

Two-bits a hole for low ball. Two carry-overs for tied holes. And here was H, last putter, all set to win third hole and carry-overs with an unmissable fourteen-incher.

All was tense and quiet. The putter went slowly back. The stroke had barely started for the kill when "Woof!—Swish!—a frisking pup appeared from nowhere up over the edge of the green, engaging H's eyes and attention. The putt finished but it finished wrong—leaving H a longer putt than he had before.

H, eyes gleaming madly, now developed a sudden, raging urge to putt the dog. The putter, hurled boomerang-wise, having missed its mark, H took after the dog to boot it, or anything. Whereupon the pup made for the rickety boundary fence, squirmed through to refuge, and contemplated H curiously from a safe distance.

Golfer H is for golf fence that keeps out dogs and any other thing that can ruin a \$3.00 putt.

* * *

Golf is a game of happiness tempered with grief. The fee-player or club member will play by choice where grief hazards—not of the game—are reduced to a minimum. It is really remarkable how many of these unnecessary, soul-tearing golf gripes can be fenced out.

In addition to its effect upon membership good-will, adequate golf fencing stops definite losses of equipment and revenues, ends property damage.

Unfenced golf courses report losses of sprinklers, hose and other maintenance equipment. Everything loose disappears from open courses.

Some courses have been fenced to end the picnicking evil. Picnickers with fire, food, paper and other debris to leave and scatter seem to consider an unfenced golf course a sort of forest preserve tourist camp.

Still other unfenced courses complain of the "short-cutting" evil. Paths are beaten by outsiders across greens and fairways. Accident liabilities are greatly increased.

Fences are absolutely necessary, also, to protect gate receipts at tournaments. Every club needs tournament activities and revenues. No unfenced club can hold tournaments and collect admission fees successfully.

For these many reasons impregnable fencing is a golf club asset which pays for itself in protected revenues and prevention of liabilities. No club worth the name can afford to be without it.

Kansas City Site for NAGA Convention Is Aim of H. of A. Assn.

THE Heart of America Greenkeepers' Assn. has begun a campaign to get the 1939 National Association of Greenkeepers' convention for Kansas City.

P. L. Pepper, secy. of the organization, who is putting the group's bid before greenkeepers and association officials, tells there are 220 courses in Kansas and 160 in Missouri. Greenkeepers in these states and in Iowa, Nebraska, Arkansas, Oklahoma and Texas say the Heart of America association officials haven't been able to afford the expense of attending conventions farther east and that they need the valuable educational contacts with the expert greenkeepers to the east and north of them.

A national greenkeepers convention making use of Kansas City's attractive and adequate convention facilities would have a tremendously important influence on golf clubs in the mid-continent, says Clarence Radke, president of the H. of A. Assn.

Its v.p., Harold Henry, expands the Radke remark by saying, "Greenkeepers have been asking for an opportunity to win deserved prominence in the golf spotlight. In the "Heart of America" territory greenkeepers organized for the progress of golf have been doing extraordinary work not only in maintaining their own courses under severe discouraging conditions, but in helping smaller courses get established on a basis of good maintenance.

"Centering the attention of the mid-continent's golfers on their greenkeepers' achievements by bringing the practical brains of America's greenkeeping into sessions at Kansas City would be a valuable exhibition of the greenkeepers' earnest interest in the advancement of the game."

Chi Managers Beat Detroit Gang—Chicago club managers 16-man team defeated the Detroit managers team 1,256 strokes to 1,258 at Oak Park CC (Chicago district) Oct. 4 in the annual joint meeting of the two organizations. Added starters were several managers from the Ohio Valley section of the club managers, among whom were Fred Crawford, manager of the Pendennis club, Louisville, Ky. On Oct. 18th the Ohio Valley chapter will hold its annual election and president's dinner. There will be golf in the afternoon. Members of the Detroit and Chicago managers' associations have been invited to join with their Ohio Valley pals in the gathering.

Club Managers Will Invade Memphis for Annual Meeting Jan. 18

TWELFTH annual convention of Club Managers Assn. of America at Memphis, Tenn., Jan. 18, 19 and 20, will be featured by the most complete examination of clubhouse operating trends ever made by the organization, says James MacGoo-gan of the Youngstown (O.) Club, president of the CMA.

Wayne D. Miller, mgr., Cincinnati (O.) CC, is sec. of the national managers group and will lead the probe into country club conditions. One subject to be covered is the development of year around clubhouse programs.

E. M. Reis, mgr., Colonial CC, Memphis, heads the Southern managers who will be hosts to the convention.

What Prizes! — Belmont Hills CC (Wheeling district) recently entertained 200 of its caddies at an annual caddie dinner inaugurated by Pres. W. M. Allen. An ingenious list of prizes distinguished this affair from many caddie dinners. Prizes were given for 5 most faithful caddies, 5 best golfers in various classes, best attendance, best weeder, best student,

youngest caddie, oldest caddie, most years service, neatest dressed, low gross score, blind bogie, best harmonica player and even for the best crooner.

The best crooner prize, which was questioned by juvenile authorities, finally was approved as a tactful reminder to a Belmont Hills member identified as engineer of the loudest and lousiest tenor voice ever heard in a locker-room.

Bradleys Now Foursome—Kent Bradley, supt. of the Passaic County GC, and a frequent contributor to the golf business press, is yippeeing and throwing out his chest. The Bradley's now have a second son, David Dunbar, born at Paterson General hospital, Sept. 24. Mama is healthy and serene. Kid is robust and squawking already just so folks will know he was born in the golf business.

Mid-South Opens Circuit — Winter tournament season this year gets under way with the 17th annual Mid-South pro tourney at Pinehurst, Nov. 16-19. First two days are pro best-ball, pros to arrange for their own partners, and the second two days individual Open tournament.

ARE YOU AMONG THE 2,000 PRIVATE COUNTRY CLUBS?

... whose total of 300,000 members all get GOLFING magazine free during the summer? If so, we urgently request a revised membership list from you NOW while our circulation department has plenty of time to make mailing list corrections.

As it is, each list received must be compared, name by name, with the previous list. All your new members must be added; all resigned and deceased members must be "killed," and all members who have moved must have their stencils changed.

The privacy of your list will again be respected, as it has been by us in the past. Our stencils are for the purpose of mailing GOLFING and may not be used by anyone for any other purpose.

So send in your list now, while the club is still open and the roster handy to get to. We will be very grateful for your co-operation in easing our usual spring rush.

Address lists to Circulation Department, GOLFING, 14 East Jackson Blvd., Chicago, Ill.

NOTE: Revisions will make it possible for us to add a few more private clubs to GOLFING's list. If your members are not getting the magazine free, ask us for sample copies and information.

Lists are not acceptable from daily fee or municipal courses. To non-club golfers, GOLFING is 50c a year, three years for \$1.00.

IS YOUR ACCOUNTING DEPARTMENT MECHANIZED?

By JACK
FULTON, JR.

SOMETIMES I think it is too bad club officers and board members are not forced to pitch in each month and help out the accounting department. If they did, they'd soon come to a proper appreciation of the tremendous job to be done not only monthly, not only weekly, but daily in the routine handling of members' charge tickets, vendors' invoices, payrolls and pay checks, cash receipts and incidental accounting work.

The officers would quickly realize that the club's accounting department deserves all possible mechanical help in the way of calculating and bookkeeping machines to eliminate the factor of human error and to speed up amazingly the time needed to complete the department's work.

Old Fashioned Ways Persist

As matters stand today, all too many country clubs are getting along in their accounting departments with a check-protector, a hand-operated adding machine, and little else in the way of mechanical equipment, depending on the brains, pencil, fountain pen and writing arms of the employees for the rest of the work. Many a good sized business establishment, with far less volume of detail accounting work, is careful to use machine accounting to the utmost.

A recent survey of the accounting work at a representative country club has just been completed by the Burroughs Adding Machine Co., and the findings are so interesting and point so accurately the value of mechanical equipment in this work that GOLFDOM reprints the findings in part. The highlights:

"The detail work necessary in the proper handling of the club's accounts includes the auditing and bookkeeping work in connection with approximately 27,000 charge tickets per month; the checking and paying of hundreds of invoices from vendors, which are included in approximately 150 vouchers paid each month; the work incidental to the checking and compiling of payrolls and the issuing of 125 employee pay checks twice monthly; handling of cash received, involving 350 monthly entries; and incidental accounting work such

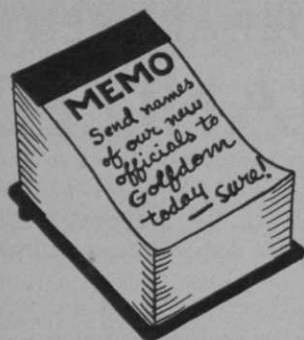
as computing monthly inventory and verifying extensions on food and supply requisitions."

All of these jobs are now performed by mental calculation and pen-and-ink bookkeeping entries, assisted by one small hand-operated adding machine.

Involved Method Slows Up Final Figures

"Biggest accounting job in the club," says the survey, "is the handling of members' accounts and involves the auditing and bookkeeping for 280 members who sign 27,000 charge tickets a month. The present routine in connection with these tickets is as follows: (1) tickets assembled by departments and checked for missing numbers; (2) each class of ticket added to arrive at daily control totals for each department; (3) tickets then sorted alphabetically; (4) tickets next sorted by members' names and placed in members' envelopes; (5) two or three times during month, tickets are removed from envelope and listed by departments on adding machine; these department totals are posted to members' ledger cards; (6) at end of month, 10% service charge and 3% sales tax are computed and posted to the members' ledger cards; (7) members' statements are then written in long-hand from ledger cards."

This method requires the adding of 27,000 tickets *twice* on an adding machine and innumerable hand postings and mental calculations. The proposed method is to use an electric calculating machine to accumulate daily totals by departments and also to accumulate members' totals. After members' totals by departments have been prepared in the above manner, it is proposed to post the members' statement and ledger in one operation on a typewriter bookkeeping machine. This work is to be done daily and proven daily so the accounts will be in balance and ready to



mail immediately after the close of the month's business.

The same two machines handle the accounts payable. The club's present method involves seven distinct operations: (1) vendors' invoices when received are mentally verified for correctness of prices and extensions; (2) invoices are checked to vendors' statements; (3) an accounts payable voucher is then written in long hand for each vendor; (4) voucher entered in register in ink, being distributed to 20 primary accounts and 10 sub accounts and then added for account totals; (5) amount of voucher posted on a vendor's ledger card to provide record of payments; (6) check is written in long-hand, protected and proofread; (7) check entered in check register.

How Voucher Check Saves Time

In place of this complicated procedure, the survey recommends "the use of a voucher check which would be made in triplicate. Original serves as remittance advice and as check. Duplicate is filed numerically as audit record. Triplicate is filed alphabetically by vendors.

"The bookkeeping machine writes the voucher check and also makes final distribution to the primary and sub accounts in one continuous operation, with daily proof of the work. Four manual operations are performed in one machine operation.

"When the lower half of the voucher, the check proper, is filled out, the check register is written in the same operation."

Machine auditing and bookkeeping shows its greatest efficiency in the handling of payroll routine, particularly in simplifying compliance with Social Security requirements. This law makes it necessary to add the allowance for meals and lodging to the amount of money paid the em-

ployee to arrive at the federal tax, and then make deductions of the meal and lodging amounts to arrive at net pay.

At the club surveyed, not only were 125 regular employees paid twice monthly, but an equal number of transient employees (used on peak-load days) were in the picture. In handling these pay-checks, the club's present routine entailed eight operations. The survey lists them:

"(1) Payroll written in long-hand from time cards; (2) payroll footed and cross-balanced on adding machine; (3) pay-check written in ink; (4) check stub filled out to show earnings, tax and net amount paid; (5) check run through protector; (6) check proof-read for accuracy; (7) amount of employee's earnings and tax, including allowance for board and lodging, posted to Social Security record; (8) postings on this record proven.

One Operation Instead of Eight

"By use of the bookkeeping machine, these eight operations can be handled in one operation. All of the various records are placed on the machine and written, footed and cross-balanced and the check properly protected at once. This will be a big factor in reducing the amount of work your accounting department has been called on to do in connection with social security work."

The report concludes: "We are of the opinion that the time which will be saved by the use of these two machines can be used to very good advantage in securing better control of liquor and food. Because of the physical layout of the club, it does not seem practical to check every item of food out of the kitchen and all drinks out of the bar with a food-checker; however, better control can be secured on these two important items. Your auditor will have less demands on his time and can devote more time to keeping a check on liquor and food and to working out averages from past experience which will assist in control."

The bookkeeping machine and the electric calculator will necessarily cost a lot of money in any club's language. However, as the survey points out, such machines are precision instruments and built for years of service, so that it is only necessary to spread the cost over a period of ten years to appreciate the economy obtainable. Just compare, say, a \$200 annual cost with the wages of even one extra clerk, and the economy picture becomes clear.

PUT BEND IN YOUR BUDGET

By IRVINE C. WILLIAMS, Mgr.
Onwentsia Club, Lake Forest, Ill.

THE manager of a country club has the difficult responsibility in these days of unbalanced budgets of maintaining a businesslike yet sensible ratio between the financial security of his club and the social plans and wishes of its membership and officers. A carefully planned budget is a prime necessity for the well operated club; just as it is for the successful business. Yet there are occasions, every year of a club's existence, when the budget must be bent, if not broken, to meet extraordinary expenses unforeseen by the most efficient and far-seeing officers and their management.

The club's buildings, grounds and equipment must be kept in tip-top shape, for deterioration, once it sets in, is difficult to check. Thus, there are years when the best budget fails to operate completely. Roofs must be repaired, furnishings must be replaced, accidents will occur. There are myriads of drains on the club's treasury that cannot be anticipated.

After nearly 30 years of club management, it has been my experience that an anticipated income of, let us say, \$100,000 must be budgeted so that expenditures of only \$85,000 are planned. The remaining \$15,000 should be ample to meet extraordinary expenses, and, in some years, to add to the club's cash reserves, without straining the financial position of the club, without hampering its program, and incidentally, without straining the relationship between the membership and its management.

Let us assume the planning of a budget and its successful control of a club with an anticipated revenue of \$100,000 for the year 1938. This revenue might be calculated as follows:

From resident members	\$ 89,350
women members	6,150
non-resident members.....	1,320
army & navy members.....	250
university members	80
season members	4,250
junior members	300
links privileges	4,000
green fees	1,800
initiation fees	2,000
miscellaneous income.....	500
	<hr/>
	\$110,000

Let us also anticipate a profit, in round numbers, from the following club services:	
Restaurant	\$1,000
Cafe	4,000
Rooms	500
Cigars, cigarettes, etc.....	500
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	\$6,000

This hoped-for profit, added to the anticipated income of the club, totals \$116,000. (But let us bear in mind that the fondest hopes of club officials and managers often are not forthcoming—the club's usually profitable services may show a loss, the membership decline in numbers, or some wholly unforeseen event or events may transpire.)

Now, for the planned expenses of the club, during 1938, budgeted as follows:

General expenses (taxes, insurance, supplies, etc.).....	\$22,785
Clubhouse operation	35,000
Grounds maintenance, etc.....	24,000
Golf	5,000
Tennis	5,000
Swimming	2,000
	<hr/>
	\$93,785

Then, the anticipated losses on the club's unprofitable services:

Locker-room'	\$2,000
Trap-shooting	200
Stables	3,000
Riding school	1,000
	<hr/>
	\$6,200

And, of course, we must not forget the funded debt. This is the one item in the budget that we are positively certain will be, say, \$10,500.

Now, for a recapitulation:

Planned expenses	\$ 93,785
Anticipated losses	6,200
Funded debt	10,500
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Total	\$110,485

Thus, the difference between the anticipated income (\$116,000) and anticipated outgo (\$110,485) is seen to be a mere

\$5,515, which is a wholly inadequate sum for a club of this size.

For example, suppose that during 1938 it becomes necessary to spend \$3,300 for furnishings and repairs, and perhaps it will be necessary to spend \$400 for restaurant equipment and furnishings, and maybe the rooms will of necessity be re-decorated and refurnished at an expense of \$3,000. Perhaps grounds and equipment will eat up another \$2,200. All of these extraordinary (but highly necessary) expenses total \$8,900, which is exactly \$3,385 more than the \$5,515 provided in the reserve planned and hoped for in the budget.

So it will be seen that \$15,000 leeway between revenue and expenses is not too much for a club of this size.

The officers of the club will expect (and will avail themselves of the experience and recommendations of their manager in planning the following year's budget.

The officers of the club will expect (and rightly, too) a monthly report of income and disbursements from the manager of the club. This will provide a basis for constant control of the budget, and serve to strengthen the confidence of the officers in the ability and experience of the good club manager.

Pro's Sons Make Big Hit on National Chain Broadcast

FROM the National Broadcasting Co. press agent went a yarn to all newspaper radio editors concerning the Kelly kids. The boys often have put on their act for pro groups and really are good. The NBC press bulletin read:

A trip to Yellowstone National park and a fifteen minute broadcast over KGIR, NBC affiliate at Butte, Mont., will be the unexpected reward reaped by three young Highland Park, Ill., boys who appeared as guests on Jerry Belcher's "Our Neighbors" program.

The three boys, all sons of Tom Kelly, golf pro at the Sunset Valley golf course, were so natural, human and appealing in their conversation with Belcher that Ed Craney, manager of KGIR, wired them the invitation to come to Butte for a special broadcast. Craney promised to mail tickets for the boys and their mother and said he would see that they saw Yellowstone National park before they returned to Highland Park.

The boys are Bobby, 8, Jimmy, 10, and Tom, Jr., 11, and they are all talented

singers and dancers. Mrs. Kelly, who was a radio singer in her own right as Ita McMahon, arranges songs for them and trains their voices.

The appearance of Tom, Jr., on the program with his dad was a double success for him. He has already received more than fifty subscriptions for the mimeographed Sunset Valley "Geset" which he plans to publish in September, and which he discussed with Belcher during the broadcast. His subscription price was six cents.

Spalding's "Uncle Julian" Celebrates Seventy-Ninth Birthday

SPORTS leaders and neighbors joined with the family of Julian W. Curtiss, Spalding's chairman of the board, in observing the 79th birthday of the rugged and beloved pioneer, Aug. 29. "Uncle Julian" played golf in the morning at the Greenwich CC, where he was president for the first 15 years of the organization, and in the evening attended a family dinner. Besides Mr. and Mrs. Curtiss, the party included his daughters and son-in-law, 7 grandchildren and one of his 3 great-grandchildren. During the afternoon many friends called at Oak Farm, the Curtiss estate at Greenwich.

Curtiss is an outstanding example of the veteran athlete. He was a member of the varsity crew at Yale where he graduated in 1899. From 1901 to 1911 he was crew coach. For many years he was a referee of the Poughkeepsie intercollegiate regatta. He served as president of the Yale Club of New York. He has been a member of the Greenwich Board of Education since 1913 and its chairman since 1924. He also is a member of the Connecticut Board of Education. He was first president of the Greenwich YMCA.

He is one of golf's grandest old men and known personally to almost every one of the older pros and Eastern club and association older officials. He was one of the prime-movers in the Eastern inter-scholastic golf tournament.

One and Two and . . .—Ballroom dancing lessons feature the winter program at Bonnie Briar CC (NY Met. district). Teacher is a member who has made a non-pro hobby of ballroom dancing. Members of the class are limited to 50. A nominal charge of 85 cents is made for buffet supper served after each class, and for phonograph records.

MEET LABOR'S NEEDS

House employees often have cause for complaint, says veteran house manager

I WALK through our locker-room and hear members complain about labor trouble. They ought to try managing a metropolitan district club these days and they'd learn what labor trouble really means. In September, when this is written, I am still losing and hiring help for reasons embarrassing to me, with a disturbance in service that has given me nervous indigestion, all because my board of directors won't take a clear perspective on the situation.

There is an unorganized but serious labor discontent and disloyalty at many country clubs. It's part of the general situation but some of it is our own fault. Seldom do we provide year around employment. We have to contend with the problem of getting help, training them, and then losing them. That's something that would destroy a lot of businesses—but still the manager is expected to solve that difficulty by some magic means.

Tempers Are Touchy Now-a-Days

As an example of what is happening regularly: perhaps I cautiously suggest that fly-spray be used in the kitchen every day. A heretofore loyal worker will tempestuously sling out his jaw, bark "I quit," and stalk off with body all fists! Mass irritability, kept at high pitch by labor's nation-wide attempt to cope with rising costs, gripped him and immediately he left.

Is it my fault? After being in club work for nearly 20 years and having developed a pleasant and effective way of handling workers I drop shoulders with a resigned, "What can I do? Labor is walking out all over the country. I can't cope with it!"

But where does this leave me? I have pride, a reputation; I am ambitious and shame creeps through. I am annoyed at what I have just said. Taking stock, the above incident repeated again and again has wrecked the homey quality of service with which our club had catered to its members. Labor turnover has stiffened the payroll because of the regular "extra help" I must find. Labor turnover has swept away employee pride, morale, and concerted good conduct.

Now we have petty thievery from migrant workers, recurring whinings from

employees who hear of "greener grass over the fence," heavy breakage of dishes and club equipment through carelessness, and numerous other demoralizing factors. A "here to day; gone tomorrow" policy is most ruinous in a private club in which employees should remain not only throughout the season but should return season after season in order to maintain tip-top service for an unchanging membership.

This, then, is the situation, and I am now ready to claim that it is within the power of this small club to lift itself out.

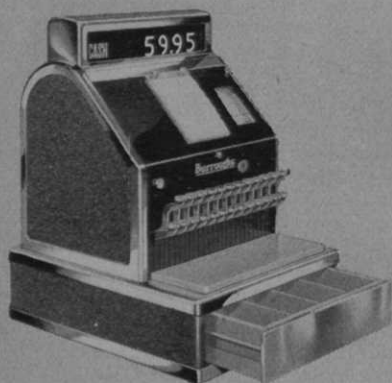
Consider the Waitresses

Last year in the nation 43.2 cents was the average hourly entrance rate of pay for common laborers, according to U. S. Bureau of Labor statistics. Common laborers are taken to be the lowest type of wage-earner, the totally unskilled, those workers capable of tasks demanding meagerest training, fair brawn, and little judgment. Waitresses are not common laborers, yet here in our clubs, this year, with living expenses to these girls higher than last year, we are granting them an average hourly pay of 40 cents, no pay for overtime which occurs regularly, and deprive them of the opportunity of receiving tips. In addition they are given a short season of employment, (cursory mention does not give to this item its real importance to the waitress) their general poor, crowded housing facilities, unhome-like, create a feeling of transiency. Plainly, through this one department, the restaurant, we could inspire an improved morale in the entire club if we stepped right up to a higher level of consideration.

We can do it. Our club exists because of the wealth of members who cultivate expensive pleasures after having met their own living requirements. The club exists because we maintain a place in which these members can expect to enjoy the most solicitous and expert service. Therefore, are we not losing the core of service when

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EASY CONTROL OF CASH SALES



Burroughs offers a new line of low-priced, ultra-modern cash registers especially designed to meet every cash handling need. There are printing and non-printing registers suitable for bar, cigar counter, pro shop, and other places where absolute control of all cash and charge sales is necessary.

QUICK CHECKING OF FOOD AND BEVERAGES



Special Burroughs machines speed up and simplify a club's food and beverage system, and validate members' checks at the lowest possible cost. Some models check both food and beverage sales, providing separate totals of each. Or separate models can be used in the kitchen and at the bar; this permits accumulation of separate totals of sales and "void" items.

COMPLETE HANDLING OF MEMBERS' ACCOUNTS



There are many low-priced desk bookkeeping machines in the Burroughs line from which to select exactly the equipment a club needs to handle all its bookkeeping with speed, ease and economy. Members' accounts, all budgeting and expense figures—as well as all miscellaneous figure-work—can often be handled on one low-priced Burroughs machine.

HELP YOU

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control of your**

1938 REVENUE AND OPERATING EXPENSE

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HANDLING MEMBERS' ACCOUNTS,
CLUB BUDGETING AND EXPENSES**

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You will be agreeably surprised when you learn how little it will cost your club in money—how much time and worry it will save—to have the protection, the accuracy and the simplicity that a proper installation of inexpensive Burroughs equipment provides.

It will pay you to talk with the local Burroughs man. He has what you need to assure profitable and inexpensive control of all your club's revenue and operating expense. Telephone him today. Or, if you prefer, mail the coupon.

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We should like more information about Burroughs equipment for golf clubs.

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we refuse to develop it by lack of consideration for those who serve?

The best waitresses, generally, are those girls making this field of service their sole means of livelihood. Taverns and popular resorts are attracting them simply because they offer more money. And all our little baits of pleasant atmosphere, healthy country location, and good food might better not be expressed. In importance to the waitress they amount to nothing. She wants good pay in exchange for the long hours and short season she sees behind the points of our offer.

For club welfare, we should make a concession here. In addition to the present salary of about \$50 per month, a charge of 10 cents added to each restaurant check would provide a further \$20 to \$30 per month, at least. As an incentive to waitresses to welcome patrons and to be quick in service this would be a workable solution, least to affect the club budget, and of slightest notice to individual members. Or 10% of the check, one-half of which could be withheld until the close of the season to insure full-season service, would be an excellent means. A Christmas bonus, also, is a gesture very likely to keep the club in a good waitress' mind as a cooperative place when the following season comes around.

The point is that right now we must consider a new plan, through which our individual clubs can rescue themselves from this still unorganized but threatening service problem. It is to our advantage to take the first step before we lose friendly relations with our helpers.

British Golfers Playing Later; Equipment to Cost More

ALLEX M. PIRIE, a leading figure in the British golf club manufacturing business, brings hope to the US golf business by commenting in the "Sports Trader," London, Eng., for July:

"Everything points to this being a record season for golf. The word 'season' does not, of course, apply to golf in these days as it did 20 or 30 years ago. I recall the times when about 75% of golfers put their clubs away about the end of September and forgot about the game until the spring. Happily, this hibernation does not prevail now and an equally large percentage of golfers keep their clubs in action from January to December."

Pirie's remarks confirm GOLFDOM's persistent declaration that the American golf business can be extended greatly by ef-

forts of pros and club officials, with a consequent increase in golf income.

The British manufacturer makes another statement in his "Sports Trader" story that may click on this side of the Atlantic. He says:

"At the present time, when the cost of practically every commodity is advancing, golf clubs seem to be getting cheaper. Why, I am not sure. There are too many people in the business who do not understand it. The Golf Section of the Federation (of British Manufacturers) has been reconstructed, but price maintenance does not form a part of their policy and at the present time the position seems to me to be in a hopeless state of chaos.

"Serious floods in the Mississippi valley have upset all calculations with regard to persimmon (and) have sent prices up to an alarming degree. In view of this and other advances, the price of golf clubs will require adjustment at a very early date."

Don Boyd Makes It Two in Row at Ohio Supts. Annual Tourney

OHIO Golf Course Supts. Assn. held its annual golf tournament Sept. 20 at Wyandot CC (Columbus district), with 80 superintendents, equipment men, pros and club officials in attendance. Don Boyd, Portage CC, again won the championship trophy. Boyd is president of the active organization. Mack Burke defeated Nelson Monigle for the runner-up trophy. There was approximately \$500 in prizes donated by equipment and supply dealers and the association.

Wyandot's supt., Lawrence Huber, shot one of those rounds that show the concern of greenkeepers with tournaments. Huber went out in 53 and came back in 37 after he'd heard the guests compliment conditions of the course. Francis Marzolf, pro-manager of the club, and Wm. Margraff, treas., officiated at the presentation of prizes.

The 1938 OGCSA tournament was awarded to Congress Lake, home club of Arthur Waterbury, sec.-treas. of the organization.

The association passed a resolution of thanks to the Canterbury GC and Western GA for courtesies extended during the 1937 Western Open. Ohio superintendents' association membership cards were honored at the tournament gate. Mel McLaren, supt., and Jack Way, pro, of Canterbury, were lauded at the association meeting for the condition of their course during the Western Open.