

journalists covering the meeting, picked up a wealth of story material to do justice to the work of the pro oldsters and to overcome the lack of helpful pro publicity possible from national PGA sessions.

At the Senior pros' annual banquet, a great roster of entertainment talent performed. Jack Jolly was master of ceremonies. Alex Duncan, Val Flood, Wm. Sherwood, Bill Gourlay, Dick Clarkson, Wm. Entwistle, Arthur Reid, O. B. Keeler and other veterans put on a merry show. Tom Walsh, sec'y of the National PGA, read a poem glorifying the veteran pros, written by Herb Graffis of GOLFDOM, while under the genial influence of the old pros and positively no other cheering spirits.

Final scores of the 36-hole tournament: (Class C Players, 50 to 54 Years of Age)

Otto Hackbarth, 154; Jock Hutchison, 158; E. W. Harbert, 159; Dave Livie, 161; Bob Craigs, 161; Charles Mayo, 162; James West, 164; Tom Bonnar, 164; Jack Kennedy, 165; George Dodge, 166; Charles Hall, 166; Jack Pirie, 166; Tom Boyd, 166; William Crichton, 167; Milton Theobald, 167; William Gordon, 169; Fred Miley, 170; Fred Brand, 174; Dave Cuthbert, 185. (Class B Players, 55 to 59 Years of Age)

Fred McLeod, 154; Frank Bellwood, 157; Dave Ogilvie, 158; Frank Coltart, 159; George Gordon, 161; William Sherwood, 161; George Sargent, 162; Alex Armour, 162; John Inglis, 163; Jack Hobens, 164; Arthur Reid, 170; Richard Clarkson, 173; William Entwistle, 174; William Courlay, 177; Peter Robertson, 179; Henry Williams, 180; Jack Jolly, 187.

(Class A Players, 60 Years and Over)

Jack Campbell, 160; Tom Clark, 163; Val Flood (withdrew); J. H. Chandler, 185.

Bill Klish Dies—Golf lost one of its outstanding younger pros Nov. 30 when Bill Klish, popular professional for the past two years at the Chase CC, Waterbury, Conn., died of a heart ailment. Bill had been in poor health for some time, but his death was entirely unexpected.

Klish was a former Waterbury CC caddiemaster, and has served as pro at clubs in New York and Pennsylvania. He succeeded Paul Prill at the Mattatuck club just before it changed its name to the Chase CC two years ago. Klish's passing was a big blow to his many friends in pro golf, and a huge loss to the golfing profession.

Pros Tell How They Plan Their Pre-Season Activities

LETTERS from representative pros who tell what they do during January, February and March in preparing for the new golf season indicate plainly that the successful pro is one who regards his job as a full-time proposition, even though profits may be forthcoming in only a few of the 12 months. The following comments strengthen the position that pro profits are to be had when the real work that is demanded to realize these profits, has been done.

Leny Calderwood, pro at the Meadowlark GC, Wichita, Kans., leads off with the following interesting comment:

"I believe a change in appearance of the shop at the beginning of the season is a great help in making the members realize it is time to get rid of the old and modernize with new equipment. The shop is the pro's biggest asset. It is his place of business. Therefore, the shop should be arranged comfortably—it should be an inviting place for loafing purposes. The members should enjoy spending their leisure moments in your shop; there is nothing worse for your business than to have a drab or dirty shop.

"Golfers enjoy looking at golf pictures as well as reading about the game. That's why I have many fine and unusual pictures hanging in my shop, as well as placing late golf magazines in a convenient place.

"The average pro sells a few sets of clubs during the winter months, especially around Christmas. In many cases he must take in used clubs. A little time during the off-season will put these clubs in fine shape and pay big dividends when the season opens. If a pro cannot refinish and repair clubs, he should spend a lot of time during the winter months learning how; it'll bring in many extra dollars for him when money is most needed.

"The winter months are a great time to get out and contact your members to see those who are prospects for buying your merchandise. The pro has time to take care of these personal calls; also, the members enjoy a visit by their pro to their offices. Oftentimes, on good, open days during the winter, the pro can give certain of his members a ring on the telephone and arrange a little game of golf. During this game, the pro can look over the members' equipment and see what they