SELF-SELLING PRO SHOP PROFITMAKERS!

Fabulous "fairway-styling" gives the 1956 Parglovs and Parhoods the dramatic design that keps cash registers ringing! Pain-stakingly crafted of the finest luxury-leathers, Parglovs fit perfectly for "second skin" comfort. It's a complete line . . . a style for every purse and purpose. Order from Burgett now . . . prompt delivery.



The Paul Hahn Glove . . . table-cut of finest capeskin . . . tailored to Paul Hahn's personal specifications. The ultimate in a full glove . . . solid colors, all sizes.



A2 Parglov ... short-fingered favorite of thousands ... cream-colored capeskin front, chamois back ... adjustable wrist strap.

K. L. BURGETT CO. PEORIA, ILLINOIS

lycar of being one of two clubs in the city to withstand the summer with almost perfect greens, but we did use about twice as much fungicide as in other years. Could this have caused our greens to be weak and subject to Poa Annua? I attribute a lot of our trouble to the cool, wet spring. Please answer at once so we can check or stop this siege of Poa Annua. (O.)

A-It is my fervent hope that research workers soon will learn how Poa Annua can be eliminated. For discussion on Poa, we refer you to this department in GOLFDOM's past issues. See also USGA Journal, July 1951 page 27. Read also Turfgrass Conference Proceedings at Purdue where Poa was thoroughly discussed. There is no one answer to Poa control but if it were my course I would learn whow to use sodium arsenite in a sprayer and I would do a lot of spraying.

Regardless of the reasons for grass being weakened, Poa invasion is a natural result where large quantities of water are used. Diseases and insects rate high for giving Poa a foothold. Compaction helps also. Weak strains of grass lack agressiveness to keep Poa out. You did not say what kind of bent you started with.

Arsenic (lead arsenate or sodium arsenite) seems to be of great value in fighting Poa. Dr. Wm. Daniel at Purdue has done some classic work on the problem and his papers are very much worth serious study. Cool wet weather is conducive to growth of Poa. Unless we have a desirable grass that grows better than Poa under these conditions maybe we should not expect too much. Where Poa is out of control you would do well to have a turfgrass specialist from your State University give you a hand.

Q-Poa annua is our No. 1 problem. Is there any chemical formula available for elimination of this pest in bentgrass greens? (Ky.)

A-There is no simple formula, chemical or otherwise, for eliminating Poa annua from greens. It is considered a pest in Florida, California, New England and other places, too. Keeping greens free of this pest probably is the high mark of the art and science of greenkeeping. The best chemicals to keep Poa annua in check are arsenate of lead and sodium arsenite. Both may be applied as a spray solution, or dry mixed with topdressing. Lead arsenate usually is used at 5-lbs. to 1,000 sq. ft. starting in early spring and applied monthly except in hot weather. It is more effective when soil phosphorus is low.

Sodium arsenite is much more potent and requires more skill because it is essentially a contact herbicide, affecting leaves and seed stalks. It usually is applied $\frac{1}{2}$ -oz. to 1,000 sq. ft. as a spray in 2 or 3 gals. of water; or 1-oz. to 1,000 sq. ft. in the dry form mixed with sand or topdressing. Bentgrasses may get a slight tipburn but they quickly recover, generally after the new mowing. Repeat sodium FAST-GROWING FAVORITE of GOLFERS and PROS



golf carts with outstanding advantages

*PULLS EASIER

> Perfect balance aluminum, die-cast, ball-bearing wheels minimize pulling effort.

*FOLDS QUICKLY, EASILY Locks positively with an easy squeeze of pistol grips.

> *RUGGED, DURABLE Light yet strong ... of airplane-type aluminum alloy.

Rolls With Wheels Folded, Saves Space Wheels fold in and cart stores upright in less than a square foot.

CON-VOY Golf Carts from \$29.95 retail

PRODUCT

ENGINEERING CO

4707 S. E. 17th Ave., Portland 2, Ore.

except in hot weather. Try it out in the nursery first to get the "feel" of sodium arsenite. Don't look for quick spectacular results because they will be gradual.
As we have said before, you can help give Poa annua the "bum's rush" by introducing more vigorous grasses, by keeping greens on the

dry side, and by applying principles of aerating and vertical mowing. Q-What is your opinion of the new Uramite

arsenite treatments every 10 days to two weeks

fertilizer? Would you recommend it? If so, at what rate? (Wisc.)

A-Experimental evidence to date shows that Uramite produces results comparable to those developed from natural organics such as Milorganic, Agrinite and seed meals. We do not yet have evidence that could warrant a statement that it is better than natural organics. Slow steady release of nitrogen is one feature -non-burning characteristics another. To off set this, natural organics carry phosphorus, potash and certain trace or minor elements. Uramite contains nitrogen only.

In some cases the lasting effect is only half as great as claimed, probably affected by compact soil, lack of aeration, excess water, and other factors. Some users attempt to correct by doubling the recommended quantity.

My last recommendation for any fertilizer is to follow manufacturer's directions. We have observed good results when fertilizer is applied following aeration.

Q-We want your advice on using sewage sludge on golf greens, such as in topdressing mixture; using it straight as topdressing; and using it in mixture in building a new green in place of peat. We may try this. (III.)

A-Raw or partially digested sewage sludge is not recommended to be used straight as topdressing on greens. I have seen bad burns on bentgrass from using sludge straight. If you were to spread the sludge out on a soil bed, disc it into the soil and let it compost for a year, you'd find it an excellent addition to the topdressing mixture. It can be used this way to replace part of the peat.

Sludge decomposes so rapidly that it would not be wise to depend upon this source alone for organic matter. In building a new green it would be very beneficial if sludge were used as composted material, disced and blended a year in advance into the topsoil that is to be used for the top 8-10-ins. on the green. A generous application of complete fertilizer high in P & K is recommended to be added to the soil bed in which the sludge is to be composted. Properly used, sludge can be a good material for supplementing the topdressing used on greens.

Q-Why is it better to apply all-organic fertilizer in the fall instead of the spring? (N. Y.) A-Your query is reminiscent of the trick question asked by the prosecuting attorney-"Have you stopped beating your wife?" Any way you answer you are wrong. Where did you get the idea that applying all

Golfdom

1956 HIGHLAND CADDY

VET OUTPERFORMS 'EM ALLI

COSTS LESS ... Y

You don't pay for unnecessary frills! The 1956 Highland Caddy Electric Golf Car is soundly designed to give you a comfortable easy ride with plenty of power when you need it! Reserve power gives over 36 holes on a battery charge and there's no unnecessary weight to "drag" on your power. Extra rugged for trouble-free operation . . . simple design for easy servicing AND IT SELLS AT A NEW LOW PRICE!

ALL THE FEATURES YOU WANT:

- Powered by four "Mr. Big" 165
 A.H. Batteries.
- Fool-proof automatic 25 AMP battery charger!
- Simple electrical system contained in one unit!
- Comfortable ALL foam rubber seats for two!
- Rugged all welded steel construction!
- Wide base 6.00 x 6 cushion tires!
- Safe sensible speed of 10 MPH!
 Every component easily replaceable!
- Heavy duty automobile type differential!
- Your choice of 5 vivid colors and a canopy if you want one!

Write: HIGHLAND CAR CO., Box 2222, Dept. A, Jackson, Miss.

Highland

The organic fertilizer in the fall is best? I am not aware of any data to support that procedure. We have seen many good results from heavy late fall application, especially in the way grass starts strong early in the spring and recovers from injuries.

Regular applications of organics right through the season have become routine procedure.

It's possible the practice to which you refer may have been done on some basis with which I'm not familiar. Further discussion would be most helpful, but you neglected to sign your letter and gave no address.

Q-Please examine samples of soil and sand I am sending and give me your opinion of the best mixture for topdressing my bent greens. (Pa.)

A—The soil appears to be dry loam with good physical structure. The sand is graded from coarse to fine, but most of it is what I would call coarse. This is good. With a good grade of peat or well decomposed sawdust on hand, I would suggest this mixture:

Sand, 7 parts by volume

Clay loam, 2 parts by volume

Organic material, 1 part by volume

k am sure that you will be much better satis-

fied with this mixture if you can make it up a year ahead, treat it for weed seeds (sterilize with cynamid or methyl bromide), and let it develop a "bond" between the particles. This will give the micro-organisms a chance to operate and develop some aggregates before you use it. It will be best if you continue to use the same mixture year after year.

ohland

CADD

Q-Would you give us your solution to hard greens? Our greens will not hold a shot unless they have been soaked with water. It is the opinion of several members that an aerifier would solve our problem. (Ala.)

A-Your members who belive in aerifying are to be commended. It will help in a large way but it is not an end in itself. You need also to grow roots so as to have a cushion of turf which will hold a shot. To grow grass it takes regular adequate feeding and sensible 'watering. Aerifying helps in several ways; it loosens soil mechanically, thus making it softer and better able to hold a shot without being soaking wet all the time; it lets air, water and fertilizer deep into the root zone, thus helping to grow roots and well cushioned turf.

If you would send me a sample of the soil in your greens I could give you a more accurate answer on how and when to aerify and what to add after aerifying. Please tell me something of your fertilizing program and the kind of grass you have on the greens. You should know by now that I am a staunch advocate of using the right grass and feeding it adequately.

I might add that the excess moisture in the soil, designed to help soften the soil to hold a shot, actually works just the other way, making the soil harder. Grass roots need lots

NEW! TRI-TRAC HERE IS THE

ALL-AROUND EVER READY ANSWER TO SHORTAGE OF EQUIPMENT DURING BUSY MAINTENANCE MONTHS

Attachments Available 60" Rotary Mower (shown with tractor) Cutter Bar Mower 3-Gang Lawn Mower Large Hauling Cart Bulldozer Blade Dump Rake Snow Plow Power Sprayer Fertilizer Spreader Plus a Complete Line of Farm Tools



Guaranteed to satisfy or money back

TRACTOR ONLY PRICE \$395 F.O.B. Bradley, III. Write for complete specifications DAVID BRADLEY MFG. WKS.

Bradley, Ill.

VERSATILE MANEUVERABLE ECONOMICAL STURDY

of air. Without air (drowned) they suffocate and can absorb neither water nor fertilizer. Not only do the roots drown but they starve and die of thirst.

My suggestion is to aerify in four directions to get thorough cultivation. Revamp your fertilizer and water program and repeat the four-way aerifying each month until you can let the greens go a week in dry weather with no irrigation and have them hold a shot perfectly. We can go into details when I see some of the records of your operations. A soil analysis report also will help.

Q-Do you think our club should finance trips to turf conferences for its supt.? (Va.)

A. The best answer I can give is a direct quote from the Mid-Atlantic News Letter for May, 1956:

"Any supt. who misses these conferences is not doing justice to his club; and any club that does not send its supt. to the conference is not doing the right thing in the best interests of its members!"

Q-We have inherited a large supply of dintrosec-butyl-phenyl (dinitro-ortho-secondary-butylphenyl) (DNSOBD) 6.9 per cent petroleum oil, 79.7 per cent, remainder, inert. What is the recommended dosage and usage?

A-The answer to this one comes from John Gallagher, American Chemical Paint Co., Ambler, Pa.:

This combination can be used safely only where complete kill of all vegetation is desired, such as driveways, sand traps, etc. There would be no selectivity. It is recommended, that it be used just as it comes from the can the same as you would use an oil spray.

Byes to Low Qualifiers

Orville Chapin, pro at Ft. Wayne (Ind.)___CC, remarks that the customary method of allotting byes isn't logical — and there are ____many golfers who will agree with him and approve a change.

Chapin says:

"A qualifying round is a process of elimination; the weaker players are thrown out. My idea of the present method is that the better player is at a distinct disadvantage. For instance in a flight of 32 where only 28 players compete the four lowest qualifiers have to play two rounds to get to thequarter finals whereas the 13th, 14th, 15th, and 16th qualifiers only have to play one round to enter the quarter finals. In such a case four of the higher qualifiers have an advantage because of inferior play in qualifying.

"My idea is that any byes should be distributed to the lowest qualifiers. That is, if there should be four byes they should be allocated to the four lowest qualifiers."

Book Review

The Walter Hagen Story By The Haig as told to Margaret Seaton Heck . . . Published by Simon and Schuster, 630 5th Ave., New York, N. Y. Price \$4.95.

The golf pro who doesn't read this rollicking epic of the Great Emancipator leaves himself open to the suspicion he can't read. It's the story of how American tournament pro golf was made big business by the colorful non-conformist who quickly learned that a home club pro job was too tough for him.

After the usual old routine of caddy, assistant and head pro Walter became the first pro to specialize in tournament and exhibition play and made a brilliant success of the job. The money that Hagen made and spent established a new standard for pro fees. On the basis of today's inflated dollar against the value of money when Walter was operating as a player he surpassed the financial scoring of today's tournament stars with a crowded bigmoney schedule of events.

There is a great deal of lively detail about Walter's earning and spending. He gave his prize money \$375 for his first British Open victory to his caddie. The British Open trips cost Walter about \$10,000 each. Each of them was financed by what he made in the stock market under the guidance of Jesse Livermore. From each of them he got off the ship broke again, but with his services in such great demand he had no difficulty in quickly getting well financially.

The book is jammed with yarns of the exciting, historic and profitable competitive events in which Hagen's personality and performance put pro golf in sports page prominence.

Hagen got a lot out of golf and he put a lot back into the sport and business that gave him his opportunity. It's paid him to continue to play along with his pro comrades. The story of how he happened to get into the club manufacturing business is among the countless incidents he relates. He says: "I feel the professional golfer is entitled to sell golf equipment and knows the needs better than anyone else." That policy has Walter sitting pretty now.

The marvelous job that the late Bob Harlow did in directing the Hagen show when Bob succeeded Dicky Martin as Walter's manager sparkles in Walter's book.

Finest Silver Crab Killer Available NOTT'S[®] **ARTOX** "special"

If silver crab is still a problem on your greens, then you haven't heard the latest news. Because Nott, with many years experience in formulating crab grass and broadleaf weed killers, has now successfully combined "Di Sodium Monomethyl Arsonate" (SODAR*) with 2, 4-D ... a specific for silver crab and ideal for chickweed, plantain, dandelion, smooth and hairy crab grass.

ARTOX "SPECIAL" comes in convenient, professional concentrate powder form. Mixes easily with water and can be applied with regular spray gun.

Try ARTOX "SPECIAL" at our expense. You and the Greens Committee will be amazed with the results.

For Free sample attach coupon below to your *club letterhead* and mail.

ARTOX and other Norr Products available through your Horticultural Supply House.

•Trade Mark pending, permission granted by applicant

NOTT MANUFACTURING CO., INC. Mount Vernon, N. Y.



Nort's ARTOX is also available powder or liquid, in the "Standard" formulation, specific for smooth and hairy crab grass only.

and further in	nformati	free sample on on Artox
Name		
Club		
Street & No		
City	Zone	State

FOR COMFORT in ACTION ... Tee Off with SQUIRE SLACKS





The "PAR GOLFER" Model, Dacron-Linair with adjustable half-belt is currently rated as the finest and fastest selling Golf Slack coast to coast! 19 unusual shades at \$12.95; perfect fit and tailoring. Also companion "PAR WALK-ER" Men's Bermuda Shorts at \$10.75 and "LADY PAR" Bermuda Shorts at \$9.50. We also feature large selection of dress slacks.

For free Catalogue and samples write to:



Swinging Around Golf

(Continued from page 28)

lord club opens new clubhouse and pro shop . . . Don Paul, mgr., Old York Road CC (Philadelphia dist.) resigns to go to St. Petersburg, Fla., for "reasons of family health" . . . Paul succeeded Jerry Russell as 1st vp of the Philadelphia Club Managers Assn, when Russell resigned that job and as mgr. of Brookside CC, to become part owner and mgr., Biltmore, Inn, Edina, Minn. . . . Steve Grady, Brookside pro, coaches Hill school varsity and ir golf squads and has been developing many quite competent kid players among the 75 to 80 Hill school lads who play Brookside . . . Brookside planning \$241,000 improvement campaign including 9 additional holes, new lockerroom for women and new pro shop.

Midwest Assn. of Golf Course Supts. held their annual spring dinner and dance May 5 at River Forest (Ill.) GC with large and merry attendance and veterans dancing just as lively as when they were young in course maintenance profession . . . Ward Cornwell, GCSA national pres., and his wife, were guests . . . Old Elm, rich menonly of Chicago district has new watering system engineered by C. E. "Scotty" Stewart and installed under supervision of Scotty, Ray Didier, and Elmer and Al Bertucci of Old Elm . . . Didier put in two lakes as storage against water shortage which has plagued Chicago district courses in previous years . . . Certainly no water shortage on Chicago district courses this spring . . . Rain has been brutal to pro business in cutting down play . . . Ball sales suffered most . . . Club sales pretty good. Rain got so frequent that many began playing in the rain and enjoying it . . . Rain garments, rubber spiked shoes, nonslip grips provided comfort and exercise.

Bob Williams, supt., Beverly CC, Chicago, Ill., now has Ted Woehrle as asst. Ted is son of supt. at Highland CC, Kankakee, Ill . . . He attended Purdue two years and served as Army lt. . . . Williams was guest speaker on subject of "Business Practices and Maintenance" at Cleveland dist. GCSA meeting at Elyria (O.) CC . . . Stan Graves and Mel McLaren, Cleveland dist. officials, to be guests of Midwest GCSA at June meeting at Ravisloe CC.

Wm. Diddle architect of new 9 for Meadowbrook CC, Dayton, O., which will open in spring, 1957 and give Meadowbrook 18 holes . . . New York Met dist, clubs beginning to go strong for silical sands in traps.

Make More Profit Renting

NEW 1956 VICTOR Electri-Car

Because...

- Costs less to operate
- Requires little upkeep
- Built rugged to last
- More people prefer it
- Easiest on the fairways

See your dealer or write Victor for details of deferred-purchase or lease-rental plans. Excellent direct factory dealerships available.

Victor Adding Machine Co. Electri-Car Division 3900 No. Rockwell • Chicago 18, Ill.

Richard S. Lord, for past 12 years, supt., Westwood CC, Williamsville, N. Y., died recently . . . He was in golf maintenance work more than a quarter century and was very highly regarded by his colleagues in golf course work, by others in golf business and by club members as a cheering and helpful friend and an authority in his field . . . He is survived by his widow, Mrs. Nellie Lord of Middleport, N. Y.

H. H. "Babe" Moore resigns as pro at Ellinor Village GC, Ormond Beach, Fla. . . . White Mountain GC, Arizona new summer resort course in mountains, to open in July . . . Milt Coggins, pro at Encanto GC, Phoenix, getting the White Mountain golf operation organized . . . Illinois Women's Golf Assn. to hold its 15th annual IWGA Victory tournament with \$1 entry fee for 18-hole competition among women players at any club in Illinois, before Sept. 15 . . . last year the IWGA event raised \$6726 at 87 clubs . . . Money goes to Cancer society, Evans caddie scholarships, Swing Club activities for servicemen and veterans and beds for polio patients.

Sixth annual Central Plains Turfgrass Field Day at Topeka, Ks., June 11 . . . Main themes will be fungicides, insectiThe only full-size electric golf car with direct drive—no chain to lubricate, no belt to adjust. Victor-built dyna-power motor and powerful battery plant promise more than 36 holes on most courses.



cides and herbicides and a Gadget Show of homemade equipment for odd jobs in maintenance will feature the program . . . Central Plains Turfgrass Foundation booth at McPherson, Ks., Home Show was center of homeowners' interest . . . Bob Jones has been elected an honorary member of the Royal and Ancient Golf Club of St. Andrews.

Clarence Clark returns to a club job as pro-mgr. at Lyons (Ks.) CC . . . Clarence went from Carey Park GC, Hutchinson, Ks., after 10 years as its pro-mgr. to operate O'Brien's Golf Center in Wichita last year . . , Back in the 1930s Clarence was one of the top tournament pros and quit that work to teach . . . Miller High Life \$35,000 Open to be played at Tripoli CC, Milwaukee, Aug. 16-19 and Supt. Frank Maurina says the course will be in the same perfect shape it's in now.

Don W. Jones, sports editor of Prentice-Hall, Inc., 70 5th ave., New York 11, devised a clever booklet for keeping a personal golf record and round analysis chart for bookstores to give away with each copy of Tips from the Top, a Prentice-Hall book.

Pat Mahoney from Lake Merced (Calif.) G&CC to Palo Alto (Calif.) new muny course

(Continued on page 93)

Pros from coast to coast are using

VELVA-TEE GLOSS SHINE ... and here's what they're saving:

"Velva-Tee polish is everything it's advertised to be and the best that has come along yet, in my opinion."

Jim McNicoll, Escanaba CC.

"It's amazing the wonderful results we are getting with your new Velva-Tee club cleaning and polishing spray-on." Harry Pezzullo, Mission Hills CC.

"Think your new product is outstanding. I gave our locker-room man a can for the steel lockers and he likes it."

Joe Devaney, Grosse Ile G & CC. "Velva-Tee is great and our members are complimenting us on the "new look" we put on their clubs."

Johnny Revolta, Evanston CC. "Velva-Tee is areat and a "must" for the golf shop."

Al Houghton, Prince Georges CC.

"You're right! Velva-Tee is making our clubs shine, and in a lot less time."

Charlie Penna, Beverly CC.

"It's taking far less time and effort to do a much better club cleaning job with your Velva-Tee Shine."

Jules Platte, Knollwood CC.

A truly amazing time and labor saver for club cleaning service. A slight spray from the aerosol container and in a jiffy it cleans, polishes and waxes wood heads to a sparkling luster — protects steel shafts from pitting.

CLEANS - POLISHES - WAXES IN ONE EASY OPERATION

A trial order will convince you that nothing else approaches the quick, sparkling results of Velva-Tee Gloss Shine.

ORDER NOW - FROM YOUR DEALER - OR WRITE TO:

COLUMBIA CHEMICAL CO.

154 E. ERIE STREET, CHICAGO 11, ILL.



WEARING and MOST ECONOM-ICAL Tee Mat on the Market! Nationally acclaimed by golf clubs and ranges as the best buy. + SEND TODAY FOR LOW PRICES Merchants Tire Co., 2710 Washington, St. Louis 3

Check Clubhouse Needs Buyers' Service—Page 95

Bell & Son Appointed Roseman Mower Rep

D. C. Bell & Son, Inc., Kansas City, Mo., has been appointed representative for Roseman Mower Corp., Evanston, Ill. In business for 30 years and well known in Kansas and Missouri, Bell & Son is carrying a full stock of parts and equipment for overhauling and servicing Roseman mowers. Sales and service are under the direction of Maurice Bell, general mgr.

Idaho Tournament to be Held in July

The annual Southwest Idaho tournament will will be held at Plantation GC, Boise, July 6, 7, 8 following qualifying rounds which will be held on the 4th and 5th. More than \$2,000 in trophies and pro-line merchandise is being offered in prizes, according to Ernie Tucker, Plantation pro.



Dealer inquiries invited

1 doz. 12 oz. gerosols

in a case - \$23.40

Shipping weight 13 lbs. VELVA-TEE treated polishing

cloth - 69c each. F.O.B. Chicago

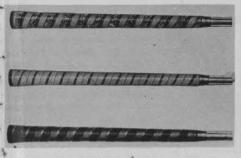
Usual discount applies



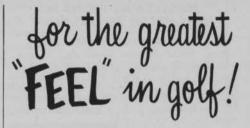
Keep Your Eye on It If you take your eye off the ball here you can blame Gail Greenwell, pert Kansas City model, who diverted a lot of attention from the pros who took part in the recent Kansas City Open at Milburn CC. U. S. Rubber fabricated this outsize pellet.

New MacGregor Grips Available on '56 Clubs

Here are new grips available on the 1956 MacGregor clubs. At top is the Tri-Tac, available on MacGregor's new line of clubs. It is

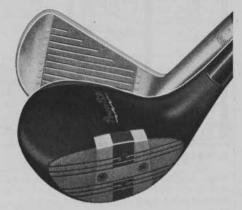


molded of three different composition materials each containing a special tackiness that remains constant under all conditions. Humi-Dri (center) is of special two-tone rubber composition; and at the bottom is Calfskin, which is perforated and bevelled and made of top quality material. Patents have been applied for the three grips. Complete information can be obtained from MacGregor Co., 4861 Spring Grove ave., Cincinnati 32, O.





Master-Matched sold only by golf professionals



HILLERICH & BRADSBY CO., LOUISVILLE, KY. also makers of famous Louisville Slugger bats

Market Survey Pointed to Diatomic Club Pro-Only Policy

By HERBERT C. JOHNSON, JR.

Pres., Nodco Sporting Goods Co., Chicago During the past two years hundreds of professional golfers in eight representative states have provided our company with the most dependable information on merchandise, market and marketing policy a manufacturer could hope to get.

Our company h as been in business for many years and has attained a high reputation and very large sales volume in automotive and aviation devices. The golf cart business accounted for our successful debut in the golf field. Until recently golf carts were the only products we made for golf.

As we approached a new development in golf our golf cart salesmen undertook the im-

portant task of market research required. The findings were invaluable as guidance in our new operation of making distinctive golf clubs.

Johnson

Figures, observations and opinions from the pros who are in position to view and forecast the golf market better than any other groups indicate that within 10 years the pros wilk sell about 80 per cent of the top and medium, quality golf playing equipment.

There also is an indication that the professional at the first class metropolitan district club will have a staff of at least three teaching assistants, two shop men and one man continuously employed during the season at club cleaning and other back-of-shop work.

Today, pros seeing the forecast of larger staffs, will wonder how the payrolls are going to be met when the staff consists of seven or more men. The clubs are going to have to meet that bill for required service and there is a possibility that the guaranteed monthly minimum pro department account or a set fee for pro department service may become general.

There already are, in tournament golf, more college graduates than there are non-collegiatecontestants. Some young men now on the tournament circuit or at clubs as assistant, professionals have had commerce schooling in college and are qualified to apply that training to the advancement of pro golf business. Physical education degrees of collegetrained pros also will be a factor in the futture of professional golf.

The professionals have seen what college '

The Easy Way To Learn Golf Rules



407 So. Dearborn Street ___Chicago 5, Illinois Please send me_____'The Easy Way To Learn Golf Rules'' wall charts at 50c each. Enclosed is my check or money order for \$_____Name Name Address City ____Zone State

(23" by 35")

Just out! An eye-catching wall chart on the Rules of Golf, in two colors on heavy paper ideal for display in locker rooms, golf shops or golf shelters!

Help promote smoother, more enjoyable golf for members and more respect for the golf course by educating and reminding players of the rules and courtesies of the game the EASY WAYI

only 50c each

Order YOUR Charts Now!-Use coupon at left. Charts will be mailed postpaid, in heavy mailing tubes.