



20 To 80*



SABR SCOUTS COMMITTEE NEWSLETTER

2007 No. 2

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IN THIS ISSUE

Discussion Group: page 1

Scouts in the News, John Klima, **“DEAR HALL: MAKE A CALL”**: pages 2-4

SABR Convention: page 4

Spotlight on a Scout: Ralph DiLullo: page 5

Book Project: page 6-7

Committee Projects: page 8

Research Needs/Opportunities: page 8

Welcome to both new SABR members and new members of the Scouts Committee.

SABRscouts ONLINE DISCUSSION GROUP

The SABRscouts eGroup is a restricted and unmoderated online discussion group for members of the Scouts Research Committee. Its purpose is to foster interactive communication regarding areas of interest about professional baseball scouts and player development personnel. Subscribers are also encouraged to post research requests as well as the URLs, titles and/or brief summaries of "Baseball Scouts in the News" articles that they believe would be of interest to other committee members.

To join, send an email to SABRscouts-subscribe@yahoogroups.com

***20 TO 80 IS A STANDARD SCOUTING SCALE**

SCOUTS IN THE NEWS

“DEAR HALL: MAKE A CALL”

Adapted from the L.A. Daily News, July 29, 2007

By **John Klima**
Staff Writer

If you picked up a bat and a ball in Los Angeles anywhere in the past 40 years, thought yourself to be a high school or a college player with a chance to play professionally, made yourself good enough to get a look, then chances are that scout George Genovese gave you one.

“I lived by one rule,” Genovese, 85, said. “If I made a mistake on a player, I wanted it to be my own. I didn’t want to be influenced by anyone else. I wanted my decision to be my own call. I wanted to stand with that, no matter what kind of player the kid became.”

Genovese was right at least 35 times, and the players he signed, mostly for the San Francisco Giants, hit some 2,400 major league home runs. As baseball celebrates the Hall of Fame inductions of Tony Gwynn and Cal Ripken Jr. today, the Hall of Fame continues to miss the call on scouts, neglecting a crucial part of the game and contradicting their own mission statement.

Good scouting is all about what everyone feels is lost in baseball. A good scout exudes trust, in the players and in his employer. A good scout is honest and loyal. A good scout can’t cheat. No drug can make you a better talent evaluator. It’s attention to detail. It’s respect for the game – long hours spent on the road, at the park, in front of the laptop filling out hundreds of reports a year, on the phone, stuck in a hotel room, a life where an off-day might mean an eight-hour drive between parks.

This is not to imply that all scouts are saints, but then again, some Hall of Famers aren’t either. Some scouts don’t work hard. Some of them act like the ballplayers they cover. Some claim players they had little to do with. Some younger ones see scouting amateur players as a climber’s path to becoming a General Manager. They scout amateurs off rag lists and web site rankings and don’t work hard to dig out the bushes.

They look at radar gun readings instead of movement, differentiation and character. They look for one-dimensional hitters and overlook skill. They seek the safest bet. They ask others for fear that their own judgment might be flawed. They commit the high sin of letting high school and college coaches evaluate for them. It is an imperfect business of perfect egos.

Some are better politicians and self-promoters than they are evaluators. It is up to the club to weed out the workers from the work-shirkers. As the fictitious writer Joe Gillis famously said in the movie “Sunset Boulevard,” there’s nothing wrong with being 50 unless you’re acting 20.

For the clubs that downplay the significance of scouts and characterize them as a bunch of lazy bums who like to abuse their expense accounts, well, maybe the problem isn’t your scouts. Maybe it’s the ones you hired to replace the ones you fired. A computer cannot tell you anything about a player’s totality.

There are clubs that consider character, yet are won over by talent. They pay the price when that player has a mug shot in the newspaper or ends up dead in the minor leagues. Once a club hires good scouts, it should listen to them before it listens to every agent. Don’t overspend for that ‘once-in-a-decade’ player and learn two years later that he’s soft.

As the game has moved from family ownership to corporate entities in the past 30 years, scouts have

become a bigger target than ever. The days before the draft began in 1965, when they were essentially assistant General Managers with autonomy and power, are long gone. To the uninitiated, scouts are paper chasers and extra expenses. Why hire more people when the rags and the web sites will do it for you?

Long a target for clubs to cut costs, scapegoats for bad playoff outings, targets of anger and frustration when something goes awry with the big club, this doesn't change the fact that scouts have always been the key to an information business. But even as technology has multiplied, baseball's 162-game grind keeps it an honest human endeavor.

A wise old minor league catcher once said that if he could invent a machine that would measure a player's heart and commitment, that it would make him a millionaire. Until that happens, a team's best bet to ensure that their money is spent wisely is to invest in scouting and to develop scouts as they would develop players. That way, you won't get ripped by the local media when your \$2 million bonus baby can't do things like hit.

A Hall of Fame award for scouts would validate the profession on a historic scale. The Hall needs to dispense with the autocracy of arrogance and recognize scouting. Since change in baseball doesn't happen as quickly as global warming does, here are some suggestions.

**Buy a large plaque.
Mount it on the wall.
Engrave three new names a year.**

You don't need a new building, just an award. That's all it takes. Segment that scouting award into three divisions: amateur, international and special achievement. Devise some basic criteria. Create guidelines. Here, let me help:

Amateur scouts should focus on pre-draft (1965) scouts, but since most of them are dead, start with Genovese, who came in the year the draft began. That way, legendary Ivory Hunters such as Hugh Alexander would be honored, as would modern-era scouts such as Bob Zuk, who would finally get the last laugh on every club that ever fired him.

Since many amateur scouts today want to do a two-year hitch and move on, any scout honored in any category should have 20 years devoted to one of those three specialties. You won't get many new guys, but you will get the worthy lifers.

Howie Haak would be a good start for International scouts. Joe Cambria can go next. Special achievement would focus on professional coverage and administration. Behind every great trade is a great report, the heart of pro coverage. Longtime Dodger Clyde Sukeforth comes to mind. This category would also allow for baseball men such as scouting director Paul Snyder of the Atlanta Braves, one of the great baseball minds of the last 60 years, to be honored. It would open the door for scouting executives such as Roland Hemond and Jack Schwarz.

Do the homework. Bring in experts. Don't omit guys who should be there. Don't pull another Buck O'Neil. In fact, since you missed Buck once, he'd be a great pick for special achievement because he had a hand in every aspect of scouting.

This will always be a grass-roots effort, and the heart of the effort is in Los Angeles. Credit Dennis Gilbert and Hemond for founding the Professional Baseball Scouts Foundation, which gives back to scouts the way many clubs never do, with a helping hand for those who really needed it.

The foundation created an award named after Genovese for scouting achievement, and until Cooperstown does more than collect random artifacts, this is the closest thing to a scouting award, a

Hall of Fame, that there is. Gilbert isn't afraid to wield his financial clout. Hemond uses his baseball influence to garner support from clubs to support the old timers the game abandoned.

The foundation isn't going away, does much of its charity work under the radar, and isn't about putting the attention on itself.

That is what scouting is about. It's a low-paying, abusive, selfless occupation, which is why so few guys want to spend their careers doing it. Scouts are the real baseball writers, the reporters who know who can play, who cannot, and where the bodies are buried.

The Hall's mission statement says it is "dedicated to fostering an appreciation for the historical development of the game." Scouts have become the new Negro Leaguers, who the Hall ignored for decades. Only yelling will open the doors to recognize a group that deserves it. It's time for the Hall of Fame to validate what people inside the game have known for years. As Genovese wisely believes, make the call.

SABR ANNUAL CONVENTION

The 2007 SABR convention was held July 26 to 29 at the Adams Mark Hotel in downtown St. Louis, Missouri. The 37th Annual convention was the most well-attended event in the 36-year history of our organization. The final St. Louis convention count was 726 registrants, breaking the previous record of 712 held by the Boston convention in 2002. The 2008 convention will be in Cleveland, home of SABR Headquarters. The 2009 convention will be in our nation's capitol, Washington D. C.

The Scouts committee was proud to honor one of our own, **Bill Clark**, with the Roland Hemond Award for meritorious service to the scouting profession. **Roland Hemond** was on hand to present the award before moving on to Cooperstown for the induction ceremony.

Clark has worked as a scout since the 1950's, working for among others Seattle, Milwaukee and Pittsburgh. He served as an area supervisor for Cincinnati in the Big Red Machine days. He went on to basically set up the Atlanta Braves and San Diego Padres International scouting departments before his retirement from full-time scouting.

Clark revitalized SABR's Scouts committee during his tenure as chairman, recruiting both co-chairs to their current positions. Bill now writes four columns a week for his local Columbia, Missouri newspaper, reverting back to the job he actually trained for in college. His columns can be read on the internet at:

<http://www.columbiatribune.com/Columnists/>

Bill will be one of our featured scouts in the International section of our Scouts committee book and has agreed to write an essay on the development of international scouting programs for the book as well.

Previous winners of the Hemond award: 2001 Roland Hemond, 2002 Robert Howsam, 2003 Pat Gillick, 2004 Paul Snyder, 2005 Paul Beeston, and 2006 Bob Fontaine, Jr.

The scouts committee meeting at the convention mainly covered the upcoming book with Sandoval giving an update on progress to date and the outline of the book. Some good contacts were made at the convention with a few SABR members agreeing to contribute needed essays for the project.

If you have never attended a SABR convention you are missing a great experience. From ballgames to research presentations to committee meetings to just hanging out with old and new friends it is an

opportunity not to be missed. It is great to put faces to the names we see in emails and SABR publications. Hope you join us next summer in Cleveland for SABR 38.

PROFILE OF A SCOUT: Ralph DiLullo

By Jim Sandoval

When a Hall of Famer is inducted my thoughts often turned to the scout who signed him. Who found the diamond in the rough that turned into one of baseball's greatest players? For 2006 inductee Bruce Sutter that man was Ralph DiLullo. DiLullo signed Sutter off the Hippey's Raiders semi-pro team for \$500 on September 9th, 1971. After an arm surgery and learning a new pitch, the split-fingered fastball, Sutter went on to be the first player whose name never appeared in a starting lineup to reach the Hall of Fame.



DiLullo was born March 31, 1911 in Capragotta, Italy, a small village about 60 miles to the east of Rome.

A minor league catcher he began his scouting career with Pittsburg from 1946-8, managed minor league clubs for Detroit from 1948-52, returned to scouting with the Chicago Cubs from 1953-74, joined the Major League Scouting Bureau where he scouted the Northeast from 1975-92, and then served as a part-time scout with the Cubs from 1993-1998.

His signings include Dave Gerard, Joe Schaffernoth, Billy Ott, Paul Popovich, Bill Connors, Al Severinsen, Bob Terlecki, Joe Niekro, Gary Ross, Bill Pierro, Pat Bourque, Jim Todd, Gene Hiser, Bruce Sutter, Dave Geisel, George Riley and Rolando Roomes.

DiLullo helped current New York Mets General Manager Omar Minaya obtain his first scouting position. He recommended Minaya for a scouting job with the Major league Scouting Bureau before Sandy Johnson swooped in and hired him as a scout with the Rangers. Minaya then signed a kid named Sammy Sosa out of the Dominican and started his climb to his current position.

The East Coast scouts association has named an award in DiLullo's honor. Ralph was selected as a 2006 honoree for the Richmond County Ballpark (Staten Island, NY) Scout's Wall of Fame. He was selected in as the 1986 Eastern scout of the year by the Scout of the Year foundation.

Ralph and his wife Rosalie raised sons Ralph, a Marine aviator and United Airline Pilot, Lou a Naval aviator and high school administrator and daughter Patricia a Court administrator. Ralph passed away on August 9, 1999 and is buried in Calvary cemetery in Paterson, NJ....a short distance from his home.

SCOUTS BOOK PROJECT

Bold signifies someone agreed to do an article. **Blue** means we have the rough draft.

Can He Play? A history of baseball scouts and the scouting profession.

Foreward: **Roland Hemond**

I Pre-draft era

A. majors/minors scouts, pre-farm systems era

1. **Billy Doyle (Craig Lammers)**
2. **Louis Heilbronner (Craig Lammers)**
3. **Charles “Pop” Kelchner (Ron Smiley)**
4. **Roy and Bessie Largent (Sandoval)**
5. Ted Sullivan
6. Larry Sutton
7. “Sinister” Dick Kinsella
8. Ira Thomas
9. George Huff
10. “Dirty” Jack Doyle (**Neal Mackertich**)

B. Farm systems era

1. **Bob Quinn (Craig Lammers)**
2. Yankee dynasty
 - A. Paul Krichell
 - B. Gene McCann
 - C. Bill Essick
 - D. **Tom Greenwade (Jim Kreuz)**
 - E. Johnny Nee
 - F. **Tony Lazzeri story (Fred Glueckstein)**
 - G. **Joe Devine (Dwane Kling)**
3. **George Digby (interviews with Ron Anderson)**
4. **Tony Lucadello (Craig Lammers)**
5. **Charlie Wagner (Nowlin)**
6. Cy Slapnicka
7. Jack Doyle (**Neal Mackertich**)
8. **Signing scout experience (Dave Baldwin)**
9. Branch Rickey developing farm system—scouting systems

C. Negro League/Early MLB African-American scouts (**Negro league committee—Larry Lester**)

1. **Ed Scott (interviews with Ron Anderson)**
2. Quincy Troupe
3. Chet Brewer
4. **Alvah Caliman (Sandoval)**
5. Ray Dandridge
6. John Donaldson
7. John “Buck” O’Neill
8. Sam Hairston
9. Judy Johnson
10. Alex Pompez (also international) (**Adrian Burgos**)
11. others?

II Draft era

1. **Jesse Flores (1st MLB scout born in Mexico?) (Sandoval)**
2. **Al LaMacchia (Dave King)**
3. **Bob Zuk (tentative John Klima)**
4. **Dario Lodigiani (Irwin Herlihy)**
5. others

III Major League Scouting Bureau

- A. **Overview (Bob Meisner)**

IV Growth of Scouting Departments

Assistant Director of Scouting (Tony Blengino)

Assistant GM Dan Evans

A. Area scouts

1. **Greg Whitworth**
2. Associate scouts
3. Bird dogs (recommending)

B. Cross Checkers

1. **National Gib Bodet**
2. Regional

C. International scouting

Overview of International scouting departments: (Bill Clark)

Venezuela scouting: (Leonte Landino)

Bio: Bill Clark International Scout (Nowlin)

Bio: Joe Cambria (photos check with David Skinner)

Bio: Epy Guerrero (Sandoval)

Bio: Howie Haak

D. pro scouts

E.. advance scouting Dana Levangie, Red Sox (Nowlin)

F. special assignment scouts

1. **Lou Gorman (Nowlin interviews) how front office works with scouts.**

V Unusual scout's stories—sidebars, etc.

1. **Kennedy trade scout for scout.**
2. **Edith Houghton (Leslie Heaphy)**
3. **Dr. Charles Chapman (Sandoval)**
4. David L. Lander

VI Tools of the scouts: how they do their job. **(Sandoval)**

- A. 5 tools of the player
- B. scouting scales
- C. Radar gun, stopwatch etc., computers, video (new technology in scouting)
- D. reports
- E. performance scouting new trend?
- F. showcases

Appendix A: Signing scouts of Hall of Famers

Appendix B: Area scout schedule Damon Ianeli Colorado Rockies

Appendix C: Pro scout schedule Van Smith San Diego Padres

Appendix D: Advance scout schedule

Appendix E: Copies of scouting reports (Note B-D could be combined into one appendix.)

SCOUTS COMMITTEE PROJECTS

Work continues on the committee's major projects. The *Who-Signed-Whom Database* is integrated as part of SABR's Online Encyclopedia in the members-only area of the website at www.sabr.org and displays listings by Player and by Scout. **Rod Nelson** heads up this project and requests that if you have additional entries or corrections to submit, please submit them via the website or send an email with all the particulars including a citation for your source. The listing of signing scouts for all 2006 debuts will appear in the next edition of *20 to 80**.

The Scouting Roster now contains over 6,300 names of scouts and player development figures from baseball's history. **Jim Sandoval** is compiling this database. Eventually, this information will also be available online integrated with by Team and by Year. Please send career information, such as year, title, territory and organization scouted for to Jim. Team media guides are a good source for this data, but the best source we have found for historical scouts data is old copies of the Baseball Bluebook.

We are also looking for biographical information on scouts. Birth, marriage and death information will help with the writing of scouts' biographies. It will also help complete a more accurate historical record for scouts who did not play in the major leagues and are not listed in baseball encyclopedias. The committee has compiled a collection of obituaries which have been uploaded to Frank Russo's website at: http://thedeadballera.com/Obitlistings_Scouts.html

A number of scouts have given oral history interviews and a list is accessible from the SABR website at <http://www.sabr.org/sabr.cfm?a=cms.c.351,5,0> Tapes are available for \$3.00 each. For more information, contact David Paulson at (301) 854-2244 or d2244p@yahoo.com

SCOUTS BIOGRAPHY PROJECT

Baseball scouts are colorful subjects for SABR's Biography Project. The committee has a system in place that we can easily work with. If you are interested in writing a biography of a scout, we recommend that you review their research tips, author's guidelines and the SABR style guide at: <http://www.bioproj.sabr.org/> For more info, contact Mark Armour at markjane@comcast.net.

Also please let the co-chairs know so we can compile an updated list of who is working on what biography. The chairmen are committed to provide research assistance and reference material on scouts.

RESEARCH NEEDS, FINDINGS AND OPPORTUNITIES

Any scouts-related research requests can be sent to **Jim Sandoval** to be included in a future edition of *20 to 80** or shared with the entire committee via the eGroup listed on page one. We encourage your submissions, anything from full-length articles to interesting factoids about professional scouting from members of the committee.

If you would prefer a paper copy of this newsletter, please contact me at casandman@aol.com or 256-721-7643. A paper copy will be mailed to anyone without an email address.

If you no longer wish to receive this correspondence please send a note to rnelson@sabr.org or call the SABR Office at 800-969-SABR (7227) to be removed from the committee list.



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NEWSLETTER**

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