

# NEWS OF THE INDUSTRY

## "Pro-Only" Suit Finally Settled?

Only two equipment manufacturers will be around in New Orleans Jan. 7 to find out whether they will still be able to sell their "pro-only" club lines to just pro shops, as the Golf City anti-trust suit comes to a close.

As GOLFDOM went to press this month the decision of Federal Judge James A. Comiskey on the month-long case was pending. Final arguments were made on Nov. 21 by both sides. Wilson and PGA/Victor were the only defendants left of over 10 companies which were first brought up in the initial charges by Golf City. The majority of the other firms had made cash settlements with Golf City out of court, while others lifted their ban on sales to the operation.

The New Orleans' store had filed its suit based on the belief that the manufacturers had allegedly denied

right to sell their "pro-only" lines through collusion. Head counsel for Golf City, Henry L. Klein told GOLFDOM in late December that he felt a favorable verdict toward his client would not necessarily set a precedent which would eventually force manufacturers to sell to retail outlets, although Klein did state that it, "might open the door for further legal thrusts by the retail community."

Much of what has transpired in New Orleans could be valuable experience for both sides, as another suit comes on the horizon. Chicago sporting goods dealer Morris H. Mages plans a similar court battle against the manufacturers' restrictive merchandising policies. Klein is also involved in that action and chances are good that he will be meeting a lot of the same legal foes that he met in New Orleans again.

## Report Shows Clubs In 'Stagflation'

Fighting inflation to stay in business seems like the only answer for the private clubs this year. In its recent yearly report to the nation entitled "Clubs in Town and Country", the accounting firm of Harris, Kerr, Forster & Company revealed that clubs are keeping members' charges at a lower rise, than their rapidly escalating costs.

Covering the operating results of 100 clubs each in both the city and country, the report bears up that both types of club have higher sales and incomes than in 1973. In fact, the city clubs showed an increase in sales and income of 5.2 percent, but net departmental expenses increased 6.4 percent, resulting in a drop in departmental income of almost 11 percent.

In the country operations, the in-

come and sales were almost seven percent, but total departmental increases were up 7.4 percent. Net departmental expenses increased 10.4 percent.

Similarities in the study toward the two different types of clubs showed that food, rent, taxes and insurance all rose. Country clubs saw food and beverage increases go up to eight percent. The 100 country clubs that responded all had at least an 18-hole golf installation and during the past year, the clubs showed an increase in net golf expenses of almost seven percent.

At the city clubs, total membership was down four-tenths of a percent, while the reverse was true at the country clubs with an identical increase.

## American Course Design Accepted All Over World

Even though golf has its roots deeply imbedded in Scottish tradition, there is no doubt that the "Americanization" of the game has become almost complete. The point is even more obvious in the design of the golf course today.

Robert Muir Graves, president of the American Society of Golf Course Architects, believes that the practice of American course design has been universally accepted all over the world. "When some one wants a great course, whether it is in Japan, Africa, or anywhere else, they go to U.S. architects."

Graves bases his theory of "Americanization" on the ability of U.S. architects to handle the three types of design — heroic, strategic and penal. Besides that, American designers are responsive to the important principles of maintenance, irrigation and drainage.

Graves further endorses the "Made by Americans" label by adding, "Today we attempt to blend the historic with modern technology to provide a beautiful course that provides a fair challenge, yet can be easily maintained with modern equipment."

## Irrigation Specs Published By Sprinkler Association

The Sprinkler Irrigation Assn. has published "Recommended Installation Specifications for Sprinkler Irrigation Systems for Turf and Landscaping."

It is designed to serve as a national standard for the installation of irrigation systems and to establish the lines of authority and responsibilities between the irrigation contractor/installer and the owner. It forms a guide for a complete installation of an irrigation system and is divided into sections covering general requirements, material specifications, installation procedures and owner's responsibility.

The section dealing with general requirements reviews the scope of the work to be completed on the specific installation, application of state and local codes and permits, coverage of bonds and insurance, verification of plans and specifications, working