Why most greens are mowed by

JACOBSEN

The most rigid and exacting standards of performance are set by the Jacobsen Greens Mower. That's why most championship courses also insist on Jacobsen.

The Jacobsen Greens Mower shears every blade of grass cleanly, precisely, to the exact height desired, from 3/16-inch to 1/8-inch. The weight of the unit is evenly distributed and balanced. This exacting weight arrangement assures smoother, more accurate cutting. And the resulting low center of gravity means easier handling in tight turns off the green.

The Jacobsen Greens Mower treats golf greens and course maintenance budgets with tender care. You get the smoothest putting surface possible to obtain, plus longer life, lower operating costs and trouble-free performance.

Want to know more? Write today and find out how the expert care of championship greens can actually cost less —with Jacobsen! You can depend on it!

Jacobsen Manufacturing Company, Racine, Wisconsin.

"1st in Service"

JACOBSEN

For more information circle number 184 on card
Spray time-proven Tersan® OM and be sure

Du Pont “Tersan” OM* turf fungicide applied late in the fall will prevent snow mold from developing in late winter and/or early spring.

- “Tersan” OM, a mercurial-organic sulphur combination prevents snow mold and other major turf diseases.
- Thoroughly tested...provides long-term residual protection.
- Large safety factor under all conditions.
- Disease prevention is obtained with an application of 8 ozs. of “Tersan” OM per 1000 sq. ft. as late as possible prior to snowfall. Follow with 3 ozs. per 1000 sq. ft. in early spring during freezing and thawing.

For full information on “Tersan” OM and other dependable Du Pont Turf Products, consult your golf course supplier...your service agency.

*“Tersan” OM combines the protective features of “Tersan” 75 with the eradicant advantages of Semesan®.

With any chemical, follow labeling instructions and warnings carefully.

Better Things for Better Living...through Chemistry

For more information circle number 197 on card
How can we be sure we won't have to go through this again?
When your grounds committee selects a sprinkling system, 

**specify Cast Iron Pipe**

...you can’t go wrong

That's right. Cast iron pipe is mistake-proof. It assures you trouble-free service. Don't risk the anguish and cost of replacing another type sprinkling system five or ten years from now. Choose cast iron pipe and be sure. Here's why.

- It withstands sudden surge pressures encountered in golf course sprinkling systems.
- It has great physical strength. It won't crush, collapse, expand or contract like some other pipes.
- It doesn't absorb water...doesn't freeze or crack as some materials do.
- It taps easily and cleanly. Leak-tight joints are as strong as the pipe, and pressure remains high.
- It really costs less, because it gives you more seasons of playing pleasure.

Your sprinkling system is too important to take chances with. Specify cast iron pipe and be sure.

**CAST IRON PIPE**

THE MARK OF PIPE THAT LASTS OVER 100 YEARS

AN ASSOCIATION OF QUALITY PRODUCERS DEDICATED TO THE HIGHEST PIPE STANDARDS

Get help on your irrigation system plans with the industry's most complete booklet. Has vital design and installation tips and other planning aids. Mail coupon for free 20-page booklet.

Wallace T. Miller, Managing Director
Cast Iron Pipe Research Association
3440-G Prudential Plaza, Chicago, Illinois 60601

Please send me a copy of your booklet, "Golf Course Irrigation."

Name ____________________________

Position __________________________

Name of Course ____________________

Address __________________________

City __________________ State _______ Zip Code ________

For more information circle number 116 on card
HIGHLIGHTS
OF THIS ISSUE

THE PRO'S STATUS: 1966
GOLFDOM has completed an extensive survey of the golf professional—his profit picture, buying habits, sales and inventory, situation regarding golf cars, and the general status of his well-being. This month's issue gives an up-to-date picture of the pro and pro shop, his duties and responsibilities, personal data, and some of the pros' outspoken comments on the PGA, contracts and pensions.

TEN TIPS ON BUFFETS
All clubs can offer members buffets that are exciting, both in decoration and the food that is served. These ten tips remind managers of some simple, but often overlooked, procedures that can help insure the success of future events at your club.

SUCCESSFUL PRO-MANAGER
The Parris Island Marine Base has one of the finest service courses in the country. It is managed by a husband-wife 'team' which has brought golf to leathernecks.

GCSAA'S 40TH BIRTHDAY
Golf course superintendents have reached the age where they can 'begin to live,' and Herb Graffis has taken this opportunity to go back over the history of the group and reminisce about the early days when 'greenkeepers' were seeking recognition and the chance to make their work a true profession.
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COVER: A FLORIDA COURSE, COURTESY STATE OF FLORIDA

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Lighting makes night golf possible!

Wide-Lite* lighting makes it a (profitable) pleasure!

Profitable for you—a pleasure for players. “Wide-Lite” floodlights give you broad, smooth lighting that’s noticeably free from shadows and glare. (At night, only the turf covers your course better than “Wide-Lite” lighting.)

And “Wide-Lite” mercury vapor floodlights not only give you more than twice the output of incandescent fixtures, but give you a lamp life that’s at least eight times longer.

For added practicality, “Wide-Lite” floodlights are weatherproof, virtually immune to vandalism (heavy cast aluminum construction and tempered glass lenses see to that), and are completely sealed. Dirt, moisture and bugs can’t get in, so more light gets out. And there’s no need for constant, costly cleaning maintenance.

At New Jersey’s new Stoney Brook Recreation and Golf Center, “Wide-Lite” fixtures were part of the original plans. Now, you’ll find 142 “Wide-Lite” fixtures on the 18-hole course, 24 on the driving range, 8 on the miniature golf course, 7 on the putting green, and 8 on the parking lot. That’s quite a testimonial!
142 of these floodlights cover the course at Stoney Brook.

Want to know more about how "Wide-Lite" golf course lighting can build business and profits for you? Just send the coupon. No obligation, of course.
Unless someone fed RIP before he went to sleep, he's going to feel lousy when he wakes up.

Like Rip Van Winkle, your turf enjoys a long nap. Turfgrass goes dormant after a fall surge of growth, needs a deep healthy root system to survive the winter, and to get a vigorous start in the spring.

A fall feeding with Nitroform restores turf damaged during the summer and takes advantage of the peak growing cycle of cool-season grasses, allowing them to spread out and develop roots while most weeds are dormant. Fall feeding with Nitroform strengthens any turf for overwintering and builds residual nitrogen in the soil for use in the spring. Nitroform®, Hercules Powder Company's ureaform turf food, contains a whopping 38% nitrogen which is released slowly as the grass needs it. In addition, Nitroform is easy to handle and store, is odorless and nonburning, and is available in two forms: granular Blue Chip® for conventional spreading, and Powder Blue®—the first sprayable ureaform.

But let the Hercules representative explain why Nitroform means "pleasant dreams" in grass talk!
Amateur friends of the service professionals who take care of the amateur golfers and of the tournament pros who are in the game's show window are relieved by the lull in the PGA controversy that has menaced Santa Claus. The amateurs from whom all fiscal blessings flow to the pros seem to be about fed up with pro players' moans and quarrels. Tourney pro position has been weakened by the silly threats of a few journeymen who have talked about boycotting the National Open, the Masters and the PGA unless their demands for more money are met by those whose work and courses and ticket-buyers have made the tournaments.

Fifty of possibly 200 who might be considered tournament circuit regulars get more than $20,000 a year. There are bundles and blasts of ballyhoo about several of the top boys getting from $250,000 to $400,000 out of golf and benefitting from tax-easing gimmicks that other businessmen and wage-earners don't get. So, whatever the wails and threats of any affluent tournament pro may be, they don't bring tears to the eyes and fear to the hearts of the millions of amateurs who put their money into the game.

See what happened to the "bonus baby" picture in football and baseball. The bonus babies whose business IQs were low and whose lawyers and managers were hit-and-run guys killed Santa Claus for the later crop. Tournament pros' annual business from all sources is only about four percent of the business done by the service professionals upon whose educational efforts and work for individual golfers tournament pro revenue is based. Golf playing equipment manufacturers know the danger of the PGA argument as it is the sale of top-quality equipment by the service pros that determines the market command and profit.

The PGA has done very very well for the tourney boys. Contracts with ABC-TV and Sports Network, Inc. for televising some circuit events for the next two years with nearly $2 million coming in is a great deal for tournament players. Roone Arledge, vp in charge of sports for ABC, said in *Sports Illustrated*, "More than in any other sport, golf's heroes have been built by television." He added "Golf remains a relatively low-rated sport. The AAU championships have outdrawn the Masters." Even with frantic shifting of TV cameras to cover the three or four holes that constitute a golf tournament on television the action often gets so tedious in a generally dull afternoon on the air that a ball game of second division teams crowds golf off the screen. Now, golf TV time is becoming hard for the networks to sell. This is not the period for a family fight of pro golf about television revenue.

We didn't realize the degree to which amateur golfers of influence and money were questioning the commonsense of pros threatening a "revolt" against the PGA until we got bragging about what tournament pros had done for charities. Then we got letters telling about much work amateurs contributed free to putting on these events and raising money that had participating pros as primary beneficiaries of the charity events. This comment warned us. It is a continued on next page.
**GRAFFIS’ SWING**

Continued from preceding page

dangerous trend for playing pros . . . If they pout at being told what the score is, that’s just too bad . . . We have a lot to gain or lose by the rise or fall in the fortunes of tournament pros and don’t believe in bulling pleasant youths who haven’t qualified to compete in big time business with men who are pretty good old pros in that field.

Probably the PGA administration, with the help of Bob Creasey, a canny and tough former labor lawyer, can get the golf TV money distribution happily balanced . . . The percentage to be split probably doesn’t amount to caddie-money per guy involved . . . Part of the problem is that the PGA or its tournament committee never got smart like the USGA in making its financial statement a matter of general record.

Death of Tony Lema, his wife, Betty, and the pilot and co-pilot of their chartered plane, is the first fatal accident of a star pro golfer on tour . . . Hogan came close and there then was thought about the risks of the touring pros’ need for speed in transportation between events . . . Now that matter of tight schedules will be re-examined . . . Jack Nicklaus, Arnold Palmer and Paul Hahn do considerable flying in their own planes . . . Hahn is qualified for instrument flying . . . The Lemas were a team of delightful personalities and he was an accomplished player who gave a lot of color to the game . . . In Britain and in Spain Tony made many friends for American pro golf . . . His close friend, Ken Venturi, Fred Corcoran, his manager; and Tommy Jacobs, chairman, PGA Tournament Committee, were among the pall-bearers at the funeral.

Paul Hahn is going to Viet Nam to put on performances for troops who are where the picketniks fear they may have to go . . . Hahn served in the Pacific in World War II and got into golf trick shot operations after that . . . Pine Valley GC President, John Arthur Brown, its treasurer Herbert Adair and its superintendent Eb Steiniger greeted Philadelphia Association of Golf Course superintendents when over 40 of them