

You know what the introduction of Wilson Ogg-Mented Woods and Irons did for the golf club business this Spring. Brought it back with a boom after two lean years . . . sold thousands of clubs at top prices . . . made big profits for professional shops. Now Wilson steps out in front again —

OGG-MENTED WOODS and IRONS *LIMBERSHAFTED*

— a great new series of clubs that combine for the first time the two greatest improvements in golf history: the Ogg-Mented head and the new flexible steel Limbershaft that "whips" just below the grip, where it should — not at the shank.

You know how Ogg-Menting gives three times the possibility of perfect shots — insures a straighter, truer ball. Some of America's greatest professionals have testified to that!

Limbershafted, these grand clubs are still better. Your average golfer can forget about "delayed hand slap" when he swings. His timing automatically improves. Wrist fatigue vanishes. The club does it all for him — and puts that extra-distance whip into his stroke.

Just a few shots will quickly prove these points to any golfer. You know what that means — a sure sale! Get your teaching set today — and go places with Wilson.

FEATURE OGG-MENTED CLUBS for AUGMENTED BUSINESS

WILSON-WESTERN SPORTING GOODS COMPANY

New York Chicago Detroit Los Angeles San Francisco Portland, Ore.
Minneapolis St. Paul St. Louis Kansas City Des Moines Cincinnati
Pittsburgh Charlotte, N. C. Miami Houston Dallas

Wilson-Western Sporting Goods Co. Dept. 2
2037 Powell Ave., Chicago, Ill.
Please tell me about your special "Teaching
Set Offer" to professionals on Wilson Ogg-
Mented clubs with Limbershaft.

Name

Address

City

State

Club



5th ANNUAL

GLENS FALLS OPEN

Sept. 7th, 8th and 9th

72 Holes Medal Play

20 CASH PRIZES

Totaling \$3,000.00

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

20th place pays \$20.00

Entries Close Sept. 5th

Fee \$5.00

For full information
address

GLENS FALLS OPEN

Box 410

Glens Falls, N. Y.

==The IDEAL== GOLF GRIP

The one-piece, resilient grip—
livest new pro shop seller in years.
Eliminates slipping, stinging, sore
hands and untidy grip edges.
Easily applied. Retails for 50c,
with a good margin of profit for
the pros. Leading pros and players
endorse it as the grip that
helps play the shot better.

Write today for full details.

SPORT SPECIALTIES COMPANY
130 Cadillac Square, Detroit, Mich.

SEASON'S BIGGEST GOLF BAG SELLER!

GOLF PAX NEW!

Latest thing in golf bag equipment.
Ask the TUFHORSE salesman to show
you its remarkable sales features.

Des Moines Glove & Mfg. Co., Des Moines, Ia.

Fee Course Switches to Private Club on Easy Pay Plan

HAWTHORNE Valley Club, a pioneer first class fee-course in the Detroit district, successfully, instituted a switch this year to what amounts to private club operation.

Manager R. H. Montgomery put into effect a plan whereby players could pay \$54 a season in advance for member, wife and family under 18 years, or \$60 a season if payment is made at the rate of \$1 a day as the member plays. After the \$60 is paid there are no other membership charges.

Application blanks must be filled out and passed by a membership committee before one becomes eligible to annual memberships on the \$54 or \$60 basis.

Frank Reynolds' Golf Book Fat with Laughs

FRANK REYNOLDS, art editor of *Punch*, British humor magazine, has a great collection of his merry golf drawings in the "Frank Reynolds Golf Book," which is published by Frederick A. Stokes Co., 443 Fifth Ave., New York City. The price is \$2.

This Reynolds is a great picker of really funny gags, as well as a great illustrator. His series on "Missing a Putt in Four Languages" is the funniest golf stuff ever drawn, in the opinion of the slaves in GOLFDOM's padded cell. It will even make a club treasurer laugh. The book is a happy combination of "ruffined" English golf jests and some good lusty belly laughs.

* * *

SPORT pages in several cities are making big features of golf lessons from prominent local professionals.

Art Sweet's interviews with well known Chicago district professionals in the *Daily News* have been widely commented on. Large and flashy picture display is used. Sweet employs the question and answer style in presenting the material.

N. C. (Tub) Morris in the *Rocky Mountain News* of Denver, Colo., also has run a weekly illustrated feature of golf lessons given in interviews with C. Ralph Smith and other prominent Denver professionals.

Pros Launch Landslide in Putter Liquidation

CHICAGO district pros may be credited with a hit, put-out and assist on a clearance sale of putters held at the Chicago branch of A. G. Spalding & Bros.

The Spalding Chicago surplus stock of putters of various kinds had to be turned into cash. Pros suggested to Doug Tweedie, Spalding's western manager, and John Miller, Chicago division pro manager, that a rock-bottom price be put on these clubs.

Spalding's priced them at 45 cents retail with the customary pro discount. Chicago began to break out in a rash of putters. A surprising phase of the sale has been the number of putters bought by caddies. Vacant lots are dotted with tins and some of the kids are able to putt the whiskers right off of Santa Claus.

The sale through the pro shops will continue until the stock is exhausted.

Change Date of Lincoln Open to Sept. 22-24

DATE OF the 72-hole medal play Open at the Shrine Club, Lincoln, Neb., has been changed from September 1-3 as originally announced to September 22-24. Charles Koontz, professional at Shrine Club, Lincoln, Neb., is getting the entrants lined up.

Prize money is \$2,000 guaranteed, with excellent chances of the prize money being increased, according to the gate draw. Lincoln is a good golf town, with a lot of golf enthusiasts in the vicinity; so there is a probability of the prize money being increased at least \$500.

DURING hot, dry weather, a divot's chance of recovery is slim, no matter how carefully it has been replaced. A better way to heal the scars is to send men over the fairways with buckets of prepared loam into which sufficient grass seed has been mixed. A handful of this mixture is dropped in each divot mark and pressed down with the foot. Two men can cover several fairways a day.

* * *

OVER-WATERING should be avoided at all times, but it is especially dangerous during late summer when a waterlogged green is an invitation to turf troubles.

PFIZER MIXTURE

2/3 Calomel—1/3 Corrosive Sublimite

Economical—Effective

for

BROWN PATCH

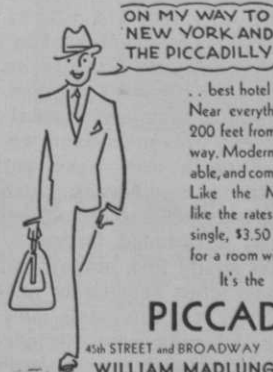
Corrosive Sublimite—Calomel

Made and Marketed by

CHAS. PFIZER & CO., Inc.

444 West Grand Ave.
Chicago, Ill.

81 Maiden Lane
New York, N. Y.



ON MY WAY TO
NEW YORK AND
THE PICCADILLY

... best hotel I know!
Near everything, just
200 feet from Broad-
way. Modern, hospita-
ble, and comfortable.
Like the Manager,
like the rates—\$2.50
single, \$3.50 double,
for a room with bath!

It's the

PICCADILLY

45th STREET and BROADWAY • NEW YORK
WILLIAM MADLUNG, Mng. Dir.

SAVE for your club by purchasing
acclimated, winter-hardy
BENT GRASS SEED

Direct from the farms where it is grown by
A. N. PECKHAM, Kingston, R. I.

Also Fairway Mixtures

Notice to Readers

Club officials who change their address in the winter are requested to notify GOLFDOM of their new address promptly so the magazine will continue to come to them without interruption.

NO CODE HOURS

Long, Hard Work, Live
Members, and Small
Town Club Thrives

By ORVILLE MEYER

Pro-Supt., Fort Madison (Ia.) C. C.

THESSE observations and methods of trying to stimulate club activity and help fill up the hole that has been made in club profits the last few seasons, have been taken from a small town (approximately 14,000) and a small club.

Our club here has approximately 100 members, most of whom are active, playing members and management has been turned over to myself and Mrs. Meyer, who acts as house manager and cateress. My own duties consist of professional and greenkeeper. The present season we have been very fortunate and have actually had a net gain in membership, although our dues were reduced and it necessitates our running on a reduced budget. That means we must spend less money and still improve on past club service in order to stimulate activity. On this basis most professionals and club managers are forced to cut their labor item and consequently are having to perform a great many duties that in less trying times they would have hired done.

Now this beer question. Thanks to the generosity and loyalty of our group of members, the license for the sale of beer was purchased by the free will contributions of our members. To show our appreciation for this favor, beer is sold at our club at the same price it is sold in town and in addition we are selling to our members beer in case lots at a fraction above wholesale price. So by the end of the season most of the contributions toward the license will have effected enough saving on their beverage for home consumption to repay their initial investment.

Here, as every place else since the advent of the new beer, many beer gardens and dine and dance places have sprung up, catering materially to the class of trade that the country clubs should by all means have and hold.

We happen to be situated here in a very cool and beautiful spot several hundred feet above the river with a view for many miles of the Mississippi river. Through the use of publicity gained in the

society column of our local paper and other propaganda we stress the point that the most enjoyable and beautiful spot for our members to spend the hot summer nights is right at their own club, offering for their use and enjoyment a new type electric phonograph for those who wish to dance, a recently installed practice putting green flooded at night with lights, for those wishing to be out in the open and enjoy the cool evening breezes.

Our locker room was remodeled this spring and a new bar or counter that also serves as a merchandising show case as well as sandwich counter was built in. This work was done by my assistant and myself in order to hold down expenses. We feature at all times a small variety of sandwiches and cold plate lunches.

By lengthening out our hours of service it is indeed surprising how much of this evening and lunch business we have been able to hold, that would otherwise slip away.

Thanks to the loyalty and generosity of our members, we look forward to a good year in clubhouse business and with whatever success we meet this season, we must feel that many long hours' work and co-operation of our members has produced the desired result, more volume of business to compensate for the smaller margin of profit.

GRASS VS. TURF

Advises Selection for Deep-Rooted Greens Growth

By WILLIAM H. TUCKER

IN IDENTIFYING the type of greens of any golf course we invariably hear the expression of the "grass greens" used, but seldom if ever do we hear of any course having turf greens.

The correct use of the term grass should only be used where it refers to numerous varieties of pasture bents that produce stolons and grains. Other grasses include redtop, *poa trivialis*, bluegrass, crested dog's tail, *poa annua*, and carpet grass. These grasses develop practically their entire root system within an inch of the surface under putting green conditions and, being so shallow rooted, it is necessary to topdress, water, and chemically feed them to an excess every few weeks.

To encourage a deep root action with these grasses it is necessary to build up a

surface structure. And this can only be done by innumerable topdressing over a period of several years.

Grass greens are costly to maintain for the following reasons: Because of their shallow roots, excessive compost dressings must be applied on the surface which will form a layer strata and, when watered, develops what is known as a "mush surface" with the result that when the greens have been watered, the one, or 1½-in. layer of compost surface becomes a saturated layer. Consequently a ball landing on the green from any distance will leave an indentation.

Grass greens are also usually conducive to angleworms, clover, chickweed, plantain, dandelions; in fact, any taproot will survive in it. Thus constant attention is necessary to eliminate these pests. Another item of expense is the necessity of sowing additional seed both spring and fall to thicken up the stand and to check invasion of weeds.

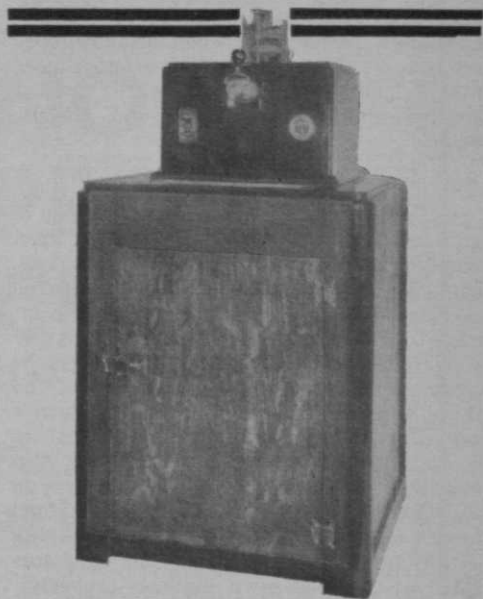
Grass Best for Tees.

Grasses just referred to, however, are adaptable to lawns and grass tees and, not having to be cut so close, their shallow roots are shaded and protected both in the hot and cold seasons. Grass tees are preferable to turf tees because all divots and scalp wounds can be satisfactorily patched, repaired and seeded, and forced to recover and close more rapidly than would turf tees.

Thus, to grow grass all that is necessary is to prepare an inch layer of a fine compost texture soil, sow the seed, rake it in, roll and water. This is easy up to this stage, but here the expense of maintenance begins and trouble follows continually.

Production of turf is a study in itself, demanding thorough knowledge of soils available and a knowledge of which grasses are most adaptable to these soils. To grow turf means the expert assembling of the proper combination of root-forming varieties that will grow to the best advantage in the soils at hand. The depth to which roots will penetrate depends in great measure on the substructure and the depth and texture of the soil as well as the time permitting it to form and develop a matted root-system.

The following varieties of turf-forming grasses will produce a permanent turf for putting greens or any other pleasure turf: Rhode Island bent (*agrostis stolonifera*), German bent (*South German agrostis*), German creeping red fescue (*festuca ru-*



Better Beer

Yes, not only better but far more profitable. And we can prove it!

Kristal-Vac Dispensing System combines tank cooling and coil features with unique Kristal-Vac trap which eliminates "wildness" and insures delivery of uniformly gasified beer. Consider these features:

- Automatic air pump supplies pressure at any predetermined poundage. Beer passes from keg through cooling system in straight line to vacuum tank where wildness and sediment are removed.
- From vacuum tank beer passes to cooling tank where it is pre-cooled to within 5 degrees of desired temperature. From cooling tank it passes through short coil for final cooling immediately before delivery.
- In actual practice 20 glasses of beer are delivered per minute between 40 and 45 degrees F., without variation in quality.

Adaptable to any existing cabinet, bar or fittings. With ice or mechanical refrigeration. Portable form as shown for use in clubs, restaurants, hotels or home. Operates on light socket. No bar tender needed. A real trade builder and profit maker.

Write for details regarding this remarkable beer dispensing system and big profit maker. Let us show you how to turn your beer trade into worthwhile profits.

KRISTAL ENGINEERING CO.

30 Nicholson Street
NEWARK, N. J.

bra), fine leaf fescue (*festuca teninfolia*), Chewing's fescue, and wood meadow (*poa trivialis*). These are the varieties used for turf putting greens, fairways, bowling greens, tennis lawns, polo, and athletic fields.

Soil Determines Seed.

Selections of the proper percentages of any or all of these varieties depend upon whether or not it is to be seeded in alkali, acid, or neutral soil. Standard prepared seed mixtures are not always advisable because of this. A hundred pounds of expensive seed containing three varieties may be sown in an acid soil, and only one of the three varieties may be adaptable to such a soil, thus the remaining two varieties are a total loss. Germination of all of the seed might be satisfactory, but when the young plants are about to absorb the plant food in the soil they gradually succumb, leaving a thin turf, due to the fact that only one-third of the seed sown matures properly.

From this we see that grass greens need more attention than correctly conceived turf greens. Grass greens must be watered and mowed daily in the summer season. They must be chemically fed, raked, and

top-dressed every 6 or 7 weeks. Figuring the expense of labor for all this, and the mixing of compost, the expense and grief in eradicating brown-patch, the whole thing is very costly to maintain.

On the other hand, the fibrous and deep root system of turf putting greens conserves moisture; consequently, watering every other day is sufficient to keep the surface springy and free from danger of burning up. The putting surface is resilient and will hold a pitched ball without leaving any material indentation on the putting surface.

Turf greens require mowing only every other day in summer as they are slow feeders and slow growers. Turf greens should not be overfed or forced with stimulating chemicals for they may be easily maintained by using a complete organic fertilizer and compost mixture. This applied twice during the summer is all that is required to keep turf in splendid condition and brown-patch will be practically eliminated. Turf putting greens, if a good stand is secured after the first sowing of seed, do not require any more seed as the turf improves with age

Soils? Grasses? Insects? Diseases?

... find your solution to these and other problems of modern maintenance in

GOLF COURSE COMMON SENSE

By G. A. FARLEY

THIS valuable and practical guide to successful greenkeeping explains in detail, the methods of the country's foremost greenkeepers.

Partial Table of Contents

Soils, Fertilization and Growth.
Grasses. Fairways. Hazards.
Weeds and Diseases.
Equipment and Supplies.
Greenkeeping in the South.
Golf Course Trees.
Drainage and Water Systems.
Tees. Putting Greens.
Topdressings and Turf Repair.
Birds, Animals and Insects.
Keeping Course Records.
Growing Choice Flowers.

The price, postpaid, \$4.00

GOLFDOM

BOOK DEPARTMENT

14 E. Jackson

CHICAGO

How About Yarrow?

GOLFDOM:

Several of our greens have become infested with a weed which has been identified as yarrow. How can we eliminate this from our greens? Is there some chemical treatment that will do the trick or must we resort to hand weeding to eliminate it?

Reply—

The yarrow was probably introduced into your putting greens with German mixed bent seed which often contains small amounts of yarrow. Yarrow makes a fairly satisfactory turf when mixed with grasses. We see no serious objection to it and doubt the advisability of you going to the trouble of weeding it out. The Green Section has failed utterly to get suitable turf from yarrow alone and at this time we do not know of any putting greens planted to yarrow. Due to its drought resistant qualities at least one golf course planted yarrow on its fairways following the drought of 1930. We have not yet any information on the results of this planting.

KENNETH WELTON
USGA Green Section.

PPRIVATE clubs in metropolitan districts reducing green fees and waiving the "introduction by a member" policy to bring themselves into competition with daily fee courses haven't found the plan works out well.

Regular members of the club complain strenuously or resign and chances of getting new members are ruined.

A better plan for a club in desperate straits is to waive the initiation fee and lower the annual dues enough to make them attractive. Such a plan, for clubs that employ it early enough, fills up the membership with a carefully supervised personnel. Even low annual dues are sufficient to more than make up for the additional green fees brought in when the private club competes with the fee course.

* * *

REMEMBER this when landscaping. A golf course is not a picnic ground, so there is seldom any excuse for planting so many trees that the place resembles a young forest. A few trees well placed are generally more effective than many trees too close together.

NO PRICE CHANGE ON MILORGANITE

Plan Fall Feedings as Usual

You who have formed the happy habit of feeding turf Milorganite in early fall, will be glad to know that you can budget your fall feeding now. There will be no increase in Milorganite prices before January 1, 1934.

A DOUBLE BENEFIT

Feeding Milorganite in the early fall yields a double benefit:

- ① Sturdier Root Growth—to withstand the onslaughts of winter.
- ② Ample food to speed the plants ahead and give turf an early start at the first sign of spring—because Milorganite lies dormant during the winter.

This double benefit from fall feedings is another reason why Milorganite is used on more golf courses than any other fertilizer.



THE SEWERAGE COMMISSION
Milwaukee, Wisconsin

MILORGANITE
THE NATURAL ORGANIC FERTILIZER

PREVENT BROWN PATCH



Healthy greens today . . . then, almost overnight, scarred and spotted turf! That is what you have to expect in midsummer unless you protect greens against brown patch.

Hundreds of greenkeepers find that best control is obtained by regular weekly turf treatments with Semesan or Nu-Green. Semesan is effective under all conditions, but is recommended where the turf is normally fertile. Nu-Green is advised where fertility is lower, because it also stimulates grass growth.

For free booklet on brown patch, write Bayer-Semesan Co., Inc., Du Pont Bldg., Wilmington, Del.



25 lbs. . . \$ 46.25
100 lbs. . . 180.00
300 lbs. . . 525.00

SEMESAN

DUBAY

NU-GREEN

25 lbs. . . \$ 30.00
100 lbs. . . 115.00
300 lbs. . . 330.00

from any seedsman or golf supply house

Manager Should Handle Purchasing Himself

PURCHASING of foodstuffs for the club dining-room is among the most important duties of a club manager. The quality and care with which foods are bought are so important that a manager is rarely justified in delegating purchasing to a lesser employee; he should handle the task himself. This is one of the points brought out in an article published recently in *International Steward*. Other points brought out were the following:

(1) Visits to the market two or three times weekly is good practice and keeps a manager in touch with the current trends.

(2) By going to market, the manager sees various items of fresh food and thereby receives ideas for his menu.

(3) The manager should make a practice of being on hand when the goods he bought are delivered.

(4) It is satisfactory to order goods by phone if the buying is honest and bills are paid promptly; a dealer will want to hold such a customer.

(5) Reputable grocery houses will give customers best quality at best prices.

(6) It is unwise for a manager to go to market with price the only consideration. A grocery house which cuts prices to get business must necessarily cheat on quantities or quality or both.

(7) All fresh meats and perishables should be stamped by the buyer with an individual mark as he buys them, to prevent substitution and arguments.

(8) It appears better to buy "from hand-to-mouth." Future contracts are a gamble, with the odds against the buyer; naturally the dealer is more familiar with the market and is not going to contract at a price below the average of the period.

THE PRO who plays a gratuitous round with as many of his clubs' members as his time will permit will be rewarded for the time spent before the year is over. By getting on a friendly basis with the members, sales of shop goods are boosted; and during a friendly round it is not difficult to put in a little missionary work for future lessons.

A word of caution, however—the pro should not spend so much time playing with members that his shop work and lesson time is neglected. A happy medium must be found.

BEATS SALES SLUMP

Ohio Pro Tells How He
Worked to Keep Up
1933 Sales

IN A recent issue GOLFDOM commented on the golf merchandise newspaper advertising of the professionals at the Bonnie Brae GC, a fee establishment at Massillon, O. This advertising actually developed the golf market instead of hacking the existing market to pieces like the cut-price advertising of the department stores does.

Sandy Hannah, the Bonnie Brae pro, gives some additional information on the Bonnie Brae sales and advertising methods, in a recent letter to GOLFDOM.

Sandy writes:

"I read your article concerning the advertising we have done and must say the advertising has brought us lots of work.

"The item of repairing clubs alone at 50c per bag kept three of us busy for nearly three weeks and the sale of odd clubs amounted to quite some cash.

"The idea was to get the player's bag into the shop, then find out the missing clubs to his or her set. There were quite a number of new shafts required also. I believe if we had charged regular prices for repairs we never would have sold so many odd clubs.

"There is something else in the way of competition I'd like to talk about. I organized an All City League on the same order as a bowling league, with four men teams at a small entrance fee, the store or place of business sponsoring the team paying the fee. The increase of play from those teams alone is something worth while going after. Each member in those teams had two or three practice rounds a week that otherwise they would not have played, or would have played some place else. It keeps them interested in this particular course and that's what daily fee courses are after. This sort of competition can be operated nicely in a fair sized town where the community is just large enough to know what every one else is doing.

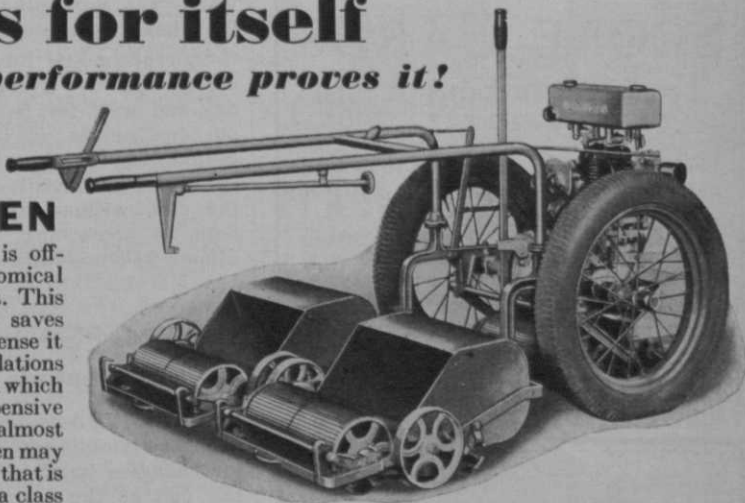
"My idea of a bargain in golf clubs is to get implements that are fitted to the individual's particular build and swing. That

It pays for itself ...and its performance proves it!

The SCOUT OVERGREEN

The Scout Overgreen is offered as the most economical greens mower ever built. This Overgreen apparatus saves so much in upkeep expense it has changed all calculations on the cost of this item which has been the most expensive one and which is now almost the least. The Overgreen may be relied upon to do all that is claimed for it. It is in a class by itself. It is now used on many of the principal courses of the country and is fast being adopted universally.

WRITE FOR FULL DETAILS



THE SCOUT OVERGREEN

Cuts 18 greens in FIVE hours with smoothness that satisfies the most critical turf experts... other units may be quickly attached for tee and approach work, rolling, etc.

WORTHINGTON MOWER CO.

Agents in all Principal Cities

STROUDSBURG, PENNA.

The Butchart-Nicholls Company

Golf Craftsmen

Golf Clubs, Bags and Balls

Main Office and Factory

NEWARK, OHIO, U. S. A.

NEW! PYRATONE HEAD

We've just perfected the NEW Pyratone Head made of TEMP-URD-Wood with Catatone finish, that is live and hard and impervious to moisture. It will easily drive a ball 25 to 50 yards further.

Besides the new Pyratone Head and the world-famous Pyratone Sheath and Torsional Grip, you may now obtain from us Caps and Whipping Collars, Ferrules and Faces and Back Weights made of Catatone or Py-roxylin.

Write at Once for
FREE Introductory Offer

PYRATONE PRODUCTS CORP.

309-319 St. Johns' Court - Chicago, Ill.

SCORE CARDS

Took Their Fourth Cut for 1933!

Each of our five styles at new lows with prices ranging from \$18 to \$30 for 5,000 quantities.

Samples on request to all clubs

JOHN H. VESTAL CO., PRINTERS
703 South La Salle Street - - Chicago

DIAMOND TRACTOR SPUD



Hard steel
center keeps
spud sharp—
softer outer steel
wears away faster.
Will not harm turf—
made of drop forged
steel, can't break or chip.

Diamond Calk Horseshoe Co.
4702 Grand Ave., Duluth, Minn.

cannot be had in cut rate stores, so it's up to the pro to get information to that effect across to the public. This can be done in many different ways. One good way is to advertise in such manner that they will come to your shop not for bargains, but for full value for their money.

"It has proved successful for me and should for other professionals. If a pro advertises any make of club at greatly reduced prices, the public figures 'why, I can buy those downtown, why drive away out there?' So one must stress the point that the pro personally will fit the clubs.

"I had one case of this kind about a month ago. Two fellows I met downtown this particular morning were on their way to Cleveland to buy clubs, advertised in one of the big stores as a well known make at cut prices. I told them I had the same merchandise in my shop, but the price was in the neighborhood of fifty cents more per club. I asked them if it wasn't saving them money for gas and oil. I reminded them that they would have clubs they knew would fit them. To make a long story short, they didn't go to Cleveland and they now are playing clubs that fit them. Each one took a course of eight lessons to boot, which was something they couldn't get in Cleveland at a store.

"A professional this day and age cannot sit around the clubhouse all day every day and wait for business. He must get out and hustle it in. I have certain periods of the day when I come downtown and just visit. I never go back to the club without at least one order for balls or something, so it pays to get around and mix with the golfing public."

Illinois PGA Members Have Inventory Exchange

ILLINOIS PGA is operating an exchange bureau enabling its members to exchange merchandise so all stocks will be clear at the end of the season and no surpluses thrown back on the manufacturers.

The idea was put into operation late in July by a letter of detailed instructions which contained blanks for surplus inventory reports on clubs, bags, balls and miscellaneous items. President James Wilson, in advising members of the exchange, named Secretary Ed Newkirk of Navajo Fields CC., Worth Ill., as director of the