

Shop Talk

THE sooner that golfers begin to think of their clubs as each representing a particular shot, the easier it will be to sell them on the idea of carrying a full set. So many improved clubs have been developed within the last couple of years that it makes the possibilities for sales through your shop increasingly better.

★ ★ ★

Take the new shallow-faced Turf Rider Brassie for instance—now there is a club that makes almost any close shot in the fairway possible. It's got plenty of distance and raises the ball a bit higher in the air than the deeper face brassie. To use it once is to know that there are possibilities of shot making with this club that you never can have with the deep face brassie. The way the professionals about the country are including this club in their bags proves its worthiness.

★ ★ ★

And then there is the new No. 5 Turf Rider Cleek for the almost impossible

cuppy lies that you often get. It's a shot every golfer will be thankful for. It has a rather short, stiff shaft and a small head with plenty of feel that goes right down after the ball. Our Eastern branch has found a fine market for this club. The boys in the Midwest and on the West Coast are just beginning to find out what a life-saver it is. Denny Shute is a past master at making it say "uncle," and has done himself a lot of good with it. Weighs about fourteen and a half ounces so that the head carries through well on a tough shot.

★ ★ ★

Sell these clubs as shots to your members and it will amaze you how interested they become in their purchase. Mr. Average Golfer is the chap you have to work on because there are more of him. Tickle his pride a bit on his ability as a shot maker. Give him the clubs to make the shots with and his increased interest in the game will reward you.

★ ★ ★

Have you tried out a set of the Wilson Sweepstakes Irons? Those clubs have done a very sweet job for many professionals this year. They have design and balance that has not been equalled in any model we have brought out before. Semi-flanged soles with gradation in the contour of the sole itself. In the shorter irons, the sole from front to back is quite flat—with a varying degree of curvature in the longer irons. The heads are fairly compact and forged for power. Try them—the better players in your club should know about them.

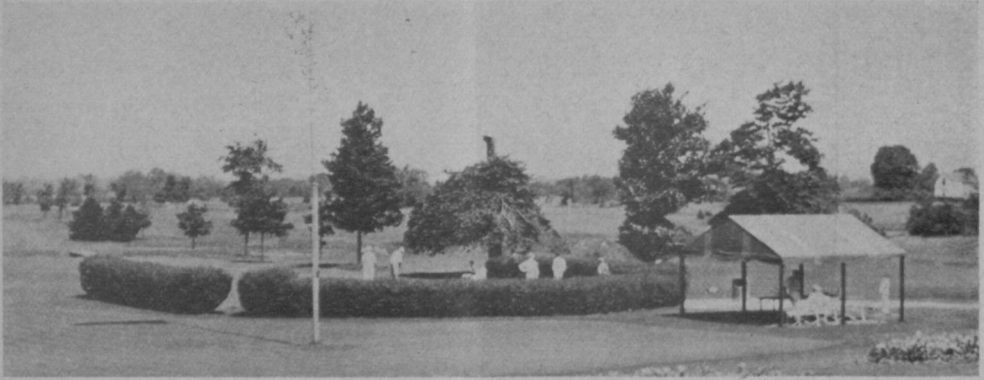


*By this mark you shall
know fine golf equipment*



L. B. Icely, president of Wilson Sporting Goods Co., snapped with Denny Shute who is retained on the field testing staff of the Wilson organization.

WILSON SPORTING GOODS CO.
CHICAGO, NEW YORK — And Other Principal Cities



Many a brassie shot away from this first tee at Highland CC, Indianapolis, Ind., is the orphan's home of the Veterans of Foreign Wars which will be beneficiary of the \$5,000 "Parade of World's Champion's" tourney here Oct. 4 to 6. American and British Ryder cup teams will be among the great field. Jack Pettit, Indianapolis, is the VFW tournament manager.

wide distribution of prizes. C. T. Sullivan, 145 N. Clay ave., Ferguson, Mo. is the fellow to write to for further details of the tournament which Missouri pros ought to encourage as a feature for their forgotten southpaw members.

JOHN O'DONNELL, Davenport (Ia.) sports writer batted out one of the best golf pieces we've read recently in telling of a Sarazen-Didrikson exhibition with the 14-year-old star Edith Estabrooks and Dr. P. Barton at the local Country club. Gene got 64, seven under par. Babe got 80—women's par. They drew \$225.

O'Donnell calls Babe "The Dizzy Dean of golf," which he means as a compliment. He comments: "She has a fine time pleasing the customers."

He notes that Sarazen calls the Babe "Ella." Babe calls Gene, almost invariably, Sarazen. O'Donnell quotes Sarazen: "Do you know what the Babe did when we had a day off the other day? She played 36 holes of golf! She wanted to correct a fault."

ENROUTE to the PGA championship Oct. 17 at Oklahoma City, a great field of pros are expected to stop at Audubon CC, Louisville, to take a crack at the \$5,000 purse offered Oct. 11-13 by Hillerich & Bradsby Co. for the second annual Louisville Open.

HISTORY-MAKING at the True Temper Open in Cleveland during August, as noted by Bob Harlow:

"When Babe Ruth topped his tee shot at the fifteenth and the ball ran about fifty

yards into the long grass, he exclaimed, 'My Goodness!'"

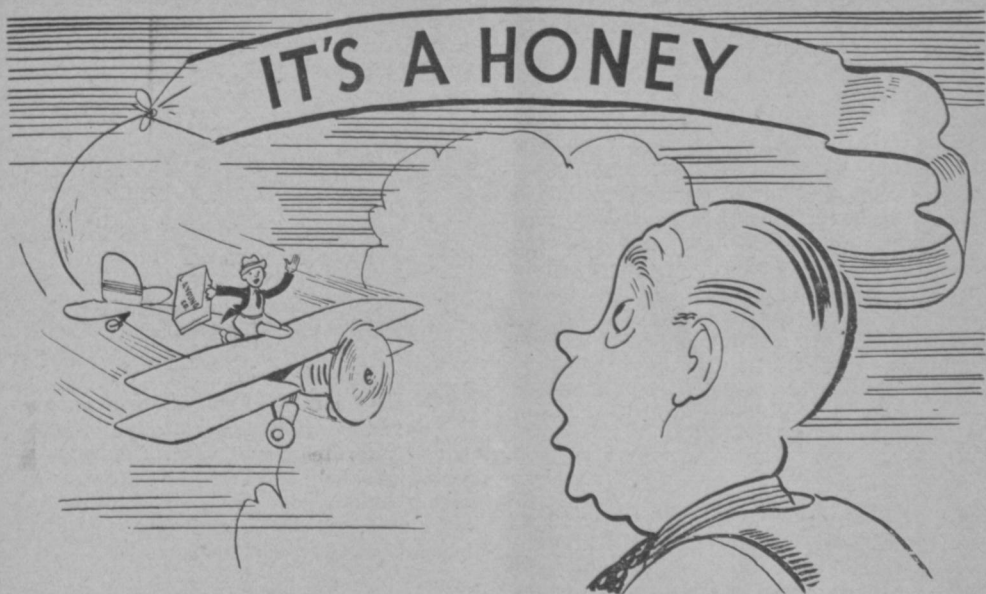
NEWSPAPER stories on construction of public course at Kingtree, S.C., a community of about 1,500 whites, by 200 or more FERA workers, have been widely printed. Cost of the work is set at \$6,700 a month. Criticism of the operation is on two counts: the unruly conduct of the workers and doubtful need of the course.

In the meanwhile many owners of established daily-fee courses are anxious to get work financed and done, so they will be able to supply the community with a more attractive recreation facility.

Many factors must be considered in the allotment of FERA projects, but it does seem that the fee courses are getting a bad deal out of employment of public funds intended to promote recovery.

ANOTHER London bookie has run out, leaving no trace of his whereabouts. He left behind him another reminder that Yanks are soft picking for phoney British bookies who circularize American sportsmen with solicitations of bets.

This time the vanished bookie is Mr. John Bradbury, of Broad street Buildings, Liverpool st., London. John, in giving the suckers the come-on, advised: "Personal cheques can not be accepted as they caused too much delay and confusion." Spelling checks with that "que" business was the deft touch that trimmed 'em pretty. And don't laff, because the boys are just recovering from damn near dying, but the members of the New York Stock exchange were the ones who got their



Hold everything, till your Hagen representative gets round to see you! He has things to make your eyes pop! 1936 is going to be a "Honey" for the pro who stocks the Hagen line!

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personal cheques changed into pounds to make the shearing easier for Johnnie to go bye-bye.

Bradbury gave the suckers lovely dreams for their dough until they woke up and their dream man had scrambled. He quoted Alf Perry, British Open champion, at 500 to 1, and in tennis Helen Wills Moody at 20 to 1 and Fred Perry at 5 to 1.

Last time the British hit-and-run bookies had our native innocents crowding around mailboxes to give up was when Bob Jones won the British events of his grand slam. An estimated \$250,000 went on Jones at from 10 to 1 to 20 to 1 by mail to British bookies who went toddleoo, old topper, and have jolly well kept out of the bobbies' 'ands ever since.

A SHORT piece in August GOLFDOM, titled "Can You Reorganize?" brought letters from almost 30 pros and managers who set forth their qualifications for the job of rebuilding clubs that have drooped since the depression made it necessary for elected officials to pay attention to private business interests instead of sacrificing costly time to club affairs.

When it becomes known that qualified men are available and there are demonstrations of such men's ability, you are going to see a widespread revision of the present customary operating setup. on many notable courses.

PLANS of many pros call for travel to the PGA tournament at Oklahoma City by plane. The air expense is about 50-50 that of train for most of the boys. Dick Smith, press agent for the American Airlines who is a former golf writer, is doing his stuff to make the PGA tournament the cause of the greatest Cloud Caravan in sports' history.

THERE will be 121 playing at the PGA championship this autumn, if all the boys entitled to compete show up. It's by far the largest field the PGA event ever had.

Of this field 105 will qualify sectionally and 16 will be exempt from qualifying. In the latter class come holders of championships and Ryder Cup team members.

For the first time the Illinois district has the largest number of places; 8 to be won by qualifying and 4 by exemptions. The New York metropolitan district has 9 places to be won by qualifying and 2 by

exemption. Philadelphia is third with 8 qualifiers and 2 exempt. New Jersey has 7 qualifiers and 1 exempt. Michigan and Ohio tie with 7 places.

ON THE qualifying allotment you can figure the geographical distribution of PGA membership.

The dope shows 49½% of the membership in territory east of Pittsburgh, a little more than 40% between Pittsburgh and the Rockies and the remainder of almost 10% on the Pacific coast.

MONDAYS and Fridays are bargain days at Indianapolis (Ind.) many courses for the second year. Cut rates on these days have evened play through the week. Indianapolis many course caddies wear uniform shirts and caps on which the caddies' numbers are printed.

IT'S a boy at the Philip Herbert Kylanders. Peter is assistant mgr. of the New England Toro Co. The kid might as well gum his rattle leisurely now. When he gets big enough to toddle, Papa plans to have him push a new Toro green mower around just to show how easy the thing runs.

MAYBE, after a while, pros will get over the inferiority complex some of them have as business men. A few treatments like the Bell Telephone system is administering will help the cure.

The Bell system is spending a lot of money running a magazine advertisement on a telephone conversation between Tokio, Japan, and Sarasota, Fla., by means of which Jacobus and Harlow completed arrangements with Japan Golf Assn. officials for the tour of the Jap golf team.

The case was cited by the Bell system as an example for business men who are anxious to get business started.

GEORGE VITENSE, pro at Butte Mortes GC, Appleton, Wis., who worked on his game along the winter circuit last year, got a 64 out of his system on his home club par-72 course recently, being 4 under on both sides. Dave Tosh, Sunset Ridge (Chicago district) pro, who also made some of the eastern winter tournaments, went out in 30 in setting a new course record at his club.

No getting away from it; that winter circuit is developing some great golf.

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PRO'S DREAM IS HEAVEN -- MAYBE?

LANSING McCURLEY, sports editor of the Philadelphia Record, in an interview with Ed Clarey, pro at Cobbs Creek, Philly's largest municipal course, quotes Clarey as saying: "If the golf professional was paid a decent wage by every golf club and the club took over the purchase and sale of every bit of equipment, the game would be a thousand times more popular, better off and cheaper."

"The pro would have a nice salary to look forward to every week. The members would take more lessons because they would be free. The pro would be able to get away from business worries. A pro can't collect bad debts at his club. If he duns a member, he is out with that member's whole foursome and all his friends. He has no regular hours and can live no regular life. If I could control the membership at my club I would make a nice profit on golf balls alone."

"Under my plan the pro would have regular hours, live and eat and sleep like a human being and be paid for his efforts."

There you have some high spots of an interview that probably made pros, club officials and members think.

Clarey has hopes of the millenium and an ambition to see qualified pros on a better working basis. What is more, Ed, having full faith in his idea and being an able and industrious fellow might be able to put across his version of the golden days. But there are only slim chances of the practical and widespread success of Ed's policy according to the majority of pros with whom we have discussed his interview.

What's Wrong with the Plan?

In the first place, when Ed speaks of member control of buying, the clubs don't have as good luck as the pros themselves in this matter. Clubs that operate their own pro shops generally find their members do more outside buying at "wholesale" or from the so-called bargain counters than is done at a club where a good pro who has to make a living sharply centers buying responsibility.

Pro shop operation by amateurs has not been a success. Accurate bookkeeping has shown the pros themselves that only by expert and persistent attention can a pro

shop be made to show a net profit. The average good businessman official of a club marvels that a pro can make any net profit out of a shop. The short season, limited membership, low pro mark-up on specialty, seasonable style items and the heavy credit risk when the club does not collect for the pro, offset the no-rent factor.

Consequently pro shop operation calls for an expert in complete command. Probably one of the reasons pros have been able to get by in shop profits is because they have not been governed by ineexpert committees of members. Leading clubs that have tried club operation of the shop have almost entirely abandoned the idea. They are willing to let a good pro make what he can out of the shop and add this item to the pro's salary in order to get the best available men.

Shop income isn't enough to pay the type of man a first class club needs. The salary guarantee is essential and now is becoming more general since the pros have given definite evidence of their value with group lessons for women and children, event schedules, membership solicitation and service and in co-operation on course maintenance.

Entire dependence on salary would be a great thing for pros, comment some on the Clarey statement, if a man who has devoted his entire career to golf could be sure of a fair salary and employment immune to the political disturbances that often throw pros out of jobs.

Critics of Ed's views point to the very low salaries paid for the essential work of the greenkeepers, in questioning the wisdom of pros depending entirely on salaries. As long as golf clubs are controlled by administrations that are liable to change every year and these administrations necessarily are not experienced in club operation, they always will be suckers for the fellows whose main qualification is that they will work for less money.

No doubt of it, admit those who have

considered the Clarey statement, the pro working and employment conditions can stand a lot of improving but whatever improvement is effected probably will come as the result of action taken by individual pros rather than action coming spontaneously from a large number of clubs.

Again the suggestion comes that a primary step in the education of club officials in providing merited and fair conditions of employment for pros would be the preparation of standard contract forms to be worked out by the PGA and organizations of club officials. The suggestion has been repeatedly advanced by thoughtful pros and endorsed by club officials and it is hoped in many sections that the PGA eventually will take action and follow through in thus attempting to clarify and correct pro employment conditions.

Portable Oil Torch Busy As Greenkeepers' Tool

By CLINTON K. BRADLEY

Passaic County GC, Paterson, N. J.

MY experience with oil burning torches indicates that the torch is a valuable and frequently useable item of maintenance equipment. I have used successfully two sizes of Aeroil burners, both of which use kerosene as fuel on the plumbers' blowtorch principle and generate temperatures as high as 2,000 degrees F.

On heavy matted growths of weeds one cannot expect control by burning inasmuch as the soil acts as an insulator and prevents heat penetrating deep enough to destroy dense growths; however I have had splendid results on weed control by burning weeds in traps, walks and paths. Poison ivy on trees, walls, fences and at other places can be scorched one day and burned completely the next day. This work should be done by a man who is not susceptible readily to ivy poisoning as the oil vapor may cause a skin rash. The Aeroil burner I use for this is a single flame hand type.

I have found a burner a great help in screening compost with a fine screen while the compost is wet. I set the torch under the screen where the compost first enters from the hopper. Flame goes up through the mesh and the compost and scorches weed seeds so they don't germinate. The screen gets red hot but quite damp compost can be finely screened in this manner and no time is lost sweeping pebbles that

get on the green as in the case of use of coarser screen.

Apparently little detrimental effect come from application of the torch to the compost. I have had tested the compost air dried, slightly damp and torch dried, physically and chemically, and very little difference was revealed. Undoubtedly some soil bacteria are destroyed by heat application, but the bacteria in the green replenish whatever are lost by heating. Apparently, from results at my course, insect eggs and larvae are fairly well destroyed by putting the torch to the compost.

Torch Kills Clover in Hurry

When I came to this course we had on our greens more than 12,500 dense clover patches. This fall we have only about 500 small spots of clover on the greens. Proper fertilization and correction of physical soil conditions were major factors in the clover elimination and control. In this work I made effective use of the torch.

I submit data on the chemical and torch methods as I compared them on two of our greens. Work in both cases was done in the afternoon of bright, sunny days.

By the chemical method on Green No. 1, 9400 sq. ft. 310 matted clover patches:

Mist green with water (20 minutes). Dust sulphate of ammonia dry at rate of 10 lbs. per 1000 sq. ft. on clover patches only (2 hours, 10 minutes). Let burn 4 hours. Soak green (1 hour, 30 minutes). Wait one week, watering frequently to leach out sulphate of ammonia so it won't injure new grass seed. Rake and scarify patches. Seed and topdress entire green 2 days after applying superphosphate at rate of 10 pounds per 1,000 sq. ft.

By the torch method on Green No. 8, 10,300 sq. ft. 364 matted clover patches:

Scorch each patch a few seconds. Scarify patches next day. Apply superphosphate right after scarifying. Wait 2 days, seed and topdress entire green.

Work on No. 8 green required only 2 hours, 30 minutes, and only 2¼ gals. kerosene. Grass seed started to germinate on this green before No. 1 green was ready to seed.

I've also had success in eliminating yarrow from greens by the torch method.

Of course for repair shop work a torch is almost an essential. Around the course for stump burning, for repairs to macadam roads and miscellaneous work, the greenkeeper will find plenty of work to keep his torch busy and thrifty.



The Buckner Perfect "Curtain of Water"

For 22 years BUCKNER

has lead the field in golf course irrigation
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great number of fairway watering systems
which were BUCKNER equipped this year.

HERE are a few
of BUCKNER'S 1935 installations:

Park Club of Buffalo	Buffalo, N. Y.
Apawamis Club	Westchester, N. Y.
Columbia Golf Course (Municipal)	Minneapolis, Minn.
Bethpage Nos. 1 & 2	Long Island, N. Y.
Highland Park Golf Club	Lake Wales, Fla.
Olympia Fields C. C. No. 1 & No. 2	Chicago, Ill.
Calumet Country Club	Chicago, Ill.
Southern Hills Country Club	Tulsa, Okla.
Fox Chapel Golf Club	Pittsburgh, Pa.
Rockville Country Club	Long Island, N. Y.
Pinehurst Country Club	Pinehurst, N. C.
Fenimore Country Club	Westchester, N. Y.
Hyannisport Club	Cape Cod, Mass.
Monroe Golf Club	Rochester, N. Y.
North Hills Golf Club	Long Island, N. Y.
Meadowbrook Golf Course (Muni.)	Minneapolis, Minn.
Glenwood Golf Course (Municipal)	Minneapolis, Minn.
Lincoln Country Club	Lincoln, Nebr.
Marvin Leonard Golf Course	Ft. Worth, Texas
Bastrop National Pk. Golf Course	Bastrop, Texas
Blue Hills Country Club	Kansas City, Mo.
Bethpage Nos. 3, 6 & 4	Long Island

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P. L. Baldock, 527 West Mariposa, Altadena, Calif.
7617 Eberhardt Ave., Chicago
215 W. 13th St., Fort Worth, Texas

Behind New Ball Line Lies Months of Research

THE amount of work done in developing
a new line of golf balls is vast, tedious
and expensive far beyond the comprehen-
sion of the amateur golf ball user; only
rarely do pros have an idea of the extent
and character of this labor, says Ed Con-
lin, golf ball sales manager for United
States Rubber Products, Inc.

Ed has plenty of a notion that this work
is a big job for many men because he has
been commuting between the company
sales headquarters at 1790 Broadway,
New York and the US plant at Providence,
R. I., these sweating days and
nights while the 1936 US lines is in the
throes of being born.

You have to start early to make a new
line right, because the results of the labo-
ratory rubber chemists and engineers,
the factory managers and the department



In this rack are stored for possible future
reference all test balls of the U. S. Rubber
Co's, experiments.

foremen not only have to be checked by
machine tests but also by long periods of
actual play by experienced professionals
and ranking amateurs.

The men in the factory have to make
up the proposed balls to exact specifica-
tions given them by the US golf ball labo-
ratory and development dept.; then the
tests begin. It takes at least two weeks
to make a change in a new ball in the
development stage and a few of these
changes striving for improvement can run
costs up high enough to make very obvi-
ously silly the statements of the "wise
guys" who say a golf ball costs little to
manufacture.

Today every worthwhile job is measured by a "yardstick" the notches of which have to be reached 100% before the product is as near perfect as brains, raw materials, equipment and money can make it. The "yardstick" used on every type of US golf ball checks:

- Distance
- Feel
- Click
- Durability
- Even thickness of cover
- Amalgamation of cover to wound center
- Rebound of finished ball from a hard even surface—such as marble or steel
- Getaway from club-head
- Paint adhesion
- Fine appearance of finished ball
- Equal diameter through the poles, at the equator, and at the shoulders of the ball
- Balance by mercury test

(A ball that meets the last two points must be true in flight and accurate in putting)

This sounds easy, but those who have to make good golf balls better know that it is a long row to hoe before the notches on this yardstick are met 100%; and they will tell you that of all the things made of rubber a golf ball is one of the most difficult to make, and once made right it is twice as difficult to keep it right in volume production.

Golf ball manufacturers do not try to make bad golf balls—they try very hard to make good ones; and when you consider what a golf ball has to take and absorb, it is reasonable to say that the ball makers do a pretty good job.

Barrows Given Patent Protection On New Type of Bent

PATENTED putting green grass makes its debut with the issuance of a patent to Earle M. Barrows of Minneapolis, a former associate of Lyman Carrier in the bent nursery business.

There probably will be other putting green grasses patented although the gap of four years since the plant patent act was put into effect and issuance of the first patent on putting green grasses does not indicate a flood of applications.

Patent office awarded Barrows' claim as follows: "A distinct and new variety of *Agrostis stolonifera* as herein shown and described, characterized by its ability to produce a very large number of plants per given area, forming a tough and resilient turf of great density; its slender leaves

We've Kept Our Promise!

● Last year when we announced the new MacGregor-Tommy Armour line of golf clubs, we gave our word that their sale would be reserved exclusively for pros. We pledged ourselves to the strictest sales policy ever adopted by any golf club manufacturer.

To any who may have questioned our ability to live up to this pledge, we now proudly state that not one single MacGregor-Tommy Armour club has ever been sold by us to any one but a legitimate golf professional. Our record is clean! We have kept our promise!

We now face the season of 1936. The pledges we made last year we now renew 100%. The same high quality merchandise, the same broad profit margin, with absolute protection, are yours exclusively. We urge you to make next season a highly successful one with these clubs.

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THE CRAWFORD,

MCGREGOR AND CANBY COMPANY

DAYTON, OHIO

involute to conduplicate in form; its slender culms; its upright habit of growth in turf form; its freedom from tendency to become grainy or fluffy in turf form; its ability to withstand close mowing without injury; its high resistance to disease; its hardiness; its ease of vegetative reproduction."

Barrows gives some information on grass plant patents and his own experience. He comments:

"The act was passed as an amendment to the regular patent act, and carries the same rewards and penalties as the general patent law. Any plant that is vegetatively reproduced (grown by slips or cuttings) and is a new variety, can be patented, except those grown from bulbs or tubers. The patent gives an absolute monopoly to the discoverer or breeder of that particular plant or its progeny, for seventeen years from the date of patent issue.

"I discovered this plant twelve years ago I think it originated as a sport from another creeping bent I was experimenting with, but I am not sure. However, this was the first requirement that the plant was in my possession and under my con-

trol. Next in order was that the plant must never have been sold or have passed out of my control. I could meet this requirement also, as I knew for some years before the passage of the act that it was due to be passed eventually.

"Then came the work of preparing the actual patent application. The first necessity was an absolute botanical identification of the grass so that it could be positively distinguished any time and in any place. I got Prof. Alvin Larson of the University of Minnesota to help me on this. The first thing to do was to grow the grass alongside of the other standard varieties of bent such as Washington, Metropolitan and others, both in the putting green form and in the row or nursery form, and it had to be done more or less secretly. I kept it secret by simply calling the new grass velvet bent and letting it go at that. No one who saw it in the turf ever suspected that it was not a rather coarse velvet.

"After two seasons Prof. Larson was able to determine about twelve definite botanical characters wherein it was different. Now these botanical characters work like a parlay bet. To miss on positive identification would be like picking the winner

P

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