

# Training that Qualifies the Pro to Serve His Club Well

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The golf club is always interested in getting the best professional possible. The golf professional is always interested in getting the best club possible. But often neither knows the answer to the question "What is the golf club looking for in its professional?"

There are many capabilities a good professional must have, among them being: the ability to get along with everyone, plenty of tact, ability to be a good listener, be a good, smooth LOW PRESSURE salesman, have a good knowledge of how to promote club interest by running tournaments for men and women, and of course, know how to properly take care of the handicapping, training and supervision of caddies, and be at least fair at bookkeeping. These are only a few of the many abilities a topnotch professional should have. These abilities may be acquired in not too long a time. In fact, I would say there are several hundred professionals in this country that have these non-technical abilities.

In order to be a really topnotch professional, there are three essential requirements. Each of these three major items requires much study and practice and is only required after years of actual application.

From my observation in traveling around the country, I would say there are not too many who have all these abilities to a maximum. These three items are: to be a superior player, an outstanding instructor, and an excellent shop merchandiser. A few fine examples are Henry Picard, Horton Smith, Claude Harmon, Johnny Revolta, and Craig Wood, who now is out of the golf business.

There are outstanding players who have had little experience teaching or running a shop. Most clubs are not looking for such a man. There are many men fine at running a golf shop but who have no playing ability and are only good instructors for average players. In order to be able to impart the maximum good to a pupil, an instructor generally has to have a background as a good tournament player. Such a man has learned many things from his tournament tour days and tournament wins. He has learned those vital things

necessary to properly instruct his younger, more advanced players and inspire them with tournament playing ambitions.

## Tourney Play Helps Clubs

From the club's standpoint, it seems to me great value to its members would result from having their professional spend a few weeks each year playing in tournaments. In the winter the northern clubs could have their professional play on the winter tour and in the summer, the southern clubs could have their pros play the summer tour. Only two or three tournaments might be necessary. Many clubs pay the expenses of their professional for this annual post-graduate and refresher course.

In order to reach maximum efficiency as an instructor, it is necessary to thoroughly study every detail of the swing; especially the fundamental principles of grip, stance, body action, wrist and hand action and rhythm. Motion pictures have helped a lot. Many good men have this knowledge in their heads, but lack the ability to translate it to the pupil in such a manner that he can improve decidedly. In order to properly correct one point—for example, poor body action—you may have to approach the problem from six, eight or a dozen different ways until one clicks with the pupil and the required correction is forthcoming. That takes patience from the instructor and patience is one of the absolute necessities of a first class teacher.

## Must Know Merchandise

To be an outstanding shop merchandiser requires a thorough knowledge of golf clubs and balls and how they are made and why. In the old days we used to learn club-making at the bench. That was part of the training of a young professional. Now it is necessary to learn all about golf shoes, shirts, jackets and one hundred other items that the well-stocked shop should carry these days.

From the above, it is quite evident why the PGA requires a training period of five years before being eligible to join the association. There are many young amateurs who play a good game of golf and decide to turn professional. That is fine. They are the fresh lifeblood of the game. However, they must realize the proper way to learn to be a professional properly quali-

fied to serve a club is to get a job as some top man's assistant. After five years of training, such a man would have a background of knowledge of all phases of the profession and make some club a fine golf professional.

The average club does not desire to give on-the-job training to some young amateur newly turned professional while he learns to be a professional. If all you fellows desirous of becoming golf professionals would approach the subject from this position and realize that to be a top man you must go through a period of training just as a doctor or lawyer or any other professional, you would be better off. And so would the clubs. Good luck to you both.

### N.Y.-Conn. Supts. Get Tree Expert's Advice

Nearly 100 members of the New York-Connecticut Turf Improvement Association traveled to Stamford, Conn., for their July meeting at the spacious Bartlett Tree Research Laboratories' grounds. Bartlett's staff members discussed tree problems in relation to golf courses.

Dr. Rush P. Marshall, director of the laboratories, pointed up the necessity of feeding, clipping and defending trees from insect and fungi attack just as one feeds, clips and defends turf from similar attacks. "Feeding trees deeply — 18 inches or more — is vital in keeping roots down, helping vitalize the tree and helping the turf," he explained. "Pruning of trees is just as important as cutting of grass. And keeping down fungi and insect pests by spraying, sanitation and other controls is of equal importance to trees." He pointed out too that branches of golf course trees can be elevated by elimination of the lower arms to give persons better views and benefit turf beneath.

Dr. Stanley W. Bromley, entomologist, told of the current insect pests of shade trees and the effectiveness of newer and older insecticides. He spoke of golden oak scale (controlled by dormant oil in spring), gypsy moth (DDT used as a specific), pine weevil bark louse (Styx being recommended), cottony maple scale (Styx), cankerworm (arsenate of lead), aphids (Styx or nicotine), elm Scolytus bark beetles (arsenate of lead or DDT), elm leaf beetles (arsenate of lead) and Japanese beetles (arsenate of lead).

Dr. Bromley said the old standbys of arsenate of lead and Bordeaux mixture still are among the most effective of insecticides and fungicides, although some of the newer ones offer great promise. He gave these seven cardinal don'ts regarding mixing sprays:

1—Don't mix arsenate of lead and soap;

2—Don't mix sulphur and oil; 3—Don't mix sulphur and soap; 4—Don't mix commercial bordeaux and oil; 5—Don't mix DDT and arsenate of lead; 6—Don't mix DDT and Styx; and 7—Never use water in a spray tank that comes from a tidal (salt) creek.

During a question-answer period, Dr. Bromley said that 2½ lbs. of arsenate of lead to 50 gallons of water should be maxi-



Officers of the New York-Connecticut Turf Improvement Assn. at the Bartlett Tree Research Laboratories, Stamford, Conn., where the association held its July meeting. Left to right: Lloyd Stott, Woodway CC, Darien, Conn., vp; Douglas Rankin, Westchester CC, director; Arthur Twombly, Pelham CC, president; Eugene Erickson, International Business Machine Corp., director; A. H. Maslin, Westchester CC, sec., and Roger I. Simmons of White Plains, N.Y., who presided at the meeting.

mum strength for arsenate of lead spray to control Japanese beetles on such trees as sassafras.

In the evening, Nestor E. Caroselli, associate pathologist, gave an illustrated talk on fungi diseases, with emphasis on Dutch elm disease and research that led to the development of Carolate, a medicated alkalizer.

Carolate, he explained, neutralizes toxins produced by the Dutch elm fungus within a tree and acts as a therapeutic in stimulating growth of new tissues that wall off the fungus after it has been put at status quo. It is being used on an experimental basis only, and has proved effective in 50 to 70% of the cases. It does not, however, replace normal tree care such as pruning, spraying and sanitation, Mr. Caroselli explained.

Lloyd Stott, Woodway CC, Darien, Conn., vp of the association, was chairman of the meeting. Arthur Twombly, Pelham CC, association president, expressed appreciation of the members for informative reception given them by Stamford and the Bartlett company.