

# TALKING IT OVER

## Pro Picked by Price Alone Is No Bargain

indicative of a condition prevailing in the professional golf field today.

Some of the boys who got the jobs he mentioned we happened to know pretty well. One of them two years ago was a good caddie with playing ability. He's a promising youngster, but what he doesn't know about handling the pro job in the good club that has signed him, is volumes. Instruction, merchandising, relations with members, and a helpful knowledge of what the greenkeeper is up against, are still as higher calculus to him.

For a smaller club where his responsibilities would not be so great and his job generally so big, he'd be a bargain at what he is getting. For the club with which he is located the kid is not matured to the extent that he is the asset a pro should be. We wish him and his club well, but we are inclined to believe that his club is making a mistake by attempting to save money by employing him.

The man who wanted more money knew how to serve his members so their interest in golf is maintained at an enthusiastic degree. House business and club spirit are developed by his experienced efforts. The reason he's looking for a job is not due to lack of satisfactory record. But he's out of luck many places; clubs want to experiment with a cheap pro.

We believe this condition is something that calls for attention by the P. G. A. in establishing standards by which clubs can rate the value of pro services, and then, if the club picks wrong, it can not condemn unjustly the entire profession.

## Set Your Sights for Successful Season with Greens

At the end of every season we hear some clubs complaining of lack of betterment in the condition of their courses.

The post-mortem usually reveals that the year's maintenance work was done on a hit-and-miss basis without any definite objective being set prior to the beginning of activities.

A green-chairman and a greenkeeper who are on the job, make this agreement on the season's plans in such a fashion that they have something to use as a schedule as the season progresses. The budget system, where it is used, takes care of any decided alterations in the course, but the ordinary improvements in the year's maintenance usually lie in the back of the ambitious green-men's head, crowded there by the everyday necessities of maintenance, until the end of the season sees the hoped for betterment unrealized.

A specific standard of maintenance is not a bad thing for a green-chairman and the greenkeeper to have written and kept prominently before them as a constant driving force toward fulfilment.