



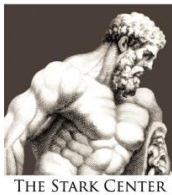
THE STARK CENTER

The H.J. Lutcher Stark Center for Physical Culture & Sports
The University of Texas at Austin

Harvey Penick and Tinsley Penick Collection **circa 1899-2019**

Abstract

This collection contains a combination of material pertaining to Harvey Penick's writing and coaching career at the Austin Country Club and personal Penick family ephemera. The majority of the material is photographs, correspondence, and clippings from magazines and newspapers, including items taken or copied from 11 albums. Additional material relates to Tinsley Penick's writing and coaching career before and after the death of Harvey Penick in 1995.



The H.J. Lutcher Stark Center for Physical Culture & Sports
The University of Texas at Austin

Size of Collection:	10 boxes (15 linear feet)
Creator:	Unknown
Acquisition Info:	The Family of Harvey Penick
Accruals:	Accruals are expected.
Language(s):	English
Processed By:	Geoff Schmalz, 2011-2012 And Revised by, Alyssa Wynans, 2019
Conservation Notes:	Not applicable.

ACCESS AND RIGHTS

Access Restrictions

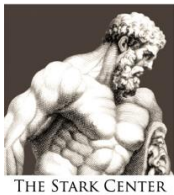
Collection is open for research. Though the Stark Center retains the right to limit the use of Harvey Penick and Tinsley Penick Collection under certain conditions. For any questions about the Harvey Penick and Tinsley Penick Collection, you can contact the Stark Center by email at info@starkcenter.org or call (512) 471-4890.

Privacy Restrictions

Manuscript collections and archival records may contain materials with sensitive or confidential information that is protected by federal or state right to privacy laws and regulations. Researchers are advised that the disclosure of certain information pertaining to identifiable living individuals represent in this collection without the consent of those individuals may have legal ramifications (e.g., a cause of action under common law for invasions of privacy may arise in facts concerning an individual's private life are published that would be deemed highly offensive to a reasonable person) for which the H.J. Lutcher Stark Center and the University of Texas at Austin assumes no responsibility.

Duplication

No duplication of any of the collection materials can be made without permission from The Stark Center staff. Once permission is given, you may make duplicates using your personal camera, phone camera, or portable scanner.



The H.J. Lutch Stark Center for Physical Culture & Sports
The University of Texas at Austin

Reproduction and Copyright

Copyright restrictions may apply. It is the responsibility of the researcher to secure permission from copyright holder in order to publish, reproduce, distribute and use by any method.

INFORMATION FOR RESEARCHERS

Preferred Citation

Harvey Penick and Tinsley Penick Collection, H.J. Lutch Stark Center for Physical Culture & Sports, The University of Texas at Austin.

Separated Material

The Harvey Penick and Tinsley Penick Collection also contain 118 Books, which are catalogued separately (access available through lib.utexas.edu), and 36 Artifacts, which are catalogued separately. For any questions and access to the artifacts you can contact the Stark Center by email at info@starkcenter.org or call (512) 471-4890.

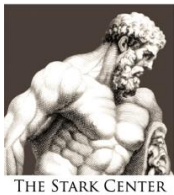
Publication Note

Robbins, Kevin. *Harvey Penick: The Life and Wisdom of the Man Who Wrote the Book on Golf*. Houghton Mifflin Harcourt. 5 April 2016.

BIOGRAPHICAL INFORMATION

Born on October 23, 1904, just across the street from the Austin Country Club, Harvey Penick enjoyed golf from a young age. According to Harvey's handwritten notes for *Harvey Penick's Little Red Book*, he began caddying at the Austin Country Club around 1912. He watched the golfers closely and became a life-long student of the game. Leaders of the Austin Country Club took note of his passion and dedication and when the head professional left for a new position, they appointed Harvey Penick to the post. The Country Club even held the job open for Penick so that he could graduate from high school first, as stipulated by his mother.

Penick took out almost all the money he had in the bank, bought the previous golf professional's clubs and equipment, and became the head professional in 1923 at the age of 18. He met Helen Holmes in 1924, and they married in 1929, remaining so until his passing. Together, they had two children: a daughter, Kathryn, and a son, Tinsley. Early on, Harvey Penick had dreams of becoming a touring professional until he saw Walter Hagen play at the 1928 *U.S. Open* at Olympia Fields in Chicago. After that, he decided to remain a golf teacher rather than becoming a touring pro. He taught legends such as Betty Jameson, Sandra Palmer, Betsy Rawls, one of the first LPGA standout performers, Kathy Whitworth and Mickey Wright. Along with being the pro at the Austin Country Club, Harvey Penick also coached the University



The H.J. Lutchter Stark Center for Physical Culture & Sports
The University of Texas at Austin

of Texas golf team from 1931 to 1963, during which time the Longhorns won 22 of a possible 31 Southwest Conference titles.

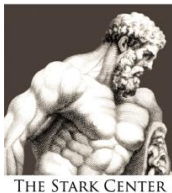
In the 1960s, Harvey Penick began coaching two of the most famous golfers in the modern era: Ben Crenshaw and Tom Kite. Each of them credits his faithful devotion and positivity with molding them as both people and golfers. Tom Kite declared that he would never have won any tournaments without Penick's teachings. Kite was once the all-time leading money winner in PGA Tour history and won the 1992 *U.S. Open*. Days after Penick's death, Crenshaw won the 1995 *Masters Cup*, crediting a putting tip that Harvey gave him about visualizing the ball going into the hole for his victory. He retired from the Austin Country Club in 1971 when his son, Tinsley, took over his position as golf pro. A year later, in 1972, Harvey broke his back in a golf cart accident, but continued to be a presence on the green until his death.

Later in his life, Penick decided to relate his golf wisdom and stories in *Harvey Penick's Little Red Book* with author Bud Shrake. The book was based on a learning notebook that Harvey carried around for decades that he never shared with anyone, except his son Tinsley, until Shrake convinced him to publish the contents in the early 1990s. Released in 1992, *Harvey Penick's Little Red Book* almost instantly became a national and international bestseller as word got out about Harvey's gentle and positive outlook on golf and life. Harvey Penick passed away on April 2, 1995, but his son, Tinsley carried on his legacy as a golf coach until his death in 2019.

SCOPE AND CONTENT NOTE

This collection consists of 10 boxes of material organized into 17 series with dates ranging from 1904 to 2019. Primarily, the material focuses on the career of Harvey Penick as a writer and coach to professional golfers, such as Ben Crenshaw, Tom Kite, and Betsy Rawls. There is some material related to his time as the golf pro at Austin Country Club, but material about his coaching career at the University of Texas is limited. The correspondence and clippings are the most comprehensive sections with clippings starting in 1904 and letters written to Harvey Penick as early as 1923. In addition, the collection contains material pertaining to the Penick family generally, including many family photographs and miscellaneous ephemera.

Also, of particular note in this collection are the early manuscripts of *Harvey Penick's Little Red Book*, including the notebook in which Penick wrote down his tips and tricks that would eventually become the book that made Penick famous around the world. Most of the material is in English, but catalogued with the books removed from the collection are copies of Penick's books in German, Italian, Mandarin, Japanese, and Korean. Additional material relates to Tinsley Penick's writing and coaching career before and after the death of Harvey Penick in 1995.



COLLECTION INVENTORY

Series 1: Photographs, undated

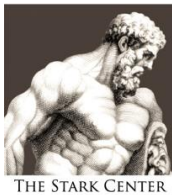
<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Assorted Penick Family Photographs, undated	1	1-8
Assorted Penick Family Photographs, undated	2	1-24
Assorted Penick Family Photographs, undated	3	1-2
Photographs without Penick Family, undated	3	3
Photograph Golf Swing Analysis, undated	3	4
Photographs Donated to New York Times Magazine, undated	3	5
Photographs with Harvey Penick, undated	3	6
Photograph Negatives, undated	3	7

Series 2: Correspondence, 1995

This series contains 4 subseries: 2.1 Harvey Penick Condolence Correspondence, 2.2 General Correspondence, 2.3 Correspondence about Harvey Penick's Books, 2.4 Penick Family Correspondence

Subseries 2.1: Harvey Penick Condolence Correspondence, 1995

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Harvey Penick Condolence Correspondence (Abrameit-Boone), 1995	3	8
Harvey Penick Condolence Correspondence (Braecklein-Echt), 1995	3	9

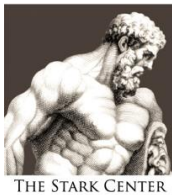


The H.J. Lutch Stark Center for Physical Culture & Sports
The University of Texas at Austin

Harvey Penick Condolence Correspondence (Evans-Jenkins), 1995	3	10
Harvey Penick Condolence Correspondence (Johnson-McFarlin), 1995	3	11
Harvey Penick Condolence Correspondence (Meaders-Onion Creek Club), 1995	3	12
Harvey Penick Condolence Correspondence (Page-Sorrell), 1995	3	13
Harvey Penick Condolence Correspondence (Spricker-Turley), 1995	4	1
Harvey Penick Condolence Correspondence (Turley-Williams), 1995	4	2
Harvey Penick Condolence Correspondence (Wilson-Zeisman), 1995	4	3

Subseries 2.2: General Correspondence, 1923-2012

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
General Correspondence, 1923-1989	4	4
General Correspondence, 1990-1993	4	5
General Correspondence, 1994	4	6
General Correspondence, 1995-1996	4	7
General Correspondence, 1997-2012	4	8
USGA Correspondence, 1997	4	9
PGA Correspondence, 1993-1994	4	10



Subseries 2.3: Correspondence about Harvey Penick's Books, 1991-1995, undated

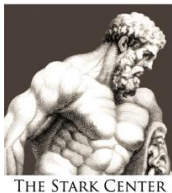
<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Presidential Correspondence about <i>Harvey Penick's Little Red Book</i> , 1992	4	11
<i>And If You Play Golf, You're My Friend</i> Correspondence, 1993-1995	4	12
<i>The Game for a Lifetime</i> Correspondence, undated	4	13
<i>Little Red Book</i> Correspondence, 1991-1992	4	14
<i>Little Red Book</i> Correspondence, 1993	4	15
<i>Little Red Book</i> Correspondence, 1994-1995, undated	4	16

Subseries 2.4: Penick Family Correspondence, 1953-2010, undated

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Tinsley and Betty Ann Penick Correspondence, 1953-2010, undated	4	17
Helen Penick Condolence Correspondence, 2007	5	1
Miscellaneous Correspondence, undated	5	2

Series 3: Harvey Penick's Little Red Book, 1991-1992, undated

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
<i>Harvey Penick's Little Red Book</i> Manuscript, 1991	5	3
<i>Harvey Penick's Little Red Book</i> Manuscript, undated	5	4



The H.J. Lutch Stark Center for Physical Culture & Sports
The University of Texas at Austin

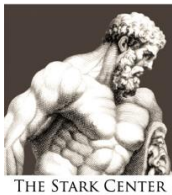
<i>Harvey Penick's Little Red Book</i> Manuscript, October 21 st , 1991	5	5
<i>Harvey Penick's Little Red Book</i> Manuscript, October 21 st , 1991	5	6
<i>Harvey Penick's Little Red Book</i> Manuscript, 1992	5	7
<i>Harvey Penick's Little Red Book</i> Manuscript, undated	5	8
<i>Harvey Penick's Little Red Book</i> Bound Manuscript, undated	5	9
<i>Harvey Penick's Little Red Book</i> Miscellaneous Notes, undated	5	10
<i>Harvey Penick's Little Red Book</i> Video Materials, undated	5	11
<i>Harvey Penick's Little Red Book</i> Recording Notes (Cassette), undated	5	12
<i>Harvey Penick's Little Red Book</i> , Bookstore Ad/Pamphlet, undated	5	13

Series 4: Little Red Golf Letter. 1994-1995, undated

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Little Red Golf Letter, September 1994- June 1995	5	14
Little Red Golf Letter Draft, 1995, undated	5	15

Series 5: Harvey and Tinsley Penick Manuscript Materials, 1972-1996, undated

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
<i>For All Who Love the Game</i> Notes, undated	5	16



The H.J. Lutcher Stark Center for Physical Culture & Sports
The University of Texas at Austin

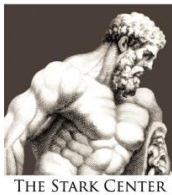
HarveyPenick.com Materials, undated	5	17
Manuscripts featuring Harvey Penick, 1994	5	18
Manuscripts featuring Harvey and Tinsley Penick, 1972-1995	5	19
Manuscript Materials by Tinsley Penick, 1995-1996, undated	5	20
Harvey Penick Academy's Teaching Manual, undated	5	21

Series 6: Austin High School Yearbooks, 1920-1981

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Austin High School <i>Comet</i> , 1920	6	1
Austin High School <i>Comet</i> , 1920	6	2
Austin High School <i>Violet Crown</i> , 1921	6	3
Austin High School <i>Comet</i> , 1923	6	4
Austin High School <i>Comet</i> , 1924	6	5
Austin High School 125 th Anniversary Yearbook, 1981	6	6

Series 7: Golf Course Material, 1906-2015, undated

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Golf Course Material – Austin Country Club, 1906-2015, undated	6	7
Golf Course Material – Other, undated	6	8
Harvey Penick Room at Austin Country Club Material, undated	6	9



The H.J. Lutch Stark Center for Physical Culture & Sports
The University of Texas at Austin

Tinsley Penick Retirement from Austin Country Club, undated 6 10

Series 8: Award and Golf Tournament Material, 1964-2012, undated

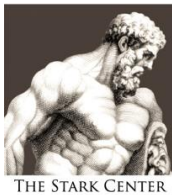
<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Texas Golf Hall of Fame Material, 1997	6	11
Speeches/Presentations/Benefits Material, 1995-2009, undated	6	12
Museum/Hall of Fame Material, 1995-2012, undated	6	13
Harvey Penick Testimonial Dinner Guest Book, undated	6	14
Harvey Penick Recognition Dinner, 1953	6	15
Miscellaneous Golf Tournament Material, 1995-2009, undated	6	16
Texas Amateur Golf Tournament, 2011	6	17

Series 9: Funeral Material, 1964-2019, undated

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Roger Penick Funeral Material, 1964	6	18
Harvey Penick Funeral Material, 1995	6	19
Tinsley Penick Funeral Material, 2019	6	20
Miscellaneous Funeral Material, 2007-2017, undated	6	21

Series 10: Photograph and Handwritten Albums, 1899-1994, undated

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Album #1: Harvey Penick's History Album, 1899-1986, undated	7	1

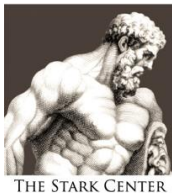


The H.J. Lutch Stark Center for Physical Culture & Sports
The University of Texas at Austin

Album #2: Harvey Penick's Tinsley Album, 1906-1991, undated	7	2
Album #3: Harvey Penick's Austin Country Club "C" Album, 1934-1980, undated	7	3
Album #4: Harvey Penick's Cathryn Album, 1934-1980, undated	7	4
Album #5: Harvey Penick's Golfer Album, 1950-1991, undated	7	5-6
Album #6: <i>Harvey Penick's Little Red Book</i> Album, 1991-1994	7	7
Album #7: Penick Country Club Album (from homemade, padded scrapbook) 1991-1993, undated	7	8
Album #8: <i>And If You Play Golf, You're My Friend</i> Manuscript, 1993	7	9
<i>The Game for A Lifetime</i> and Other Handwritten Materials from the Blue Binder, undated	7	10
Recording Transcript from the Red Binder (for <i>Little Red Book?</i>), 1991	7	11-12
Handwritten Golf Notes, undated	7	13

Series 11: Miscellaneous Manuscript Materials, 1995-2009, undated

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Tinsley Penick's Pro Shop Ledger, undated	7	14
Manuscript Materials, 1995-2009	7	15
Manuscript Materials, undated	7	16
Little Blue Book Manuscript Material,	7	17



undated

Series 12: Clippings, 1904-2015, undated

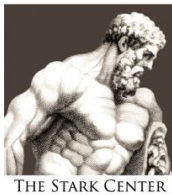
This series contains 3 subseries: 12.1 Magazine Clippings, 12.2 Newspaper Clippings, and 12.3 Miscellaneous Clippings

Subseries 12.1: Magazine Clippings, 1954-2012, undated

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Miscellaneous Full Magazines, 1983-2011, undated	8	1
PGA Magazine, 2011-2012	8	2
Golf Digest, 1954-1959	8	3
Golf Digest, 1960-1961	8	4
Golf Digest, May 1992	8	5
Golf Digest, December 1993	8	6
Celebrate Austin Magazine, 1997	8	7
Golfsmith Magazine, 1994	8	8
Golf Magazine, April 1997	8	9
Magazine Articles featuring Harvey Penick 1960-2002, undated	8	10
Miscellaneous Magazine Clippings, 1974-2012	8	11

Subseries 12.2: Newspaper Clippings, 1904-2015, undated

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Miscellaneous Full Newspaper Sections, 1904-2007	8	12



The H.J. Lutcher Stark Center for Physical Culture & Sports
The University of Texas at Austin

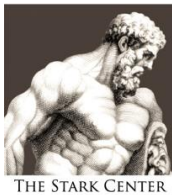
News Articles featuring Harvey Penick, 1947-1999	8	13
News Articles featuring Harvey Penick, 2002-2015, undated	8	14
Harvey Penick Obituaries, 1995	8	15
News Articles featuring Tinsley Penick, 1997-2011, undated	8	16
News Articles featuring the Penick Family, 1994-2011, undated	8	17
News Articles featuring Tom Kite and Bob Crenshaw, 1983-2002, undated	8	18
News Articles- Other Obituaries, 1991- 2010, undated	8	19
News Articles-Other, 1986-2011, undated	8	20
News Articles without the Penick Family, 1931-2009, undated	8	21

Subseries 12.3: Miscellaneous Clippings, 2008, undated

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Full Page Book Advertisement, undated	8	22
Judge Parker Comic Strips, July 2008	8	23

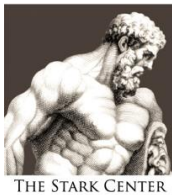
Series 13: A Lifetime in Golf Calendar Materials, 1995

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Harvey Penick: A Lifetime in Golf 1996 Calendar Draft, Part 1, 1995	9	1
Harvey Penick: A Lifetime in Golf 1996 Calendar Draft, Part 2, 1995	9	2



Series 14: Penick Family Documents, 1929-2015, undated

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Address Book, undated	6	22
Cathryn Lee Penick Address Book, undated	6	23
Morris Williams Portrait, undated	6	24
Postcard/Greeting Card Collection, undated	6	25-26
Pamphlets featuring Harvey Penick, 1931-1995	9	3
Penick Family Awards, 1941-1994, undated	9	4
Surgery Documents, 2015	9	5
Penick Family Travel Documents, 1999, undated	9	6
Penick Family Travel Documents-Ireland, 1993	9	7
Miscellaneous ID/Business Cards, undated	9	8
Harvey and Helen Penick's Last Will and Testament, undated	9	9
Miscellaneous Wall Art, undated	9	10
Penick Family Legal Documents, 1929-2015	9	11
Tinsley Penick's Class Planning/Notes, undated	9	12
Penick Family Genealogy, undated	9	13

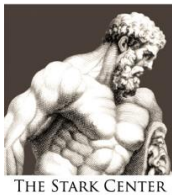


The H.J. Lutch Stark Center for Physical Culture & Sports
The University of Texas at Austin

Lee Ann Penick Material, undated	9	14
Tinsley Penick Financial Form, 2000 – RESTRICTED	9	15
Take Dead Aim Bookmark, undated	9	16
Various Handwritten Notebooks, undated	9	17
Harvey and Tinsley Penick Handwritten Notes, undated	9	18

Series 15: Miscellaneous Materials, 1935-2016, undated

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Paul Milosevich Materials, 1992-1995, undated	9	19
Signed Photo from Frank Shanahan, 1994	9	20
<i>The Lady Golfer's Bible</i> , 1991	9	21
<i>Golf Digest Golfer's Journal</i> , 1994	9	22
<i>Rights and Wrongs of Golf</i> by Bob Jones, 1935	9	23
Art, undated	9	24
Golf for Women: Favorite Golf Stories, 1997	9	25
Poems and Other Material, 1996, undated	9	26
Various Religious Items, undated	9	27
Manuscripts without Penick Family, 1984- 1985	9	28
Jack Burke Sr. Teaching Tips Draft, 1943	9	29
Paper Ephemera, 1987-1996, undated	9	30



THE STARK CENTER

The H.J. Lutch Stark Center for Physical Culture & Sports
The University of Texas at Austin

Miscellaneous Materials, 2014-2016, 9 31
 undated

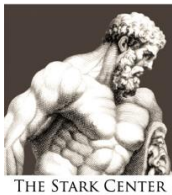
Pamphlets without Harvey Penick, 1989- 9 32
 2010, undated

Series 16: Media, 1987-2009, undated

This series contains 5 subseries: 16.1 VHS Tapes, 16.2 Cassette Tapes, 16.3 Film, 16.4 Photo Slides, 16.5 CDs

Subseries 16.1: VHS Tapes, 1987-2000, undated

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Harvey Penick at Lakeway, undated	10	1-2
The Spirit of the Game, 1999	10	3
Philips Invitational 2000 Sponsorship Brochure, 2000	10	4-5
Profile of a Pro: Harvey Penick and Ben Crenshaw, undated	10	6
Little Red Video, 1993	10	7-8
Day One – Harvey Penick, undated	10	9
Harvey Penick’s Toast, undated	10	10
PGA Distinguished Service Award: Harvey Penick, undated	10	11
The Golf Doctor, 1994	10	12
Dick Forester/Harvey Penick, 1994	10	13
X-Squared Shoot, 1995	10	14
Texas Entertainment News Show #14, 1996	10	15
The 1992 U.S. Open: Kite Soars Over Pebble Beach, 1992	10	16

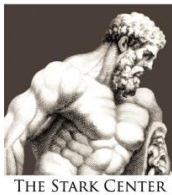


The H.J. Lutcher Stark Center for Physical Culture & Sports
The University of Texas at Austin

Ben Crenshaw – Profile of a Pro, 1995	10	17
Harvey Penick’s Golf Lesson, undated	10	18
Harvey Penick for Cinco Ranch Raw Footage, April 1994	10	19
Harvey Penick’s Private Golf Lesson, undated	10	20-21
GCA Banquet, 1998	10	22
The Penick Teaching Legacy, undated	10	23
Colonial Country Club Second Annual Legends Dinner, undated	10	24
Vicki Goetze Swing Sequence, April 1993	10	25
Sprint: Kathy Whitworth, May 1993	10	26
Betsy Rawls, 1987	10	27
Philips Invitational 2000 Sponsorship Brochure, 2000	10	28
World Golf Hall of Fame 2002 Induction Ceremony, November 2002	10	29
Harvey Penick’s Private Golf Lessons, 1994	10	30-31
Golf Academy Live: Paul Marchand, March 1996	10	32-33
Harvey Penick, undated	10	34
Harvey Penick Invitational Promotional Brochure, undated	10	35

Subseries 16.2: Cassette Tapes, 1995-1996, undated

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Penick June 28, undated	10	36



The H.J. Lutchter Stark Center for Physical Culture & Sports
The University of Texas at Austin

Byron Nelson Bubka, undated	10	37
Cactus Comments, undated	10	38
Conversation at Penick Home, 1995	10	39
Harvey Talking (for Women's Book?), undated	10	40
Sonny Rhodes and Harvey, undated	10	41
<i>Harvey Penick's Little Red Book</i> Audiobook, 1993	10	42
<i>The Game for a Lifetime</i> Audiobook, 1996	10	43

Subseries 16.3: Film, undated

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Film Strip, undated	10	44

Subseries 16.4: Photo Slides, undated

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Penick Photo Slides, undated	10	45

Subseries 16.5: CDs, 1995-2009, undated

<u>Folder Title</u>	<u>Box Number</u>	<u>Folder Number</u>
Kodak Picture CD, undated	10	46
Harvey Penick Talking (for Women's Book?), undated	10	47
Conversation at Penick Home, June 1995	10	48
Harvey Penick's Private Golf Lessons, undated	10	49



THE STARK CENTER

The H.J. Lucher Stark Center for Physical Culture & Sports
The University of Texas at Austin

PGA Golf Professional Hall of Fame, Harvey Penick Video and Acceptance Speech DVD, May 5, 2009	10	50
--	----	----

Series 17: Oversized Material