

"While Roy agrees with this point of view, and doesn't advocate that others in line of work give their services to anyone without compensation, he himself is as free with his advice and suggestions as if the plan he endorses, of having the professional on a flat salary, were in vogue."

### Pro and Con

Tufts himself admits that lessons alone don't do much good unless they are accompanied by practice, and is reluctant to instruct any member unless the member will practice two or three times between lessons. So many golfers are loathe to practice and even to receive instruction, and their number may militate against the plan, unless the majority is in favor and can swing over the contrary ones. Success of the plan calls for a high grade of pro instruction, and a versatility, for as Paddock points out, there are some pros who are wondrous in bettering the games of fairly advanced golfers, but who are failures with beginners. In view of the number of lessons required under the proposed plan, it probably would be necessary to inaugurate group instruction sessions.

The plan has a lot of slants to it that call for serious study of detail by pros and by club officials. It may be the answer to the clubs' need of larger and steadier attendance on the part of members, with the consequent increase of house business. It also holds promise for the able pro for it provides an inducement of profit that will be earned only by considerable work, but which will be a substantial income. It is no secret today that the demand for good pros who are real assets to clubs, is greater than the supply. Many clubs may not realize this, or realize what a good pro really is, but after trying to get satisfaction from the services of a pro who is not making a good living wage, they learn.

The pros and the clubs have to get together better than they now are on a basis of mutual profit, and for that reason the Tufts idea is deserving of considerable study.

**T**O increase the club income without increasing the congestion on the course, have you considered the possibility of non-playing memberships? This applies particularly if the club has a swimming pool or outdoor dance floor.

## This Is Way to Spell "Good Pro", Bob Says

**B**OB WHITE, of Spalding's New York office, is a good booster for his friend E. D. Van de Water, pro at the Meadowbrook Country Club, Hamden, Conn., and



E. D. Van de Water

one of the able business pros of the country. Bob sends us this to tell what kind of a talented gent Van de Water is:

**V**ery conscientious.

**A** fine instructor.

**N**ever lacking in courtesy.

**D**ependable.

**E**nergetic.

**W**atchful of the club's interests.

**A** consistently good player.

**T**akes a personal interest in his pupils.

**E**xtra well versed in course upkeep.

**R**enders satisfactory service to all.

**M**ANY green-chairmen think additional traps are the sole necessity when a hole is "too easy" and needs tightening, but many a perfectly designed hole has been ruined by this practice. It is generally better to change the location of the tee, which does not necessarily mean moving it back. Sometimes a shift to one side or the other for a matter of only fifteen yards will change remarkably the character of shot required.