

IN THE ROUGH

with **HERB GRAFFIS**

NOT long along several successful and well known pro business men got to discussing why pros lose jobs. It rather surprised this writer to hear these pros put gambling with members high among the reasons for pro job loss.

Many prominent professionals in club service seldom gamble with members on more than a dollar Nassau basis; or a five dollar Nassau at the top. The pros don't often suggest the gambling themselves. They let the members do that. Tommy Armour, who probably has played more big dough gambling golf than any other pro in the country, and who still will partake, on invitation, of any part of a fancy wager on skill, played scores of friendly rounds with members last year without a nickel depending on the result. That is something that never would have happened anywhere five years ago.

Armour attributes the change in practice with respect to gambling to the smart pros' desire to play with as many different members of their clubs as possible. They often prefer that the wagering element be missing so the member will be at complete ease. Depression apparently put an end to the old days when the laddies would play \$25 Nassaus and then have even the losers be charged with a \$10 playing lesson.

An angle that the pros brought out in discussing gambling as a job peril was that too many fellows hate to lose. The losers may smile while they're paying off but may feel such deep pain inside that they'll relieve themselves at times when it does the pro no good.

AL LESPERANCE, pro at Westmoreland CC, has convincing figures to prove that teaching golf by slow-motion pictures improves the pupil's game. Lesperance has used a Filmo slow-motion picture camera in his instruction work over a sufficiently long period of time to eliminate chance results and to know that his figures are of significance.

"When I came to Westmoreland in 1926," Al says, "of our players who had handicap cards, 10% were in class A, 20% in class B, 30% in class C, and 40% were

in class D. At the end of the 1934 season the percentages were as follows: 17% in class A, 24% in class B, 34% in class C, and 25% in class D.

"About 300 of our 350 members have cards in the handicap rack.

"I think you will find that the above figures will be true at many of the clubs in this country which make use of movies in instruction work."

DURING winter conversations with at least 200 different professionals in the South, a frequent subject of debate was the degree to which the boys are at the mercy of the weather. Most of them suffered through a summer so hot it knocked off sales and then ran into a wet fall that cut down play. How they can outsmart the weather-man no one knows, although one of the boys came up with the idea that kept folks coming out to his club by cutting down events from 18 to 9 holes whenever the mercury began to show signs of squirting out the top of the bulb. The clubhouses were as cool as any place in the town and the swimming pools drew well. The case of obtaining cooling, legal liquors helped, too.

GOLFDOM'S suggestion that standard contract forms for pros be worked up, scored in several spots. Officials of sectional PGA organizations and the district golf associations have had informal conferences with a view to drafting contract form ideas.

AN interesting novelty in club literature is "The Dope Book" of Sam and Henry, bartenders at the Creve Coeur club of Peoria. Sam and Henry, by the way, were the originals of Amos and Andy of radio fame. These veterans of 30 years' service tell in this booklet how they mix drinks. Copy for the book was set without any alterations, from the pencil copy supplied by the star colored mixologists. They say in their foreword: "to make good drinks you must have good merteral. if any of these drinks are maid according to our instruction you will find them o. k." They add: "for the benefit of our friends

and those who like good drinks We are given away this Book as a Suverner."

FROM Jack Jolly, veteran pro and head of the St. Mungo golf ball outfit, comes an idea that sectional PGA's might consider for development of golf play in their territories. Jack suggests that instead of playing the PGA local Monday events always at some rather exclusive private club that these events be played every two or three weeks at some municipal course where the general public can see the sectional stars in action.

The municipal courses ought to go for the idea strong because putting on a golf show for the public would far more than offset closing the course to the public for a few hours and resultant slight loss of income.

ABOUT the smartest thing your correspondent saw done by any of the pros in outwitting weather was done by Horton Smith at Oak Park CC (Chicago distr.) during the Labor Day holidays. Horton's members were anxious to catch up on the golf they'd missed during the intense heat. But it rained in thin showers during the entire week-end. Instead of discouraging the fellows who did come out, by hanging around the shop with a face as gloomy as the skies, Horton attired himself in a snappy raincoat and pleasantly greeted the members who were undecided whether to take a chance with the showers.

"This is what they call great golfing weather in England and Scotland," Horton said to them. "Just a bit of a mist. A raincoat and some grip wax while you're playing, a shower, a change of clothing and maybe a few drinks when you're through and it all beats hanging around inside." The members went for the line. Horton sold out his raincoat stock and a lot of balls. The members enjoyed their games. Horton himself played through the rain with three members after he'd seen the early rush started off.

IF some of the pros would buck the rain themselves their members wouldn't be scared away by a little shower. The same thing goes for those cool days in spring and fall. How can the pros expect their members to play if the pros themselves keep off the courses?

APPPOINTMENT of Opal S. Hill of Kansas City as head of the Women's committee of the USGA is a popular selection.

Mrs. Hill represents the Trans-Mississippi section in which territory the Women's national championship will be played at Interlachen CC, August 26-31. As an experienced and fine competitor, a great worker, and one fully acquainted with conditions and activities in women's golf, Mrs. Hill brings to the USGA rich assurance of continued progress in the women's department. Mrs. E. Gillig Betz, 18 Merion Road, Merion, Pa. continues as secretary of the committee.

PAUL WANBERG has been re-elected president of the Massachusetts State College Greenkeepers Alumni Assn. Kent Bradley is first v. p.; Joe Whitehead, second v. p.; Wm. Nye, sec.-treas. and Prof. L. S. Dickinson, counselor. One representative from each of the nine classes is on the executive committee.

Dues have been cut to \$1 a year.

The association has called off the solicitation of used balls from members. Original idea was to sell these balls to repaint company and finance turf research with proceeds. It meant possible conflict with pro ball business, so the greenkeepers threw out the stunt.

HENRY DUTTON, able young manager of the Albany (NY) CC, puts news value into house operations. When Hank sees some interesting recipe advertised heavily, he and his chef immediately put it on the club's menu. Women notice the prompt appearance of novelties and comment favorably.

IT'S a good thing that prize money isn't all the pros expect on the winter tournament because so few of the boys even make expenses. Al Zimmerman, pro at the Alderwood CC, Portland, Ore., gives you an idea of the training school aspect of the circuit when he tells his club members in the Alderwood **Back Swing**: "Along the winter golf 'Golden Trail' with my brother, Emery, I had a fine time, learned a lot about tournament golf, club duties, teaching and golf clubs in general."

HELEN HICKS starts out in April on a West Coast exhibition tour. This tour contributes the business gal golfer's expert services and showmanship to some worthy causes. She will perform with Dorothy Traung, Frank Dolf and Steve Hawley at Claremont CC, Oakland, Calif. in her Coast debut as a pro lady. It will be for the benefit of the sick fund of the

Northern California PGA. Harold Sampson and Dewey Longworth arranged this with L. B. Icely, president of Wilson Sporting Goods Co.

In southern California she will play in a mixed foursome exhibition, also for a PGA benefit. Hicks also will play at Seattle and Portland. At Portland she will play for a fund to finance the local public links team. Other PGA sections are making arrangements with Wilson for Helen's appearance for section pro funds.

Joyce Wethered, whose tour to the United States has been hanging fire ever since she turned pro, will come over in May and play for about 10 weeks. Plans to have Hicks and Wethered play as a team still are pending. Wethered's appearance will be on a guarantee basis at the clubs. When plans first were discussed for her American tour the British girl star would not consider exhibition matches with big galleries. She had her eye on movie money but the movie magnates would make no bids.



Walter Olson congratulating Armour on his win of a rug at Miami Open.

AGAIN the caddie problem comes up. Some clubs now are discontinuing more than one grade of caddie. If a kid isn't Grade A, or gets three legitimate complaints turned in against him, he is dropped from the caddie roster. There are enough boys to go around.

One of the best little ideas for caddies we have seen is the simple leaflet "Rules, Questions and Answers for Caddies" compiled a couple of years ago by Lawrence Anthes, Philmont CC caddiemaster. This Anthes knows his stuff. Maybe he has a few copies of the leaflet. If you want to take a chance and send him a stamped return envelop, write him at Willow Grove, Pa.

NEW ENGLAND claims more promising young pro playing stars than any other section. Why this should be even the new England PGA members can't explain, although some of the boys advance the hunch that the short playing season and lack of income sufficient to hire good assistants puts it up to the young pros in that section to be everything—good business man on the job, good teacher and grand player.

WALTER OLSON, rug magnate and golf nut of Chicago, added to the joy and profit of the Florida tournament season by giving each prize-winning pro one

of his "magic carpets." Olson's extra prize stirred up great tournament interest among the pros' wives. The players themselves were inspired to sparkling performances by having their spouses remind them on the first tee: "Bat their ears back, honey and win a rug because you know our living room carpet has a big hole burnt in it where baby bust the corn liquor bottle."

The fellows are hoping the home-town grocers, gas company and landlords will follow the Olson lead of putting up merchandise prizes.

ROLAND WINGATE, pro at The Country Club, Brookline Mass., this winter allotted some of his radio time over Station WAAB in Boston to the Greenkeepers' Club of New England. Guy West, president of the club told of its formation in 1923 with 41 members and its present membership of 100. He told of the club's work as did Howard Farrant and Charles W. Parker.

The broadcast was well received by golfers and the general public. It's a hunch that should be picked up by other sectional greenkeeping organizations. They have good speakers and authorities who can give golfers and those interested in private lawn maintenance many welcome tips this spring and summer.