



Beautiful shop at Grantmoor provides everything the golfer needs. Pro Lou Galby is in the foreground.

Galby Shows How to Develop Good Buying Habits At Par 3s

Much has been said about Par 3 courses being valuable nurseries for golfers, but less frequently commented on is what good pro shops at these courses do in establishing the habit of buying from a pro among new golfers.

Lou Galby and his staff in the shop at the Grantmoor Golf Center, Newington, Conn., are proving what a well-run shop can do in developing golfers and in bringing traffic to a golf establishment.

Galby, widely known veteran of Connecticut golf, brings business to Grantmoor through good showmanship and merchandising in displaying attractive stocks of everything golfers need, and in providing the expert friendly service that more and more of them insist on.

Grantmoor's course is a 9-hole layout that extends to 1,020 yards. It was designed by Geoffrey Cornish. Greens range from 3,500 to 6000 sq. ft.

Two Sets of Tees

Fees are \$1 in daytime and \$1.50 after the lights go on. About a third of the play is under the lights. The course got heavy play after it was opened in mid-May last year. Galby says all classes of golfers, from the experts to beginners, are enthusiastic about the layout. He says that the Grantmoor operation suggests

that the ideal setup for a Par 3 course is to have two sets of tees. The course should be longer for day play and should have total yardage of not more than 1,000 for night play.

There is an 18-hole lighted miniature course and a big range at Grantmoor. Miniature fees are 50 cents per day round and 75 cents at night.

The center adjoins a 100-unit motel. The investment, exclusive of land, at Grantmoor is about \$1,800,000. An 18-hole standard course to be built here this year.

Metropolitan Officers

C. W. (Gus) Benedict, a Winged Foot member, has been re-elected pres. of Metropolitan GA for 1961. Also re-elected was Vincent Ross of Westchester, treas. Dick Fowler is secy. and Bernard Kohlmann, vp.

PGA Liaison Man for Open

Warren Orlick, Tam O'Shanter CC, Orchard Lake, Mich., has been named PGA liaison committee chmn. to work with the USGA on the National Open to be played June 15-17, at Oakland Hills, Birmingham, Mich. Also on the committee are Al Watrous, Joe Belfore, Tommy Shannon, Noble Chalfant, Jack Shields and Harry