



At 10th Annual Southeastern Turf Conference

A review of the organization's research record and the development of Tifgreen, the new hybrid Bermuda grass, were the most discussed items on the agenda of the 10th annual Southeastern Turfgrass conference held in Tifton, Ga. More than 200 persons attended the three-day meeting. Post-session discussions occupied most of the turf specialists who attended the conference, as the above picture shows. In the group are (l to r): T. M. Baumgardner, landscape architect, Sea Island, Ga.; B. P. Robinson, Southeastern USGA green section director; Jimmy D'Angelo, Dunes Golf & Beach Club pro, Myrtle Beach, S. C.; G. W. Burton, principal geneticist, Dept. of Agriculture; Frank Ward, vp, Florida Turf Assn.; Gene C. Nutter, agronomist, Florida Turf Assn.; and Hugh A. Inglis, Athens, Ga.

members. He sums up by saying that if the budding pro combines personality with a real desire to succeed in the golf profession, he can make a very comfortable living and enjoy doing it.

As for educating the assistant, Bola has this to say: "If the pro sees fit to hire a young man, he certainly shouldn't neglect his education. I try to give him as much time as possible showing him my teaching methods and when I feel that he has assimilated them, I ask our members to take lesson from him. Inside, I make every effort to give him thorough training in salesmanship, service, buying and bookkeeping because I want a competent employee to run the shop when I'm not around.

"As I see it," Bola concludes, "the assistant should be groomed to take over his own shop when the opportunity comes. Older pros gave me a lot of help when I broke into this game and there's no reason I shouldn't pass along whatever knowledge I have to the young man who is breaking in."

Tom Fry of the San Mateo Municipal course opines that if a newcomer to the golfing profession is endowed with all the attributes that should make him a great pro, but won't assume responsibility, he is not going to succeed.

"As far as I am concerned," says Fry, "that is the real test. I want assistants around me who can take the responsibility

of making decisions and are not constantly looking to the boss to do their thinking for them. I want my men to be good salesmen, expert repairmen and, in general, handle all their duties both inside and outside the shop with the personal interest they'd show if they were running their own businesses."

Is this too much to expect?

"No," says Fry, "not if you are willing to spend some time training your employees and building up their confidence to the point where they know they can do everything around a pro shop. It's the fellow who is poorly trained," Fry adds, "who hesitates in making decisions or taking responsibility. If you have an assistant in your department who can't be depended on to fill in when you're absent, don't put all the blame on him. Look to your own shortcomings. He's holding back because you haven't taught him enough about running your business."

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