

a personality and responsibility, some one who can teach so as to be able to help the members, and last of all some one who can play because most people join a country club not to watch someone play but to play themselves, so it all works out alright after all. The pro who delivers the goods is bound to get the reward.

So let's work and wait and don't worry.

Woolley's "Tee Topics" Fine Pro Business Getter

TED WOOLLEY, pro at Maple Hills Golf club, Kalamazoo, Mich., gets out a business building booklet for his members that is one of the best things of its kind we have seen. Woolley's booklet, known as "Tee Topics," has been cited before in GOLFDOM as a shining example of what can be done by a pro who is overlooking no opportunity for serving his members and increasing his shop sales and instructions.

The summer issue of "Tee Topics" starts out with some concise instruction tips that Ted has written after watching his members. He writes these tips on driving, the mid-iron, the mashie and on putting. There are a number of personal items concerning club members given space in the booklet.

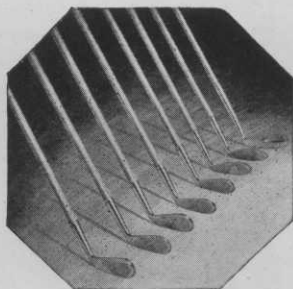
He also gives space to his free group lessons for women every Tuesday evening—this stunt, incidentally, should be a good boost for Tuesday restaurant business at the club. He also gives free group lessons for the children every Saturday morning.

Woolley has some practical and helpful copy on the choice of clubs and on instruction that we reproduce from "Tee Topics" as being worthy of much use among the pros. Woolley says:

When the majority of golfers begin to play golf, they make the mistake of buying a cheap set of clubs, consoling themselves by saying that they will buy better ones when they learn more about the game. This is, of course, false economy.

Instead of handicapping yourself with clubs that don't suit you and never will, start this season right. Let me inspect your clubs and match them up. An important thing is to have a matched set of clubs, so made that, when you swing one you have swung them all.

I have procured the finest and largest stock of golf supplies in Kalamazoo for your benefit, and I want to impress you with the fact that *I guarantee to please you*. When you buy a club from me, you



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are just trying it out. If it does not suit you, I want you to bring it back. Sometimes it takes a lot of time and money to please people, but I get a lot of satisfaction and, at the same time, make lots of friends.

Before I sell you a club, I like to see you swing. Quite often, a well-balanced club will correct a slice or a hook. I have been making clubs for over fourteen years, and, during that time, I have combined the best ideas obtainable. For instance, a stiff-shafted club is most often the cause of your slice; but, at the same time, a fast swinger should use a stiff shaft, and a slow swinger a whippy shaft. Get a good set of clubs in which you have confidence, and see how much easier the game is!

Relative to practice and instruction, Woolley writes in his "Tee Topics":

PRACTICE MAKES PERFECT

This adage is very old, but it is true in all sports. Bobby Jones climbed to supremacy by means of constant practice. We cannot all become golf champions, but we can at least attain a skill that will make this game enjoyable. So the thought at the outset of the season is that a little early practice will put you in shape for the coming tournaments. You cannot learn by reading golf books, although you may derive a little benefit from them. *Golf is an applied science.* It is pitiful to watch some golfers play without any knowledge of the mechanics of shot-making. Start the season right! Take a few lessons in order to get some good ideas to work on. Then practice. We have constructed for your benefit a wonderful practice green and two practice fairways. Use them and improve your game.

Should you need any advice or service at any time, please remember that it is my wish to do all that is possible to make your golfing days at Maple Hills the most enjoyable days of your life.

WINN BRINGS "WHEEL-LESS" WHEELBARROW TO U. S.

E. L. Winn, Inc., 355 Jersey Ave., Elizabeth, N. J., is putting on the American market the "Wheel-less" wheelbarrow. It is claimed for the "Wheel-less" that it will carry a full load over the softest ground without leaving a mark, that it is light and easy to push, and that it has a self-cleaning track that does not require lubrication.

Instead of a wheel the "Wheel-less" has a "caterpillar" device, 3½ inches wide, spreading the load over a ground surface of 36 square inches. The tracking device is self-locking and has a convex curve equal to that of a wheel 10 feet in diameter.