

ANNOUNCING

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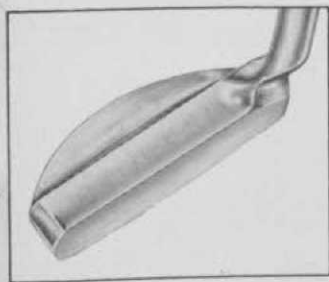


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each of whom would choose the best amateur from his club as his partner. Entry fee for the event was set at \$25 per man. A total of \$100 was taken from the sum for operating expenses. The remainder was put in the prize purse to be distributed to the winning teams and low individual scorers.

On May 24 a letter was sent to the section members advising them of the method of qualifying for the event. We followed this up on June 4 with a news release about the Match. The story was sent to all St. Louis and area newspapers, radio and TV stations.

Combined Qualifying

Qualifying for the Eastern Missouri section team was held at 36 holes and was played in conjunction with the qualifying rounds for the national PGA Championship. The low 12 Class A members were named to the team, with the next two low scorers as first and second alternates.

The only two Class A professionals from our section who did not compete in the trials were Dave Douglas, who could not play because of a bad back, and the writer, whose duties at his club were too great for him to be away on that day.

On July 1 we released to the newspapers in the St. Louis and Kansas City areas a story which contained the names of the 24 professionals who would compete in the three-point Nassau Match. On July 17 another story was released. It carried a list of the professionals and their amateur partners. At that same time, a postcard was sent to every head professional in the Eastern Missouri Section asking him to let his club members know about the event and that the public could attend at no charge.

More Publicity

On the Friday before the match, the groupings and starting times for the tournament were released to the press, radio and television in the two areas, and a copy was sent to each of the participating pros. By that time, our mailing list of news media in the two areas had grown to 40 names.

At the last moment, the Midwest section asked if it could bring a 13th team, and the Eastern Missouri Section quickly called upon its first alternate and his amateur partner. This addition raised the total prize purse to \$1,200.

All of the news media in the St. Louis area gave the event tremendous support. The newspapers used each of our news releases, as did many of the radio and



Construction work is now going on on an 18-hole course on the tip of Fripp Island (due east of Beaufort, S.C.) where building lots are selling at \$100 a front foot in the beach area. The dark areas seen in the foreground are lagoons that have been built in connection with the course. George W. Cobb, Greenville, S.C. architect, is designer and builder of the Fripp Island course. Cobb recently completed Sea Pines on Hilton Head, which is about 20 miles south of Fripp Island, and has been commissioned to build a course for Port Royal Plantation GC, at the other end of Hilton Head.

television stations. I appeared on TV one morning and was heard on radio twice — each time discussing the match and inviting the public to attend.

Tony Henschel, VP of our section, was on radio with one of our chapter members, Bob Richardson, who does a weekly golf show over a local station. Bob also talked about the match on his weekly Sunday morning shows and called in results of the event to his station during the day of the tournament.

Caddies Lined Up

Since the tournament was to be held on a Monday, the day the club is normally closed, it was necessary to make arrangements for our best caddies to be on hand. They were also asked to be there on Sunday, when most of the Midwest teams would arrive, in order to caddie for these players during the practice round. It was also necessary to make arrangements with the lockerroom attendant to be on hand early the morning of the tournament to see that lockers were assigned to the players.

The bar in the men's locker room was to be open — so an attendant for this facility had to be arranged for. To take care of the players, caddies and gallery

(Continued on page 116)



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Club Hustling Offers Burglars Job Insurance

But it doesn't have to be this way, says an inmate of one of our state prisons, if you're smart enough to bar the door

By **ROBERT SCHRAMM** (No. 76821)

Burglaries occur in the United States at the rate of one a minute, twenty-four hours a day — more than half a million every year. According to FBI figures, burglary is the most common and the fastest growing crime on the books. And, according to people like me who pull the jobs, it is also the safest and the most profitable. As a longtime professional thief, I lived very well just by specializing in the burglary of pro shops and clubhouses.

To most people, golfing is a sport; to some it's a challenge — but to a growing number of burglars it is fast becoming a profitable business. While many of the old criminal dodges have become as dated as the daffy, "club hustling" — as it's known in the trade — has enjoyed a steadily increasing popularity. And for good reasons: the attractions are such that no thief worth his parole can afford to ignore them.

Most obvious, of course, is loot. This comes in the form of negotiable goods and money which is often present in surprising quantities. Just as attractive from the criminal standpoint, the field of operation is usually comfortably remote from the more militant organizations of the law. The working conditions are more than congenial.

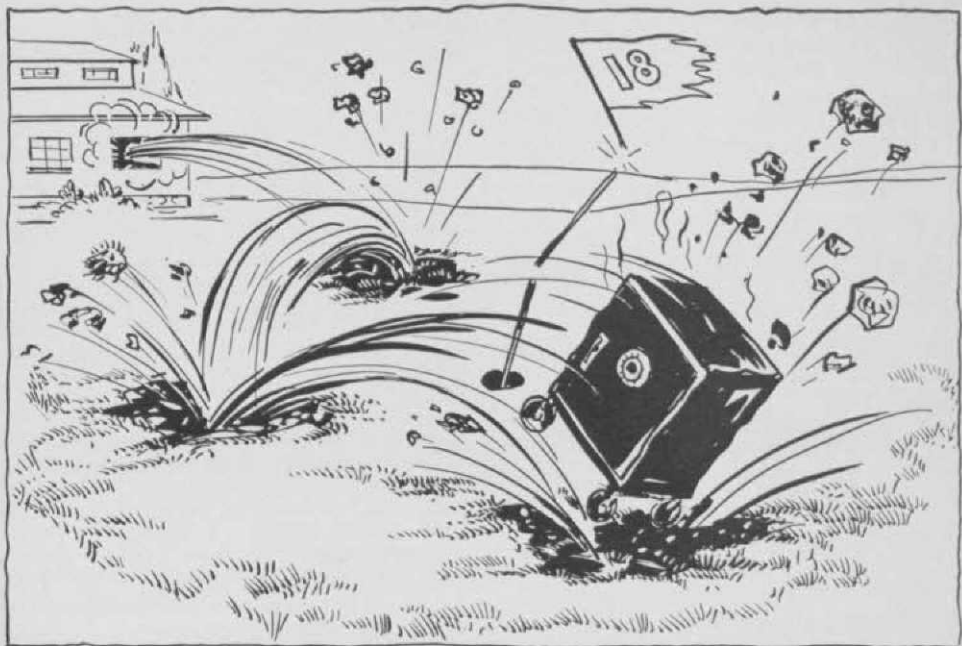
Anything Can Be Fenced

A clubhouse hustler's working season doesn't end when the snow falls. This is to larceny what job insurance is to honesty. During the summer I used to spot places that I could return to when summer sports were over in the northern states. With little or no cash on the premises, most of the owners didn't regard themselves as targets for theft. This made it all the easier to tap this source of income.

Any burglar who devotes his time only to cash and jewelry would either have to retire or get into some simple, straightforward profession like picking pockets. The fact is, most of a thief's profit comes from the discount resale of valuable merchandise. And there is usually plenty of that even in the off season. Such mundane items as can be found in a pro shop or a clubhouse maintenance room — golf clubs, power hand tools, etc. — anything that can be resold for a good price is rated high on a thief's list.

Even Swizzle Sticks

I used to specialize in bar equipment. I had a ready buyer for anything I could lay my hands on from stools and ice



"I gave Chauncey his head and he blew that safe out on the 18th green"

buckets right down to swizzle sticks. This particular businessman (known among the vulgar as a "fence") would accept anything and some of the boys got to the point where they were hauling it to him in trucks. When conditions were favorable, these guys would take everything except the sand traps.

By exercising extreme caution and selecting only the softest touches, I managed to acquire quite a pile of loot over the years. But all was not clean getaways and the counting of ill-gotten gains. There was the time, for instance, when I broke into a clubhouse near Chicago with another burglar named Chauncey. Notwithstanding the fact that the safe in this place was small enough to put in your pocket it was Chauncey's unshakeable conviction that we should blow the thing. Chauncey was always getting weird ideas like this — one week he would be sandpapering his fingers so he could make like Jimmy Valentine and the next week he would be frying somebody's money to a crisp with a cutting torch. Like an idiot, I decided to humor him.

It Takes Some Talent

There are some purists who insist on using explosives as the quickest possible means to open a safe. But blowing a box is an art that I never had much talent for.

It requires a certain coolness and finesse that always seemed to escape me. In theory, the technique is simplicity itself. You just plug the crack around the door with a little soap. Then you make a funnel of it at the top where you pour in a jigger or so of nitroglycerine. You hide behind something while you touch it off — then you collect the money and lam out.

In this particular case, the safe Chauncey insisted on blowing had a loose door. And instead of just filling the crack we filled the bottom of the safe. When we touched the thing off, the door blew right out through the wall and tore up about 20 yards of the 18th green.

Easy to Handle

After that experience I picked my shots more carefully. Many places, for instance, put a great deal of unjustified trust in wall-type safes. These jobs look solid enough to the uninitiated, but you can remove them from the wall with nothing more than a screwdriver and carry them off in a golf car. Almost as vulnerable are the small "portable" floor safes used in many clubhouses. These can be carted off, too.

Clubhouse manager and pro shop operators with enough foresight to install a good heavy safe have absolutely nothing

to worry about. Even the most determined thieves will find them impossible to move.

Actually, only a small percentage of club burglaries are committed by professionals. The majority are the work of amateurs — vandals and drunks who operate largely on impulse. Aside from the fact that amateurs rarely profit from their crime, however, the results are much the same: a heavy financial loss, and possibly an expensive loss due to ruined equipment and general breakage.

How to Defend Yourself

But the smart clubhouse and pro shop owner can easily protect himself from such losses.

If an experienced burglar wants into a place badly enough he can generally make it, in spite of all practical barriers. But he can be discouraged from trying. And, what discourages a professional will completely demoralize the amateur. By taking a few simple precautions, you can put the odds very much in your favor.

Know Where the Keys Are

Good insurance is a sturdy set of locks with deadlocking mechanisms that can't be opened by the first burglar who comes along with a strip of celluloid in his pocket. It is also good practice to limit the number of keys and know exactly where each one is. If any turn up missing, the locks should be replaced.

If you have a small safe in your shop it should be bolted to the floor. The New York City Police Safe and Loft Squad recommends that the bolt be enclosed in a steel pipe to hamper attempts at sawing. It is also a good idea not to have any wheels on your safe. A technique gaining much favor among less sophisticated criminal circles is to smash in the door of a shop — regardless of light, alarms and noise — dash inside, grab the safe, roll it out to a waiting car and drive off with it, all in less than two minutes.

Get A Real Noisemaker

Burglar alarms are an effective deterrent, but be certain yours is a good one and have it checked periodically. To be really effective, an alarm should operate independently of the building's electric service. Aside from this, the only major requirement is that it make one devil of a lot of noise — which is very unpopular with people in my line of work.

Since most country clubs are outside city limits, and in relatively deserted areas, they usually have to rely for police protection on infrequent checks by the sher-



Pro Einar Andersen and S. A. Paulini, president of Saddle Hill CC, Hopkinton, Mass., are widely known for their encouragement of high school golf. Rules instruction is accented in the kids' teaching sessions and Andersen and Paulini claim the youngsters are better informed as to the regulations than 99 out of 100 adults. In photo, Andersen is instructing and Paulini is making notes for the players' reference.

iff's patrol. This is a serious loophole. The best way around it is to employ a night-watchman or some one who sleeps on the premises. An equally good safeguard is a watchdog. Having been chased down many a fairway by snarling dobermans and such beasts, I can well vouch for their effectiveness.

Light is still one of your best protections. No burglar with half his wits about him would dare to turn a light off. He has to assume that the police, supt., nightwatchman, etc. are familiar with it being on. If it is out someone is sure to investigate. The bulbs don't have to be large and the small addition to your electric bill is the cheapest insurance.

Don't Set Yourself Up

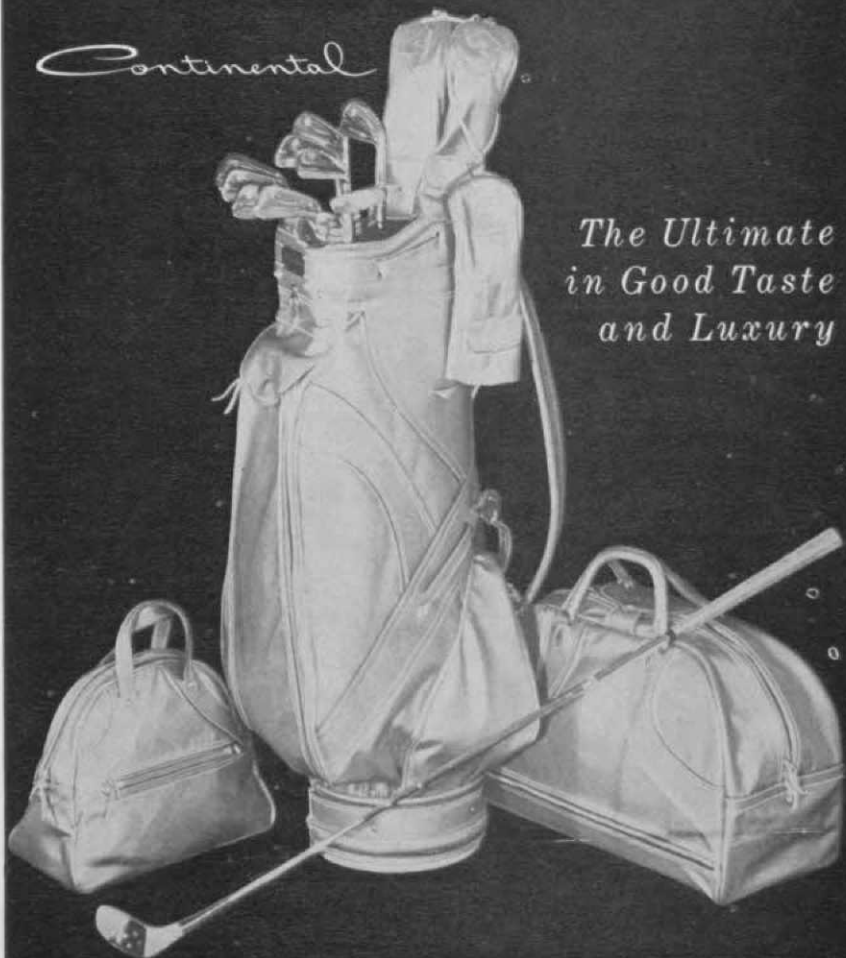
By ignoring any one of these precautions you are setting yourself up to be burglarized. It might be this week, next month or next year. Sooner or later some enterprising burglar is going to take a crack at you. And if he's only a mediocre craftsman it's going to cost you plenty.

To insure that this does not happen, just look your shop or clubhouse over from my point of view and compare it for burglar-appeal with other places. Burglars always pick the softest touch and there are plenty of other places where they can ply their trade — places with no lighting, weak locks and plenty of negotiable merchandise.

See to it that *your* clubhouse or shop is too much trouble to burgle . . . and it won't get burgled.

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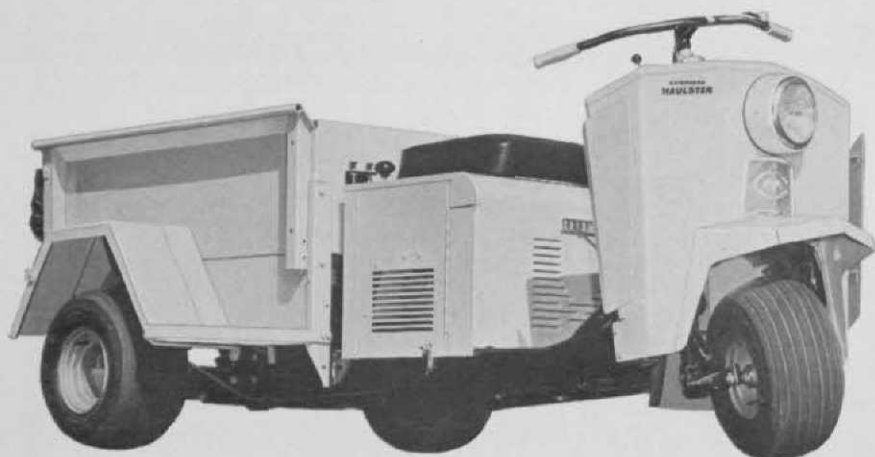


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Henry O. Barbour



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Club Managers' WORKSHOP

Michigan State's course is typical of several fine ones sponsored by CMAA

By **JOE DOAN**

Club managers apparently never get caught up in learning all there is to know about their profession. At the CMAA Workshop, conducted at Michigan State University early in Sept., it was expected that 60 managers would attend the three-day session, largely devoted to food and beverage operations, but more than 80 put in an appearance.

Of this number, approximately two-thirds had attended previous Workshop gatherings and a fairly large percentage of managers was sitting in for a third time.

The CMAA's continuing education program has been going on for eight years. In this time, 35 Workshop conferences have been conducted at various locations throughout the country. The Michigan State meeting was one of seven sponsored by the CMAA this year and, according to the managers' organization, 420 of its members continued their educations through the 1963 conferences. This amounts to 22 per cent of the membership. Attendance at all sites where this year's workshops were held was larger than anticipated. About 90 per cent of the country and city clubs which send their managers to the CMAA seminars pay all expenses connected with them.

The Michigan State Workshop, identical with those held in Washington and San Diego and at Cornell, Columbia University and the University of Washington,

was presided over by Henry O. Barbour, and its staff included two noted food and beverage authorities, Profs. Matthew Bernatsky and J. J. (Jerry) Wanderstock, both of Cornell. Barbour is director of Michigan State's Hotel School.

A Workshop amounts to something very closely resembling a forced feeding operation. In three days, the students spend about 18 hours in the classroom and, ordinarily, a cocktail hour and dinner occupies them for one evening. The host club for the Michigan State social gathering was the CC of Lansing, where Ray White is manager. This club also was the scene of a wine-sampling interval in which the good professor, Bernatsky, pleaded the cause of the grape and decried American indifference to it. The wine of Lansing, several managers agreed, was just a little more delectable because it was poured by the club hostess, a comely young lady with the poetic name of Novella Lauterac.

Advocates More Wine Drinking

The so called purists, Bernatsky declared, have a great deal to do with the fact that Americans don't drink more wine. These people insist that a confusion of wines be served with a meal, with the result that most diners refrain from ordering for fear of making the wrong selections. "A person is on safe ground," said the Cornell food expert, "if he drinks white wine with the appetizers, red wine with meat courses and sparkling with desserts."