

## D'Angelo Says Pros Quit Game to Earn More

By BOB JOHNSTON

Jimmy D'Angelo, former Philadelphia district pro, believes he knows the real reason why so many pros have quit the game recently. And he has come up with a solution.

"Look at a partial list of those who have left golf," Jimmy said. "Olin Dutra has gone with a chemical company; Paul Runyan is with a jewelry firm. Francis Scheiter quit Oklahoma CC, supposedly one of the best spots in the country. And now Steve Grady has resigned at Old York Road (Philadelphia district) to enter private business."

He didn't mention a chap named D'Angelo, now associated with a vacuum cleaner distributing agency in Philadelphia. But then, Jimmy—former National PGA vice president—hasn't quit the game entirely. He's helping Al MacDonald at Langhorne CC and for 10 weeks will conduct indoor golf classes at a nearby adult school.

"Know why so many of the pros are giving up golf?" Jimmy asked. "It's mostly for financial reasons. Many pros accept a job without any salary, figuring on cashing in on equipment sales and lessons. Others work for a small retaining fee. That system is wrong and it works to the detriment of both the pro and club member."

"Here's how to solve all that. In the Philadelphia district, for example, most clubs have memberships of between 250 and 300. If each member were assessed, say, \$10, that'd mean a guaranteed \$2,500 for the pro each year."

"To devote full attention to his job, a pro should be paid a minimum of \$5,000. He could count on about \$2,500 in lessons and sales to make up the difference. Or maybe members could be assessed \$25 a year, which would include a fixed number of lessons—maybe 10 or 12."

"Lessons are one of the most lucrative

For more Beautiful  
**GREENS and FAIRWAYS**

Use **WHITNEY**  
Super-Refined  
**LAWN SEED**

Special Mixtures made  
to your order. Write—

**WHITNEY SEED CO., INC.**

BUFFALO 5, N. Y.

**TURF** makes the course . . .  
have it in top condition for 1946

**WE SPECIALIZE IN GOLF TURF**

# GRASS SEED

**SELECT VARIETIES — MIXTURES**

CHEWINGS FESCUE	KENTUCKY BLUE GRASS
ASTORIA BENT	CANADA BLUE GRASS
SEASIDE BENT	PERENNIAL RYE GRASS
WHITE CLOVER	DOMESTIC RYE GRASS
FANCY RED TOP	ORCHARD GRASS

**FINE GOLF TURF SEED WILL BE  
SCARCE**

Plan your needs now. Ask for Prices

## J. OLIVER JOHNSON SEED CO.

946-960 W. HURON STREET

CHICAGO 22, ILL.

Phone: Monroe 6580

*Write* FOR THIS VALUABLE  
BULLETIN *Today...*



**McDOWELL**  
MANUFACTURING COMPANY  
PITTSBURGH 9, PA.

# William F. Gordon Company

## GOLF COURSE CONSTRUCTION ENGINEERS

For twenty years a partner in the former firm of  
Toomey & Flynn, Philadelphia, Penna.

DOYLESTOWN,  
Penna.

BALA-CYNWYD,  
Penna.

angles of the business. No pro could afford to give them all for free. If either one of these plans were adopted—and they've often been discussed here and throughout the nation—most of the golf pros' headaches would disappear.

"Due to the lack of an established income, most pros are unable to lay anything away for later years. When the average pro attains the age of 50, he's no longer wanted by the club and members begin to look around for an up-and-coming youngster," D'Angelo declared.

Jimmy continued on the same theme. "You probably don't realize it, but pros at the better clubs face terrific operating costs. They're expected to put up a front, to dress in \$15 slacks and \$10 sport shirts. That costs money, but members expect them to look the part.

"And remember, Philadelphia pros have only 7 months in which they can expect to do business. They usually order equipment for March 15 delivery. Bills are due on April 15, and if a spell of bad weather sets in, there are no sales and consequently no capital on hand. A guaranteed income would remedy that.

"Furthermore, most of your pros came up from caddie ranks; they never had any business training. I had to learn by trial

and error and I never knew—when I first took a pro job at 21—how important it is to discount a bill."

Although he hasn't held a pro post since leaving Muskogee (Okla.) CC in 1944, D'Angelo is extremely active in the PGA's Philadelphia Section. During the 15 seasons he held forth at Baederwood GC, in suburban Philadelphia, the 110-pound D'Angelo managed to hold his own among district shotmakers.

D'Angelo posted a 68 over the wind-whipped Holmesburg (now Poquessing) course to win the Northeast Open in 1942, beating out Sammy Byrd by a stroke. He was one of five who tied in the 1939 Philadelphia district PGA qualifying play at Paxon Hollow.

Now a gentleman farmer, D'Angelo recently purchased a 10-acre tract at Feasterville, four miles from Philmont CC.

★ SPALDING'S 69th REPORT—Sixty-ninth annual report of A. G. Spalding & Bros., Inc., for year ended Oct. 31, 1945, showed total transfer to Earned Surplus of \$882,483 compared with \$632,330 for previous year. Extensive progress in re-conversion after V-J day to civilian goods manufacture was reported.



**JACK REDMOND**

### JACK REDMOND

World famous Golf Pro  
Trick shot Star, says:

"Every golfer will want a  
Clipon stand—it saves wear  
and tear, that's why I use one."

Clipon stands fit any bag—  
round or oval, canvas or leather.

**\$1.50**

**\$2.25**

Popular Model  
For Light Bags

Heavy Duty Model  
For Steady Golfers

New Money makers for Pros and Golf Stores  
40% Discount

Write us for Jack Redmond's copyright instructions  
"How to Train for Golf Daily." It's a free fea-  
ture attraction and sales-getter for your counter.

**CLIPON SPORTS EQUIPMENT INC.**

799 Broadway, New York 3, N. Y.

West Coast Repr. R. C. King & Co., Seattle 1.

