

M E M O

You have a date
on Dec. 10th with
Mrs. McWhinnie

NO, it isn't lessons! It's about some clubs that she wants to buy as a Christmas gift to her husband.

Who knows better than you what the old duffer wants and needs.

The advertising at the left is running in November and December golf magazines to let both parties know that Wilson Clubs make a Class A gift. Some retail stores have found out that their Christmas sales amount to as much as 15% of their whole year's business. We thought that you, too, would like to take advantage of this situation and keep a respectable share of this business in the family.

Wilson-Western is advertising two new specialty clubs of Sarazen design: The Sarazen Trainer and the Sarazen Sand Club, as well as the regular pro line.

If you are interested in going after this windfall write us for the special letters suggested for your customer members, special folders on the clubs and other helpful material that is furnished free and fast.

slip on the shaft, and for which the cost is meager.

We also have new acid stains in any color which will penetrate into the wood, not raise the grain of the wood and will not fill the varnish brush with color.

We have in the making, a stamping block for iron heads that permits any pro to stamp his own irons. Also one for wood heads that will not slip.

We also have a new loft and lie recorder for any club and a shafting or rest board for making hickory shafts which is a great improvement on the old type.

We have a transformer that will make a motor go in three speeds. Most pros know the value of this, as it will let them polish wood clubs of their own make, in fact any wood club finish.

Service Welcomed

No doubt many will be interested to know just how the pros receive me at the many shops I have visited during my time as clinic man. I have had a wonderful reception in practically every shop I have visited. Of course, there have been a few exceptions, and I have found that at first they have thought I was selling something in the line of clubs or balls and all shops have stocks of same on hand. I had to convince them that my mission was to their benefit.

It has taken me only 10 minutes, at the most, to prove to them that I was there to be of service to them. At my request for an iron or wood head with a broken shaft in hosel, I was always quickly accommodated. Many of these jobs have been an eye-sore to the pro and his assistants and when I get the tool kit to work, not only the pro but all his assistants are interested in my work. I will give a few instances of this:

At Philadelphia last week, I called on a pro and was told he was working away out on the course making a new green and might not be interested. However, I made my way out to this man and told him I was the P. G. A. clinic man. He said, "Jim, I have heard quite a lot about you," and then told the men to carry on with their work and came with me to his shop. At another shop I was working on a head getting out a broken steel shaft when a lady member came and asked this pro for a lesson. To my surprise he asked the lady, would she kindly wait just a few minutes till he saw me get broken steel shaft out of head.

I feel sure that it will be of much interest to the members of the P. G. A. as to how I was selected for the position of Clinic Man. I was reading a local paper and found that the P. G. A. was inaugurating a Golf Clinic composed of a Golf Instruction Committee, a Greenkeeping Committee and a Club-making Committee and that the Club-making instruction branch was to function in about two weeks' time. I learned that G. R. Jacobus, of the P. G. A. Ways and Means Committee, was the man to interview all applicants for this position. Having had many years of club-making experience in some of the best shops and factories on wood and steel shafted clubs in this country and abroad, I called on Jacobus at his shop at the Ridgewood (N. J.) C. C., and told him I was an applicant for the position. Naturally he asked me for whom I had worked also my references and if I could rough out wood heads and make a wood club from the rough, and also make matched and balanced sets in hickory. Having had a business of my own for many years I told him I could. He asked me what tools I had and would I bring them to his shop and demonstrate to his satisfaction the art of club-making. The next day I was at his shop with my tools. He went into detail on all operations pertaining to club-making in its many branches and seemed quite satisfied at my demonstration. Jacobus then got in touch with J. B. Mackie about my visit to his shop and I was requested to see Mackie and Jack Pirie. They asked me about club-making from every angle. It was finally decided that I was the man for this position.

Jacobus' instructions were that I do all in my power to help the younger pros and their assistants to be of better service to their members and not to dwell so much on selling, as helping the pro to help himself was my job. My reason for this statement is to verify the fact that no favoritism was shown to any applicant for this position.

The men who have been the means of putting this wonderful tool kit in the hands of the pro are Willie Ogg, through the co-operation of W. R. Ellingham, the manufacturer of these tools. Any pro that wants to really improve his shop equipment can do so by dropping a line to Ellingham, 87 Mechanic St., Worcester, Mass., and he will send a catalog on all tools pertaining to this class of work.



SOUTHERN

Course Maintenance

TIPS

for Young Pro-Greensmen

By J. C. JENKINS

Pro-Greenkeeper, Temple (Tex.) C. C.

THE AUTHOR

... of this timely article is one of those fellows who has had to work out his own destiny at pro-greenkeeper at a club in one of the smaller, active Texas towns.

He sets forth his practice in the hope it will help some of the young fellows upon whom smaller clubs must depend for first-class operation. Jenkins doesn't maintain that his practice is the last word in scientific greenkeeping. He says it works for him and if any of the fellows have criticisms or suggestions to make, he will welcome their comment.

Jenkins is chairman of the greenkeeping section of the Texas PGA and responsible for the educational program this organization is conducting with the ambition of bettering the maintenance of Texas golf courses where lack of money and experienced operation now handicap efforts to advanced practices.

IN THE SOUTHWEST the next few months (November, December, January and February), is the time to give your greens a good heavy dressing of sand, soil and manure from the compost pile: 1 yd. of manure, 1 yd. of soil, and $\frac{1}{2}$ yd. good sharp sand. Two to $2\frac{1}{2}$ cubic yds. of this compost, spread well, gives a 5000 sq. ft. green a dressing. My reason for this is that usually we get our severest weather in January and February. If you give the green a good heavy dressing of the above compost in November and December, it helps to keep the roots of bermuda grass warm and protected from the frost as much as possible.

During a fall such as we have had this year the worms have not been so bad, but I notice now they are starting to be annoying. Before dressing your greens it would be beneficial to give these greens a good dressing of calcium arsenate, $\frac{1}{2}$ lb. to sq. yd. As soon as you have finished putting on the arsenate, topdress it and the first rain will wash it in good.

This has been a great fall for making improvements around the greens by the man who has a small course and a very limited check book to work on. It has been an exceptionally good fall to look after parts of the course where you are troubled with seepage and flood water in winter.

I have one or two places on the course which give me lots of trouble in winter and early spring so I have taken advantage of the dry fall. I have a ditch which is an inlet to our lake and where the water makes its own way. I have cut it open to the width of 10 ft. by 2 ft. deep, have taken all that good soil out and put it around a green which has been greatly improved by this work.

Every ditch around my course which takes care of flood water I have ploughed and cleaned out. Where I had bad seepage across a fairway I cut a ditch in the rough 2 ft. wide by 18 in. deep below the level of the fairway diagonally to the boundary ditches to eliminate soggy fairways and I have found from past experience this gives wonderful results. All soil from ditches, which is practically virgin



The L. A. Young Golf Co.
 Detroit

I've tried the

FROM ROCKFORD, ILL. . . . "I have just played your new Tom Boy irons. In my opinion they are the greatest improvement ever made in golf club construction. Distance obtained with the one, two and three irons is absolutely amazing. The feel is so smooth that I cannot describe it."

FROM AMARILLO, TEXAS . . . "I am proud of the fact that I have been preaching that Hagen clubs are the best designed clubs on the market. As usual you have given the pro something he can sell easily and recommend without hesitation."

FROM LOS ANGELES, A TELEGRAM TO

The L. A. YOUNG
 HAGEN

THE enthusiasm for Hagen Tom Boys that we have anticipated has been confirmed. From all corners of the country we hear encouraging reports from pros telling us of the remarkable sales results obtained with these new Walter Hagen clubs. And at the same time they report splendid results in actual play. Every mail brings us such enthusiastic letters about Tom Boy irons that we feel sure you'll be interested in these comments—sincere unsolicited letters and telegrams from pros who have tried these new Hagen clubs. Read here what just four of them have to say:

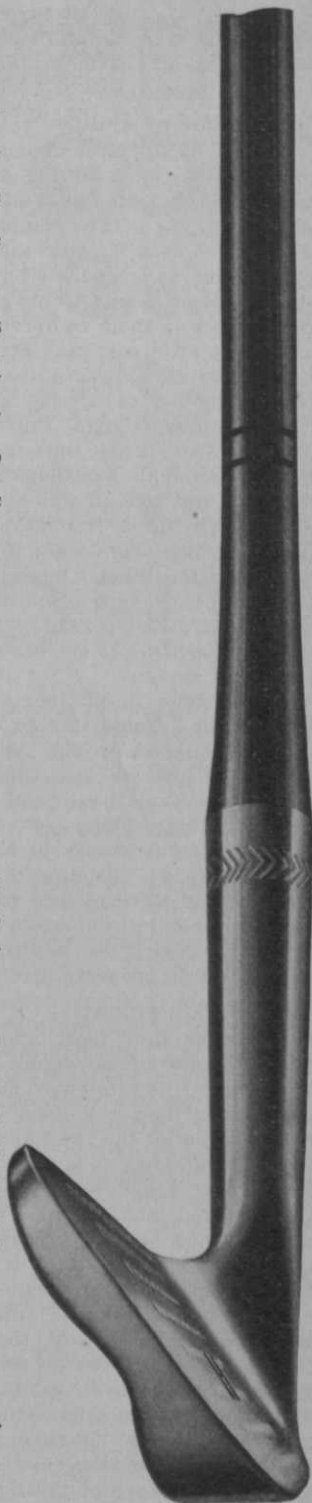
New Tom Boys—

WALTER HAGEN . . . "Hagen Tom Boys are most popular out here and your two blazing rounds (St. Louis Open, 69 and 65) will double their popularity."

FROM ST. LOUIS . . . "I must tell you about my Tom Boy irons. In less than a week I had a 69 at Meadowbrook (Par 71). Played in a tournament and had a par 71 at North Hills to tie for first place. Scored 71 in an exhibition Sunday at Meadowbrook. All in all, they are great clubs and I am satisfied with them in every respect."

Decide now to get your share of profit in 1933; concentrate your sales effort on the Hagen line.

**GOLF CO. + *Detroit*
PRODUCTS**



soil, can be used three ways; improve around the greens, build surface traps and, lastly, the best use of all, put on your compost pile.

Improvement Policy

I have made improvements around one of my greens, also built 5 grass tees 30 ft. long by 10 ft. wide, with all soil taken out of the ditches I have cleaned this fall. I mention this as I know there are lots of other pro-greenkeepers who have not got the help and money to buy tile, etc. This hint may help them to overcome such difficulties at little cost, and at the same time keep your club directorate and members in good spirits.

I have found that at times I start something which turns out rather a larger proposition than I anticipated and I can't finish it for lack of funds. I stop there and usually in a few days some of the influential members want to know what is wrong. I tell them I have no funds to go further. They very often see to it that I get money to finish as they see the benefit the work will be to the club and its members next season.

Had I gone in the beginning and told them what I would like to see done they, in all likelihood, would say, "No, it's too big a job and we have no money." My advice to young pro-greenkeepers is just to start those plans you have in mind for the betterment of your club and course, and when the directorate sees you are anxious and sincere they will stay behind you and help you out every time, for they realize every little improvement is enhancing their property.

Watch Equipment

After the first frost and the grass is dead I would advise young pro-greenkeepers to give their fairway mowers and the rough field mower a good wash with the hose, taking all the mud and dirt off every part. Then when it is clean and dry, take every part asunder even to opening the gear casings and taking every cog-wheel apart. Then build a fire and boil a large tub of water and lye. Put in every part of your mower and clean all sand, soil and foreign substances from them; take them out and dry well, then reassemble. If any parts have to be renewed it gives you plenty of time to get them. When all fixed up, just get some paint (green) and give them a coat. Then you have all your machinery ready to go in the spring. You will find this care of the machinery every

winter will make the machinery last as long again. I may state this is my method and my fairway mower is still running after 6 years' service. I do the same with my green mowers, one Toro push mower, 6 years old, and a Jacobsen power mower, 4 years old. The latter has been in the factory once, overhauled, and all worn parts replaced.

These are small methods which save your club lots of money. Your club directors notices them and will give you all credit due you for helping to run the club on economical lines.

Be On the Job

I have heard visitors from small clubs who have a young pro-greenkeeper complain he is not much around in winter, away playing on neighboring courses or killing time in town. Don't do so. Remember your club gives you a salary and they want a little in return and you will find these few little hints I have given will help to restore any lost prestige with interest.

Perhaps you may think the salary is not at all encouraging; but the only way to build up your salary is to show your members what you are worth, not only as a golfer and teacher, but by being an economist, having all machinery up to standard point and making little improvements on the course. Then when you make application for an increase in your salary you will get more consideration than if you had played golf or hung around street corners.

Club Managers Convention at Chicago, Feb. 27-March 2

DATE FOR the next annual convention of the Club Managers association, to be held in Chicago, has been set for February 27, 28, March 1 and 2. Thomas P. Jones, Harvard club, Boston, is president of the organization and Frank Murray, Ravisloe C. C., Homewood, Ill., sec.

"THE COMMITTEE feels very strongly that it would be the utmost of folly to attempt to economize at the expense of the golf course. Deterioration which likely would result would cause additional expense in later years to bring it back. The golf course is the club's "bread winner."—A comment from the 1930 annual report of the Knollwood C. C. (White Plains, N. Y.) green-committee. It's even truer today than it was in 1930.



Photo Am. Fork & Hoe Co.

IN THE PAST few years golf clubs have discovered that it is advisable to maintain activities the year around. Winter sports such as trap-shooting, tobogganing, ice-skating and skiing, and indoor activities such as bridge tournaments, dances, keno games and ping-pong tables have been instrumental in holding club memberships closely knit against the former indifference of the colder months. Club members also have discovered that it pays in enjoyment and health to participate in the winter activities their clubs offer.

One game which has proved particularly effective in supplying exercise and amusement to golf members is the game of archery golf, developed and promoted about ten years ago at the Mayfield Country Club of Cleveland. The game rapidly gained ardent supporters not only in May-

ARCHERY — GOLF

Fastest Growing Winter Sport offers chance for PROFITS

By JACK FULTON, JR.

field but in other clubs in the Cleveland district and soon spread to other cities. Today, probably 150 golf clubs offer their members the sport of archery golf during the winter months, when the golf course otherwise would be essentially idle.

What is this archery golf? It is a game played over a golf course, with a bow in place of a golf stick and an arrow instead of a ball. Like golf, it consists of a drive, a long second shot and one or more putts. Different arrows are used for different shots. From the tee, an arrow can be sailed 250 to 300 yards and its flight carries the same old fascination that there is in smacking the ball an equal distance in summer time. Next comes the approach toward a target adjacent to the green of the golf course. Then fine, accurate shooting at the $4\frac{1}{4}$ -inch bullseye is required. It takes just as much skill to accomplish this as it does to sink a long putt on summer greens.

Why Ideal for Winter?

Broadly speaking, archery golf is the same game as golf and in general subject to the same rules and regulations. Certain fundamental differences, however, make archery golf a more ideal sport for

Spalding announces a complete line
of ROB'T T. JONES JR., Clubs

with
hickory
shafts

THOSE "I-like-hickory-best" members who have shunned the steel shaft are now prospects for these new clubs which have been designed by Robert T. Jones Jr., a Spalding Director.

They are *good* prospects, for we have yet to discover a golf addict who has not been enthusiastic about the sensationally successful Robert T. Jones Jr., Clubs. These new hickory-shafted Clubs embody the features of the Robert T. Jones Jr., steel-shafted Clubs which have taken golfdom by storm.

No doubt there are players in your own club who have flatly refused to forsake hickory. They have not been prospects for steel-shafted clubs — even clubs so amazingly superior as the Spalding-Jones' line.

Capitalize on this great chance for new golf club business. Stock Robert T. Jones Jr., Hickory-Shafted Woods and Irons. Display them. Talk them. And if you yourself happen to be a hickory fan, play them. Inevitably, new profits will come rolling in.

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A. G. Spalding & Bros.

winter. Consider a few of them:

Arrows travel through the air and weather conditions have little effect on the accuracy of shots. Archery golf has been played in snowstorms with complete enjoyment to the players.

You can dress as warmly as you please for archery golf. Warm underwear, woolen shirt, waterproof shoes, and heavy cap and gloves are generally worn. No winter weather stops the game when the players are properly clothed to meet it.

Only an hour and a half to two hours is required for a round of archery golf, mainly because all the archers may tee-off at one time. This makes a great deal of difference in cold weather, when standing around is the quickest way to get cold. You don't need a caddie, and the arrows stick up even in snow and are easily found.

Knowledge of how to play archery golf is easily acquired. Scores usually start in the 90's, soon drop into the 80's and then into the 70's. There is a certain knack in shooting an arrow; some have it naturally, others acquire it. The ordinary Class C golfer often develops into a better archer than the Class A golfer. Equipment is inexpensive (a bow and three to six arrows, a quiver, and a shooting glove to protect your fingers against the bow-string—total cost need not exceed \$20.00).

Any reasonable number of players can start out together for archery golf. Down at the Cincinnati Country Club, where archery golf is firmly established, E. U. Irwin writes that often the archers go out in groups of twelve, six men to a team. "We make all the noise we like, and have a rousing good time," says Mr. Irwin.

The portion of archery golf corresponding to the putting part of regular golf is interesting. The archer has shot his arrow perhaps 270 yards down the fairway on a given hole and has taken his second (approach) shot. From the spot where his arrow sticks in the ground (but never closer than 15 yards) the player now aims at the target. It consists of a bull's-eye $4\frac{1}{4}$ inches across. Encircling it is a red ring 4 inches wide, and outside that is another one, black in color, also 4 inches wide. The archer must hit somewhere within this 20-inch circle to "hole out." If he hits the bullseye, he holed out on his previous stroke. If he hits the red or black circles, that shot is counted. If he misses the target, he shoots again.

So much for the game from the player's point of view. What is to be said for it from the standpoint of the club and the club's officials who are responsible for the financial well-being of the establishment?

How Game Benefits Clubs

First of all, as hinted at earlier in this article, there is a growing conviction in club circles that much loss of member interest can be forestalled where there are attractions to draw the members to the club all year 'round. The natural result is to cut down markedly the number of resignations by members, the number of membership transfers (in clubs where the member finds his own purchaser) and the number of delinquents who take the attitude that there is no hurry paying up what is owed the club until spring and golf arrive again.

Inexpensive to Keep House Open

In addition to better membership spirit, there is also certain financial return to be expected from a 12-month club schedule. Only skeleton crews of employees need be kept at the club during the off-season. Under intelligent management, there is no reason why maintenance costs should be excessive—possibly a little more fuel to heat the clubhouse, a few dollars over the usual spent for electricity to light it and a small bill for water needed in the washrooms and toilets.

Fancy Food Not Needed

Offsetting this is the departmental business that can be developed. It is reasonable to assume that every time a member shoots a round of archery-golf at the club, he is going to eat something. And he is not going to be overparticular about the service; few members will object to plain food, plainly served on a cafeteria or help-yourself basis. Yet approximately the same prices can be placed on the menu items as prevail in the active summer season. A French chef is not needed for this sort of food preparation; an inexpensive man or woman cook can handle the job without difficulty. On this basis it ought to be possible for the club not only to break even but actually to make a modest profit on the winter's food service.

Out in the men's locker-room, one locker-boy can handle the winter patronage, and should return another profit to the club through beverage and tobacco sales. It might even be possible for a light temporary lunch counter to be set up in the locker-room and coffee, sandwiches and