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HERB GRAFFIS

SWINGING AROUND GOLF

More golf for pro: All other pro department management and merchandising problems are simple compared to the difficulty of getting enough golf time for the pro and his assistant.

It has gotten to the point where the club pro almost feels guilty if he is out on the course playing or on the lesson tee where he and his assistant can work on their own games and the games of their members. If the pro or his assistant is not in the shop, a fussy, unthinking member may think the pro staff is loafing.

I do not know how to answer the problem. Most pros have to sup-

'In not too many instances does the salary a club pays a pro pay for the work the pro has to do.'

port themselves with shop revenue. The pro is rarely paid enough of a salary to be able to do the work he wants to do for his members to get their games in shape.

Tom Case, who started as an assistant under the great old George Sargent, who had been an assistant to Harry Vardon, is regarded by his colleagues as one of the foremost authorities on professional golf operations. He says he knows for the good of every man and woman at a club, he and every other pro should play a round a week with the course superintendent or green chairman. Tom says he has yet to find a pro who can get this time away from a schedule crowded with urgent duties. What Case did not say is that most of these urgent duties actually are paid for by the pro out of what he can make from his shop and teaching. In not too many instances does the salary a

club pays a pro pay for the work the pro has to do.

Salesman at turf meetings? A family fracas we thought had been settled years ago is disturbing the Golf Course Superintendents Association of New England.

Some members believe only certified members should be eligible to attend meetings. Others believe if salesmen, assistant superintendents, manufacturers and university and experiment station men were made welcome at the meetings, the association's influence would be stronger and its service more helpful.

The New England superintendents, we believe, were the first geographical group to organize. Their ventures had quick and far-reaching effects in developing the standard of golf course maintenance and in getting recognition for the golf course superintendents as golf business executives. These early New England meetings were not as large as their prime movers hoped they would be, but were big enough to let golfers, club officials and golf writers know the greenkeepers were progressing.

And the grass did not care who joined the organization.

The reason salesmen joined the New England and other organizations of superintendents and professionals was to exchange work ideas and save everybody time by ordering at the monthly meetings.

I can imagine the employers of superintendents might be able to suggest many subjects of far more importance in golf course management that have priority ahead of whether a salesman working with superintendents should be eligible to attend meetings of the course operating chiefs. □