

Research is the basis of Green Section work and unless there is enough money to finance research work course maintenance will suffer. The average man hasn't any idea of how far-reaching this research work is. He gets a little sample of it when he realizes that the brown-patch research work of the Green Section led into snow-mold prevention.

A booklet recently sent out by the Dow Chemical people, whose lead arsenate is used on golf courses, shows how these research fellows spread out. Dow started by working on the brine pumped from wells near its present 250-acre plant in Michigan. From research connected with this brine the company's technologists developed 250 products and three huge factories.

More on Pros Versus Slow-Pay Members

WHEN D. H. Mudd in June GOLFDOM pointed out that part of the pro credit problem was his inability to collect from members, he exposed one of the ugliest sore spots in the golf business, according to comment of club officials and pros.

A prominent and successful eastern professional and a pro of like standing in the Midwest write to suggest it would be a good idea if the PGA requested club officials to make a periodic check-up of pro accounts receivable and payable, in cases where the club is not responsible for the pro collections.

Both these men pointed out that the pro who asks for fair play in having his club assist him in the collection of accounts due must give fair play and pay his bills instead of operating on manufacturers' money. Whether it is advisable to have the club officials check pro accounts payable, as these pros suggested, is debatable. Those who are in favor of this maintain that it will show the clubs that the pros' net income is so low that for good service and a due reward to an able man a salary should be paid in addition to shop, lesson and club-cleaning concessions. They hold to the idea that the pros pay their bills when the money is received from members.

Prefer Money to Punishment

The pro collection problem is not alone of misery of pros in the United States as the accompanying cartoon from the British PGA magazine indicates. The British idea of punishment to be visited on the member deadbeats seems to be fair enough as a last resort, but the victimized pros would

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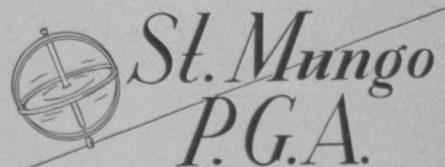
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rather have the money due them than to take a shot at the member who doesn't pay.

The Mudd article brought before fair-minded and vigorous club officials the plight of the professional in a way that has caused wide discussion. Ray Slotter, well-known green-chairman of Philmont CC (Philadelphia district) makes a representative comment from the club officials' viewpoint in saying:

Club Leaves Pro Helpless

"I read with much interest, the article 'Who Is Guilty' by the credit manager of the Western division of A. G. Spalding & Brothers. He is unquestionably correct when he states that the pro "cannot push collection of his accounts." Likewise he is unquestionably correct when he says that getting after slow-pay members gives opportunity for "these slow-pay members to start a campaign against the pro and eventually run the pro out of his job."

"It does, however, occur to me that one of the most vital fundamentals is not mentioned in Mr. Mudd's article; namely, the right to pass upon credit standing of members. The pro usually is advised by the secretary of the club of the names of members and is given no voice in determining their credit standing. In fact, he has little if any facility for judging of the credit standing of members. Even if he attempted to do so, he is bound to find it far too costly a bit of investigation. Worse yet would be the predicament of a pro who, with ample basis for passing judgment on a member who is a poor credit risk, would attempt to refuse credit to that member. The howl would be heard for miles.

"Particularly in recent years, it has been not unusual for a member to fall back in his club accounts, yet he is carried on the club rolls and given the privileges of the club. But the pro is not advised of delinquencies and, were he so advised, there simply is nothing he can do about it. When sporting goods houses get after the pro for their accounts the sincere and honest pros often must be unable to do anything about the matter unless, of course, they desire to push action against members to get their money to pay the manufacturers—and then look for another job.

"So long as club officials reserve the right to pass upon eligibility and desirability of individuals for membership (which carries a virtual command to the pro to sell that member on credit) it would seem, equitable for the club to assume responsibility for collection of members' accounts with the pro shop. To lessen club book-keeping and perhaps for persuasive reasons, it may be desired to have the pro

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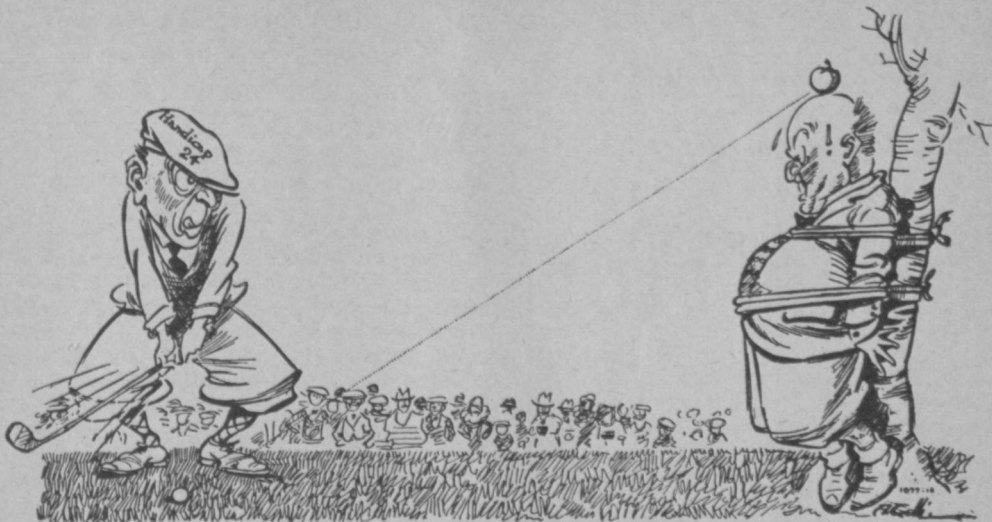
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Here is the British PGA'S idea of a fitting punishment for the golfer who fails to pay promptly for his pro-shop purchases.

do his own billing although I question this because once again the minute the pro refers to the club secretary he is in exactly the same position as if he referred it to collection agencies.

"Irrespective of the earnestness of any pro, none of the good ones are over-paid.

They must be given a fair chance to earn what they can.

"The pro must must be given support, backing up and due recognition of the fact that he extends credit to the very people who have been endorsed by the club officials."

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