

need, a lot of times the locker-room man. That sounds like a hell of a lot of work for one man to handle, and it is, but you get paid dough for it and the club members appreciate it so you always have a chance to increase your earnings. You take the average resident's income in smaller towns and you will see that a pro who is a hustler and used his head can live like a king."

Officials Need to Know.

Some of the boys get discouraged and may say that Tendler's remarks are nothing but a lot of hooie, but they're not. Given the right man for a pro, the most important step to follow is to start an astute campaign of education on the club officials. There is lots of room for that work in the metropolitan districts as well as in the smaller towns. There are big city clubs paying pros \$100 a month and then wondering what is wrong with the way the pro department is run. A fellow who takes a job as responsible as a good club pro job is, for \$25 a week, is the first thing that's wrong. I'll say that always and as a sprightly booster of the pro cause.

What's A Pro Job.

It would do all the qualified pros a lot of good if the club officials who hired the pros knew what the pro was supposed to do. I got a letter from the president of one club who wrote:

"What are the duties of a golf club professional on a small nine-hole course, aside from procuring and selling merchandise? We have a pro on our course who more or less gives his services in return for the privilege of using the course at any and all times. What I would like to know particularly is what fundamental duties this man should perform in return for the privileges that are accorded him."

After talking it over with a number of the fellows who had come up to big jobs in pro golf after successful development in smaller jobs, this inquiring official was answered and it seems to us the answer outlines a good general policy for the betterment of the pro job in the smaller clubs. The reply read:

"It seems to me that if a live young pro were on the job he could make himself a pretty good spot at your club right now if he were to show interest and pride in the condition and layout of the course, be available for instruction, and in general, make himself useful and helpful in developing the club's resources and club spirit.

In this way, a pro with some vision can make his activity pay him because in the long run that there will be a lot more golf interest and consequently a lot more business in clubs, balls, etc.

"Under conditions where a pro is paid, I should outline his major responsibility as the following:

"(1) Being available for instruction, advice and supervision of tournaments.

"(2) Being on the job as a merchandiser of the right playing equipment and an adviser to the buyers.

"(3) A promoter of club interest and spirit.

"(4) Even if the club has a greenkeeper, to work with the greenkeeper on a harmonious basis in bringing the course up to the pink of condition.

"(5) To see that the club gets plenty of publicity.

"(6) Group golf lessons for women, children, etc. (This will not take much time and will develop a lot of private lessons).

"(7) Do repair work for members on clubs.

"(8) In general, take enlightened and sincere, but not a meddlesome interest in each detail of the club operations to the end that the pro and his members all would be proud of the fact that they belong to the club.

"I think that a bright fellow who really knows what it's all about and has the right sort of character can take a situation like yours and make himself one beautiful little job out of it by intensive cultivation. The pros are developing rather satisfactorily along these lines when you consider that the pro's job as a real business is one of the infant industries of the country."

Rutgers Again Stages Tabloid Greenkeeping School

RUTGERS UNIVERSITY, the state university of New Jersey, at New Brunswick, again conducted a highly successful and practical greenkeeping short course Feb. 24-28.

This year's short course was attended by a larger enrollment than last year, there being 66 students at the 1930 session. Some of the men who attended the previous session returned and found that the value of the course continues to increase and enthusiasm of the greenkeepers and pros in the course advances. Under the direction of F. J. Helyar the course brought before the attendants turf stars of Rutgers' staff.