

Timken Technical High School, Canton, Ohio, will sponsor a golf clinic for that community May 1, in the auditorium of the high school. This will be preceded in the afternoon by a pro-amateur with pros from Akron, Cleveland and Youngstown participating. Talks and exhibition of shots will be made during the evening by Paul Runyan, Billy Burke and Sam Parks. Canton pros Lloyd Gullickson, George Howard and Harry Moots, will also take part in the demonstration.

broken club from you or got it at the store down town. He is one of your members and one of a very limited market open to you and you just can't afford to miss the opportunity of pleasing him.

Professor Bursleson calls up to say that he has left his wallet in the locker-room and his hat at the shop. Sure, you will hold it for him and maybe you can have one of the boys drive it down to his home.

"Well, I didn't expect you to do that," says the professor.

"That's all right." He has the habit of using those 29c drug store balls but next time he comes out you solicit his ball business and explain the merits of the better balls.

"Maybe you are right. I'll try three of these tough ones."

Mr. Newmember is out in front of the shop swinging his old driver at the dandelions and you notice that he has the old duffer's grip, with both thumbs on top of the shaft and an outside-in swing. You also notice that he has only one other wood club; a spoon with a big head and brassie loft. You drift over and get acquainted and tell him you noticed his grip and swing. Show him the correct grip; explain the true groove of a golf

swing to him and lend him without obligation a matched set of four woods to try out. Perhaps he does think you are rushing him a bit but, by golly, he shot the best score he ever had and that new grip does feel awkward but it cut out a lot of the slice. You have simply softened him up for a sale for which a genuine need existed.

Mrs. Brown arrives at the club looking for her husband.

"He's on No. 14, Mrs. Brown. He'll be through in a half hour."

You move one of the porch chairs over in the shade for her and ask her if she ever played golf.

"Oh, no, I am so busy at home with the children and club work that I wouldn't have time."

You noticed that she weighs 175 and go to work in that half hour explaining the benefits of golf and tactfully—very tactfully—mentioning the streamlining features of the game on a woman.

Her ten-year-old boy comes down from the car, saying that he would like to play golf. Give him an old mashie and an old ball and go to work on him for your kid-classes. Mr. Brown comes in finally and Mrs. Brown tells him she is going to take some lessons and play golf.

"Fine; I have been trying for years to get her to play."

Who is going to sell her a set of clubs? You're asleep, if you don't.

Mr. Evans drives into the club—been in Florida all winter. Clean up his clubs, lacquer the wood heads and file the nicks from the soles of his irons while he is in the locker-room. He comes down to the shop.

"Hello, Mr. Evans. Have a nice winter?"



Photo shows greensmen inspecting the exhibit of golf course upkeep materials collected by Connecticut Assn. of Golf Course Supts. (Left to right) Andrew Lentine, Tumblebrook CC, examines a seed sample. Irving R. Pierson, New Haven munny course, custodian of the exhibit, tells Michael J. Pillion, Goodwin Park munny, about a tree insect. John Pekar, Fairfield CC, studies a tear gas injector for soil sterilization. Leroy W. Cooper, Keney Park, and A. M. Locke, Longmeadow (Mass.) CC, discuss a fertilizer material. More than 200 items are included in the exhibit. (A. B. Longo photo)