

When they re-order it's proof of efficient performance

PUBLIC BUILDINGS AND PUBLIC PARKS
OF THE NATIONAL CAPITAL

Washington, D. C.

February 9, 1931

Dear Sir:

Your communication of January 28 in reference to the two Royer Mixers which this office purchased from your company has just been received.

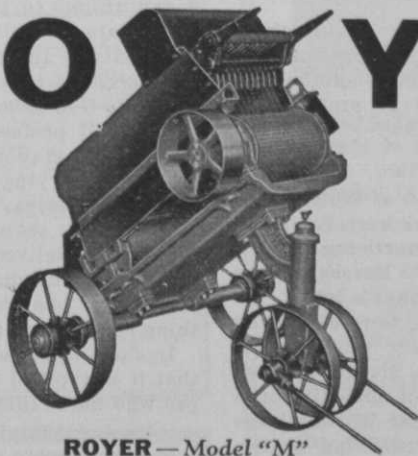
We first purchased a small model which proved so satisfactory that we decided to purchase one of the larger type mixers. The small mixer is being used permanently by the propagating gardens and greenhouses and the larger machine in the preparation of compost for lawn areas thruout the park system.

We have found that the Royer Mixers have saved us considerable in labor costs as it has eliminated all of the old hand mixing methods.

Yours truly,

F. T. GARTSIDE,
Chief, Park Division

THE ROYER



ROYER—Model "M"

Where the value of compost machines is measured in terms of Results, Economy, Speed and Reliability... there you will find one, or more, **ROYERS.**

ROYERS effect savings ranging from 70% to 90% in compost preparation. That's the story and hundreds of users will testify to their performance record.

ROYERS are made in four models. Write for booklet illustrating and describing model best suited to your requirements

SOLD THRU LEADING GOLF EQUIPMENT DEALERS

ROYER FOUNDRY & MACHINE CO.

158 Pringle Street (Kingston Station) Wilkes-Barre, Pa.

Changed Buying Habits Emphasize Pro Service Values

By AL STECKMAN

IF ALL the business headaches of 1930 were laid end to end they would reach far, far into the night.

General business was off somewhere between 15 and 20 per cent and nobody has been able to put his finger on the basic cause. However, out of all this mulling over the situation have come two beacon-like facts, both of which should be of extremely great interest to golf professionals.

The first of these facts is that 1930 proved that when America isn't busy, it is very likely to play golf. Golf as a business showed a nice increase of about 21 per cent—1930 over 1929.

With general business conditions improving slowly, our friends the golfers will have plenty of time for play during the coming summer.

The mere fact that the golf outlook is bright is cheerful news, of course. But it is not nearly so significant as another opportunity that lies ahead of professional golfers this year.

Changed Buying Habits

Since the notorious crash of Wall Street, our good American citizens have completely changed what the advertising sharks call their "buying habits." Hereby, as the old writers used to say, hangs a tale.

Two years ago when we were all riding the crest of the prosperity wave, everything was pretty much a matter of easy come, easy go. It was not difficult for a gyp dealer to unload a set of worthless golf clubs on to an unsuspecting golfer. It looked like a good buy at the moment. Later, when the purchase was found to be a total loss, our golfer probably said, "Oh, well—they were cheap. Who cares?"

That same golfer today is a different man to deal with. He has learned a lesson and learned it in a brutal, but a thorough, school. He now demands the last ounce of value whenever he invests as much as two bits. This fundamental change in the public is of extreme importance to any manufacturer or retailer, and it is those concerns that have not met a changed con-

dition with changed methods that you hear about in the receivers' courts.

Take the case of an automobile manufacturer. Two years ago he earned \$450,000 net profit in six months due to the success of selling and advertising his cars for their beauty alone. The selling scheme was so successful that he clung to it in spite of the fact that his customers had changed their viewpoint. In a corresponding six months' period in 1930 this same company lost \$452,000, simply because the manufacturer didn't realize that the motorist had switched and was buying his cars on a mileage basis and not for looks.

1931 Golden Year for Good Pros

In other words, it is the man who delivers value who is going to stand out like a sore thumb in 1931. And right here lies the greatest business opportunity for professionals in the history of American golf. *No merchant in any line delivers as much honest-to-God value as the golf professional.*

If a golf professional is on the job, the downtown retailers are going to have an awful time trying to sell golf merchandise to club members. The most beautiful part of the whole set-up is that all the pro has to do is to deliver what's expected of him in an efficient manner. He doesn't have to turn any business handspings or do anything sensational at all.

In fact, the whole business is so simple that it is typified by a well-known Eastern pro who made this statement:

During 1931 I am going to give lots of real, sincere service to my members. I will go out of my way to take an interest in anything and everything pertaining to their golf games. I will take extra care in helping them select clubs and other merchandise. There will be no kidding about lessons. I will take extra care in club cleaning. I will even solicit minor repairs to be done gratis.

I will keep the boys in my shop on their toes to carry out this program. Then, when I am sure I am doing everything in my power, I will take pains to make each member realize

KENNETH SMITH

Hand Made Registered Woods
Popular Lengths and Weights in Stock.

✘

FOR MEN AND WOMEN

MEL. JOHNSON

BUTTERFIELD C. C. - - - HINSDALE, ILL.

Telephones Lawndale 6107—Hinsdale 1000

NOTICE!

Mother Nature

will make no radical changes, nor will she announce the addition of any sting-proof, sweet-feel gadgets to her line of excellent HICKORY shafts for 1931.

She doesn't have to . . . as most Pros know and most of their *members now understand.*

BUSH BROTHERS & COMPANY, Inc.

Makers of the World's Finest Shafts

Louisville, Ky.

EMMET, EMMET & TULL

Golf Course Architects

Devereux Emmet
Devereux Emmet, Jr.
A. H. Tull

19 West 44th St.
New York, N. Y.
Vanderbilt 3-5517

FINE GREENS and FAIRWAYS

Produced and
Protected
by

"FRIEND"

A "Friend" at Exmoor C. C. Chicago
GOLF SPRAYERS

"FRIEND" Golf Sprayers deliver a spray which is soft and penetrating. Double compartment tanks; Drip-proof, easily adjustable, high pressure pumps.

Write for particulars.

FRIEND MFG. COMPANY
DEPT. G. GASPORT, N. Y.



Giant Floodlights

Now Make Night
Golf a Reality



The biggest, new thing in golf in 1931 is NIGHT PLAY—complete, perfect illumination for full-size 18-hole courses.

Exhaustive tests with the new Giant Floodlight Projectors for full-size courses have produced ideal playing conditions. Fairways, greens and rough are illuminated with a full, mellow, glare-free light approximating actual daylight conditions.

Giant now brings to your club the same advantages it has already given to night baseball and football. Let us send you complete literature and illustrations.

Giant Mfg. Co.

Division NG

Council Bluffs, Iowa

Trenton, N. J.

Oakland, Calif.



that I am trying to deliver full value for every nickel he spends with me. I will send out letters, or postcards, drawing attention to the many services that I render that the golfer can't get from any other retailer of golf supplies.

Old stuff! There isn't a pro in the country who doesn't fully realize that all these things are fundamental, every-day parts of his job. But still, I repeat, in these every-day jobs lies the greatest opportunity the golf professional ever had.

Here's why. In the palmier days, club members were too full of paper profits to pay any attention to the "little extras" that he got from golf professionals. Everything was going too smooth to bother his head about whether he gave the pro a fair break or not.

Not so today. Automatically, every golfer will make a comparison in his mind between dealing with the pro and a downtown competitor. The service that he used to brush aside without a thought will be the determining factor.

If every professional in this country puts a little extra thought, a little extra planning and a little extra energy into the running of his shop, the golf profession will have increased its prestige 100 per cent by next fall.

BURROUGHS HAS NEW CASH MACHINE FOR FEE COURSES

Detroit, Mich.—A new low-priced cash machine especially designed for fee golf courses has just been announced by the Burroughs Adding Machine Co.

This machine is credited with being an entirely new development in cash register construction and operation. It registers sales, paid-outs, and miscellaneous transactions, and also contains a locked-in detail tape that provides a permanent record of each day's business.

The keyboard of the new golf machine is one of its outstanding features. Besides containing keys for the exact registration of amounts, it also provides keys for registering the number of players. Both sets of figures, dollars and cents and number of players are accumulated in the machine.

The keyboard also contains a number of descriptive keys. These identify all items as they are printed on the detail tape, and show clerk number, classification of sale, or such description as is indicated by the transaction.

Cash is protected in the new machine by means of the locked-in detail tape, and also by means of locked-in totals and grand totals of daily transactions. This construction makes it impossible to alter records.

Vets Prepare for Annual Buddy Poppy Sale

THE ninth annual Buddy Poppy Sale is to be conducted by the Veterans of Foreign Wars simultaneously throughout the entire country during the week of Memorial Day to raise funds for the adequate maintenance of their relief activities.

Genuine Buddy Poppies are guaranteed by a copyrighted green label which identifies them as the handiwork of disabled and needy ex-service men, and are made in government hospitals through an arrangement with the United States Veterans' bureau. A national total of 6,000,000 Buddy Poppies will be completed in readiness for the opening of the sale.

The Veterans of Foreign Wars was the first veteran organization to undertake and conduct successfully the Poppy Sale movement on a nation-wide scale. The first V. F. W. National Poppy sale was held in 1922, using French poppies made by women and children of the devastated areas. The following year, with a greater demand, the organization had to resort to poppies made commercially. The present plan of manufacture was developed in 1924 in order to extend the relief afforded by the poppies to those men who were disabled and needy but still capable of this employment, and the V. F. W. Buddy Poppy factory organized, where only those handicapped by war disabilities were employed in putting together the emblems.

ILLUMINATED CUP FOR NIGHT PLAY

A N illuminated golf cup recently has been designed and patented by F. H. Ackerman, electrical expert and operator of golf courses. Ackerman's illuminated golf cup is made up from an aluminum casting and is illuminated by a 6 or 12 volt 12 C. P. single contact lamp served through a 250 watt transformer.

The lighting service on two courses owned by Ackerman covers a ground area of 31,000 and 26,000 square feet and the connected lighting load is 10 and 9 kilowatts respectively. The lighting service charges run from \$65 to \$75 per month.

The cup can be illuminated with any colored lamp desired and is said to be visible from a distance of 100 feet and more, shining in the green visible for approach shots and putts.

The aluminum cup is lighted from the lower side the light coming through a thick bulb which sheds plenty of light but which cannot be broken by any ordinary putt.

Seaside Bent Grass Seed

Makes a Perfect Green

This strain of Bent is pure; packed in bags, sealed and certified by the Dept. of Agriculture of Oregon

Greenskeepers

interested in keeping their greens in first class planting condition will appreciate receiving our new book.

Greenskeepers Manual

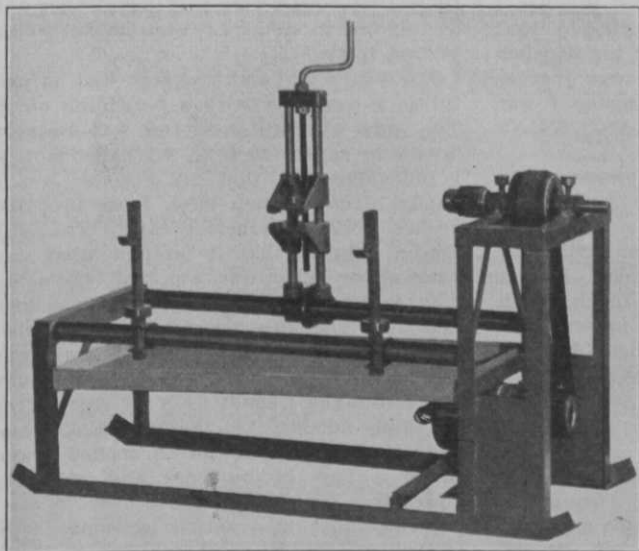
which describes and illustrates Seeders and Spreaders, Harrows, Sprayers, Pennsylvania Lawn Mowers and Tractors, Worthington Mowing Machinery and Tractors, Coldwell Lawn Mowers and Rollers, Markers, Sowers, Trimmers, Scythes, Rakes, Hose, Flags, Poles, Hole Cutters, Cups, Bag Racks, Sprinklers, Fertilizers of all kinds, etc.

Send for this book which is free upon application.

MICHELL'S SEED HOUSE

Philadelphia, Pa.

Now you need only *One* machine to sharpen any size or any make of lawn mower



The Universal Mower Sharpener

- keeps fly knives and bed knife of your mower in true conformity for best cutting.
- saves time and expense.
- prolongs life for your mowers.
- sharpens any type mower from the large power mowers to small putting green size.

Furnished in choice of electric motor or gas engine.

Send for folder giving full information.

PALMER-BEE CO. 1730 POLAND AVE.

DETROIT, MICH.

Accounting Banishes Dark Age of Profitless Pro Business

By DAN GOSS

Professional, Highland Park C. C., Birmingham, Ala.

WHEN I was asked by Herb Graffis to write a series of articles on the value of accounting to the golf pro we were seated in a hotel room in Chicago, where I had gone to attend a P. G. A. meeting. I accepted in one of those "uh huh you don't believe I can write do you—well, I'll show you" attitudes.

After convincing Herb that I was sincere about writing the series he gave me a few instructions along these lines: "Make it a series that's right to the point. Don't beat around the bush. Hit 'em where they grunt," were part of the instructions. He also suggested that I include some charts and graphs so you could better understand how to proceed.

Complying with an old saying "When in Rome do as the Romans do" I thought it wise to show a rough draft of what I had planned to be article one to a few pros around Birmingham to sort of get their opinion. I did . . . and promptly filed draft No. 1 in the waste basket because I immediately came to the conclusion that every pro that hadn't received his baptism of fire in the business world was just as much interested in bookkeeping as I was before I received my degrees—AND WHAT DEGREES.

My first degree cost me more money than I had ever made in any six months of my life, even including the time when I ran a pair of dice so hot until they almost melted, for plenty per pass. Degree No. 2 didn't cost me quite as much but it did cost a lot more than the present cost of a new Buick—and I don't mean F. O. B. factory—but delivered in Egypt.

A Sap There Was

All because I thought that a first-class set of books was good for corporations only or a business that did at least a couple of million dollars worth of business a year—that they were just another source of headaches for a small business run by an individual who could keep everything at his finger tips.

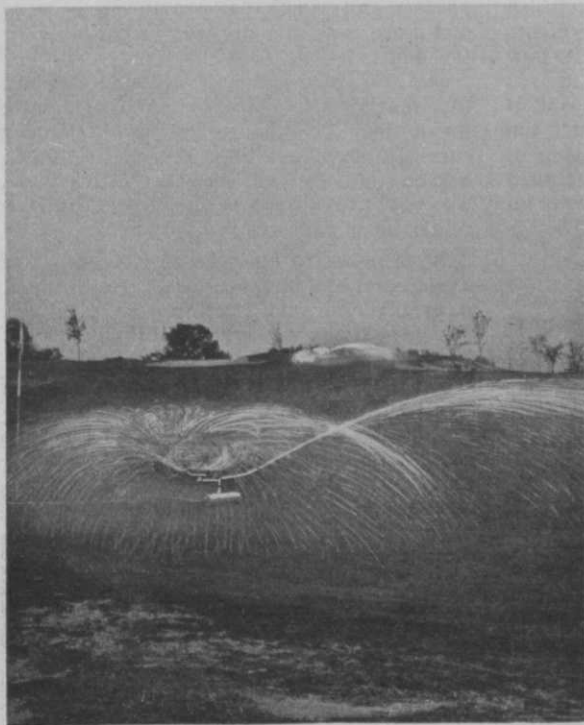
Like a great number of the present day pros I kept my records on my cuffs and hung on nails driven into the wall which were my filing cabinets. When a shirt went to the laundry, if you know what I mean, it was like tearing out half a dozen pages of my present cash book; or if someone jolted the partition in which the nails were driven I generally got the bills I had paid separated from those I hoped to pay in three days.

Like the average pro I, too, got a yen to put in a real set of books. Not so much because I was afraid I'd pay anyone ahead of time, or too much, but because I had accidentally (honestly it was an accident) sent out two double checks. I'm not referring to Amos and Andy either. A double check is one that the manufacturer gets the first time from his customer—the second time from his bank.

I said I got a yen; I should say I got two yens. I tried twice only to decide both times that books were only a nuisance and as valuable to me as a ten-ton anchor would be to a rowboat.

For years my cash register was as useful as a soap box with a bell hung on it. The only purpose it served was to keep my silver separated from my paper money. I remember too, that my register was a handy place to keep keys, loose tees and broken rolls of adhesive tape. The only reason I knew that it totalled what was rung up or taken out, was that the salesman told me it did the day he was selling me. The only time I ever remember raising the lid 'before I took the veil' was when it got out of commission one day and I thought I could fix it by raising the lid and getting to the gimmicks and gadgets that made it run. I opened it and found a row of numbers and promptly closed it.

I remember the register salesman talking about "paid outs," "charges," "daily receipt totals" and a lot of other things that I thought useless details because they meant nothing to me because I was mainly



Set them at Sundown

The LARK is safe for night sprinkling. Wind won't stop it. Its gearless action is positive, never-failing. It covers evenly from center to outside circumference on any pressure. That is why it causes no puddles. Spray screw in adjustable nozzle breaks up main stream. No large drops to dig out top-dressing.

The LARK is made of long-lasting brass—all except the roller-base and hose pipe.

Try the LARK 10 days under all conditions. Money back guarantee.

L. R. NELSON MFG. CO.
1740 S. Washington St.
PEORIA ILLINOIS

Amazing new savings in grounds maintenance time and labor!

The remarkable new Johnson Motor Scythe does *all* hand-scythe jobs in *less than one-eighth the time!* Operates easily where larger mowing machines could never go. Backs up, tilts to cut up or down slopes, and pivots sharply in any direction.

Savings now possible in grounds maintenance costs are *simply tremendous!* The Johnson Motor Scythe gets around as slick as a whistle wherever expensive hand labor was formerly necessary and cuts close to shrubbery and trees *in jig time!* Excellent for trimming "roughs" and keeping down under growth in wooded, undeveloped sections. Also saves time trimming bunkers and around traps.

Simple construction and ease of operation make it possible for *anyone* to handle the Motor Scythe. Powered by the famous Johnson 2-cycle motor, its reliability and efficiency have been demonstrated by the thousands of similar Johnson Motors now in use throughout the world. Easy to start and stop. No adjusting necessary. Economical to own and to operate!

Send for fu
information.

**JOHNSON MOTOR
COMPANY**

Waukegan, Illinois



JOHNSON MOTOR SCYTHE

By the makers of famous "Johnson Outboard Motors"

MAIL COUPON—NOW!

Johnson Motor Company,
Waukegan, Ill.
Industrial Division.

Please rush me free illustrated folder on the Johnson Motor Scythe.

Name

Address

.....

interested in having it come in a finish that I liked, getting the monthly payments as low as possible and finding out how much current it required to operate it.

If you are getting a lot of laughs out of my "confession" more power to you. I'm getting a lot more than you are writing it.

The chances are I would have continued on just as I always had if it wasn't for an Act of Providence.

Comes Dawn

I'd rather take a beating or be condemned to shanking my irons for the next three years rather than tell you what I'm about to say. But I think it only fair that I should because unless I did you might think that I got my knowledge from years of study and sacrifice; from countless nights of study when in truth it was actually thrust on me—rammed down my throat would be still better—and truer.

Believe it or not, and no apologies to Ripley, three years ago I didn't know a trial balance from a journal entry. If a pay-out or a purchase had bit me on the foot in the form of debit or credit I wouldn't have recognized it. What I knew about accounting in its true sense and application could be written on your thumb nail with a whisk broom and there would still be room enough for the Lord's Prayer. Call me dumb if you wish—the fact still remains I'm telling you the truth.

The information I gave you in the previous three articles of this series was obtained, mostly, from a NINETEEN-YEAR-OLD BOY; that's why I attribute it all to an Act of Providence. Here's how I "saw the light." Stick around—I'm not going to ask you to pitch anything on the drum.

One of the players at my club, who at first seemed just like any ordinary dub, and frankly impressed me less as a business man than any of the majority (and I hope he never reads this and if he does doesn't identify himself as being the one) in some way got me to talking about my business. During our talk he used some expressions that made me like him less because I thought he was trying to high hat me with his knowledge of business—but I listened because it sounded interesting, even though untrue.

Like the fellow who was sitting in a poker game. An outsider called him aside and said "Partner, that game is crooked." He replied: "I know it but it's the only poker game running in town."

Later conversations resulted in my being on the receiving end of a lot of additional

phrases and words that convinced me more and more that this guy was just putting on the dog.

One day in a spirit of confidence I told him that I could use a few hundred dollars for a deal I'd like to get into—I'm not sure—it may have been a deal I'd like to get out of. It's an even bet either way. Anyway it required a nice bunch of jack to get in or get out.

In response to his request I showed him a statement of my business. He scanned it briefly and said "In three days I'll get you five times the amount of money you need, from any bank you name in this city."

His cocky statement didn't click with me at all and I believe I was prompted in telling him I'd follow his instructions implicitly in hopes that he would fall down so I could check what I thought was his strutting. Remember, I believed that most of his statements were due to what I thought was coming from a big blowhard.

IN THREE DAYS HE HAD ARRANGED THE LOAN FROM A BANK THAT I HAD NEVER DONE ANY BUSINESS WITH!

Then I really began believing him. My opinion of him changed from believing that he was of the blustering type to thinking that he was just one of those guys that said what he believed and believed what he said.

Shortly after the loan was arranged he irritated me with the following crack: "The loan was a cinch. You were entitled to it from any bank if you had prepared your statement properly, instead of as you had it . . . and had the business ability to present your case properly."

Irritated was mild. Could you like a guy that made a crack like that? Neither did I. I was tempted to tell him where to head in but I kept my tongue. I just took it and even went so far as to agree to have him send his office manager over and open up a real set of books for me, so I could prepare what he called "a proper statement of my affairs."

So you see, contrary to what you may think is responsible for the apparent knowledge I must have to be able to tell you what and how you should and shouldn't do things—and why was all in hope that you would try and "KNOW THYSELF"—I simply have learned to "KNOW MYSELF" and telling you who, and how, as my son often said when he was in the first grade, "taught me."

Three days after I agreed to put in a set of books a kid walks in. He was a kid,

ARTICO Yard Mark

AND



SPECIFICATIONS

Plate—24 gauge galvanized steel, guaranteed Rust Proof—Size $5\frac{1}{2} \times 12$ —Finish highest grade flexible enamel, baked in two color contrasts.

Stake—Cadmium plated Channel steel $\frac{3}{4} \times \frac{3}{8} \times 21$ long—embossed figures 4" in height.

Set of 50 Yardmarks \$ 47.50
Individual signs, ea. 1.00

Substitution of signs to fit your requirements.

TEE MARK
is another revelation. Made of that romantic and everlasting Solid Bronze it enhances the beauty of your Tee many times. Easily read. Easily placed—No part touching or injuring the grass—and above all—weather proof. Made to order for your special requirements. Start your season off in the right way. Order a set now.

YARDMARK—
No bigger thrill than a long, straight drive—but how far does the ball go? Unmarked fairways do not appeal to the average golfer.

Artico Yardmarks solve your problem in a beautiful, economical way—The leading courses of the country have installed them.

ARCUS TICKET CO

346 N. Ashland Ave., Chicago, Illinois
Printers of Golf Tickets and Restaurant Checks of all descriptions.

ARTICO Tee Mark

SOLID BRONZE



SPECIFICATIONS

Plate—Solid Bronze— $10\frac{1}{2} \times 3\frac{3}{8}$ Convex Curved. Sunk in letters—shaded with Baked Enamel. 4 screws to fasten—2 Solid Bronze. Holders 8" over all with 5" stakes. Made special to fit requirements of each hole.

Set of 18.....\$ 58.50
Set of 36..... 117.00

barely entering the twenties. He introduced himself. "This," thinks I, "can't be the hot expert my friend has told me about." He didn't look it or act it or talk it. He was as scared as I am after a bridge party during which I had bid three in a minor over my wife's original two trump bid.

"Let's see your last year's statement," he said in a matter of fact way. I handed it to him.

He studied it for a few minutes and then began to tell me things. I was struck speechless. As true as you are reading this, if a medium had told me the same thing at a seance, I'd have gone out yelling to the high heavens, telling the world that she had supernatural powers. Never have I ever seen anything like it since or before. Nor would I believe that two pages of figures could tell anyone as much as they seemed to tell him—until he explained it to me; showed me the relation of one total to another.

He started my books the following day. At first I was annoyed. On more than one occasion I was tempted to throw up the works. It seemed so complicated, so unnecessary. But I stuck it out and when I say I "stuck it out" I mean I went through

five times the hell they say Bobby Jones went through the first time he appeared before the microphone for his first Listerine talk.

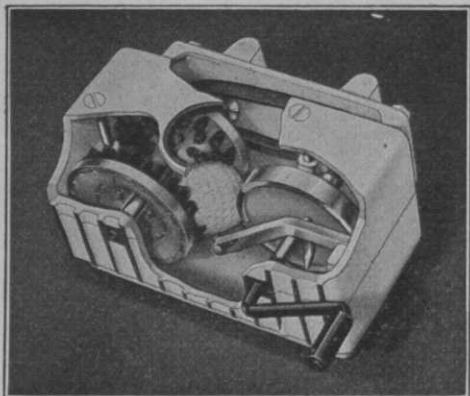
If you think having a kid telling you where to head in, two or three times a day, a kid who is young enough to be your son, isn't hell doubled and re-doubled, tell me what is. And I had to take it because I knew that he knew what he was talking about.

TWO NEW CLUBS IN BECKLEY-RALSTON LINE

Chicago, Ill.—Beckley-Ralston Co. has introduced a new "trapshooter niblick" and a "walloper." The new niblick has a sole on the order of the B.-R. chipper, which means that it has practically no sole. The sole and back are so designed that the club cuts through sand, soft earth or other difficult lies, and lifts the ball out sharply with a back-spin. The makers state the club is okay under the U. S. G. A. ruling on clubs of this general type.

The new "Walloper" is practically an iron driver. In men's models, it weighs 15 to $15\frac{1}{2}$ ounces, and in women's, 13 to $13\frac{1}{2}$ ounces. Loft of the club is that of a No. 1 iron.

Both clubs are made with torsional hex grips and True-Temper shafts.



Here's the NEW ROTO WASHER

This new model has all the advantages of the previous model, in addition to which it has a larger water capacity, a new ejector that returns the ball to you when it is clean, and a mounting device that enables you to remove it easily from the Uni-T-Stand to change water.

Really Cleans the Ball

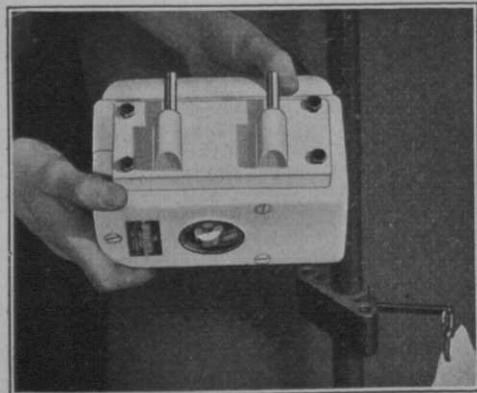
The ball rotates in the opposite direction to rapidly revolving brushes of genuine Russian pig bristles, that dig into every recess and remove every trace of dirt and stain. Four or five turns of the crank and the ball is **clean**. And it is simply impossible to splash dirty suds on your clothing. The Roto Washer is efficient, handsome and economical.

Two-Year Guaranty

So carefully is the Roto Washer constructed, using bronze and aluminum for all integral parts, that we are pleased to announce a two-year guaranty on this popular washer. Our new folder gives full information. Ask your dealer or let us mail it to you.

Write for Folder.

COGSDILL MANUFACTURING CO.
6511 Epworth Blvd. Detroit, M.ch.



Movie Instruction Holds Hope of Big Profit

The films of Miss Weathered, Jones and Vardon mark a new era in golf pictures give to effective instruction and without appreciating that they represent a tremendously important factor in putting the pro before the public as one who is earnestly and intelligently interested in increasing his pupils' golfing ability and enjoyment.

Golf instruction has been a difficult job with an uncertain outcome. The American temperament is not highly favorable to golf lessons. Golf is primarily fun and any tedious path to proficiency is shunned by the pupil. These pictures go at golf instruction in the same sane manner that is effective in the primary grades at school; there the elementary students have their instruction made interesting play by a thoughtfully worked out plan of instruction.

GOLFDOM'S 1930 season survey shows that less than two lessons per player per year are given at the 18-hole clubs and less than three lessons per member per year at the nine-hole clubs. There are approximately 1,900,000 regular players, so if the average of lessons could be increased just one per member per year, and the lessons would average only \$1 apiece, the addition to pro income would be \$1,900,000. If the pros hop to this movie instruction as they should this increase seems a conservative certainty.

Picture Taking a Task

George Sargent has done a good job on this movie instruction business for he not only worked out of some tight pinches in getting the pictures but he has done an excellent piece of work in charting the swings of the three stars and preparing charts that indelibly imprint the teachings of the films.

When George took the Jenkins super-slow camera to England, he and the camera man were confronted by the problem of making a \$5,000 bond for admission of the camera. Then, when he went to take the pictures of Miss Weathered and Vardon he was told that England hadn't seen sunlight for weeks. Miss Weathered had been under the doctor's care and there was no storage battery for operating the Jenkins camera within 20