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POWER and HAND PUTTING GREEN —TEE MARKERS—BALL LOCATORS

*RECORDS INDICATE NINETY-EIGHT PER CENT OF WORTHINGTON OWNERS
REPLACE THEIR OLD EQUIPMENT WITH NEW ONES OF THE SAME MAKE*

The Worthington Lawn Tractor is safely operated at ten miles per hour. Because of its minimum weight it prevents any injury to the most delicate turf.

Price—Model T (starter and lights extra).....\$496.00
Model A (with self starter) 650.00

The Worthington "Overgreen", having three separate cutting units, is very easily manipulated. It has ample power and is constructed from the best materials. It has received the highest endorsement and can be adopted with confidence.

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The Worthington "Triple," "Quintuplex" and "Multigang" mowers have revolutionized all former practice in lawn and golf course mowing. Width of swath: Triple, seven feet; Quintuplex, nearly twelve feet; Multigang, sixteen feet. The Multigang will cut an acre of grass in four minutes.

Price—Triple, \$360; Quintuplex, \$610.00; Multigang, \$860.00.

*IT IS SIGNIFICANT THAT WORTHINGTON GANG MOWERS ARE USED ON
MORE GOLF COURSES IN THE WORLD THAN ALL OTHER MAKES COMBINED*

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P R I N C I P A L C I T I E S

Tell us any idea for making GOLFDOM advertising more helpful.

Lamb, Pork and Fowl Buying and Service at the Golf Club

By ROBERT E. LOVE

THERE are four factors which are generally accepted as governing the purchase of lamb and mutton. The first and perhaps the most important is "form." The best formed lambs have good width in proportion to length with smooth, compact, even outlines. This insures a thick loin, with well meated ribs, a full thick middle from shoulder to leg, with evenly covered shoulders. The legs are full and thick and plump well down on the shanks.

Next we shall consider the "covering." On lambs the covering or fat layer should be even and smooth over the entire carcass, with the covering and kidney fat being hard white and flaky. In selection of lambs and mutton in the market, the "quality" is also extremely important. The firm and fine grained flesh is a sign of good quality. Aged and inferior mutton has coarse and stringy flesh. In young lambs the color is light pink, deepening in color as it ages. In mutton the color is dull brick red. The brisket of lambs is red and soft, and blood vessels color the shank bones and ribs. The bones are white and hard in mature sheep.

Lambs and yearlings are distinguished from mature sheep by the break-joint. This break joint is a temporary cartilage at the head of the shank just above the ankle. In dressing lambs and some yearlings the foot can be broken off at this point, which gives the end of the shank a sawtooth appearance.

Lamb Percentage Yields

In lambs the broken surface is smooth, red in color, and moist. While in yearlings it becomes more porous, dry, and less red in color. The shank of mature sheep will not break because the cartilage is knit and ossified, and the foot is taken off at the ankle instead of making a "round joint." The weight is a most important factor in the purchase of lamb and mutton as it is a potent indication of age. Good weight for baby lambs is from 30 to 35 pounds. Spring lambs range from 35 to 40 pounds, and yearlings weighing from 35 to 45 pounds. The mutton is, of course,

the heaviest of all four types, scaling from 50 to 60 pounds as received by the club.

The percentage yields of the wholesale cuts of lamb are as follows: The carcass is first divided into the hind and fore saddle, each of which is approximately 50% of the carcass. The hind saddle is then divided into (1) the legs, which are about 33% of the whole carcass, and the loin and flank, which are about 17%. The fore saddle is divided into (1) what is commonly known as the "hotel rack," which is 12% of the carcass; (2) the chuck, including the neck, which counts about 23.5%, and (3) finally the breast, including the shank, which is about 14.5% of the carcass.

Some of the characteristics and uses of the various lamb and mutton cuts are now in order. The leg is fine quality solid meat and furnishes roasts, steaks and boiling meat. The loin is also excellent quality for chops and roasts. The rack is good quality meat and may be used for roasts, chops and crown roasts. The shoulder or chuck is well-flavored tender meat for stews, roasts and chops.

The breast, including the flank, gives meat not so fine grained as leg or loin and is used for stews and roasts—stuffed or boned. The extra edible cuts are: the heart, which may be baked, braised or stewed; the kidney, which may be stewed, sautéed or broiled; the brains, creamed, scrambled or braised; the tongue, which may be boiled or braised; and the liver, which may be baked, sautéed or braised.

In regard to lamb chops there are three main types as follows: (1) The loin chop, which is taken from the hind-quarter (between the hind legs). This chop is also known as the "kidney" chop. It consists mainly of a T-bone and a piece of tenderloin. (2) The rib chop, which is secured from the hind quarter and is a very good quality chop. (3) The popular "French" chop, which is a rib chop which has the bone cut short and scraped clean, nearly to the lean meat. This makes a rather appetizing cut but is very wasteful in that the meat cut away from the bone in

"Frenching" can now only be used in stews or soups, and so forth.

Distinguishing the Chops

Lamb chops may be easily distinguished from mutton chops by the red color of the bone. The mutton being older than the lamb, the blood recedes from the bones, making them white in color. In the "leg of lamb" the bone at the joint is serrated, while in the leg of mutton the bone at the joint is smooth and rounded. Both should have deep pink flesh, with mutton color being darker than the lamb, and the edge fat should be thin.

In the cooking of chops some cooks wipe meat with a damp cloth; however, never wash the meat as it draws out the juices. Remove the fell (outer coating), excess fat, and trim. Grind up the trimmings. Make a paper frill for the bone end of the chop. It is good practice to pan broil the meat in order to retain the juices. First sear the surface on both sides in hissing hot frying pan rubbed with a piece of fat cut from the chop. Then turn the fire low and cook well, turning often with meat turner so as not to pierce the meat.

Pork Buying Pointers

In regard to pork, the same factors governing the purchase of lamb holds true to pork with the exception of the weights. In buying pork it is common practice to buy it by cuts and not carcasses. The choicest pork loins are from eight to ten pounds. Best hams run from 12 to 14 pounds. The bacon strips average from six to eight pounds, with about an inch and a half to two inches thick. The pork should be fine grained and firm. The lean from a

young animal is nearly white, while an animal a little older has meat with a rose color. The fat is white and not so firm as that of beef.

In respect to pork chops, they are obtained from between hind quarter and ribs of the pig. They have a firm white flesh, with a faint pinkish tinge, and the fat should be clear white. In their preparation it is good practice to first sear the chop, then cover, cooking slowly until brown and tender on each side. Serve at once on a hot plate with sweet potatoes (adding sugar to the meat diet), and apple sauce for the acid, making a well-balanced plate.

Poultry Buying Demands Care

In the selection of poultry, utmost care must be taken to secure the best of quality because chicken is featured perhaps as much as any entree on the club menu, and great care must be exercised in the grade bought and manner prepared, always bearing in mind the fastidious and particular class of patronage which the club restaurant serves. Dry picked poultry and not scalded poultry should be purchased, as scalded poultry deteriorates much more rapidly and has the "swell" before cook-

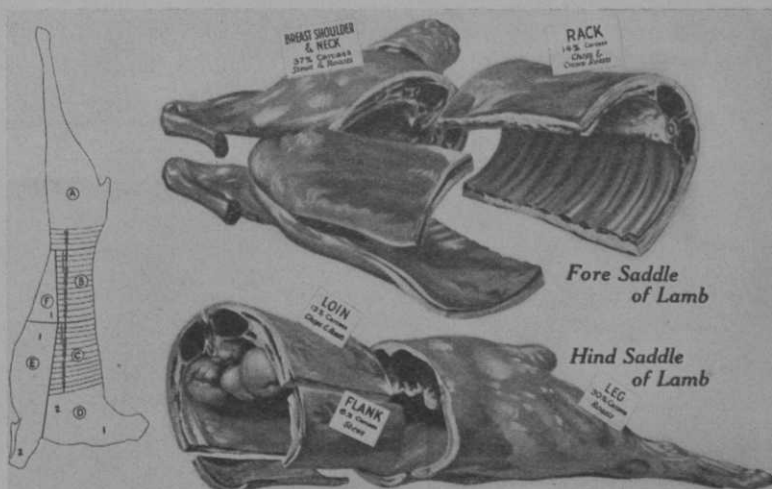


TABLE OF LAMB AND MUTTON VALUES

CUTS	CALORIES PER LB.	HOW TO USE	CHARACTERISTICS
A Leg	1105	Roast, steak, chops	Fine-grained, well-flavored, solid meat—small percent of fat and bone
B Chop-Steak (1 to 4)			
C Rack (1 to 12)	1695	Chops, roast	Fine-grained, tender, well-marbled with fat—chokes
D Neck (1)	985	Chopped for patties, steaks, etc., or sautéed	Jelly, coarse-textured—insipid
E Shoulder (2)	1130	Pat roast, stew, braising, roast	Very juicy, sweet meat, slightly fattier than other parts, medium texture
F Breast (1)			
G Shank (2)	1815	Stuffed roast, stew, or sautéed, broiled and rolled pot roast, Roast steak, chopped meat	Jelly—coarse-grained, some fat, highly flavored; breast contains considerable bone
H Flank			

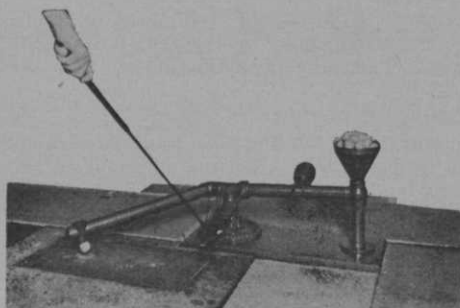
This chart from Armour and Co. shows where your lamb and mutton values lie.

ing, whereas dry picked poultry stands up for a longer period of time and fills out in cooking with none of the noticeable shrinkage of the scalded.

It is good practice to purchase milk-fatted broilers of top quality. These are known as young chickens that have been fed on a mixture of oatmeal, cornmeal and buttermilk for a period of ten days to two weeks. They are then given nothing but water 24 hours previous to killing, so as to reduce their crop. Then after killing and the dry picking process it is the usual custom to sort them into three grades, with the well meated perfectly dressed birds going into the top grade, and then follow in lower grades according to quality, the poorer dressed, under fed, ill shaped birds.

In the purchase of turkeys the 12 to 14 pound dry picked is generally conceded as the most profitable. In regard to Old Tom turkeys, some restaurants use Old Toms for the service of chicken a la king, salads and sandwiches. However, as has been stressed in all of these food articles, quality is the determining factor in the purchase and preparation of the most satisfactory dishes, therefore it is best not to substitute Old Tom turkeys for fowl, as the meat is usually stringy and coarse in texture, and darker in color. In respect to ducks, the best grades are those which have been fattened on corn or special feed.

Self-Feeding Tee Makes Practice Easier



An automatic tee that is operated by poking trigger with clubhead is Chicago manufacturer's contribution to more convenient practice at indoor and outdoor courses. Device is simple and durable for use on practice tees at private clubs as well as at fee driving ranges and nets.

The five to five and a half pound bird has proven very profitable, especially so since you can secure four nice a la carte portions from this size duck. Again may it be emphasized that the best quality purchased according to needs will result in the most satisfied clientele, as well as a good food percentage and food profit statement.



This kitchen at Maketewah C. C., Cincinnati, gives a good idea of how the modern golf clubhouse represents a big investment for the purpose of serving the best, in the best way

No Dough for Tourney so Pass Buck to P. G. A. Innocents

That, and Some More Close-ups of the Pro Picture Keep the Vista Interesting

By HERB GRAFFIS

WHAT appears to many to be a cute little case of passing the buck to the tournament bureau of the P. G. A. now is engaging the speculative interest of sport page readers. One of the California open tournaments was called off. The promoters jumped into publicity and claimed that the demand of the tournament bureau for 10% was the straw that broke the camel's back.

The 10% in the case of the tournament that was cancelled amounts to \$350. Of that amount about all that can be said is that its mention got the tournament promoters more national publicity than any other similar sum unspent in the community coffers. Sadly enough, the popular inference becomes a backfire to the community, for when \$350 appears as a matter of life and death to an attractive locale with a multitude of active and substantial people folks are liable to suspect that there is something especially sour with the finances and confidence of the merry villagers.

The P. G. A. tournament bureau was put on the spot in the publicity not alone on account of the 10% fee, but because of the playing big shots' requirement of appearance money.

Now the simple facts are that the tournament bureau tells the promoters of each open tournament the alternatives, the 10% can be taken out of the players' money, or added to the purse. Furthermore, the P. G. A. plainly and repeatedly has stated that the only appearance money it endorses is that which might be paid to the holders of the U. S., British and Canadian Opens and the P. G. A. championship. This appearance money business always has raised plenty of smoke and fire. The boys are not getting it with the ease that it used to come in. While we are always plugging for the pros to get every cent to which they are legitimately entitled, we have yet to be sold on exhibitions by the stars reaching the point where they can be staged on the

same steady, profitable schedule as "Abie's Irish Rose" or "Uncle Tom's Cabin." The hard part of this for the boys is that golf is the one game that the players don't want to play by proxy.

And don't think that the prize performers among the pros don't realize this. You can say what you please about these boys having been dropped on their heads at a tender age with subsequent evidence of cranial injury, but the accusation doesn't jibe with their expressions in print and in private.

The tournament bureau is a spontaneously organized affair with all of the big shot pros gladly contributing their share. There were a few stragglers, but they were taken in after due argument, and the lineup made unanimous.

When Bob Harlow was induced to enter into the picture that indicated further exercise of the intellect on the part of the pros and Mr. Gates. Harlow is the smartest business operator in pro ranks today so far as this show business is concerned and he is the last person in the planetary system who might be suspected of interfering with the tranquil order of things by any strong arm work. The arrangements he has made with hotels along the line of march of the barnstormers will confirm some of the statements made about Harlow's value to the pros.

He has plenty of problems, but compared with that array Gates has to contend with, Bob has only to go through the A. B. C. part of the curriculum successfully to show dollars-and-cents merit to the professionals.

GOLFDOM long has maintained that 75% of the pros who make this winter circuit would be much better off by staying at home and taking jobs as salesmen so they would come into the spring with business experience, better qualified to make the most of their good, steady jobs. But if some of the boys are lured into the circus business by the wooing of local open tour-



Now is the time to use this *New Spalding Service for the Professional*

DO YOU remember the model Professional Shop—pictured above and on the opposite page—that we set up in our New York offices?

That shop has made a great hit with Professionals everywhere. So has the new Spalding Service of which it's a part.

Right now is the time to use that Service. When you're in New York drop in and study the Shop. Or if that's not possible look these photographs over carefully.

And by all means take advantage of the Spalding individual layout service! Here's the way *that* works. Make a chart of your shop as it is at present, marking in the location of all showcases, merchandise, and displays. Then send that chart in to us, and we will suggest a re-arrangement that should

bring forth every dollar your club members have to spend on golf equipment.

Do this now. Then, during the off season, you can do your re-arranging. We won't suggest changes that need a corps of high-priced cabinet makers. All you'll need is a little spare time, some elbow grease, and, perhaps, the help of a local carpenter.

This service costs you exactly nothing! Yet it might start that Shop of yours towards bigger business than you ever thought was in it. It has helped others. And, as long as golfers use clubs and balls instead of branches and rocks, there's no reason why it can't help you.

Try us. Send a sketch of your Shop and let's see what we can do for you.

A. G. Shalving & Bros.

105 NASSAU STREET

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nament promoters why should they be held up to scorn as a band of chiselers by the same promoters. At the most, a lot of the pros get out of these tournaments only the risk of riding from points west back to the old homestead on the rods of box cars, blanketed down only by numerous crates of Sunkist perishable citrus fruit. Open tournament promoters would be better off figuring out a more equitable division of the prize money instead of squealing an invitation to start a revival of that dear old game whereby the pros reach in the bag and pull out the badger.

The pros have quite a howl on this open business themselves but they are keeping their noise to themselves. The split of the prize money usually leaves a whole lot to be desired, and the matter of appearance money for the stars also gives the not-so-bad members of the rank and file cause for complaint. At one of the minor open tournaments the past season \$1,500 prize money was offered. Appearance money took a good part of this advertised amount, so the winner of fourth place got \$55. Fourth place in a \$1,500 event has to be more lucrative than that if these events are going to draw any fields worth while.

The performing pros recently had a brilliant revelation of what protection the P. G. A. can give them, if they'd ask. The widely-heralded (mex.) driving contest at Philadelphia showed that. Instead of finding out whether or not the contest was on the P. G. A. accredited list some of the boys promptly spent traveling expense

money to and from Philadelphia. The winners are still waiting for their ohday, as the trick plot in the contest called for the prize money (actual) being a cut of the gate receipts. The gate receipts were so small that they could be stacked along a speck on a Greek restaurant menu without anyone being able to tell which was which.

As for the P. G. A. tournament bureau having anything to do with insisting on appearance money for the big boys, that is completely out of line with the facts in the case, according to information straight from the P. G. A.

A good part of this 10 per cent is to go toward defraying the expenses of the Ryder Cup international pro matches next summer and the P. G. A. still is very hopeful that the tournament bureau will yield enough for services rendered to make the hat-passing act unnecessary in financing the visit of the Britishers. The aliens did noble by our boys when the American team went across in 1929 to take its ne plus ultra spanking.

There is a whole lot to be gained by all concerned when this P. G. A. tournament bureau gets operating on a business-like basis and if any local promoters are not in position to avail themselves of the attraction of a tournament it is at least simple justice to refrain from holding their sobbing faces in their hands, pointing to the P. G. A. and crying "Big Bully" in an effort to arouse the sympathy of the assembled multitude.

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Business Topics in Annual Spotlight

When the annual P. G. A. convention is held at the Palmer House, Chicago, November 17, 18, 19, this matter of the tournament bureau will undoubtedly have considerable attention as will the proposal that the P. G. A. championship basis of play be changed. Those are items of importance but so far as the purse and prospects of most of the pros are concerned, not of *primary* importance by a long distance.

One thing that the boys will have to hop on right sudden is that of their merchandising. The 2½ per cent-90 day discount has been cancelled by the manufacturers. Experience with this discount showed that only a negligible number of professionals were taking this discount. This discount, instead of encouraging some of the boys to snap into it on paying, had the opposite effect according to the manufacturers' records. However the improvement in the pro credit situation generally was such that all sides are encouraged. The 7 per cent discount was grabbed by the substantial pros and some of the fellows who were just working out their earlier stages of their development as substantial pro business men found the

5 per cent discount a great help. There is something wrong when a 90 day discount doesn't do a whole lot in making that delinquent account list pucker up to the vanishing point. And if you ask this observer, that something wrong is failure, of the pros who need information most, to keep accurate records of their businesses.

A lot of the boys know they need schooling in business methods and we always have maintained this is one of the brightest aspects of the pro future. If the fellows thought they knew it all you could check them off as hopelessly doomed.

One thing that the P. G. A. convention might well consider is planning a pro business school, several sessions of which could be held at various points throughout the country just prior to the opening of the season. If the P. G. A. goes through with its plan to have an instruction conclave on the order of a football coaches' school when the motion picture instruction pictures are shown at Columbus early next year, a merchandising school most certainly should be held at the same time.

Pros Do One-Fifth Athletic Retailing

Here are the figures on the sporting goods business for 1929 from the Bureau of the Census. Figures are in manufac-

Fall Time Fairways

Are doubly alluring when the hue of mid-summer green greets the eye and the velvety softness of growing grass helps the "lies" and softens the tread.

BUCKNER SPRINKLERS

Will help to keep your fairways and greens in June shape until snow flies. Prepare now for a firmer, stronger grass next season by keeping the course at its best throughout the fall months. It pays --- pays big. Shall we tell you how to do it?

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Guy R. Champlain ... Paris, Ky., P. O. Box 154
Joseph P. Breck & Sons. Boston, Mass.
Ritchie Bros. & Co. Vancouver, B. C.
Ivan W. Lee. Seattle, Wash.
Canadian Fairbanks Morse Co., Winnipeg, Can.
Huey & Philip Hardware Co. Dallas, Texas

Eastern Engineering Representative

Wendell P. Miller & Associates
Columbus, Ohio Chicago, I

turers' selling price:

Total sporting goods ..	\$48,900,483
Golf	17,908,753
Fishing	8,572,607
Baseball	7,793,632
Tennis	4,690,754

Golf also lead in percentage of increase over 1927, when government figures were last compiled. Golf's volume then was \$12,263,862 so the two year percentage of increase is 46 per cent. Tennis comes next in this increase with 45.3.

GOLFDOM'S survey figures released in September, 1929, almost a year before the government release was made, made a golf estimate within 5 per cent of the government figures. We are mentioning that to show that our next statement has a substantial foundation of expert estimating.

Now comes the fireworks:

The pro volume of the entire golf business is approximately 55 per cent of the dollars-and-cents value. That means the pros are doing more than 20 per cent of all the sporting goods retailing in the country as the export sales of the American sporting goods manufacturers are figured in the production totals.

The message to the pros is simply this: any pro who is not a good business man and qualified to protect and extend this market domination ought to change his ways or get out and make a place for some other fellow who won't ruin it for the rest of the boys.

Sayers, Star Pro Merchandiser, Gives Lesson in Using Head

SEVERAL times we have heard George Sayers, pro at Merion Cricket club, cited as one of the livest pro merchants in the country. George again has shown the boys how this reputation is founded by using his head during the amateur championship held at his club.

George knew that Jones and a lot of the other amateur stars would be using sand wedges during the amateur championship and he also knew that there was going to be a record gallery at Merion. So putting these two items together, adding some brains, and stirring well with some newspaper advertising the boy cooked himself a very tasty \$3,600 roll, out of which he was able to cut a gross profit slice of \$1,350 for a week's business. His only additional expense was the slight one for the newspaper advertisement shown herewith.