

# How Long Will a Golf Ball Last?

The answer is—if carefully played, a surprisingly long time.

But how long? you ask—and rightly because you want to know how much golf you can plan on playing this year.

All right-here's the best answer we can give.

For several years we have had Worthington Golf Balls—the Tommy Armour—the Tommy Armour Championship—the Sweet Shot—and the King—tested by players in many different parts of the country—not laboratory tests but real, actual playing tests.

As a result of these tests, we have had individual Tommy Armour and Sweet Shot Balls returned to us, still in playable condition, which had been used for more than five hundred holes of play. This is equivalent to nearly thirty rounds on an eighteen hole course.

When the Worthington King was placed on the market, we advertised it as "Built for 100 Holes of Play". This was a vast understatement—not one ball was ever returned because it failed to live up to this promise.

The final answer is that any Worthington ball is built to give many times the service you normally require of it. To get the full value of this long service, avoid the great enemies of golf ball life. These are hooking, slicing, and topping. Your pro can help you correct these faults and add immeasurably to your enjoyment of the game.

Not only is it good economy but it is good patriotism to do all you can to conserve your present supply of golf balls—not by playing less golf but by playing more carefully.

Worthington's exclusive construction and vulcanized cured cover results in an extremely tough, long lived ball of top performance. A small supply of these, if played carefully, will enable you to play the full season with complete enjoyment. See your pro today.

## THE WORTHINGTON BALL CO.

ELYRIA, OHIO

WORLD'S LARGEST EXCLUSIVE GOLF BALL MAKER

# A Manager's Report On the Club Managers' Convention

ERIC G. KOCH, president, Metropolitan Club Managers' Assn. who headed the New York metropolitan district's delegation to the annual convention of the nation's club managers, reported to his group's members on the club situation as it was revealed at the Chicago meeting.

Highlights of the Koch report are well worth study by managers and officials.

Koch wrote, in part:

"We can only formulate plans for our immediate future. Constantly changing economic conditions and adjustments to our defense efforts make a long forecast impossible.

"War means harder work, longer hours, greater strain. To be efficient, we must keep mentally and physically fit.

#### Counsels Against Over-Pessimism

"Let us not be overly pessimistic. Clubs still have, and will continue to have a definite place in our communities. In addition to the physical fitness aspects there are definite needs for clubs, such as providing facilities for Civilian Defense activities, for providing temporary hospitals in case of enemy attacks, also as Red Cross evacuation centers. In case of common emergencies, clubs can shelter and feed many hundreds of civilians or soldiers. Through Red Cross classes and other special events they will contribute greatly to our war efforts.

"As far as your membership is concerned, remember that there will be many items and services that money will no longer be able to buy. Taxes will be high, of course, but yet, instead of a new car every year, of extensive travelling, or refurnishing and improving our homes, of buying expensive wearing apparel, a good many dollars that previously went into those channels will be available and can be diverted to the

recreation provided by the club.

"Membership will undergo constant changes. A survey showed that since Dec. 1, 1941, up to about Feb. 1, 1942, resignations from club memberships amounted to about 3.5%. These are about equally divided into 3 categories:

1/3 would have resigned anyway.

1/3 felt that due to patriotic reasons, they should no longer enjoy the luxuries of a club, a self-sacrifice, so to speak. Many of these have since rejoined their club.

1/3 for economic reasons.

"Membership dues comprise the backbone of club operations. Membership determines the success or failure of its operating departments. To maintain your membership will be a real problem in coming months, especially in the face of ever increasing difficulties. Bring constantly before your members the physical and mental aspects of clubs under our wartime economy. Make them realize that they owe you their continued loyalty and support in order to enable you to continue the club and its operations for their own

as well as the club's benefit.

"Clubs are not the luxury that they appear to be on the surface. They pay a considerable share of your communities' real estate taxes. They give gainful employment to thousands of people. They afford meeting places to the residents of your community. Through special events, they donate considerably to the Red Cross, U.S.O. and other charities. Through constant repairs, improvements and renewals, they add greatly to trade and industry, directly as well as indirectly. They are builders of morale and physical fitness. Their survival is essential to the welfare of the nation. Their doom would add tremendously to the burden of an overburdened nation.

#### Even More Economy

"Clubs have been operated on a most economical basis during the last few years, as a good manager conserved and saved, but yet we must intensify our efforts along these lines, as almost all commodities have priority ratings. To preserve them and make them available for our war

efforts is our patriotic duty.

A definite shortage of whisky is inevitable. Importations are greatly hampered by enemy action. Stocks of whisky will soon be depleted. The entire output of high-proof alcohol is needed for national defense in the manufacture of smokeless powder. Gin will be scarce. An additional difficulty will arise through bottle shortages. The canning industry will revert to glass in lieu of tin. Food has priority over whisky. Bulk sales

might be one solution, but extensive changes in our present laws would be necessary. It would be advisable to stock up for your coming season, especially gins and rums. Certain banks will finance liquor purchases on warehouse receipts at a nominal interest charge. No definite forecast can be given for 1943.

"There are 61 Federal Internal Revenue districts, the deputies of which are not bound to each other's interpretations. The extent of enforcement of the law is un to the individual district collector.

"Life memberships are subject to tax equivalent to tax on the annual resident membership.

"Locker rental, if optional, is not taxable.

"Storing and cleaning golf equipment. if optional, is not taxable. Hand-ball. tennis, bowling and greens fees are considered non-taxable facilities.

"Admissions to ice skating rink or

swimming pool are taxable.

"Club functions, where entertainment or amusements are furnished, are taxable to the extent of the price charged over and above the established price for the dinner under normal conditions.

"All assessments, irrespective for what

purpose, are taxable.

"Donations or contributions, if made under pressure, might be considered taxable.

"Social Security taxes on orchestras and entertainment have been payable. Under certain conditions, they are tax exempt. Apply for special ruling. Remunerations to employees of not in excess of \$45 per quarterly payroll period paid by income tax exempt organizations are not subject to Social Security tax and should not be included in the quarterly reports. If you have paid these taxes in the past you should apply for refund.

#### Most Commodities On Priority

"Most commodities are on priority. Check your ranges and other machinery, as well as utensils now, and order parts immediately. No more silverware available. Give better care to kitchen utensils, motors, and other machinery by checking and oiling them periodically. Many repairs, renewals and replacements can be made on application only. Sometimes priority certificates are necessary. Your staff must do its part to conserve and the members must willingly accept certain restrictions and limitations.

"Consider food yield. Have definite purchase specifications. Budget your



purchases according to anticipated business. Know your grading and your most profitable cuts. The 7-rib cut, 27-28 pounds, will give you the same yield as 31-33-lb. cut. The same thing applies to lamb racks; 6½-7 lbs. will yield the same as 7½-8 lbs. Turkeys between 18 and 22 lbs. show best yield. Poultry 5½ lbs.

"It was felt that girls as well as older men will have to be employed as caddies. Some clubs are renting out Kaddie Karts, which have proved successful in various regions. Fee charged is \$.25 a round, \$.50 double. Purchase price, about \$22. Another suggestion is to have in stock and have your pro offer for sale light canvas bags suitable for carrying own clubs.

"Average charge of meals for the help, \$.25 a meal, \$.75 a day. Raised by quite a number of clubs to \$1 per day.

"Transportation: If possible, arrange to fill cars by combining rides.

"In order to decrease golf ball losses, cut your rough, and clean out along sides of fairways to aid in the recovery of balls. "Twilight Golf: After 3:30 or 4 p. m. week-days. Results not too encouraging.

"Very few clubs have decreased their dues in this emergency. A few reported nominal increases, some of which had to be rescinded.

"With the anticipated extension of Daylight Saving Time, late dinner guests may be expected, and it was suggested that only cold dishes and sandwiches be served after 9 p. m.

"Monday closing was most generally accepted for the coming season. Where rooms are occupied by members, clubs will close after serving breakfast.

"Food costs: adjust portions instead of raising cost. Permit member second helping. Feature few outstanding items instead of a large variety of items that move slowly.

"No immediate shortage of fats and oils was anticipated, with the exception of olive oil.

"Very few fabrics, woolen or cotton, will be available for civilian use. If you require uniforms, place your orders now.

## New England Pros Plan for '42

WORK of a hard, smarter sort than they've ever done in their most diligent days before, was set forth as the New England pros' 1942 program at the association's annual spring exhibition and dinner. Each speaker at the dinner emphasized the responsibility of the proin providing a recreational element to balance and keep at high efficiency the intense application of civilians to war effort, and to give men in armed services some fun from golf.

Ernest A. Jones, sec. of the Boston Soldiers & Sailors Committee, asked pros for contributions of golf equipment and their services as golf instructors in camps. Arthur Johnson, pres. of the NEPGA, and W. O. Blaney, acting pres. of the MGA, spoke on plans of the pro and amateur organizations to give golfing opportunities to the service men.

Twenty manufacturers had exhibits, indicating that pro-shops will not run short of merchandise this season. Matt Kiernan of Spalding's estimated that approximately 5,000,000 doz. golf balls were available for reconditioning and warned club officials and pros to work out a plan to prevent ball hoarding.

Jimmy D'Angelo, PGA national VP, told the dinner guests that this was no

year for "business as usual" for the pro and that to keep the clubs and game going the pro is required to exercise his brains and energy in vigorous promotion of a national campaign of physical fitness. Daniel J. Kelly, regional director of the Physical Fitness program, also outlined to the pros the patriotic aspect of their jobs in protecting national health and zip.

The dinner attendance of pros, amateurs and manufacturers' representatives included Mrs. Ruth LeBlanc, pro at the Beaver Meadow club, Concord, N. H.

Other remarks for the good of the order were made by John B. Corcoran, executive sec., MGA; Ralph D. Rooks, pres., New England GA; and Charles H. Hartley, sec., Rhode Island GA. R. B. Chalmers, pres., New Hampshire GA; Samuel S. Mitchell, Pres. Greenkeepers' Club of N. E.; Eugene Wogan, past pres., NEPGA; W. Scott Law, NEPGA sectreas.; and Robert W. Adams, noted engineer, who has made scientific studies of the golf swing, were among others at the speakers' table.

Reading of the roll of NEPGA members now in the service was an impressive feature of the banquet.

### Minnesota Golf Clinic Has Large Pro Attendance

A NNUAL Minnesota Golf Clinic was held at the U. of Minnesota, Monday, April 6, and was attended by a large group of Minnesota PGA section pros, golfers and guests. Wally Mund, section president, was host.

Dr. Carl Nordley, of the university, stated that the Physical Fitness program, arranged by the O.C.D., was going forward in all parts of the country, in a movement that would give recreation and relaxation to all bodies of industrial and office workers. It is hoped, he said, that professionals in the different sections of the country would cooperate in this movement.

Lew Keller, athletic director of the university, spoke on sports in war and stressed physical fitness for men in the armed forces—also that those who remain at home should keep a condition befitting our manhood.

#### **Explains Ball Situation**

Leo French, U. S. Rubber Co. representative, explained the golf ball situation as it exists today. He cautioned pros regarding the distribution of golf balls and explained his company's policy regarding the allotment of balls to their customers. He stressed the point that it was very necessary for the golf professionals to secure all the used balls they possibly could, and to make certain, if possible, to secure a used ball for every new ball sold. This, he explained, would assure pros of a turn-over of their golf balls so that they could expect to have reprocessed balls through 1943.

Standardizing of golf equipment was the subject of Dean Leland of the university. Dean Leland is an ardent golfer and brought with him a large assortment of what he termed 'mongrel clubs'.

Frank Sprogell, PGA secy., outlined the association's policy and ideas for the duration of the war, and explained many of the details concerning the ball situation and the necessary activities for the pro in his many club duties.

The banquet held in the evening was very successful. Dean J. N. Thomas, of U. of M., was master of ceremonies and kept everyone in good spirits throughout the evening. Other speakers were Lew Keller, Les Bolstad, Stan Larson, Wally Mund and Frank Sprogell.

# Congo HATS AMERICA'S FAVORITE STINISHINE HEADWEAD

"Why Under The Sun Don't You Wear One?"



CONGO 65 . . . No. 2300



ROYAL CONGO . . . No. 2350

White or tan duck material, fashionable blocking, side ventilators and transparent green pyralin eyeshade. Small, medium, large and Retail 65c



CONGO 50 . . . No. 2200

White or tan duck material with large mesh ventilators and transparent green pyralin eyeshade.

Made in small, medium, large and Retail 50c

Write for Catalog of Hats, Caps and Visors and Name of Nearest Jobber

THE BREARLEY CO., Rockford, III.

## SAVE with the RAINMOBILE



7280 Melrose Ave. Los Angeles, Calif. Chicago, Ill. Another outstanding BUCKNER contribution to war-time maintenance thrift

#### What Members Do Is Big Factor In '42 Maintenance

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7658 Calumet Ave.

MANUFACTURING CO.

FRESNO, CALIFORNIA

A L LESPERANCE, pro at Belmont Hills CC, St. Clairsville, O., advances the opinion, based on considerable observation in golf, that members can help a lot to maintain a fairly high standard of course condition despite wartime lowered budgets.

Lesperance says that one spot where money can be saved in maintenance of many courses is by reducing the number of hours spent on raking traps. He adds, "The standard need not be lowered if the members will see to it that the caddies rake the marks made by the player." Lesperance also suggests furnishing the member with a small tool, which he can carry in his pocket, so that while the other players are making their shots, the player can dig out any weed in the fairways which happens to be near him at the time he is waiting to play.

"If the player would dig 10 weeds each round, an improvement in condition would result, besides a saving in maintenance cost. You would only have to have about twenty members interested to make a marked improvement," Al says.

long, hard usage.

Write for catalog-

CHICK HARBERT has an ingenious and neat way of price-marking clubs. He puts the price stickers on the clubs but without wetting the stickers. Over the stickers he puts 3/4 in. transparent scotch

This marking prevents switching of price tags, prevents alteration or mutilation of the tags, and keeps them looking fresh. The tape is easily removed and doesn't leave any sticky pieces of Tags are placed just below the paper. grips.

Chick's daddy, E. W. Harbert, pro at Marywood CC, Battle Creek, was one of the first to adopt Chick's idea.

### Bulletin Gives Outlook on Availability of Supplies

WHAT the club manager is up against in buying equipment and supplies for the clubhouse is outlined by an Albert Pick Co. bulletin.

The manager is advised to give considerable thought to conservation, to take steps necessary to prolong usefulness of all equipment and furnishings, and to conserve supplies and eliminate all forms of waste.

Buying conditions are summarized thus:

Carpets—The Government is taking over carpet manufacturing facilities to increase the production of blankets, which are required in unprecedented quantities, and has restricted the use of wool for carpets in 1942 to only 50 per cent of the amount used in 1941, for a comparable period. You should obtain your requirements now, while stocks of the better grades are still available, otherwise you will find it necessary to get along with substitutes for the duration of the war.

Cutlery—The Government has stopped the manufacture of all cutlery containing 4 per cent or more of chrome vanadium steel or stainless steel. When present stocks are exhausted further supplies will not be available; the market will revert to the use of carbon steel.

Silverware—Since March 1st, nickel silver is being used for defense purposes only. It will not be available for commercial use. We urge customers to conserve their silverware as much as possible—clean it carefully and properly, and replate when necessary. In this way you will be able to get along with a minimum of new silver and thus do your bit for National Defense. Stainless steel flatware is now available only for Defense establishments.

Kitchen Goods—Articles made of metal will be the most difficult to obtain. At this writing retinned steel, stainless steel, chrome vanadium steel, nickel and aluminum cannot be used for the production of civilian goods, and restrictions have been placed on tin. When existing stocks of this merchandise have been disposed of, only a limited selection of "seconds" will be available.

Goods made of materials other than metal will also be seriously affected; "Boltalite" trays afford a typical example. These trays are made of a composition, the principal ingredient of which is rubber, now so essential for our defense.

Heavy Kitchen Equipment—Deliveries are subject to ability to get materials,

## This RUGGED pair . . .

#### Melflex Mel-Isle Transit Runners Melflex Molded Diamond Step Treads

Stand up in any service under any kind of traffic and resist the cutting action of GOLF SHOES, skates or anything a man can wear.

Where the job is too tough for rubber, Melflex Textilized flooring compound lasts indefinitely. For Service and Safety, Mel-Isle runners are ideal for locker rooms.

Write

THE MELFLEX PRODUCTS CO.
415 Wheeler Lane







STILL
AVAILABLE
We are still able

to offer golf clubs a limited quantity of Kaddie Karts.

Also a few reconditioned at bargains.

KADDIE KART MFG. CO. 105 N. Clark St., Chicago, III.

Please send information on your Kaddie Karts.

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and deliveries of both parts and materials are slow and uncertain.

Priorities on metals and other materials are affecting all lines. Manufacturers having a large volume of defense work will require considerable time to deliver goods for civilian use, even in cases where they are permitted to supply the goods.

Because it will become increasingly difficult for you to obtain equipment, and also because of the time element involved, we suggest that you have all equipment checked for needed repairs and parts. Replacement parts should be ordered promptly,—before they, too, become scarce.

Furniture—Since last June, wood furniture prices have advanced about 20%, due to the increased cost of both labor and materials. We do not anticipate further advances in the near future, but if restrictions in the use of metals create an unprecedented demand for lumber, it will in all probability affect furniture prices.

Shipments have slowed up considerably. On goods that are not carried in stock, we will require from four to eight weeks to make shipment. Interested buyers are urged to anticipate their needs to avoid disappointments.

Sheets, Pillow Cases, Blankets, Spreads, Curtains, Towels, Table Coverings—Since August, 1941, there have been advances in these lines ranging from 33 1-3 to 75 per cent; further advances may be expected. It is hard to get deliveries, as practically all mills have large Government orders; mills are oversold. In many cases prices have been withdrawn.

Labor costs are higher and may go still higher, either by direct advances or through the employment of unskilled workers. Overhead costs, too, have increased; no doubt they will continue to rise. Looms have been diverted to the production of duck to be used for tents, tarpaulins and other defense items. Blanket mills are making cloth for uniforms. About 80 per cent of the curtain and drapery capacity will be required to make fabric for cartridge belts, mosquito netting and similar items.

Present stocks are fair and goods are on order for our normal needs; however, we anticipate difficulty in getting deliveries with the increased tempo of war activities.

Chinaware—To supply our rapidly expanding naval and military establishments here and throughout the world, as well as the ships, the government requires a quantity of chinaware that is inconceivably large.

In World War I, aluminum dishes were used by the army; but now this metal has become so vital to the manufacture of planes and implements of war that its use is prohibited for other purposes.

All potteries have been producing chinaware for government use for well over a year and the end of 1942 will not see the job finished; there still will be a long

way to go.

The production of all colored body china probably will cease before the end of the year. Pottery special and stock designs of print or decalcomania decoration are gradually becoming more difficult to obtain; where available it will require 6 months or more for delivery, and then only at prices prevailing on date of shipment.

Special line pattern decorated china with or without your own crest or trademark is still available, allowing 3 or 4

months for delivery.

At this time, it appears as though the sale of chinaware eventually will be restricted to decorated green band and lines and plain white china, thereby simplifying production, which the government is striving for.

Glassware—Although restrictions have already been placed on some of the raw materials used in the manufacture of glassware, the effects in regard to price and production have not been so great as on other types of merchandise

on other types of merchandise.

Since September, 1940, prices of hand blown and pressed ware have advanced 10 per cent; there was a 10 per cent increase on machine blown glassware in November, 1941; and the prices of machine made pressed ware were advanced from 10 to 25 per cent since September, 1940.

We do not know definitely what further effects present conditions will have on the manufacture of glassware. However, we anticipate additional government restrictions on materials, and probable increased labor costs. Also, there have been sharp increases in the cost of shipping containers, which will affect prices.

New Yearbook Is 'Honey'—Tam O'Shanter CC, in the Chicago district, has turned out three of the swellest-looking promotional pieces 'selling' the club, that GOLFDOM has seen in a long time. The yearbook, containing 32 pages plus a beautifully printed cover on extra-heavy stock, tells about and 'sells' all the club's facilities, and pictures and describes Tam O'Shanter's tournament history.

A second folder, also a fine printing job, is directed to entertainment chairmen of Chicago organizations, soliciting their attendance at Tam O'Shanter for their an-



#### THEY GIVE SO MUCH THEY NEED SO LITTLE

Modern



#### INVESTIGATE FROM EVERY ANGLE

The famous West Side Tennis Club, at Forest Hills, has found it so. Three MORE of these fine courts are now under construction.

Use COLOURCOURT on your clay and dirt courts

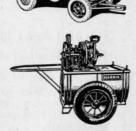
EN-TOUT-CAS AMERICA, INC.

# HARDIE Dependable SPRAYERS



• Many models and sizes meeting every individual need outfits for use with golf and fairway tractors.

Despite reduced Golf staffs. Hardie Sprayers are protecting greens and grounds on hundreds of golf courses, country clubs and estates today. There is practically no upkeep cost-a Hardie gives good service for many years. Anybody many years. Anybody can operate it. Troublefree operation is sured. It is your best and cheapest means of applying pest control solutions to trees, shrubs, greens, and keeping the property up to par. Write for catalog.



#### THE HARDIE MFG. COMPANY

Hudson, Mich., Portland, Ore., Los Angeles, Calif.

nual outings and tournament service. The third piece contains the 1941 report of club operations, and outlines the 1942

program.

George S. May, Tam O'Shanter's president, and Merle Macbain, in charge of publicity, were largely responsible for turning out both the yearbook and the folders. May, who was recently elected to serve as president again in 1942, assured Tam O'Shanter members that normal functions would be carried on but that all activities would be keyed to cooperation with the war effort.

### Willow Grove Mailing Card Uses Fitness Theme, Clicks

A MAILING CARD that's clicking in the Cleveland District is one being sent to prospective players by Elmer Dingeldey, manager of the Willow Grove GC.

Under the heading "Howdy, Soldier!" the copy reads:

That's right. No uniform or gun, but you're a soldier now just the same. War. And we on the home front have a job to do. Our relatives and friends on the battle-fields are depending upon us. We can't let them down. Guns, tanks, planes—hell, Adolph, Benito and Hirohito ain't seen nothin' yet!

But the going will be hard, the pressure tough, and your hours for pleasure few. Yet we have a hunch that you will try to budget your time to permit occasional enjoyment of the open air and relaxation. Possibly a couple rounds of golf before or after work will be just the tonic you need.

Anyhow, we will be here again doing our best with what we have and glad to see you.

P. S.—If you are wise, you will buy that new set of clubs you have always wanted NOW.

### Job and Age Classifications Give Membership Trends

ONE club has found that a classification of its members by occupations, and one by age groups, enabled it to keep a close watch on resignation trends. These two classifications, so the club learned, allowed club officials to determine whether resignations were dictated by independent

personal factors or by motives that might actuate many of a group.

This club found that manufacturers (32) constituted the largest occupational group of members, followed by 28 insurance men, then by doctors and lawyers tied at 20 each, then by bankers and manufacturers' agents, both of the latter groups having 19 members.

Age classification of members of this metropolitan district club of high standing is:

20-30	 6
30-40	 10
40-50	 92
50-60	157
60-70	54
70-80	21

#### Lynn A. Ferguson Dies

In the passing of L. A. Ferguson golf lost one of its greatest friends and most progressive workers. "Fergie", as he was affectionately known throughout the golf field, died April 14th, in Lansing, Mich., where he had lived most of his 66 years. During his many years with the Ideal Power Lawn Mower Co., and later with Jacobsen Mfg. Co., "Fergie" visited a good percentage of the nation's golf clubs.

Though his acquaintances among golf club officials and superintendents were legion, "Fergie" seldom forgot a name. During his long and active span of service in the golf mowing machinery field he worked untiringly for improvement in golf course maintenance standards and the equipment to make it possible. "Fergie" is gone but he left the mark of a standard bearer in the field he served so long and faithfully. All who knew him will miss the congenial gentleman. He is survived by his wife, Paulire Ferguson, a daughter, Mrs. Helen Stickle, and a son, Edgar.

Good Air Circulation Necessary For Healthy Turf—Some of the most destructive grass diseases are more prevalent and more injurious in low pocketed areas than in open areas on high ground. It is a well-established fact that one of the reasons for this is the poor circulation of air over these areas. Not infrequently, the overhanging limbs of nearby trees seriously interfere with adequate movement of air.

Timely Turf Topics of USGA Green Section.