could prove to the member that selfishness was at the bottom of his difficulty, or else, that he did not have a thorough understanding of the problems involved.

After operating for two years the results speak for themselves. The course is in the best shape ever, the playing has increased over 50%, and we very seldom have a complaint. It is sweet music to my ears to hear the compliments and boosts we receive, not only for the golf course, but for our pro and greenkeeper as well. We now have 100% cooperation from these men and from all the golfing members of the club.

I think the secret of the success we have had lies in the fact that the real task of the green-chairman lies in handling men. Our greenkeeper certainly knows most of what is to be known about grass, and the pro, whether in his shop, or giving lessons, always has a good word for the course. After all, being a professional, he should know, and when he says the greens are perfect, what member could ask for anything more?

As for my part in all this, I can only say that it is and it has been, lots of fun.

Club Membership Value Seen by Golf Students' Parents

NORMAN BUTLER, pro at Springs CC, Columbus, O., introduced group golf instruction at the Upper Arlington and University high schools with such success that boy and girl students soon had golf as a popular intra-mural sport.

Butler points out that one of the strong pro build-up aspects of high school instruction is the effect on the kids' parents. These people constitute the most logical class of club membership prospects, hence employment of the youngsters as recruiting agents for the game directly helps the clubs.

The Springs pro, in telling of the extensive use of motion pictures in high school instruction in various academic subjects and sports, regrets the limited availability of golf movies. Golf PROmotion is at work with a prominent national advertiser in planning production of a golf educational picture along the lines of those used so extensively in baseball promotion. The scenario combines a story and instruction.