

about at mid-summer of 1950, '51, '52 and '53.

The section of the chart outlined shows the best selling lengths and widths. This chart reveals that 86 per cent of the total sales were confined to 37 sizes while 14 per cent of the sales were spread over 77 other sizes.

If a shoe manufacturer failed to keep such a record of how various sizes were moving his production, deliveries and inventories would be in ruinous confusion. The pro can and should keep a similar chart and by consulting such a chart on previous year's experience will have a safe guide for ordering to open and conduct his season's business.

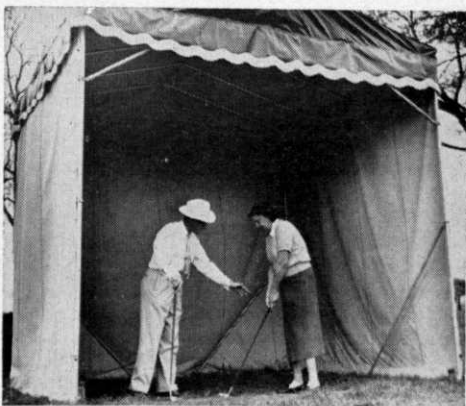
## Portable Square Tent Popular for Lessons and Practice

By FORREST R. KYLE

Charlie Grant, pro at South Side CC, Decatur, Ill., is one of the pioneers among professionals who has done something about counteracting bad weather which interferes with teaching.

Grant has a portable square tent erected on his practice tee, providing shelter from inclement weather and preventing cancellation of lessons because the skies are dripping or the wind is howling.

"It's the best thing we've ever done at South Side," says Charlie. "It not only enables us to give lessons when it's rain-



ing but it affords protection when the sun is blazing hot. I've found it's a popular place in perfect weather, too, because it affords privacy."

Grant thinks it is much easier to teach beginners and women within the protection of the tent.

"Women especially respond better because of the privacy," Grant says. "A lot

of women are self-conscious when taking lessons. With the tent shielding them from onlookers, more women are anxious to take lessons and they respond better to teaching."

Because the shelter is portable, when the turf becomes skinned off the ground in one particular spot it can be moved to a new location.

Grant carried the idea for such a shelter around in his head several years before going ahead with the project.

"One time when I was in service," explained Charlie, "I was in Washington and was visiting with Fred McLeod at the Columbia CC. There was an old gentleman who belonged to the club who took lessons and practiced all winter long. He would drive out to a rain shelter on the course and, under its protection, hit his shots."

At the time, Grant didn't think of such a shelter as an important piece of equipment for teaching. But now that he has carried through the idea, and found how popular it is with members, he is convinced every pro could increase the number of his lessons — especially in the spring when weather is unpredictable — and their effectiveness with a similar shelter.

## Tom Dougherty, 38 Years At Phila. Club, Dies

Thomas E. Dougherty, 51, for 38 years with the Springhaven Club (Philadelphia dist.) and for many years its supt., died suddenly in a Baltimore hotel, Feb. 8. Dougherty was attending the Mid Atlantic G. C. Supts.' Assn. meeting with his close friend, Joe Ryan, supt., Rolling Green GC. when he was stricken.

Tommy was one of the grandest, with a smile that would light up everybody's heart, and smart, diligent and loyal. The club had planned a testimonial dinner April 10 to him for "38 years of faithful service." The affair will be held. Tommy's memory will keep alive a long, long time.

He started with the club as a caddie when he was 13. Then he became caddiemaster, asst. pro, course supt., and for 15 years, until 5 years ago, he also was club mgr.

Tommy was a charter member of the GCSA and an early member of the PGA. He was president of the Philadelphia Assn. of Golf Course Supts.

He is survived by his widow; two sons, Thomas E., Jr., 23 and Joseph 17; four brothers, Rev. Joseph, Rev. John, George and James, and a sister, Mrs. James McCann.