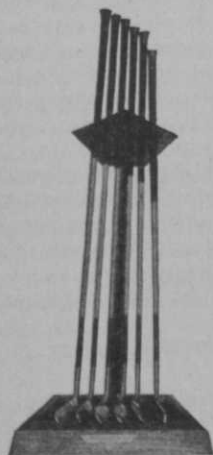




*His Wins . . .*

## BOOST YOUR SALES



Invite your members, personally, to play around with Sarazen's World Championship Clubs—your Power-Gauged demonstration set. Invite them by mail, using free direct-mail campaign developed by Wilson for you. Individualized with your own name and your shop name. No work for you to do. No expense. *And*—for clubs and balls there's a great collection of new Sarazen tie-up material to make your shop hum. Turn Sarazen's great wins into profit for you—*right now.*

### WORLD'S CHAMPION BALL HOL-HI NINE

•  
First with Sarazen in British and U. S. Opens. Tied for second with Perkins in U. S. Open. They're all going HOL-HI!

**POWER-GAUGED CLUBS and HOL-HI NINE Golf Balls**

Wilson-Western Sporting Goods Company, Chicago, Illinois

I am interested in your "Free Demonstration to member" proposition

Name .....

Club .....

City ..... State .....

by **Wilson**

*Sold Only by Professionals*

# "Old Doc Schacht" Prescribes Pro Sales Tonic Letters

**E**LMER SCHACHT, bright young feller who works with his skull and his muscles for the membership of the Country Club of Terre Haute, Ind., and then for wise Mr. Schacht, has put over a letter campaign to his members that's something new in pro business promotion.

It's a series of three letters, all tied together like a continued story and with a "just then a shot rang out" finish to the first two letters so the customers will be looking for the follow-up.

Elmer has been reading the papers. He picked up insurance company dope about an increase in suicide and read of, and heard the doctors telling about folks not coming to them until it was too late for a cure. He arrived at the conclusion that the health angle of golf was due for a strong play.

He got some great stuff in the way of authoritative medical testimony on the curative and protective features of golf that ran some time ago in one of the player papers.

Schacht sent out the letters two weeks apart, and in the week between each letter he mails one of the Walter Hagen line's "Sloppy Shotz" folders.

Too many of the fellows just send out one letter and let it go at that but the Schacht plan is to keep pounding at them, especially since the cost is low. The tie-up of his personal stuff and some of the splendid material furnished by the manufacturers gives him a first class, strong advertising campaign. If there's business to be had this sort of work will get it.

Strange to say, in these times when most of the boys could stand some business, there are no glowing reports from the manufacturers to the effect that their expensive mailing material, supplied to the pros, is being used to any especially strong degree. The boys ought to put on more steam with this stuff. By neglecting to use it they are passing up a great chance to blast loose some sales.

## Expert Counsel.

Here is the first letter in the series Schacht sent out:

*A study of the ideas and beliefs of differ-*

*ent noted physicians regarding the golf game was recently made at a tournament of the New York Physicians Golf Association held at the Westchester Country Club. This organization was selected for the study because its membership is made up of most of the best known physicians in New York, not a few having national and international reputations in their specialties.*

*The first impression made from a study of the entire group is that physically they were a very healthy looking group of doctors, none looking like the old type of physician of serious mien, over-stout when middle aged, and definitely slowed up in physical activities. Most of them were well tanned by the sun, strong looking physically, active and alive in their movements, none definitely stout, and all jolly in demeanor.*

*"I play golf," said the first Medico spoken to, "because my study of patients has proven to me that those who play golf live longer, have less illness and are happier than those who do not. The reason for this is that these persons engage in the healthiest exercise there is, namely, walking in the open air in sunlight, and this is far better than any other type of exercise, less strenuous than tennis for the middle aged man, gives one sufficient perspiration and yet permits periods of rest, and thus builds up the heart muscle gradually and keeps the whole body in good functional shape."*

*I will send you a continuation of this survey at a future date.*

*Don't forget, I carry a complete line of golf equipment for your convenience. I sell everything a golfer needs and have most of it in stock. If I haven't, I will get it for you.*

*For "health's" sake, may we see you frequently on the golf course this summer?*

## Patent Medicine Method.

The second shot in the Schacht campaign gives the customers some of the tried and true patent medicine technique—it makes the folks feel like they must forget the troubles golf alone will cure. The second letter reads:

The following is a continuation of the study of the ideas and beliefs of the doctors in the New York Physicians Golf Association regarding the game of golf.

"Why it is," said a celebrated skin specialist, "that people who play golf are rarely patients among the specialists in my line of work, I do not know. I just know it is a fact, and it probably is because golfers burn up the uric acid that is in the blood of all of us and is a great cause of chronic skin diseases."

An internationally known stomach and intestinal specialist said the following: "Golf is the best exercise for digestive disorders I know of. It improves the tone of the body and that benefits the digestion and cleans up a lot of minor digestive disorders. As the digestive apparatus is improved that in turn improves the body and thus a charmed circle of health is brought about. Golf is one of the best treatments I know of for disease of the gall bladder and intestinal poisoning. If every adult played golf, I would have much less to do, and since I've learned this, I play golf."

"It's a strange thing," said another internationally known specialist, "that golf properly engaged in will reduce a high blood pressure and raise one that is too low. I have seen not a few men whose arteries were that stiff that I did not think they could live more than a few years, and yet when they are golfers they go on living in a healthy way year after year without any effects whatsoever, whereas the non-golfer with like arteries dies off with apoplexy and heart disease in a short time. There has been a good deal foolishly said about people dying on a golf course, but to every one that died there are thousands that died in bed. Since playing golf is health-giving and stocks up vitality and one can never foretell what infection will hit you, I engage in it instead of buying health insurance."

Good health pays big dividends. Spend the saving in doctor bills and insurance on that new set of Bobby Jones or Walter Hagen golf clubs you've been wanting and **PLAY GOLF!**

### Count Cost in Health.

Elmer concluded his series early in June with the following testimony:

*This is the concluding letter in the series I have presented to you on the ideas and beliefs of physicians pertaining to the game of golf.*

A well-known nose and throat specialist offered the following: "The one great con-

dition produced in my line is the so-called common cold in the head. These attack people mostly in the winter months when everybody is housed up in heated houses breathing dry air loaded with dust and infection. They are not common in the summer, and when they occur they do not do much, if any, real mischief. There is less nose and throat trouble among golfers than any other people I know of, hay fever being the only exception to this."

And then came the always interesting nerve specialist with this: "The trouble in this country is that the men work too hard and the women fuss too much. The best treatment that I know of for these people is golf. Almost all of my patients have only functional nervous disturbances which golf as an exercise is perfect in correcting. The very fact that to play a round of golf keeps a man out of his office for several hours is a great benefit to him although many will complain that they cannot afford the time."

The wisest summary of it all came from a wise general practitioner. "I am seventy-five years of age and for the last forty years that I played golf I have never been sick in bed for one whole day. I have no patience with the person who says he cannot afford to play golf or that the initiation fee and the dues of a golf club are too much. For a few hundred dollars a year and playing golf he has the best health insurance and assurance to be fit for work that I know of. People should look on the cost of belonging to a golf club in this light, count it in health and not a few dollars, if you would estimate the game at its true value."

Guard your health as these physicians do. Play golf and stay healthy.

P. S. Don't forget—you will get the most enjoyment from the game when you are playing well—to play well you must practice, but unsupervised practice is worse than none. May I sign you up for a course of lessons?

**H**ERE'S A THOUGHT about the pro job that isn't used enough in pro propaganda: "There are very few good pros in the country whose clubs could pay them what they are worth as instructors. The pro's shop has to support him. But it is the golf interest promoted by effective instruction that keeps the clubs going." The remark was made by Clarence Rickey, golf club official and vice-president of the R. H. Buhrke Co.

## Texas Pro Merchandises Movie Instruction

Personalized Method of  
Golf Instruction

Mr. Aulbach is a believer in the practical shot-by-shot method of teaching. In this course he becomes your partner and takes you right with him from the tee shot to the green. That is how he makes intricate points seem simple, how he makes difficulties easy. Everything is so clear—so plain—no complicated or technical problems to solve. You feel immediately that you are going to get the "how" of the game.

Number 2 Course for 90 to 100  
Players

1. PRACTICE TEE—Pupil is filmed. Development of swing with irons.
2. PRACTICE TEE—Development of swing with woods.
3. PRACTICE TEE—General practice session. Pupil views film of self. Also sees world's leading stars in slow and fast motion with particular attention upon the swing fundamentals.
4. PRACTICE TEE—Approaching and iron shots for accuracy.
5. PLAYING LESSON, 18 HOLES—Emphasis upon direction and poor judgment in method of approaching.
6. PRACTICE TEE—Review of mistakes found in playing lesson.
7. PRACTICE ON COURSE—Art of recovery sand trap and heavy rough shots.
8. PRACTICE ON COURSE—Putting run-ups and pitches.
9. PLAYING LESSON, 18 HOLES—Emphasizing the proper club for the proper lie. Pupil is again filmed.
10. PRACTICE TEE—Review of playing mistakes. Learn to play uphill, and downhill lies, also how to play against the wind.
11. PRACTICE TEE—General practice on swing development and short game.
12. PLAYING LESSON, 18 HOLES—General or view of whole game, with attention upon placing shots. Pupil views second film of self and compares it with the first film to see actual swing improvement.

The pupil must be entirely satisfied with the improvement or no charge will be made for the course.

Three Complete Courses  
by Motion Picture

This personalized method of instruction is made up in three complete courses. Each course especially adapted to its class of player. The courses are:

1. FOR PLAYERS OVER 100.
2. FOR 90 TO 100 PLAYERS.
3. FOR PLAYERS UNDER 90.

At the conclusion of the course the pupil receives a diagnosis record of the faulty strokes and their immediate proper correction. A complete record of each lesson is carefully kept on file for reference.



AULBACH  
PERSONALIZED METHOD OF GOLF  
INSTRUCTION  
DIAGNOSIS

NAME

FOREMOST FAULT

CORRECTION

George Aulbach  
SPRING LAKE COUNTRY CLUB  
WACO, TEXAS

THIS DIAGNOSIS RECORD IS SENT TO RETURN THE PUPIL OF THE PUPIL  
CORRECTION OF OBTAINING FAULTY

## AULBACH

PERSONALIZED METHOD OF GOLF INSTRUCTION

NAME				DATE	
BUSINESS ADDRESS				PHONE	
WEIGHT	HIGHT	AGE	PHYSIQUE		
CLUBS OWNED	PLACING HOW LONG	WEIGHT OF CLUBS	SHAKE AND TYPE OF CLAW		
PREVIOUS LESSONS	FROM WHICH			LESSONS	

## AULBACH ANALYSIS

OUTSTANDING FAULT

CORRECTION

REMARKS

FILM TAKES  
COPYRIGHT 1931 BY GEORGE AULBACH

**G**EORGE AULBACH, pro at Dallas (Tex.) Country club and previously connected with the Spring Lake C. C. at Waco, Texas, is pushing motion picture instruction with some fine methods.

The first shot in the Aulbach instruction sales campaign is a folder detailing the points of his "personalized method of golf instruction by motion pictures." He has three courses: one for players over 100, another for 90 to 100 players and the third for players under 90. The accompanying cut of the inside of Aulbach's folder shows how the bright boy not only teaches the pupils to play with brawn, but with the brain. This copyright form is in two parts. Aulbach tears off one-half and keeps the pupil's record in his files for the follow-through. The form also is shown by a cut appearing with this story.



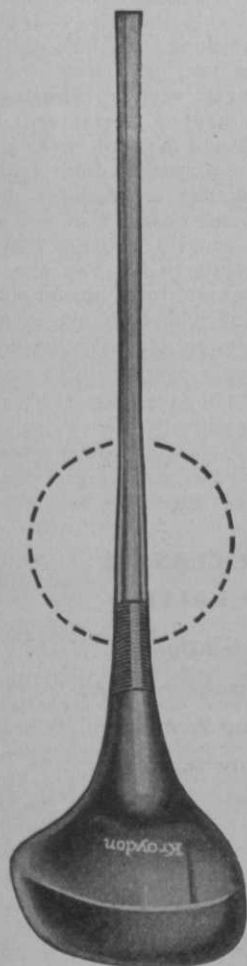
**B**ECAUSE Kroydon Hy-Power Clubs will bring your players scores DOWN, they will bring your profits UPI. ¶ By putting the whip up nearer the hands, the Kroydon Hy-Power Steel Shaft enables any player to hit his ball longer off the tee and to maintain better control over all shots—thus cutting strokes from his score. The satisfaction which your players will feel after purchasing and playing Kroydon Hy-Power Clubs, is sure to build confidence in you and what you sell, and to react in your favor through increased goodwill and sales. ¶ Then, too, you make a full profit on every Kroydon sale. Price-cutting and other unfair competition is eliminated by Kroydon's Policy of Pro-protection. ¶ These two facts, backed by Kroydon's reputation for honest value and superior workmanship, make the Kroydon line of Hy-Power Steel-Shafted Clubs the most profitable line for you.

For further information about Kroydon Clubs or Kroydon's Policy of Pro-protection, ask your local representative to call, or write The Kroydon Company, Maplewood, New Jersey

PROFESSIONAL BY

# Kroydon

## CLUBS



The Kroydon Hy-Power Steel Shaft is made by a patented process which imparts a beautifully balanced *reverse taper* to the shaft, as illustrated above. This puts the whip up near the hands, just as in a perfect hickory shaft, and so permits longer drives and greater accuracy.

## No Tax on Green Fees, Treasury Dep't Rules

### GOLFDOM:

We would appreciate it very much if you would settle the following question for us: We are a daily fee course, not a club. We have no members in the usual sense of the word; however, for \$25 a person can play all season without payment of any further fees. Is this \$25 season ticket subject to the new federal tax on admission to places of amusement? How about our different daily fees of 25c, 50c and \$1.00?

Signed: L. B. E., Iowa.

### Reply

*The USGA through its general counsel, Livingston Platt, advises us under date of June 30th as follows:*

"The admission tax section of the Revenue Act of 1932 (Sec. 7110) is worded the same as the admissions tax sections in prior acts. The Treasury Department has ruled that green-fees of a golf club are not taxable as admissions. (See S. T. 357 I-1 Cumulative Bulletin 434.) Golf clubs have never collected a tax on green-fees under

prior Revenue Acts, nor have they ever been called upon to collect such a tax.

"The question raised by your letter is, however, slightly different from the questions of green-fees of a golf club. The Department has held that where payment is necessary to gain physical access to a building or enclosure the payment is subject to an admissions tax. (See Office Decision 99 4-21-214. Also, *United States v. Koller & Farmer*, 287 Fed. 418 T. D. 3431 II-1 C. B. 266.) If the Iowa fee course will not allow anybody on the grounds unless they have paid a fee, it might well be that the Department will rule that the charge is subject to an admissions tax. The ordinary golf club does not, of course, say anything if a stranger who is behaving himself in a proper manner merely walks out upon its grounds and does not attempt to play golf. Such a person is never told that he must either pay a green-fee or leave. However, I understand that some of the public golf courses around New York City, and particularly the Van Cortlandt Park golf course, are absolutely fenced off and no one who does not hold a ticket entitling him to play is allowed



### FOUR CLASSES OF BALLS

- Imported Dunlop
- Dunlop (made in U.S.A.)
- Dunlop Warwick
- Warwick 35

IMPORTED DUNLOP

Four Dunlop balls to bring and keep  
the golf ball business in the pro's shops.

upon the course. If the same procedure is adopted by the course in Iowa, it is my opinion that the Treasury Department would hold that an admissions fee was being charged and it was subject to tax."

## DOUBLE-CROSS

### Thoughtless Pros Sacrifice Market Protection on Ball Deal

**S**ITTING IN the middle GOLFDOM has had opportunity to comment impartially on how attempts of manufacturers to give pros exclusive marketing deals have been defeated too often by the pros themselves.

Cases of pros selling PGA balls out of their own stock to stores have been subjects of prior comment. The straightforward pro merchants who keep faith on the deals squawk about merchandise represented to them as "exclusively pro" being found on sale at stores. Investigation of the source of the stores' supply most often shows the goods come from pros who listen to the stores' importunities and double-cross their comrades instead of selling any surplus they have to brother pros so the market can be protected.

Frequency of the cases prevented some manufacturers taking on franchise to make PGA clubs, as much as those manufacturers would have like to consider the deal. The deal involved a bond assuring exclusive sale of PGA merchandise through PGA pros. Any violation would subject the manufacturer to a heavy forfeit or, at the best, expensive and embarrassing investigation.

Latest instances of some of the boys stumbling over their own feet in this matter concerns the United States "Royal" and "Fairway" ball sales. Pros were given exclusive on the reduced prices for a three-week period with the idea of presenting them a proposition that would bring ball business back to pro shops that formerly had been going to other retailers for reduced price golf balls of unknown character.

It worked very prettily and completely at the start and pros were planning a 100% clean-up in bringing the bargain hunters back as pro-shop customers. But, before the July 12 date on which the dealers were to get the balls at the reduced price earlier given the pros, the balls began to be seen in stores.

Investigators found that store supplies

had been secured from pro sources at premiums of as low as 25 cents a dozen.

Again reminding you that GOLFDOM is robust champion of the pro cause, we must say that this recurrence of the runaround is one of those little things that the pros will have to eliminate before the boys can sit back on their haunches and howl that the manufacturers are throwing curves into them. The PGA playing copper in such matter would provide some interesting little sessions.

Any comment the fellows have to make on this situation will be eagerly welcomed by GOLFDOM.

### Croke Figures Divot Acreage and Winces

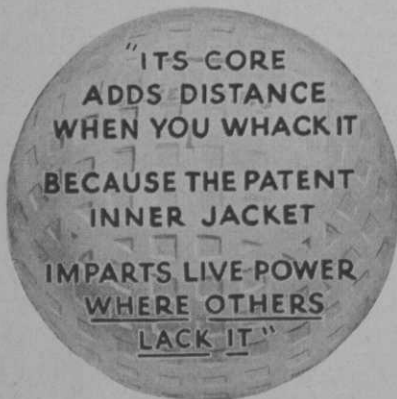
**JACK CROKE**, when the genius of Cook County Forest Preserve golf courses, figured out the annual divot acreage on the preserve's 4 courses. During an average year 230,500 rounds are played on the courses. Jack figures each player averages 50 divots a round. This makes 11,525,000 divots a year. With divots averaging 10 sq. in., there are 18 1/3 acres of divots removed a year, or about 2 3/5 acres for each 9 holes. There's one of the headaches of golf course maintenance.

The problem is not as bad at private clubs but it's bad enough to have several green-chairmen each year write GOLFDOM whether it would be advisable to have caddies carry packets of seed and dirt to put in divot sopts.

Bob Hayes, eminent supt. at Pelham (N. Y.) C. C., offers the practical answer. He says: "In order to use the seed in that manner it would have to be mixed with topsoil and fertilizer, and if not used within a certain time the seed would germinate in the packages. I doubt if the caddies would use the seed as they should and waste would be expensive."

**T**HE NEW country club course planned at Tucson, Arizona, will contain a novel feature in that it will have two 19th holes. The proverbial 19th hole within the clubhouse will exist just as it does in so many other clubhouses, but Tucson's layout will also have a 19th hole out on the grounds. This extra hole is to be used for playing off ties in club tournaments and will also serve as a practice fairway.

# THE KING...OF SILVER KING'S ST. ANDREWS SLOGAN CONTEST!



Submitted by

**JOHN M. BONBRIGHT**

743 Van Dyke Avenue, Detroit, Mich.

To whom the Judges have awarded a free trip for two persons for a week's golf at St. Andrews and Gleneagles, Scotland, with traveling, hotel and golf expenses paid.

Winner of Professional Award

**WILLIAM WALKER**

Englewood Golf Club, Englewood, N. J.

To whom the Judges have awarded a free trip to St. Andrews and Gleneagles, Scotland.

John Wanamaker New York

Broadway at 9th Street

Sole Distributor in the United States for

*The New*  
**Silver King**  
(Registered Trade Mark)  
KING OF THEM ALL

## Commonsense Management of Fee Golf Courses

By THREE SEAS

LACK OF ordinary business judgment in the operation of fee courses is constantly being brought to the notice of the writer. One of the most vital points at the average fee course is the appointment of a suitable professional. The people who finance the project do not hesitate to pour money on other items, such as the clubhouse and its furnishings, landscaping, etc., but forget the fact that they are catering to probably the most "one-ideaed" man in the world. This self-centered person is the man who is out for a round of golf. Nothing else is on that man's mind. Does he care if the lounge has period furniture? He does not; he is more concerned in seeing that he gets a decent caddie. He wants the starting tee handled fairly, especially if a busy day. This means more than the average course owner realized. This work is absolutely under the jurisdiction of the pro.

The caddie service at the average fee course is usually something to be marvelled at from a point of complete inefficiency; still it cannot be wondered at, when one realizes that probably the caddie-master has been hired because of his cheapness and is not responsible to anyone but the owner, who is seldom there.

First impressions mean much to any player going to a course. If he is met by someone who gives him the idea that the club has been waiting just for him, it means much. Have the next caddie up bring his clubs in; accept his fee as if his money was conferring an honor on the place; ask him, if he is by himself, if he wants a game with a foursome. All this should be done by the pro.

A great many fee courses fall down after spending possibly around a cool couple of hundred thousand dollars, because they proceed to put at the one place where the prospective customer first contacts a man whose sole recommendation is cheapness. The same people who hired him, would, if their own business got in a jam, go get the best man they could, regardless of costs. Do you ever see a fairly well-known pro at a fee course? No! They (the owners) usually jibe at the idea of, say \$1,500 or \$2,000 more than the present so-called pro: the most penny wise and pound foolish policy they can adopt.

I have in mind a club 14 miles out of a city with already between 30 and 40 clubs.



This club engaged a pro. He is a well-known teacher and a man fairly well on in years. It was only a nine hole course four years ago, yet today it is a full eighteen with a fine clubhouse, and the owners have no need to worry about where to get the money to run the place. The last two years the season memberships have been filled by May 15 and a waiting list established. This was done despite keen competition even from private clubs offering much more palatial clubhouses. This pro or his staff is on the job all the time. I imagine at times he gets very tired trying to keep 350 men and a hundred women all in good humor; still, every one of these members swear by him and back him up all the time.

No store keeps its cheapest merchandise in the front window, yet that is what many fee courses do in their pro situation.

**TEE MAINTENANCE** is becoming such a serious problem at private courses due to great increase in women's play that several courses are considering installation of matts in some sections of all grass tees.

**BOB PRYOR**, able young golf writer, telling "Worries of a Green-Chairman" in his Newark (N. J.) *Star-Eagle* golf column, shows how the Green Brook (N. J.) C. C. green-committee tells members of its operations in a more graphic way than can be done with plain figures. From Green Brooks' greens report:

"During the year 9,500 square feet of sod were placed on the tees, fifty-five loads of top dressing were placed on the greens, twenty-four loads of sand were placed on the greens, 100 loads of sand were placed in the traps, 150 loads of topsoil were spread over the road across the sixteenth fairway. Twelve tons of fertilizer were placed on the fairways, 144 loads of fill were placed on the bank below the ninth tee and used in enlarging the tees, 400 pounds of seed were used for the greens and 800 pounds for the fairways."

**NO GOLF** hole should punish more severely a shot which rolls over the green than a shot which is short of the putting surface. There is too much timidity in golf; boldness should be rewarded.

## STOKES

**GENUINE HARD RUBBER**  
COPYRIGHT

### FOOT BATH

**PREVENTS  
INFECTION**

Your club should be equipped with this Foot Bath. See that every swimming pool and gym that you patronize has one. Filled with 10% to 15% solution of Sodium Thiosulphate, it will prevent athlete's foot. Tracking around after dipping the feet spreads the preventative.



**DON'T GET  
ATHLETE'S  
FOOT**

*Play  
Safe!*

Made of  
Genuine  
Hard Rubber  
The **BEST**  
Acid-Resisting  
Material

*Tell Your Friends  
About it!*

**FOR GYMNASIUMS, SWIMMING POOLS,  
AND LOCKER ROOMS IN SCHOOLS,  
CLUBS AND COLLEGES**

**Stokes**  
**RUBBER CO.**

Trenton N.J.

Canadian Plant, Welland, Ont.

4th ANNUAL  
**GLENS FALLS  
 OPEN**

Sept. 8th, 9th and 10th

72 Holes Medal Play

**25 CASH PRIZES**

\$1,000.00 first and leg  
 on "E. W. West Cup."

25th place pays \$20.00

Entries Close Sept. 6th  
 Fee \$5.00

For full information  
 address

**GLENS FALLS OPEN**

Box 602

Glens Falls, N. Y.

**Demand  
 GENUINE  
 PYRATONE  
 SHEATH**

QUICKER SALES—BIG REPEAT BUSINESS

For smarter looking and longer lasting clubs, have them equipped with Pyratone Sheath. Pyratone Sheath is the only finish Guaranteed for life. Leading Club Manufacturers Can Supply You.

PYRATONE PRODUCTS CORPORATION  
 1457-67 W. Austin Ave. Chicago, Ill.

Protecting the

**PRO**

—on profits  
 on quality



Tuffhorse Bags  
 are not sold to cut  
 price stores—or shops  
 that compete with  
 Professionals.

**DES MOINES GLOVE  
 & MFG. CO.**

DES MOINES

IOWA

## CLUB TOURNEYS

Some Suggestions on What Events  
 a Small Club Should Hold

**O**UR CLUB IS young and struggling, less than a year old, and we want to work up as much interest as possible this year. At the same time we want to build for the future, and want to be sure that whatever we do will be for the best interests of the club.

(1) How many tournaments are held during a season at most clubs? I refer to major contests, and not such competition as blind bogey and flag tournaments.

(2) Should the most important one—in our case the president of the club has donated a permanent trophy for this—be played in match or medal competition, and should the players start from scratch, or should they be allowed their handicaps?

(3) Should the major tournament be held in September, near the close of the season, or in July or August?

(4) Is it permitted under U.S.G.A. rules for a player to accept a prize, such as merchandise donated by local merchants, in addition to the trophy?

—G. H. R. (Wis.)

Reply.

(1) The extent and elaborateness of a club's tournament schedule depends on local conditions and the degree to which interests in these tournaments can be built up. With proper advance ballyhoo and publicity, two major golf contests are not too many for even the smallest club.

(2) The most important event will of course be the club championship which, played either on a match play or medal play basis as the club prefers, is generally run without handicaps.

(3) At some clubs the championship is played in mid-season but in the great majority of cases the champion is not selected until very near to the close of the season, thus giving all members the maximum time to perfect their games. It is common practice to arrange the championship so that the final round in case it is played on a match play basis occur on Labor Day. If the championship is a medal play event it can be scheduled for Labor Day without the necessity of arranging for preliminary rounds.

If you decide to hold another major event, make it a handicap affair, since the