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Pro Business Outlook Best for Well-Schooled Youths

A man prominent in sports looks at the inevitably enlarging demand for competent golf pros and sees in it a danger for young golfers who want to turn pro because they think it's fun. Pro golf is a business that pays a premium for good sound education and this observer of many pro sports believes that the mistaken conception of golf as a quick, easy money career leads too many kids to cut short the schooling they could use to profit in the golf profession.

The trend in golf is emphasizing the need of more well-educated young pros to maintain the standard set by the old masters. Nobody can give you a more convincing selling talk on the value of a good education to a pro at a first class country club than the canny old-timers who often had to complete their educations the hard way.

FRITZIE is very much the same as thousands of other American caddies. He told me he was 14 years old and with a keen interest in golf, so I was not the least surprised when he told me that he wanted to be a golf professional when he grew up. If you were to ask any youngster what he wanted to be when he grew up, you probably would find that he is still thinking only of play, not pay. Obviously, Fritzie's thought was the fun of playing golf the rest of his life, with no thought of being on his own some day, face-to-face with the problem of earning a livelihood, not only for himself, but most likely his wife and children, too.

And yet, golf can be thankful that these young caddies have the deep desire to be pros tomorrow. New pros must be produced to care for the ever increasing number of golfers.

Then, why shouldn't we establish a golf professional institute where these young pros can learn how to make money . . . not only make shots!

Let's compare golf as a professional with any other professional sport. In golf, outside of usually a not much more than nominal salary, the golf pro must earn by his outstanding ability to win prize money, yet spend his own money for expenses to play in tournaments; or by being smart enough to merchandise his

services in teaching or selling golf equipment. On the other hand, any kid who develops the ability to play pro baseball, or football, or hockey, or boxing, needs only the education to sign his name to a contract. This boy is paid a good salary. He rarely "stays up" for more than six or eight years, and with his best years of life devoted to the profession, he has no other trade to carry him through the longer later years. True, some of them have managerial ability, others the qualities to be umpires, coaches, or scouts.

A golf pro, unlike any other professional in sport, must earn his money through his merchandising ability more so than his golf playing ability! This statement is quickly questioned, because you read about the big money tournaments. BUT, unless a player finishes among the first ten in even the largest tournaments, he is lucky to break even on his entry fees, traveling costs, and other expenses. Then, too, there are but a few clubs that pay a "big name" pro a handsome piece of money to have the club identification. But, again, big names in golf are not even as numerous as big names in baseball.

Now, let's compare the golf pro on a true earning basis. The kid who learns to play baseball, football, hockey or boxing is signed up at a fairly good salary . . . as long as he plays "big league" baseball, or football, or whatever his sports-profession may be, he will get his monthly check. He does not have to worry about teaching or running a pro shop, or gambling on his ability to place in a prize money event, or his job year after year. Yes, his immediate future is much brighter than the pro, although other conditions are favorable to the golf pro. Ninety percent of the ball players are washed up after six or eight years . . . some, much earlier, due to injuries or physical disabilities that put them out of competitive action.

The football professional has a brighter future after competitive days have passed, than the baseball professional. The big majority of the football pros are college graduates. Teamwork and changing systems are important to good football, and a fellow must be under a good high school coach, and then a college coach, to learn all the fundamentals of the gridiron game. This college sheepskin education means

just as much if not more to his future than his pigskin education, and as the pro-football season is much shorter than the baseball season, the players can devote more time to the trade or business they hope to return to when their names are dropped from the score cards.

Unfortunately, and I mean it, the kid golf enthusiast often turns pro too early in life. The minute he has completed his round of caddying, the money encourages his urge to follow the game. He is not satisfied with the week-end fees or after-

school or vacation earning. He starts skipping school . . . certain of double job or heavy tips, and soon decides that what he earns means more than what he learns. The youngster going into pro golf risks having less schooling than that received by professionals in other sports in which it's easier to make a living. A golf pro must train himself for a business as well as a profession . . . and that business can be soundly and lastingly profitable if the young potential pro is not too impatient about his schooling.

Tipping Problem Growth Perplexes Managers

★ DURING WARTIME tipping, previously prohibited at practically all first class private clubs, became so extensive that now its elimination is a problem worrying club managers and officials.

New members with night-club habits and war-swollen incomes had just about as much to do with growth of the tipping practice at many clubs as did the help shortage and pay rate, according to several frank managers. However, with the clubs not paying restaurant help enough to meet other wage competition of wartime the managers weren't adverse to tacitly approving tipping as a temporary solution of the problem of attracting help. But almost without exception they regarded it as a dangerous departure from the policy of regarding the club as a home of its members.

Now, in many first class country clubs, the tipping practice has become so strongly entrenched it's going to be hard to root out. And some doubt that it should be.

The Connecticut Club Managers Assn. in a recent meeting discussed tipping from the viewpoints of the members, the employees and the managers. The older, more reliable and more experienced help—of which not many remain—were said to deplore the extension of tipping as a practice which lowered the self-respect of the employee, but a necessary evil in view of their own increased living costs.

Headache for Managers

The big-tipping member, usually rather new to club life, expects better service than any of the other members get. If he doesn't happen to get it he adds to the manager's headaches. Then the older member who adheres to the prewar no-tipping rule complains that he is being discriminated against by the employees, so there's hell to pay around as far as the manager is concerned.

"Fair labor conditions and a reasonable wage scale will tend to cure the tipping evil," the Connecticut managers decided.

"Tend to cure" is as near as that group of experienced managers were able to get to a positive statement.

A very realistic and successful manager of one of the nations famous old golf clubs thinks that the answer is discreet control of tipping rather than any hopeless attempt to eliminate it.

He says: Tipping Is Bonus

"If the recipient of the tip is below average in intelligence, he can very easily cause lots of discord in the way he handles the money. If above average in intelligence and with just an amount of selfishness that is found in most successful people, tipping is an excellent method of bonus competition.

"The little out-of-way nice things that a direct service employee can render are so greatly appreciated that it seems almost unfair not to let them have the reward for their willingness.

"To add a service charge and pay it out monthly is not my idea of a tip. That is merely added compensation. It does help the ambitious person as against the loafer yet some of the loafers are even-tempered steady people and get the same share of the service charge.

"In a club like ours where members live here and the same waitress serves them day in and day out, we either have to raise that person's wages or permit tipping. In the dining room if you give your better girls more salary than those not so capable, you create dissatisfaction.

"We have a 'no tipping' rule at our club but it has never been strictly observed. In our club I am in favor of tipping but keeping some sort of a burr under the tail of bad actors or getting rid of them."

(Continued on Page 36)

into high gear...

**FOR THE FIRST SEASON OF NORMAL
GOLF IN THREE LONG YEARS**

Throughout the past four years the Wilson name and Wilson leadership have been kept alive by means of strong service advertising of value to sports and to the war effort. Now we are geared to go ahead in the biggest effort of Wilson history. More than ever, in the years ahead, Wilson will be the leader and the "last word" in modern golf equipment.

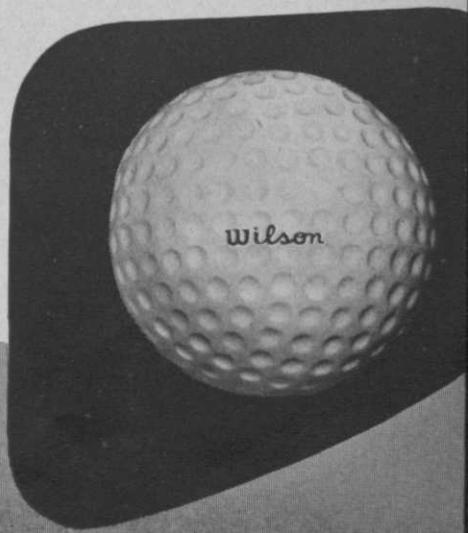


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**IN MODERN
GOLF BALLS**

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Wilson knows how to make good golf balls. History proves that. Now comes the Wilson Synthetic for 1946—the "last word" in golf balls of this new material. Laboratory tests and actual play tests rate it high in performance. Carrying the name "Wilson" you know it will stand high with your members. Wilson Sporting Goods Co., Chicago, New York, and other leading cities.



SPORTS EQUIPMENT

The manager of another internationally known golf club was highly successful in the hotel business prior to entering club management. It might be guessed that due to his hotel background he'd flatly favor tipping.

Lowers Service Standard?

However, it's his observation that tipping definitely interferes with developing and maintaining at a club the highest type of service. Nevertheless he thinks that conditions over-rule him on this matter, and that he simply has to do the best possible under the circumstances.

He remarks:

"At our club we have a Christmas bonus for all employees; therefore, tipping is prohibited. However, these days, some people want better service and are willing to pay for it. Naturally the older employees get to know who's who and believe me it demoralizes the service.

"We have given this matter quite some thought and have considered various bonuses, percentages, incentive pay, 10 cents per person and what not.

"None of these things are satisfactory and the only solution, as we see it, is to continue for the time being, trying to make the best of the situation and as more help becomes available, weed out the 'weak sisters'."

Highlights of USGA Annual Committee Reports

★ AT U. S. GOLF ASSN. annual meeting, New York, Jan. 12, committee reports released contained following highlights:

EXECUTIVE COMMITTEE—Renewed U. S. championships but doubted possibility of renewing Walker and Curtis cup international matches this year. . . . USGA has 589 18-hole private member clubs, 104 9-hole member clubs and 58 public links clubs; 569 east of Mississippi and 178 west. . . . Plans to expand Green Section with regional tie-ups. . . . Censured pro disregard of 14-club limit and stymie in match play, and urged all players abandon wartime improved lie procedure.

CHAMPIONSHIP COMMITTEE—Set dates: Open, Canterbury GC, Cleveland, June 13-15; Amateur Public Links, Wellshire GC, Denver, July 22-27; Amateur, Baltusrol GC, Sept. 9-14; Women's Amateur, Southern Hills CC, Sept. 23-28. . . . Condemned "preferred lies," laxity in observing rules, use of lined and punched iron club faces, carrying of more than 14 clubs, and elimination of stymie in match play. . . . Commented "there is no more reason for the waiving of this (stymie) rule than there would be in giving a player the privilege of removing his ball from a divot hole that his ball found after a tee shot straight down the center of a fairway."

RULES OF GOLF COMMITTEE—No changes in rules.

AMATEUR STATUS and CONDUCT COMMITTEE—Twenty-one reinstatements to amateur status and 6 applications denied.

IMPLEMENTS and BALL COMMITTEE—Arranged with Illinois Institute of Technology to set up ball testing machine for testing synthetic balls. . . . Said "The ball used in the USGA championships will be decided upon by the Executive committee as it must be a ball available to all contestants." . . . This rules out use of pre-war rubber balls in any USGA national championship this year unless rubber balls are available to all players.

MEMBERSHIP COMMITTEE—40 clubs added or reinstated: 16 clubs resigned, 4 disbanded and 20 dropped from membership.

GREEN SECTION COMMITTEE—Dr. Fred V. Grau appointed full-time director of section. . . . Plant materials in garden at Beltsville have been maintained and added to. . . . During the year 60 shipments of grasses were made to clubs. . . . Since Aug. 1, 1945 Green Section mail has been heaviest in the quarter century of the section. . . . Said "Decentralization has been adopted by the Green Section as a policy on the basis that frequent local assistance, by properly trained men, is more valuable than occasional long-distance help." . . . "The practice of changing the chairman of the green committee each year has had a seriously depressing effect on the upkeep of courses. The retention of a good chairman for long periods has been most frequently mentioned as a cure for some of the difficulties of golf course supts." . . . "Education is needed to place the profession of greenkeeping on the high level which it merits, to raise the level of salaries for the position so as to encourage young men to train for the position with reasonable expectation of reimbursement for the expense and time required for a course of training and education."

PUBLIC LINKS COMMITTEE—Contemplates an educational campaign on etiquette of the game, among public course players. . . . To campaign for more members in USGA Public Links section.

HANDICAP COMMITTEE—Resumed study of problem of devising uniform handicapping system which USGA may recommend to its members. . . . Believes it possible to devise a course "difficulties" rating system which will not be dependent on individual judgment.

WOMEN'S COMMITTEE—Revised and printed second edition of "The Conduct of Women's Golf."

Golf's Salaries *a pressing problem*

In its solid impact on the business of golf the remark of Fielding Wallace, chairman of the USGA Green section committee, concerning greenkeepers' salaries undoubtedly will have more effect than any championship the USGA might have run during the war with so many of the potential champions fighting for their, and our, lives.

Wallace, in his annual report, said: "Education is needed to place the profession of greenkeeping on the high level which it merits, to raise the level of salaries for the position with reasonable expectation of reimbursement for the expense and time required for a course of training and education."

The truth is that golf clubs have been lucky in having greenkeepers working because of the artist's love of his work and zest and pride in his results, rather than for the money necessary to maintain a family these days of inflation.

Clubs that have put themselves into the best financial condition of their histories are having to pay dishwashers about what they're paying greenkeepers for handling complex responsibilities that are the very foundation of the club's operation.

That can't go on.

Not enough young men are coming into greenkeeping. We see the situation as good clubs come to us trying to get a line on well qualified greenkeepers. To get the men these clubs need their only hope is to pay more money and draw an able older man from the job he's now holding.

In pro golf, too, the pay situation is due for extensive revision.

Nelson, Hogan, and about 8 others can make high to good incomes out of precarious competitive careers in tournament

play. The home club pro has a trying, long hour, usually short season job that has to be expertly handled if he's going to make a good living at it. His shop sales income, which hasn't been much during wartime shortages, is to be exposed to increasing competition from aggressive retail competition.

The pros report that they have numerous applications for assistant jobs from young men who want to play at golf, but not many who recognize it as hard work they're willing to do.

And in house management too, it is difficult to attract enough of the right type of young men.

Although salaries in a business which often is run too amateurishly are a basic weakness in the propositions many good clubs present to desirable candidates for employment, the pay isn't all that's due for thoughtful consideration by administrations. Frequent changes of administration with accompanying insecurity of employment based on personal whims, is something that makes the aspiring newcomer wonder about the golf business as a career.

Lately many clubs have begun to put into effect employees' insurance and retirement plans that help bring the club as a place to work up to the status of the businesses the golf club officials and members conduct in making their own incomes. But there's still a lot more to be done in making golf an attractive business for the young men the game needs.

Your club is not an immune island in the stormy sea of employees relations today. It's time at many clubs for appraisal of the club as a place to which a preferred class of workers can be attracted—and fairly repaid for their labors and fidelity.

Make certain your officials, committee chairmen and department heads are kept posted on ways and means of up-to-date golf club operating practices —

SEE PAGE 64 OF THIS ISSUE

Byron Nelson

... MEMBER OF THE MACGREGOR STAFF



ACCLAIMED ATHLETE OF THE YEAR

for the SECOND consecutive time!



Byron Nelson *again* has been named the world's No. 1 athlete! Sports writers across the country have now honored him for two consecutive years—an honor never before given to any other golf figure. In winning 19 major tournaments and finishing in the runner-up spot six times during 1945, Nelson established a record unprecedented in golf history. While setting this amazing record he won 11 straight tournaments, and shattered the world's record for a

PGA sponsored event by scoring 259 over the 72-hole route at Seattle. Nelson plays with *MacGregor Tourneys** exclusively. He is a member of one of the most select groups in the world—the MacGregor Pro Advisory and Technical Staff, which includes the country's most frequent winners and best-known pros. Here is Nelson's winning record that caused him to be named top athlete for 1944 and 1945.

*TOURNEY—Reg. U. S. Pat. Off.

1944 WINS

San Francisco Open—Winner
Phoenix Open—Runner-up
Texas Open—Runner-up
New Orleans Open—Runner-up
Durham Open—Runner-up

Knoxville Open—Winner
Wykagyl—N. Y. Red Cross—Winner
Golden Valley—Winner
Utah Open—Runner-up
Nashville Open—Winner

Beverly Hills Open—Winner
PGA Championship—Runner-up
Spring Lake (N. J.)—Winner
Knoxville Open—Winner
Nashville—Runner-up
San Francisco Open—Winner

1945 WINS

Los Angeles Open—Runner-up
Phoenix Open—Winner
Tucson—Runner-up
Texas Open—Runner-up
Corpus Christi—Winner
New Orleans Open—Winner
Gulfport—Runner-up
Pensacola—Runner-up

Miami Four-Ball—Winner
Charlotte—Winner
Greensboro—Winner
Durham—Winner
Atlanta Open—Winner
Montreal—Winner
Philadelphia Inquirer—Winner
Chicago Victory—Winner
PGA Championship—Winner

All-American Open—Winner
Canadian Open—Winner
Spring Lake (N. J.)—Winner
Knoxville Open—Winner
Nashville—Runner-up
Oakmont Big Fore—Winner
Spokane—Winner
Seattle—Winner

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DAYTON 1, OHIO

Controlling Hairy Chinch Bug, Increasing Peril to Turf*

By ROBERT S. FILMER

Associate Research Specialist in Entomology, New Jersey Experiment Station

THE hairy chinch bug (*Blissus hirtus*) is distributed in the eastern seaboard states from Maine to Florida and westward to Alleghany Mountains and eastern Ohio. While we think of this insect as a new turf pest reports can be found of severe chinch bug injury to turf grasses from Brooklyn, N. Y. 1898; Bristol, Connecticut 1915 and 1923; Boston, Massachusetts 1920, and Florida 1921. Reports in recent years indicate that this insect has become an established pest of turf grasses in the eastern seaboard states.

Adult chinch bugs are black in color and vary from $\frac{1}{8}$ to $\frac{1}{4}$ inch in length. The wings, which are white with black markings, are folded flat on the back and give this insect a greyish appearance when viewed from above. The nymphs are wingless and at first bright red in color but become darker as they mature. As the insect feeds on the crowns of grasses the young nymphs are rarely found unless a careful search is made.

There are two generations of hairy chinch bugs per year. They overwinter as adults in dense stands of grass or turf. Adults become active with first warm days of spring but mating and egg laying does not take place until mid May. First generation nymphs appear about the first of June and pass through 5 nymphal instars to become adults about the first of July. The second generation nymphs appear about the middle of July and complete their development by late August or early September. Adults of the second generation are active until cool weather forces them to seek hibernating quarters.

The food of the chinch bug is plant juices which they obtain by piercing the plant with their mouth parts and by sucking out the plant juices. Excessive feeding, or possibly the toxic substance which the insect injects into the plant as it feeds, is responsible for the injury or death of the plant. In the early nymphal stages chinch bugs are ravenous feeders and have pronounced gregarious tendencies which results in localized areas or spots of injured turf. As soon as a food plant is weakened or killed the nymphs move to nearby uninjured plants thus causing a gradual extension of the injured turf area. During the early stages, nymphal activity is restricted to movement to new food

plants but as they approach maturity they become wanderers and at this period migration to uninfested areas occurs.

The hairy chinch bug feeds primarily on grasses; rye grasses, blue grasses, the fescues and bent grasses. All are subjected to chinch bug attack, but the most serious injury has been observed in bent grass turf mixtures during hot, dry seasons.

Earliest symptoms of chinch bug feeding is the browning of the grass, usually in spots. Injury resembles drought injury or sun scald, and may be confused with brown patch or other turf diseases or with webworm or Japanese beetle injury. Severe chinch bug infestations usually cause death of grasses and result in pure stands of clover, crabgrass or weeds. Injury first appears on high, dry areas and along borders of lawns where walks or roads serve as barriers to chinch bug migrations. They are sun-loving insects and will avoid shaded areas.

The most satisfactory method of determining the density of chinch bug population in a turf area is by the hot water method. We found a very satisfactory counting chamber can be made from a 5 gallon oil pail, by cutting off the bottom of the pail with a hacksaw. This cylinder is then pushed into the turf and water heated to 105°F. is poured into the cylinder. The hot water activates the chinch bugs which rise to the surface where they can be removed with a small vial and counted. Ten to 15 minutes is adequate time for all the chinch bugs to rise to the surface. Where hot water is not available, pyrethrum solutions at 1 to 2400 dilution can be used to stimulate the insects, but this method is not as satisfactory as the hot water method.

Chinch Bug Controls

Various materials have been tested for chinch bug control. Calcium cyanide, tobacco and rotenone dusts and nicotine sprays have been recommended by various workers and have been used with varying success in recent years.

During 1945 the New Jersey Agricultural Experiment Station workers tested 10 per cent Sabadilla dust and 10 per cent DDT dust and found these new materials more satisfactory than the older treatments. Applications of 100 pounds per acre of 10 per cent dust of either material

* (Notes of GSA convention paper.)

(Continued on Page 61)