

## CLASS PAYS OUT IN SALES

Your first glance at this pro shop tells you it is at a fine club. It is Harold Sargent's shop at East Lake CC, Atlanta, Ga. Harold — in case you don't know — is the fellow with the club in the right foreground. Notice, especially, the lighting. It costs a little more but it makes the merchandise look its best. The table displays of shirts are frequently changed — most of the time by the steady buying of members and guests. Very wise is the location of the hats and caps by the shop door. That's a location to remind a man or woman, exactly at the right time, that headwear is needed.

best and benefit most when they play within their own age groups. Thus, your ideal playground should incorporate a primary play area for the children two to six years old, a junior play area for children six to ten years, and a senior area for children ten years and older.

"Further, the apparatus in those areas should be sized and designed to intrigue the interest and develop the abilities of these distinct age groups, and, you should install in these areas only strong, ruggedly built safe equipment of approved design, free from mechanical gadgets or parts that will require constant maintenance, attention or supervision.

"The apparatus units should be installed in line or in batteries to conserve ground space for the essential free-play, organized game areas and to provide a neater, more orderly, more attractive appearance generally with additional safety for your children. Finally, trees, shrubs and flowers should be planted profusely to enhance the natural beauty of the playground and to provide shade for slide bedways and climbing structures and for those desirable story-telling nooks and hide-a-way corners that so delight all children."

## Lloyd Mangrum Tells "How to Break 90"

Lloyd Mangrum and Otis Dypwick, athletic publicity manager at University of Minnesota, have collaborated in an excellent and comprehensive book, "How to Break 90 at Golf." It's published by Fawcett Publications, 67 W. 44th St., New York. It sells for 75 cents.

This 144 page, profusely illustrated book, is particularly valuable to the average player as it not only gives concise, simple and clearly illustrated information on shotmaking but also tells him how to play the