

## FOR THIS CHRISTMAS GIFT IDEA ... IT'S A WINNER!



wants to improve his game  
—and that means EVERY  
golfer.

To make your shop pay  
an extra profit on equipment sales in

December, talk this propo-  
sition over with your Spald-  
ing representative and  
stock up with these Special  
Christmas gift combination boxes.

**Spalding Christmas  
Sales Helps**

***B**E SURE to get your supply  
of effective sales helps...  
the Christmas gift reminder  
cards which you can send out  
to members and to members'  
wives. These cards produced  
plenty of profitable business  
for the scores of Pros who used  
them last season.*

*A.G. Spalding & Bros.*  
GOLF EQUIPMENT

as everyone does, little courtesies and services and the more they know what you do for them the quicker the sales jump."

#### Walter Pursey, Pacific Northwest:

"There has been a slight increase in play, but there is still lots of room for improvement. Club and ball sales are noticeably better, especially in the better grade of clubs. Out here bag sales haven't shown the increase of other sections because of companies that are not normally in bag retailing, buying quantities of cheap bags and selling them at 10% profit or less. The golfer finds out soon that he has been gyped in materials and workmanship, but the damage has been done to the pro. The cheap stuff kills the reputation and sales of the entire line and eventually the manufacturer learns that it costs him dear to sell through outlets that have no excuse for being in golf retailing and certainly no lasting interest in the golfer.

"Outlook for 1937 is promising in this section. We all are confident of a steady improvement."

#### Al Watrous, Detroit:

"Play has been heavier than any season since 1930. Club, ball and bag sales were good last year and better this year. With the improvement, competition from downtown stores, "buy-it-wholesale" and employees' co-ops also has increased, but I believe the Detroit district pros have suffered less than other sections from this competition. Our men do some very smart and prompt work, individually and collectively, in outwitting this competition instead of just crying about it.

"Outstanding progress in this district has been toward school instruction. Group instruction at public schools and at public and private courses has been featured, especially with juniors. The Michigan PGA free golf instruction classes with a publicity tie-up with the Detroit News was a grand success in developing new golfers.

"The outlook for 1937 is very bright. Improved business conditions in this district and the National Open for Oakland Hills are bound to stir more golf interest.

"Attractive displays of good clubs at our shops are a feature of the districts pro operations. Our men are especially careful about selling clubs exactly fitted to member's requirements and seeing that a fine new bag is fitted with fine new playing equipment. Our pros have educated their members to discuss golf equip-

ment with lively interest and display new clubs with pride.

"Women's play has shown a big increase at both private and public courses. Women are carrying a far more complete and better quality playing outfit than ever before. Our pros have taught the women to realize good equipment plays an important part in the game. Members are relying on the advice of pros more than ever before and the pros are justifying and increasing this confidence."

#### Dick May, New England:

"Play has been very good in this section although Rhode Island pro business has felt the effects of horse racing. We are running well ahead of last year in sales. 'Buy-it-wholesale' deals this year have seldom come to our attention. On first class golf merchandise I never hear of down-town competition underselling the pros, so I think that New England has little complaint in this respect.

"The New England pro tournaments have been remarkably well patronized this year; prize money in the weekly pro-amateur events averaging well over \$100.

"I firmly believe 1937 will be the pros' best year since the crash."

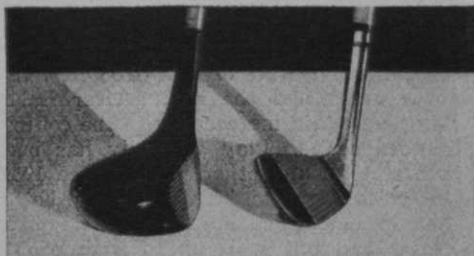
#### Elmer Biggs, Illinois:

"In early 1936 there was a marked increase in golf interest. Then along came extremely hot weather to put the brakes on golf. However, in the face of the adverse weather conditions, there was an enthusiastic buyers' market. Had there been normal weather conditions, I believe the game would have shown an increase in the number of rounds over 1928, as it was headed toward that prediction this spring.

"Surprising to me was the demand for best quality merchandise. In club sales, golfers who formerly purchased cheaper merchandise or department store bargains this year demanded the manufacturer's best. This also was very much in evidence in the ball sales. Members who have been 50-cent ball buyers for the past few years changed to the top-grade balls. However, manufacture figures will probably show that ball sales did not increase in direct ratio to the number of rounds played, probably due to the increased durability of the vulcanized cover, and that for the three dry months it was practically impossible to lose a ball on the average course.

"Competitors of the pro-shop have real-

# The men behind the DUNLOP line know their business!



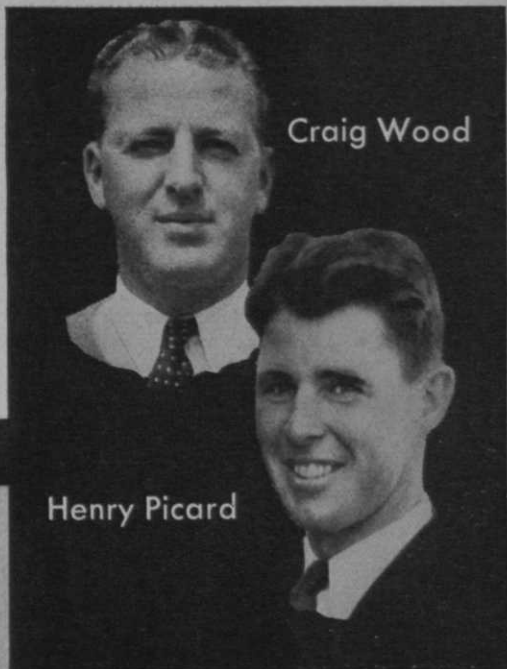
**DUNLOP MAXFLI CLUBS**



**DUNLOP GOLD CUP 75c**



**DUNLOP P.G.A. 75c**



Craig Wood

Henry Picard

• One sound way to judge the quality and selling power of a line of golf equipment, is to look at the men who have played a major part in its development. Are they active in the sport? Do they know players' problems . . . and what players expect from the equipment they buy? Let's look at Dunlop.

Henry Picard and Craig Wood of course use Dunlop golf balls and Dunlop Maxfli clubs which they themselves designed in collaboration with George Aulbach. The playing records these men have hung up speak well for the Dunlop product. The selling power of their names speaks well for your Dunlop volume.

# DUNLOP

DUNLOP TIRE AND RUBBER CO.,  
500 FIFTH AVENUE, NEW YORK CITY

ized the necessity of legitimate profits on golf merchandise sold to the point where there are fewer and fewer bargain sales on high grade, legitimate new model merchandise.

"Most down town stores that handle golf equipment in their valuable spaces are now working with the pros to eliminate the buy-at-wholesale, phoney discount, or cooperative buying arrangements. Cooperative selling will become the biggest menace in this business. Large corporations that are selling their employees on a cooperative basis will realize their mistake and perhaps correct it only when their product is being sold the same way. I cannot believe that executives of large manufacturing corporations would want to cut out the legitimate dealer and sell direct to the consumer.

"A few years ago pros had the difficult job of showing the stores the necessity of a reasonable profit on golf merchandise. Today the stores and pros have a common cause in licking the buy-at-wholesale and cooperative buying arrangements. It shouldn't be hard to convince golf manufacturers that the proper outlet is through legitimate merchants and not to cooperative buyers who at best are hand-to-mouth, unsatisfactory outlets.

"Somehow or other the pros have been able to work their way out of difficulties, and I believe they will handle this situation.

"Naturally, I believe the future of the golf business lies in Junior promotion. The day is past for golf to be known as an old man's game and the youngster of today will be the customer of tomorrow.

"My own inventory is low and I am told this is true in most pro-shops and with a normal amount of interest in the game there should be an increase in volume next year, particularly from the Juniors. The promotion done in the past few years with Juniors will begin to show not only in the number of rounds played, but in the sale of merchandise."

**John R. Inglis, New York:**

"Play in our section has increased this year. Lessons and sales are well ahead of last year.

"Along with better business for the pros has come serious competition from stores, wholesale deals and 'what have you.' Worst competition is that of stores that advertise dishonestly. Manufacturer laxity in selling at wholesale prices to people not entitled to such prices is about doing away

with the established retail prices. This is forcing the day when the boys will realize they are being used as an advertising medium and not as retailers entitled to a fair and protected profit. It is compelling us to tell what price we will pay instead of being just buyers at whatever price is set by makers. Instead of advertising others' clubs and balls we should have our own brands and handle the other merchandise on special order when we can get the right price for it. The boys in this section have done a pretty good job on PGA ball sales which shows that if they have a good thing they can sell it."

**William Robertson, Wisconsin:**

"Play was brisk up to July 15 when the players began to get tired of hard, dry courses and the heat. After Labor Day play again increased with the courses in good shape. Play generally has been greater than any other season since 1931. Pro sales seem to be about 35% better than in 1935. The buy-it-wholesale problem is bad but it is up to each pro to fight it the best way he can. All the pro is asking for is a square deal. The manufacturers that give him that — whether they are pro-only or not—are the ones who will get the future business from pros, and the others are on the way out.

"Prospects for 1937 are good. Players are not looking for price so much now. They are more interested in quality in every item sold in the pro-shop."

**Dewey Longworth, Northern California:**

"I find clubs that had a tough time and took in members for payment of dues only now have added an initiation fee, and some of them have a waiting list. The condition of most clubs has improved, and are on the way to a sound operating budget.

"Play has increased in this section this year about twenty per cent. Club, ball, and bag sales have increased about twenty per cent.

"We haven't been bothered much with down-town store competition; our greatest competition comes from the 'buy-it-wholesale, and the so-called cooperative buying of corporation employees.

"The outstanding pro progress was in four clubs in this section giving the sale of balls to their professionals.

"The outlook for pro business in 1937 is bright. I think we should promote junior golf—create interest by holding different kinds of tournaments. And a field

# *A record year for* **P. G. A.**

## **BALL SALES SERVICE MEMBERSHIP**



*The nation's foremost professionals and the members of their more than 1,500 clubs have reasons for mutual congratulation.*

This has been the biggest year of P.G.A. sales. Every sale of a P.G.A. ball has meant a service to a member of a P.G.A. pro's club.

The P.G.A. balls were selected by this organization of golf authorities to assure club members uniformly reliable highest values in each leading manufacturer's golf ball line.

The P.G.A. assumed responsibility for value received by those wise-buying players who bought from P.G.A. professionals.

This year, too, the P.G.A. membership reached a new high, and with rigid insistence upon membership qualifications of golf knowledge, experience and character.

### **THE PROFESSIONAL GOLFERS ASSOCIATION OF AMERICA**

14 East Jackson Boulevard  
CHICAGO

150 Nassau Street  
NEW YORK CITY

that has been overlooked is that of having professionals appear before luncheon clubs, such as Rotary, Kiwanis, Cooperative, Lions, Dads, athletic clubs; also women's clubs of all kinds.

"I did this kind of work in Kansas City in 1926, appearing at these luncheon clubs as their speaker, getting on a large table, demonstrating the swing, telling them about the fundamentals of the swing, answering their questions, and in general, entertaining, instructing and interesting them in golf.

"Out here I have appeared at a Kiwanis Club meeting and gave them a talk on the caddies of the United States, the amount paid them in one year, what golf taught them physically, morally and mentally, and the aid provided by golf in helping poor boys get an education.

"These talks create a desire for men to play golf. These men need the exercise, and can afford to play."

#### Ads Get Stores into Jam—

##### Pros Practically in Tears

**P**ROFESSIONALS in the New York metropolitan district suffered inexpressible shock recently upon learning that two New York stores, that also deal in and vigorously advertise golf merchandise, were subjected to the grave indignity of having their advertising questioned.

B. V. D. Co., Inc. was issued an injunction in the United States District court restraining the Davega-City Radio Co. "from advertising bathing suits in such a manner as to confuse the purchaser regarding the product offered for sale and its corresponding price."

R. H. Macy & Co. was cited by the Federal Trade commission on charges that Macy advertising made it appear that Macy's double-edge deluxe blades were made under the direct supervision of Macy's at every stage, whereas the blades were stock blades sold to retailers generally by the Utility Blade Corp.

Heart-broken pros hastened to assure divers and sundry that such unfortunate references to instances of poetic license or mere accidents should never, never be associated with some of the store advertising of golf clubs and balls that appear in the New York newspapers. Well, hardly ever. Those store ads of golf equipment that some question are bits of whimsey that bring some romance into a drab world and certainly should not be

discouraged by having tough and cynical guys yelling for the coppers to come in and make a fair decision.

The pros, perfectly miserable because quibblers were putting up a squawk, are contemplating making early and earnest pleas to their congressmen so that neither the Federal trade commission or federal courts will be permitted to take from the trusting sucker the privilege of striking out on a fast-breaking, wide advertising curve. A group photo of N. Y. Met. district pros and amateur golfers who have confirmed by investigations the truth of golf merchandise bargain ads run by some New York stores appears on page 9,180 of this issue.

#### Annual PGA Get-Together Due at Chicago's Congress, Nov. 9-12

**A**NNUAL meeting of the PGA will be held at Congress hotel, Chicago, Ill., November 9 to 12, with the first day's session for the executive committee.

The meeting promises to be one of the liveliest in the pro association's history. End of the depression finds that treasurer Mackie will proudly report the PGA in its strongest position financially and in number of members. The PGA ball deal resulted in bringing to the members an amount averaging the annual dues of the members as well as augmenting the association's treasury substantially. Among matters to be discussed at the Chicago meeting is extension of the PGA trademark license to apply to approved clubs, bags and other items of playing equipment and apparel.

The ball, as a result of an energetic merchandising and advertising campaign, got the association into the Big Business class with problems that accompany the profits. At the annual session the various phases of pro merchandising will get a thorough going-over, together with other leading matters such as pro promotion of golf and protection of the profits ensuing tournament bureau activities, club relations and further co-ordination of sections. In the latter respect effective work has been done by President Jacobus this year.

**Heads Michigan PubLinx**—James Powers of Grand Rapids was elected president of the Michigan Public Links GA at its annual meeting, and Gracewil Lawns of Grand Rapids was awarded the association's 1937 tournament.

## Fencing Club Grounds Serves As Multiple Safeguard

By SEWARD DAVIS

**C**CHECKING over details of club maintenance neglected during the depression sharply reveals that golf club fencing, in many instances, is in bad shape and overdue for rehabilitation now that financial conditions have improved.

Although the appearance factor of club grounds' fencing has substantial value to a club that takes pride in its standing, it is probably the legal liability angle that proves strongest in moving golf club boards to favorable consideration of fencing when the annual budgets come up for approval this fall and winter. Courts have been tough on private and fee courses that have not been marked by fencing as being establishments not open to the general public, or that have not indicated by fencing that hazard is incurred should the fence be scaled. The latter infrequently is the case but has figured in law suits against golf clubs.

Especially when golf club property adjoins a heavily travelled highway does the

sturdy, weather-resistant wire fence of sufficient height at that point to stop the high slices of the flailing members would be a logical item in the budget.

Development of flowering landscaping at golf clubs is another factor that has made adequate fencing a requirement. During the blooming season clubs have



Fence at Big Oaks GC (Chicago Dist.) adds to landscape beauty and affords adequate protection.

their valuable shrubs sadly hacked and jerked by marauders who make off with arm-loads of blossoms. The old story of hose thefts at golf clubs continues to be an expensive one, although the loss has been reduced by the growing practice of buying hose identified as exclusively golf club property, and by locked hose storage wells.

Automobile parking spaces where prowlers may enter and sneak away with whatever is left in the cars of members and guests, and caddie yards, which generally are rather untidy and unconfined, also call for attention when the item of fencing is being considered in the budget.

*Photos courtesy Page Fence Ass'n.*

## Grass Paint Fungicide Is Green Section Meeting Sensation

**D**R. JOHN MONTEITH, JR., technical chief of the USGA Green Section, amazed the hundreds of greenkeepers and chairmen who attended the outdoor meeting held during his recent tour by demonstrating the quickest known method of restoring grass to rich, healthy color.

Coloring is by means of material sprayed on the grass. Patent is being applied for by the Green Section with the idea of making the material available at low price and without license fees. The material also has fungicide properties. It is of special value where greenkeepers want to have good colored greens without forcing and weakening treatment that sometimes is demanded when a club has a tournament a few days away. The coloring, which dries quickly, lasts for three



Sturdy, barbed-top fence at Park Ridge (Ill.) CC keeps out trespassers.

fencing matter become important. Stray shots that go out of bounds into the road may cause automobile accidents that will bring suits far beyond the extent of the club's insurance coverage, in case the club has gone to the expense of protection against damage beyond its ground. One of the leading Midwestern clubs has a tee alongside of which—and to the right—a heavy-traffic highway runs. Ostensibly as protection for the club and the passing motorists, the club has a 12 ft. high stretch of chicken netting. The netting has stood for several years and now is full of huge holes allowing many slices to bound along the highway. Erection of a

to six days unless washed off by rains or sprinkling, and when dry does not come off on golf balls. The fungicide effect of the coloring material is temporary and will not take the place of the commonly used mercury treatments for dollar-spot.

Monteith also set forth hope of the Green Section that research in chemical control of weeds would soon reach the point where the Section would feel safe in recommending chemical treatment under certain conditions. He reported that bents were sometimes adversely affected by the chemical controls with which experiments had been conducted, but that bluegrass had shown a fairly high resistance to bad effects. He gave brief summaries of the experiments with arsenic acid, sodium arsenite and iron sulphite, and emphasized light applications for safety's sake.

A vivid demonstration of what golf courses have suffered as the result of too drastic reduction of maintenance budgets was in evidence at the Mill Road Midwest experimental station, which after six years of highly valuable operation in golf turf research, was practically shut down this year as a research station, due to lack of funds. It was evident at the station how quickly weeds, disease and other factors that ruin golf turf condition, take hold when maintenance vigilance is relaxed. The contrast between the necessarily neglected station plots and the finely conditioned course adjacent to the experimental grounds provided an impressive object lesson of the value of a long term policy in course maintenance.

### 'Soil-Concrete' Mixture Solves Step Problem at Orchard Lake CC

**T**HE first known flight of "soil-concrete" steps in the United States leads to the locker-rooms of the Orchard Lake CC. (Detroit District).

During the past few years, the U. S. Bureau of Public Roads has developed definite formulas whereby natural soils combined in correct proportions and provided with a moisture bond (calcium chloride is used for this purpose) will form a tightly-bound stable mass. This science of combining soils is known as "soil stabilization" and is now a recognized method of building low-cost, all-weather roads.

In previous years, the Orchard Lake club has found it difficult to maintain the locker-room steps in any satisfactory condition using ordinary loose gravel or

cinders. So this year it was decided to experiment with a plant-mixed stabilized mixture, which is being produced by a local concern for road surfacing.

A truck load of the stabilized mixture, composed of slag, clay and calcium chlor-



These steps leading to Orchard Lake's locker-room are dense as concrete, but are made of 'stabilized' soil.

ide, was delivered to the club, spread and shaped into steps by club employees. The wood-risers served as forms for the mixture, and some degree of compaction was obtained by hand tamping. Subsequent usage has packed the stabilized steps almost as dense as concrete.

The steps were built about the 1st of July and an average of 1200 persons a week have walked up and down them since that time. They have proven more satisfactory for this purpose than would concrete steps because the stabilized material is slightly resilient and "gives" a little under spiked golfing shoes.

Officials of the Orchard Lake CC are greatly pleased with the stabilized steps and are considering the use of the same material on the club driveways, tennis courts, inclined walks on the course and on the parking lot.

Further details of the new and inexpensive method may be secured from Robert Fosburg, 33rd floor, Book Tower, Detroit, Mich., an associate of the chemists who worked out the method.

**A** pro reminder: Make a deal with your caddie committee for old clubs that you take as trade-ins. Caddies go strong for reconditioned clubs.



## New England Authority Says Budgets Must Be Upped

**H**ERE'S a blunt and valuable close-up on conditions that prevail at many clubs, although the report was made especially on the New England sector and by a competent authority, Guy C. West, editor of the News Letter, excellent bulletin issued by the Greenkeepers Club of New England.

West pulls no punches. Golf club operation is a business with him and the men with whom he has discussed the situation before arriving at his conclusions.

I believe (says West) that golf is in far better position now than it was a year ago. Practically all courses around here are reporting more play this season. I have talked with at least a dozen public course owners and they all report much better business this year. I have noticed that comparatively few courses have not let down their former bars to attract new members. There still is some "small" stuff being pulled by various clubs to get members away from other clubs.

Bad effects that the depression budgets have left on many courses are both direct and indirect: direct in that there are still many courses which need new equipment, having used the old too long. (Much of the equipment in use is useable, but inefficient in the light of modern course equipment). The biggest indirect result of depression budgets is that it is going to be more than difficult to convince green-committees and club members that the old-time budgets weren't wasted money. I honestly think that greenkeepers have done too good a job with the little money they have had these past few years, and with the change in membership at many clubs now, a type that doesn't know the finer points of the best maintenance, greenkeepers are going to have a real task in getting increases in budgets and their salaries. This is a serious result of decreased budgets.

### Not Many Budgets Are Adequately Large

I know of but few courses that have adequate budgets at present for first-class maintenance. Most course budgets are off at least a third, and many even more.

Perhaps the best work the greenkeepers of this section have done in the past year was in making their greens in general better than they were formerly, in spite of low budgets. This is largely due to the

increased use of velvet bent on many courses, notably the No. 14276 strain. We have had some fine greens around here this year. I think the best set of nine velvet bent greens that I ever saw were those at Oak Hill CC, Fitchburg, Mass., this year, and certainly as fine stolon greens were at Waterbury (Conn.) CC. Many other courses have had fine greens in spite of the depression.

### We'll Have to Pay for Past Budget Paring

On some courses, budgets have been cut so far that new construction will be needed before fine maintenance will be possible. I know of one fine championship layout not far away that will almost need rebuilding, or at least resodding, so bad are the greens. The Newport CC is spending several thousand dollars on weed control of fairways fertilization (60 tons of Milorganite), and in changing their bunkers for cheaper maintenance in the future. There are a good many fairways that will need renovation because of scarcity of fertilizer these last few years.

The greenkeeper and green-committee can work better together for the good of the club by real cooperation. They should meet together often. The greenkeeper

### Where Shortsight Defeats Sense In Budget Planning

Comparing the course maintenance budgets of 15 representative clubs over a five-year period, including two years prior to the depression, brings out the value of a several-year basis of budgeting rather than a year-to-year policy.

If a greenkeeper saves a thousand dollars because of favorable weather conditions one year, careful study probably will reveal that it is better to segregate this amount and credit the greenkeeper with it for use in next year's operations rather than cut the next year's budget by a thousand dollars.

The fact that chairmen and other officials seldom serve more than two-year terms stands in the way of a proper long-term determination of budget requirements.

Accurate weather reports, obtainable from the greenkeepers' log or from weather bureaus, are vital to correct determination of budget needs.

Too often, though, the procedure of the green-committee and the board of governors is to take figures for a season like this one when watering expense has been heavy and decide that next year won't be so dry and so excess of 1936 watering costs may be used for other expenses on 1937 budget. The powers-that-be fail to observe that in many cases increased watering costs are partially offset by lowered costs of mowing and fungicide treatment.

should really be a member of the committee. He should be ready at all times to talk and write his opinions upon any matter under discussion. He should be able to tell the committee why he differs with them, if he does, and not have the committee get sore. He should get his opinions down in writing as much as possible. The committee should ask the greenkeeper's opinion and respect it, as it is probably better than the committee's upon any detail of course maintenance.

The big problem for 1937 is to convince club officials that courses need more money, and that they must have more or they may need twice as much the following year. The big problem is to get out of the rut of low budgets. Real co-operation between greenkeepers and their committees goes quite a way towards solving this problem.

Along this line of co-operation, we of the Greenkeepers Club of New England have held two greenkeeper-club official tournaments at our summer meetings, and I believe that they have fostered a fine spirit of fellowship among those present, and have shown many club officials many of the problems of the greenkeeper that they did not appreciate before.

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### Just Because Machines Still Run Is No Sign They're Efficient

**A**T TIMES the thoughtful greenkeepers wonder if course maintenance equipment isn't built too sturdily and honestly. Much of the machinery has run too long and is not displaced because club officials can not realize that even though the equipment is running, it may be costing heavily in obsolescence and inefficiency.

This policy certainly does not adequately reward progressive manufacturers who have small enough market and low enough margin of profit in the golf maintenance equipment business. But the heaviest penalty is paid by any club that actually handicaps efforts to further perfect golf course equipment by failure to provide a prompt market for new developments.

KENT BRADLEY,  
*Greenkeeper, Passaic County GC.*

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**F**OR the first time broadcasting rights to a national golf championship were acquired by an advertiser when the USGA and the Garden City GC accepted the National Biscuit Co. offer to broadcast the

National Amateur over an NBC coast-to-coast hook-up.

The broadcast consisted of a daily resume at 5:45 E.D.T. with a stroke-by-stroke account in the concluding hour of the final on Saturday.

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### In Rhyme Mr. Will Advises You What Greenkeeper Has to Do

**I**T MUST be the influence of nature's beauty rather than burning passion that moves greenkeepers to composting some poetry, but the fellows do cut loose with verse fairly often. Here's one job from Rudy Will, Woodmont GC, Bethesda, Md.:

Listen, golfers, while I rant  
And give you lads the proper slant  
On what we don't and what we do  
To please our merry golfing crew.  
We don't leave tracks in all the traps  
And don't leave divots on their backs.  
We do cut greens and rough and tees  
And trim the limbs from low-hung trees.  
We do rake traps, and bunkers clip,  
And from the hazards, water dip.  
We neatly smooth that small landslide  
Where you with spade and niblick tried  
To dig a model of the Great Divide.  
The emerald tees this spring our prides  
Now look like mangey leopard hides.  
This isn't all; it is just a start  
To prove the greensman does his part.

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**Club-throwing Contest**—Here is a new stunt that creates a lot of interest. Members are given a club (usually an old mid-iron) and throws are measured for distance; sometimes with clubs landing out of certain areas resulting in disqualification for lack of accuracy. Contest is an amusing event for men and women. Variation of this contest is to have player hit a ball and then promptly throw club with either distance of club, or distance of ball and club both, determining the winner.

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**Fee Course Has Boy's Club**—Smart idea at the Parkland course, Tacoma, Wash., is the organization of a boys' golf club. Thirteen youngsters from 12 to 16 years old, comprise the charter membership. Three rounds must be played before handicaps are established. Club dues are 25 cents annually and a special daily rate of 25 cents for 18 holes is made the kids; Saturdays and Sundays excluded. A monthly rate of \$1, excluding Saturday and Sunday play, is made the boys.