

of clubs immediately following your fire, remember that you will not sell to these same people for a few years to come!

Unless your club rebuilds the pro shop in record time, you will probably find that your temporary quarters are not adequate for conducting your business as heretofore. It is doubtful that you will have adequate facilities or space for rack service or for setting up your work bench and repair service. Without such service you will find that traffic through your shop is at a minimum.

Therefore you will not only be losing out on your service and repairs, but your usual amount of general sales will be considerably lessened. Yes, FIRE IS A COSTLY BUSINESS!

The Happiest of Careers Is the Pro's

By HARRY SPARLING

AFTER 53 years in the golf profession and still finding it as interesting, fresh and delightful as when I got my first job I might offer my own revision of the start of David R. Forgan's classic tribute to golf. You probably recall that Mr. Forgan's tribute begins:

"Golf — It is a science — the study of a lifetime, in which you may exhaust yourself but never your subject."

My version as a pro would read "Golf — It is the life—the joy of a lifetime, in which you refresh yourself from an ever-refreshing subject."

Here I am, with another season starting and feeling as eager as a kid to get to it and see if some of the new ideas will get my members playing par, take years off my own game, and again see that there are several "new" ideas that are old ideas in new words.

The great part of each new golf season is that as old as golf has grown it always seems young in the mind of golfers.

Young men who get into professional golf are fortunate. They are in a career of meeting and helping pleasant men, women and children and contributing to the pursuit of happiness. A career as a home club pro is a responsibility the really qualified professional sincerely and happily assumes. It is a privilege as well as a fine occupation rewarding in enjoyment and health and certainly not undesirable financially.

Many of the older professionals have been with their clubs for years. I didn't have that temperament, although I must confess that every time I went to a new job I felt a

wrench at leaving the friends I'd made and it's been great happiness to me to realize that I really didn't leave my friends but have kept them with me over the years.

I started as assistant to my brother George at the Dutchess G&CC at Poughkeepsie, N. Y. in 1901, then went to the Haworth (N. J.) CC where I was pro until 1907. From there I went to Brooklawn CC, Bridgeport, Conn., where brother George was pro until he retired after serving that club for more than 40 years. The next happy stop of the Sparling rolling stone was at the Manhattan CC at Hunter's Island, New York.

In 1912 I was engaged to take charge of Wright & Ditson's golf department in Boston and help the fellows who were doing a grand job of building golf in New England. In 1916 I felt the urge to get back on a pro job and went to the old Weatogue CC at Stratfield, Conn. Then I continued my service on a home club pro's counterpart of the touring schedule and before I came to the Lake Champlain club in 1943, I was with Taconic, Riverhead, Reydon, Nappanock, Warwick and Wolf Hollow. Four to six happy years at a club, then I sought new fields until I reached the most pleasant of all the pleasant places where I've been pro. Variety is the spice of life but when a fellow reaches a certain number of calendar years spice is not the most wholesome diet for him. After all, a fellow in golf must keep young by watching his diet, among other things.

The way I look at life thru the eyes of a pro golfer has kept me young. I still thrill to the happiness I see our members get out of golf.

The work you know and love and what you can do for the happiness of others makes a career in professional golf the finest career I can imagine. One lesson you've got a ten-year-old boy to whom you're teaching the joy of a good game, and maybe hoping he'll have the fame and glory of being a champion. The next lesson you're giving to a 75-year-old man who still strives to lengthen his drives.

The children you taught now are fine young men and women who remember you brightly and who have been enjoying years of health and pleasure from the golf you taught them. These things make the pro who's been true to his profession a rich man.

Happy and lucky is the young pro who realizes that he is in more than a business; that he's in one of the most glorious, most lasting occupations of acquiring and helping marvelously good friends.