

# Idea file

## Carolinas Section has film on TV

The film features the 1976 tournament circuit for Carolina pros, but also depicts the pro as a businessman. They are shown at a factory where club grips are manufactured and taking part in educational seminars.

The film's final 4½ minutes show Bob Galloway, 1976 U.S. club pro champion from Rock Hill, S.C., repairing a burned-out piece of grass, directing a grounds crew, and helping a customer check the swingweight of a club. "It shows the viewer that the pro is a member of the business community," said John Derr, executive director for the Carolinas Section.

The 28-minute film has been broadcast 32 times on local television stations and about 75 civic groups, golf, and country clubs have also watched it. The cost totaled about \$30,000, but no money was taken from Section dues, Derr said. Some clubs that hosted tournaments paid up to \$1,500 and tournament sponsors, such as Michelob and Winston-Salem, also made contributions.

## Low-calorie beer selling well

Low-calorie, light beers accounted for 8 percent of the 156 million barrels of beer sold in the United States last year, and brewers believe that figure will climb to 10 percent by the end of this year, *The Wall Street Journal* reports.

Brewers attribute the success of these beers to a weight-conscious society and the television commercials of one company that uses famous athletes to tout their product, thereby giving it a manly image. The brewers also believe the beer-drinking market will become more specialized in the near future, and several companies have started to offer beer in smaller cans to attract women.

## Break up trap sand compacted by winter

Sand in golf course bunkers often gets compacted by hard rain and, in the north, especially by winter snow and freezing. This can particularly be a problem if your traps are filled with a mixture of sand and clay, like those at Highland Park Golf Course in Bloomington, Ill.

If you have a power trap rake, your problem is solved. Highland Park Superintendent Thomas Gutschow didn't, however, so he came up with his own solution: a garden tractor with a rototiller attachment. He says it works great, especially in the spring, as long as the operator is careful not to till below the depth of the sand mixture.

## Pay records needed if disputes occur

Compliance officers for the Labor Department's Wage & Hour Division may visit your golf operation to check the complaint of an employee or former employee. They will ask to look at your payroll records, so if there is a dispute, accurate records will help.

Randall McCray, a Labor Department spokesman, said one area is usually overlooked by club management. "One of the most prevalent problems is that of non-exempt (from overtime pay) employees being paid on a salary basis instead of hourly with no records being kept on hours. Normally, we have to take the employees' word for hours he is working, if it comes down to a question."

McCray said the employees who can be exempt from overtime pay at golf courses are managers, head chefs, superintendents, and maintenance supervisors.

## Heated range tees attract golfers

Heavy snow this winter didn't hamper range operations at Plymouth Greens Golf Center in Plymouth Meeting, Pa, where golfers had phoned for reservations on weekends to hit balls from inside 10 heated tees.

The tees were enclosed by wood paneling and plexiglass on three sides, and an infrared heater, fueled by propane gas, raised the temperature to between 55-60 degrees, said pro Bob Intrieri.

The center, just west of Philadelphia, averaged between 100-150 persons on weekdays and 150-200 on weekends. Intrieri sold buckets of balls for 75 cents, \$1.50, and \$2.50, and charged 50 cents per half-hour for the heat.