the same quality as that used by these producers.

See a nearby Filmo dealer for demonstration, or write today for the booklet "Filmo in Golf Clubs" and full information on golf instruction by movies.



*Filmo 70-D (above), with  
Sesamee-locked Mayfair case,  
\$245 and up. Other Filmos at  
\$120 and up. Filmo 57 Pro-  
jector (below) \$198 and up.*

## BELL & HOWELL FILMO

BELL & HOWELL COMPANY, Dept. R, 1825 Larchmont Avenue, Chicago. New York, Hollywood  
London (B. & H. Co., Ltd.) • Established 1907

## GET DOUBLE FOR GRASS IN NEW PUTTING SURFACE

**M**ILWAUKEE, WIS.—National Rug Mills Co., 1001 Clybourn avenue, has produced the Bentex indoor putting green with a surface of pig bristles. The surface has been examined by a number of professionals and expert amateurs and pronounced the identical texture of a first-class bent green. The green is 15 feet long with a regulation cup in one end. The green comes with two pads that may be inserted between the putting surface and the base to give a wide variety of interesting contours.

One of the greens brought to GOLFDOM for test gave convincing evidence to the editorial staff and some visiting professionals that the new surface is to all putting demonstration a duplication of grass. Out of several scores of grass imitations we have seen this is the one we can say is practically identical to grass texture. Wearing qualities have been demonstrated to be highly satisfactory.

The underlay furnishes a base that holds pitch shots. The surface is colored green.

Part of the merchandising plan for the Bentex green affords considerable profit for the alert pro. On each of the Bentex greens sold for pro shop use there is a good discount, and all those that are sold to members, through the pro, call for a pro discount without the pro having to go to the expense and trouble of stocking and shipping the green. The pro is supplied with advertising material to use in building business with his members on the Bentex. The green makes a highly desirable addition to the home or office golf practice facilities of golfers and already is having a lively sale.

Complete details of the Bentex green will be supplied to professionals and others interested by the National Rug Mills Company.

### AT LAST A SATISFACTORY GRIP TREATMENT

## PARGRIP

Gives FIRM GRIP and TACKY FEEL.  
Makes leather SOFT and WATERPROOF.  
PREVENTS SLIPPING.

Price \$1.00 per bottle—One Year's Supply.  
Packed in display boxes of one dozen bottles.

Pros: Write for special pro discount.

### THE PARGRIP CO.

1011 Broadway Albany, N. Y.

Distributed by

A. G. SPALDING	WILSON WESTERN
BROS., INC.	SPORTING GOODS CO.
New York, N. Y.	New York, N. Y.
WRIGHT & DITSON	AMERICAN GOLF CO.
Boston, Mass.	Boston, Mass.

The Ladies use lots of tees.  
Sell them—

## "PEG"

REG. U. S. PATENT OFFICE



Colored tops or all White Celluloid

## "PEG"

is a favorite with the ladies for several reasons.

Made from Celluloid it is clean and pleasant to handle.

Its smooth finish and the bright colors in which it comes make it a real ornament that can be worn with the finest costume. The colors are permanent as this tee is unaffected by moisture.

The shape of "PEG" makes it very easy to use. This appeals strongly to the ladies.

Accustomed to shop around for bargains they will appreciate finding 12 of these pretty tees in the package and will come back to your shop when they want more.

As you make a big profit on this tee it will pay you to keep it in mind when a lady merely asks for tees.

The trend is to "PEG" the Celluloid Tee that is so easy to use.

**GRANBY MFG. CO., Inc.**  
**KEENE, N. H.**



Noer photo.

Pittsburgh held its annual equipment demonstration May 22, at Highland C. C., where John Quail, secretary of the National Association of Greenkeepers, presides over course maintenance. Approximately 40 representatives of clubs in the western Pennsylvania territory witnessed the equipment of many leading manufacturers put through the paces.

# Greenkeeper's Job Calls For Four-Square Diplomacy

By EDWARD B. DEARIE, Jr.

A GREENKEEPER is involved in four distinct relationships to which he should give his attention. These relationships are with his subordinates, his green-chairman, his club and with nature.

Relations with nature should be cordial—whenever possible. He should endeavor to co-operate with her and should make a special effort to get along peaceably with her despite her many whims.

Relations with the green-chairman should be based upon mutual respect. The greenkeeper should remember that his chairman is the representative of the club officials and the chairman should remember that the greenkeeper is the superintendent on the golf course.

Co-operation between greenkeeper and green-chairman is highly desirable. It is the foundation of economical and efficient course maintenance. Friction between them almost always has the opposite effect. The ultimate result, if the dissension be long continued, is usually deterioration of the course, a loss of members' interest in the course and financial waste.

Almost invariably the greenkeeper knows more about course maintenance than the green-chairman. This is only natural inasmuch as the greenkeeper in most cases has had considerable experience in this line of work. He should have been hired for his competency and once having established that his ability to manage the course is proven beyond question, the greenkeeper then should seldom be interfered with. The greenkeeper must prove his ability to his chairman so the chairman can help improve the greenkeeper's position as a greens executive to the members. Consider the greenkeeper in selecting the equipment and supplies required for the course because he will be responsible for results.

Knowledge of the fundamental principles of greenkeeping should be sought by the green-chairman as soon as he has been elected to office. The intelligent greenkeeper will make every effort to give his chairman as much information as possible in regard to the course at the earliest opportunity. It is only through insight



# TOM THUMB GOLF



U. S. Patent Nos.  
253,949; 1,559,520  
Other Patents Pending

A New Out-  
door Game

Big Profits  
For You

## A Big Money-Maker for Resorts Hotels and Golf Clubs

Tom Thumb Miniature Golf meets the demand of the public for golf—and still more golf. It is new, novel, entertaining and diverting and hundreds of course owners throughout the country are reaping tremendous profits. Millions are playing.

Here is one out of scores of letters received from course owners:

"Receipts at the Elmhurst Course, Elmhurst, L. I., are as follows: May 2, \$86.25; May 3, \$180.50; May 4, \$288.00; May 5, \$146.75; May 6, \$166.90; May 7, \$160.00; May 8, \$183.00; May 9, \$204.50; May 10, \$247.50; May 11, \$362.00."

Harold M. Early,  
Elmhurst, L. I."

It is just made to order for hotels, resorts and golf clubs.

The Tom Thumb Golf Game is a complete 18-hole course with tees, greens, hazards all complete. No two holes are alike. Every variation of the putting stroke, and every shot with a scientific golfing reason.

Minimum space required is only 60' by 120' or an area of equivalent size—100' x 150' is better. Be sure and select a good location where people are constantly passing.

The real feature of Tom Thumb Golf is the patented putting greens. For Tom Thumb patented greens have a base of cotton seed hulls, look like grass, feel like grass and play like grass and remain always in the pink of condition.

A charge of 50c for evening play and 35c for afternoons shows enormous profits.

Also furnishes excellent sport on private estates.

Write or wire the nearest office for full details of the Tom Thumb Golf proposition.

NATIONAL PIPE PRODUCTS  
CORPORATION  
Rochester, Pa.

Tom Thumb Sales Corporation  
7 S. Dearborn St., Chicago, Ill.

Tom Thumb Golf, Chrysler Bldg.,  
New York

Fairyland Manufacturing Co.,  
Chattanooga, Tenn.  
Tom Thumb Golf of Canada  
86 John St., Toronto, Canada



Tell us any idea for making GOLFDOM advertising more helpful.

into turf problems that a green-chairman is able to co-operate to the fullest extent with the greenkeeper.

### Advocate Long Term for Chairman

The election or appointment of a long-term green-chairman is highly to be commended. The one-season chairman is just getting familiar with his work when his term expires. As a result he seldom knows enough about turf problems to intelligently approve or disapprove the actions and recommendations of the greenkeeper.

As spokesman before the board of directors, the green-chairman is in a position to be of great assistance to the greenkeeper. Frequently he will be able to put over ideas and obtain appropriations which the greenkeeper would never be able to obtain alone. If he is a good fighter, he will battle with the finance committee, the treasurer and the board of governors and insist upon large enough appropriations for adequate maintenance.

The budget that is turned over to the new green-chairman too often consists only of good wishes and sympathy. Seldom is he given any definite facts regarding the maintenance of the course. How fortunate is the green-chairman who is presented by the greenkeeper with complete self-explanatory course records which present a true picture of its development!

"The reward of the permanent chairman is lots of work and little honor" according to one of them. This is undoubtedly true. However, in almost every club some member is intrigued by the interesting and fascinating problems or maintenance than in golf. If such a member is appointed as green-chairman, he will give his best efforts and will regard the responsibility as an honor.

### Give Chairman Figures

As business men most green-chairmen are used to figures. They will appreciate comprehensive and intelligent weekly reports which will keep them posted in regard to the progress of course maintenance. The greenkeeper who suffers from an inferiority complex has no one to blame but himself if he does not develop the course in accordance with the resources of the club. Often the sole reason a greenkeeper is obliged to use inadequate equipment and to get along without necessary supplies is because he has failed to impress upon his green-chairman and his club the desirability of

adequate equipment and the necessity of needed supplies.

While playing golf, the green-chairman will have an opportunity to think of many suggestions for course betterment which are always worth respectful attention. He should visit as many courses in the district as possible. If he plays his home course continuously, he is seldom capable of seeing its weaknesses.

Criticism by the green-chairman should always be accepted in the proper spirit. While they may sometimes be provoking in view of the circumstances, the greenkeeper should remember that complaints of members to the green-chairman may have been unreasonable too. The tactful greenkeeper will endeavor to explain the reason for any unsatisfactory condition upon the course. In few cases are these unsatisfactory conditions the fault of the greenkeeper personally.

Relations with employees should be one of mutual advantage. The greenkeeper is desirous of employing satisfactory employees and the employees are anxious to retain satisfactory employment.

One of the first duties confronting the greenkeeper on the new course is the organization of a working force sufficient to take care of the property with a minimum of expense and with a maximum of satisfaction.

The hiring of employees for course maintenance is almost always left to the greenkeeper. This is only right because he is best qualified to judge the capabilities of applicants. Also, he is responsible for the work performed and the results. In the hiring of employees the greenkeeper usually is handicapped through the club's appropriation for labor which is often woefully inadequate. Few clubs have the foresight to secure a competent estimate of such cost before commencing operation. Instead, they are inclined to make a rough guess at such cost and expect the greenkeeper to keep within the resulting appropriation. This is often wholly impossible—even when it is possible to get one man to do the work of two.

### Get Greenkeeper at Start

No one connected with a golf club is better qualified to estimate probable labor cost than the greenkeeper. He is able to estimate the minimum and maximum amount of work likely to be encountered upon the property. He should certainly be called upon for information as soon as possible. In fact, the wise club has the