Agree on Working Pact

Pro and Officials List What to Expect from Each Other

A new England club and its professional, in a friendly and intelligent search for a mutually profitable working pact, listed what each should reasonably expect from each other.

If you have any additions or changes to suggest in the following list, please write to GOLFDOM. We get numerous requests from pros and clubs for information about specific duties and responsibilities of professionals and their employers.

What Management Should Expect From the Pro

1. Convenient opening and closing hours six days a week;
2. A well-stocked shop, clean and attractive;
3. A convenient teaching program to accommodate most members;
4. Cooperation with caddiemaster, tournament, green, rules, entertainment and other committee chairmen;
5. Participation in occasional tournaments.

What a Pro Should Expect From Management

1. An adequate salary commensurate with hours and duties;
2. A 3-5 year contract (April 1 to Nov. 15th);
   (a) A guarantee of members' accounts;
   (b) Retirement fund contributions;
   (c) Management of salary payments to employees with Blue Cross-Blue Shield coverage, Workmen's Compensation, etc.;
3. A satisfactory Pro Shop,
   (a) Sufficiently large for displays of all kinds;
   (b) Adequate for club storage, cart (and perhaps car) storage;
   (c) A toilet and wash basin;
   (d) A work bench and shelving, and a motor stand;
   (e) Adequate shelving, peg boards
and flooring;
(f) A telephone;
(g) Rubbish receptacles conveniently emptied;
(h) Proper lighting, heating and screening;
(i) Intercom system with office, locker room and caddie house;
(j) Bulletin boards:
(k) Racks for golf clubs;
4. A satisfactory teaching and practice area;
5. A day off (shop closed up);
6. An opportunity, if desired, to play tournaments;
7. Locker and shower facilities;
8. A caddiemaster (and perhaps a starter):
   (a) Caddy shelter or house (with toilet facilities);
   (b) A play area with adequate facilities;
   (c) A private canteen away from the clubhouse exclusively for caddies;
9. Permission to engage his own help;
10. Permission to invite his friends to play occasionally on the course, without charge, when not inconvenient to members;
11. A regular discussion opportunity, with management or the board of governors for solving mutual problems.

Suggests Fringe Benefit Inquiries by Clubs

The superintendent is not predominantly mercenary in his aims, but he has professional status and responsibilities that his employer at a private, public or semi-public course must consider. When clubs compare superintendents’ salaries with those in industry it becomes obvious that the superintendent is not overpaid.

A recent check of industry shows an average expenditure of 32 cents per hour for fringe benefits such as insurance and retirement plans. These are benefits too few clubs provide.

The superintendent never has been a 40-hour-a-week man. He has to be on the job pretty much at all times and certainly during emergencies without overtime pay.

In examining the increased costs of golf course maintenance, chairmen and other officials usually find that superintendents’ salaries are not advancing nearly as fast as other items in a budget.

—Samuel O. Sears