1. REAR WHEEL DRIVE

Roseman Rear Wheel Drive permits overhanging of traps and bunkers and trimming close to trees, no side wheel marks. Laminated puncture-proof tires overcome objectionable bouncing of pneumatic tires. The caterpillar-action of laminated tires give non skid traction, making it possible to mow heaviest turf growths. Rear Wheel Drive available in Rough or Fairway mower.

2. HOLLOW ROLLER DRIVE

Roseman Hollow-Roller mowers place less weight p.s.i. on turf than any other type. Less compaction results. Hollow drum design permits mowing on soft or sandy soils and on wet fairways with no wheel marks. Improved turf, better playing surfaces and finer finished cut result. All putting greens are cut with rear roller drive mowers. Why not give your fairways putting green treatment?
The Professional’s Status
First section of nationwide survey shows concern for contracts, pension plans and erosion of profits.

Moved by mounting reports that the golf professional’s domain is shrinking and that he is not receiving his fair share of the continuing golf boom, GOLFDOM recently undertook an ambitious plan to measure the true picture of the pro’s current status and provide an opportunity for him to air his complaints. An elaborate questionnaire was mailed to a cross-section of golf professionals throughout the U. S. seeking pertinent information. Out of a sample group of 2,000, approximately 500 responded—an amazing 25%—and the responding professionals were not hesitant to cast new and brighter light on their problems.

All told, they took time to answer more than 60 questions about their status and the state of their business.

The first part of this analysis appears here. Others, dealing with more specific areas of sales and profits will appear in future issues.

This first section covers an analysis of the answers as they concern the pro himself—his duties and responsibilities; ownership of pro shop or profit arrangements; how he spends his vacation; how much golf he is able to play himself, and his attitude toward contracts, pension plans and the PGA.

The majority of the questions could be answered “yes” or “no,” and are included in that manner on the following pages.

Three specific questions on pension plans, contracts, and current activities of the PGA required written answers. The most cogent of these replies have been collected and are given in separate sections under the appropriate heading.

### PROFILE OF CLUBS IN SURVEY SAMPLE

<table>
<thead>
<tr>
<th>TYPE OF CLUB</th>
<th>Private</th>
<th>Semi-Private</th>
<th>Public</th>
<th>Municipal</th>
<th>Resort</th>
</tr>
</thead>
<tbody>
<tr>
<td>56.6%</td>
<td>13.1%</td>
<td></td>
<td>10.6%</td>
<td>11.6%</td>
<td>8.1%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>TOTAL NO. CLUB MEMBERS</th>
<th>NO. WOMEN MEMBERS</th>
<th>NO. JUNIOR MEMBERS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1- 99</td>
<td>1- 99</td>
<td>1- 99</td>
</tr>
<tr>
<td>100-299</td>
<td>100-299</td>
<td>100-299</td>
</tr>
<tr>
<td>300-499</td>
<td>300-499</td>
<td>300-499</td>
</tr>
<tr>
<td>500 over</td>
<td>500 over</td>
<td>500 over</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SIZE OF GOLF COURSE</th>
<th>9 Holes</th>
<th>18 Holes</th>
<th>27 Holes</th>
<th>36 Holes</th>
<th>Over 36 Holes</th>
</tr>
</thead>
<tbody>
<tr>
<td>26.3%</td>
<td>66.6%</td>
<td>3.7%</td>
<td>2.6%</td>
<td>.8%</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FACILITIES OFFERED OTHER THAN GOLF</th>
<th>Bar</th>
<th>Restaurant</th>
<th>Locker Room</th>
<th>Swimming Pools</th>
<th>Tennis Courts</th>
</tr>
</thead>
<tbody>
<tr>
<td>69.2%</td>
<td>84.4%</td>
<td>76.9%</td>
<td>54.4%</td>
<td>31.7%</td>
<td></td>
</tr>
</tbody>
</table>
THE PRO AND THE SHOP

Who operates (owns) the pro shop?

| Club Pro | 92.7% |
| Club     | 6.3% |
| Concessionaire | 1.0% |

If club operates (owns) pro shop, what percentage of the profits do you receive?

| None        | 37.5% |
| Under 10%   | 12.5% |
| 10-19%      | 18.8% |
| 20-29%      | 12.5% |
| 30% and over| 18.7% |

How many months a year is your pro shop open?

| Under 3 months | 1.9% |
| 4-6 months     | 7.7% |
| 7-9 months     | 26.4% |
| 10-11 months   | 6.4% |
| 12 months      | 57.6% |

What do you do in the off-season?*

| Vacation     | 56.6% |
| Other pro job| 17.6% |
| Job outside golf | 35.1% |

PERSONAL DATA

How long have you been at your present club?

| Up to 3 years | 33.3% |
| 4-6 years     | 24.1% |
| 7-10 years    | 8.6% |
| Over 10 years | 34.0% |

How many rounds of golf do you play a week?

| None            | 5.9% |
| 1               | 38.9% |
| 2               | 32.5% |
| 3               | 10.4% |
| 4-6             | 10.0% |
| 7-10            | 2.3% |

Have you attended any of the PGA Business Schools?

| Yes        | 31.9% |
| No         | 68.1% |

If so, when did you attend the Schools?

| This year     | 11.1% |
| 1 year ago   | 17.3% |
| 2 years ago  | 12.3% |
| 3 years ago  | 11.1% |
| 4 years ago  | 13.6% |
| 5 years ago  | 12.3% |

*Multiple answers, do not add up to 100.

The PGA and pensions

Golf professionals were almost unanimous in their desire for a pension plan to be worked out by the PGA. Most felt that it would be necessary to have such a plan drawn up by outside experts, and that steps in this direction should be taken immediately.

All in favor of a PGA pension plan seemed to be willing to pay higher dues, or to make payments into the plan by other means, but many felt that there should be outside help. Far and away the most often “outside help” suggested was that the PGA use the monies it collects from television and tournaments, and that the touring pros should be made to contribute proportionately and heavily to the plan. Quite a few suggested that manufacturers of equipment sold only through pro shops could be assessed for contributions.

Still others felt that this was a job for the individual club, and a few outspoken individualists felt that they should do it all themselves.

Sample comments on what the PGA could do to establish a pension plan for the golf professional follow:

“Install a plan making the clubs pay 75%, the pros 12.5% and the PGA 12.5% of the desired benefits.”

“Consider a type of membership for pros who are in the golf business—i.e., golf range pros, limited summertime pros—but do not have the qualifications for PGA ‘Class A’ membership because their major income can’t come from golf.”

“The PGA is strictly a touring pro type of organization. Very little is done or considered for the club pro.”

“Engage a law firm in Washington, D. C. to effect legislation in Congress. Many club pros work 80-90 hours per week, and with the present high U. S., state and local taxes cannot put enough away for retirement. This is one reason they are forced to work until they are very old. Clubs don’t seem to care, or dodge the question as a whole.”

“Invest in our own golf courses throughout the entire U. S., especially in areas that would have long seasons. We are the professionals in the sport and
PERSONAL DATA (cont’d.)

<table>
<thead>
<tr>
<th>Time Period</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>6 years ago</td>
<td>12.3%</td>
</tr>
<tr>
<td>7 or more years ago</td>
<td>9.9%</td>
</tr>
</tbody>
</table>

If you have an assistant, has he attended the PGA Schools?

Yes 40.3%
No 59.7%

If so, when did he attend the Schools?

- This year: 27.0%
- 1 year ago: 29.1%
- 2 years ago: 27.0%
- 3 years ago: 9.0%
- 4 years ago: 3.4%
- 5 years ago: 3.4%
- 6 or more years ago: 1.1%

DUTIES AND RESPONSIBILITIES

Are you responsible for duties other than your regular duties as a pro?

Yes 62.3%
No 37.7%

Are you responsible for maintenance of the course?

Yes 36.9%
No 63.1%

To whom do you report?*

- President: 18.9%
- Owner: 15.3%
- Board Chairman: 32.9%
- Manager: 13.3%
- Executive Committee: 11.2%
- Mayor of City: 2.4%
- Superintendent of Parks: 3.2%
- Secretary-Treasurer: 0.8%
- Greens Committee: 1.2%
- Board of Directors: 2.0%
- Golf Committee: 0.4%

What club meetings do you attend?*

- Golf: 22.4%
- Tournament: 14.7%
- Rules: 1.7%
- Handicap: 4.3%
- Greens: 10.3%
- Board of Directors: 15.5%
- ALL: 29.3%
- NONE: 17.7%
- Publicity: 1.3%
- Social and Hospitality: 4.3%

*Multiple answers, do not add up to 100.

Comments on contracts

Contracts present a real enigma to many pros, although most who answered this question stated that they feel a contract is desirable. The answers would seem to indicate that younger pros, who are entering the field under new or changing conditions want contracts, while the older "entrepreneurs" prefer to "let things ride" as they have for years.

Job security was the reason most often cited by those favoring contracts. It was also pointed out that a contract outlines the responsibilities of both pro and club —each knows where he stands at all times. The fact that many clubs elect new officers each year and that they do not feel bound by or have no proof of previous verbal understandings was often cited as back-up argument for contracts. Also, the pro's risk in having to dispose of his merchandise if he were summarily dismissed.

Sample pros and cons on contracts:

"Yes. It gives me a certain amount of security. Am able to purchase merchandise in ample quantities rather than just short two-week supplies."

"Yes. When I came here the club was drowning (no carts, no play, and no course, even). I have built a fine course; have built a pro shop; have carts and a nice bar business, including slot machines. They are being taken away."

"No. If not wanted, why stay; if unhappy, why stay?"

"No. A fellow has to think twice—first to be able to move into a new opening, if offered; then at the same time he must work hard to warrant keeping his job."

"Yes. Because of investment in pro shop merchandise and the seasonal aspects of job openings."

"Yes. Verbal agreements made with snow on the ground tend to look different from both sides involved as the grass starts growing."

"Yes. Because it spells out the obligations and responsibilities of each of the parties concerned, and I believe serves to promote a better understanding between the professional and the Board of Directors. It would be nice if the
Rain Bird covers every irrigation problem,

<table>
<thead>
<tr>
<th>Rain-Clox Electronic Controller for reliable programming.</th>
<th>Rain Bird Electric Remote Control Valves for automatic sprinkling.</th>
<th>Rotor Pop-Up that won’t get in the way of mowers or golf balls.</th>
</tr>
</thead>
<tbody>
<tr>
<td>And our Hi-Pops spring up a full 2 inches to clear the thickest turf.</td>
<td>Delicate flowers get tender, loving watering from our Bubblers.</td>
<td></td>
</tr>
</tbody>
</table>

but this one.

DUTIES AND RESPONSIBILITIES
Continued from page 24

What club committees do you serve on?*  
- Golf 26.0%  
- Tournament 28.6%  
- Rules 5.2%  
- Handicap 6.9%  
- Greens 16.9%  
- Publicity 1.3%  
- Social and Hospitality 4.3%  
- Pro Shop .4%  
- Board of Directors 3.5%  
- ALL 17.7%  
- NONE 20.3%

If you have a written contract, what is the length of contract time?  
- Under 1 year 12.8%  
- 1 year 37.9%  
- 2 years 8.4%  
- 3 years 13.3%  
- 4 years .5%  
- 5 years 17.2%  
- 6 years .5%  
- 7 years .5%  
- Over 7 years 2.5%  
- Lifetime 6.4%

Do you feel that a contract is desirable?  
- Yes 70.4%  
- No 29.6%

(See accompanying comments.)

Should the PGA do more?

A key question in the survey asked professionals what, if anything, the PGA should be doing to help further the interests of the club professional, which it is not now doing. Most felt that the framework of the Association should be strengthened—along the lines of labor unions, if necessary—to aid pros in obtaining better contracts and pension plans. The friction between the working club pro and those “glamor boys” of the tour became evident from the answers, and there were many pleas that touring pros’ endorsements be limited to pro shop lines of golfing equipment.

Other battles in which the working pros felt that the PGA might offer more assistance include the barring of pro lines from shops not owned by PGA pros, and those owned by the clubs; help combat price-cutting and discount houses; help pros keep clubs from taking over the pro shops and golf cars, and a public relations campaign by the PGA to “educate” the public on the value of the home club professional.

Typical answers to this question: “Just about everything. Junk their red coats and insignia and get down to promoting the PGA member with traveling clinics and advertisements.”

“Withdraw Class-A rating from pros who take jobs without full concessions.”

Continued on page 88
IN LESS THAN 5 WEEKS, an entire 18-hole course at the famed French Lick-Sheraton went from dry... to this...

Gene Stephens' Automatic Lawn Sprinkler Co., Indianapolis, installed this 3.2-mile system.

to sprinklered greens, tees and fairways!

Don't let a browned-out course drive your golfers to greener ground. A CRESline Plastic PVC Pipe sprinkler system goes in without disrupting play — guaranteed right in writing — at about half the cost installed of other types of pipe. It pays off for Indiana's famed French Lick-Sheraton Hotel's Valley Course and hundreds of others (names on request). Look into it for your course.

We will make an engineering layout for your course. You get installation costs from contractor of your choice. Write us for complete details.

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For more information circle number 120 on card

SEPTEMBER/1966
New grass pathology study
Experimental putting greens at Clemson University help scientists examine golf course plants.

By JIM MONROE

Golf course superintendents in South Carolina are now receiving valuable specialized assistance from their state in the management of grasses. At Clemson University, project No. 788 involves “investigations of factors influencing the development, production and management of turfgrasses utilized for utility, beautification and recreational facilities.” Not the least of these investigations concerns golf course plants, and the superintendents are relying to a great extent as never before on the young and able leader of 788, Dr. Paul M. Alexander, to help them.

Alexander, a plant pathologist, has already discovered for the first official time in South Carolina, Spring Dead Spot in T-328 bermuda fairways and Rust on Zoysia. Now, and in the days ahead as bent greens are planted where bermuda was once used altogether, the assistance of such a dedicated pathologist will no doubt prove of paramount importance.

At Clemson House, a handsome hotel on the campus, two experimental putting greens totalling 10,000 square feet have been constructed. An area of 5,000 sq. ft. was built to USGA specifications. On the other half portion of 5,000 sq. ft. the green has been constructed only by bulldozing to grade and adding topsoil. Eight equal sections of the two greens were planted to C-7 and Penncross bents and T-328 and Tifdwarf bermudas. (See Dr. Paul M. Alexander of Clemson University’s Project No. 788 (left) investigates new turfgrass plot on one of the putting greens with graduate student Gerald Stacey.
Section of one plot at Clemson House on University campus which was planted in late June. Mulch shown is pine straw spread over section of penncross bent.

Today, on 130 plots may be seen over 50 varieties of bermudas, four varieties of Zoysias and two varieties of bents. The first turfgrass graduate student is now working for his masters degree in the Department of Horticulture under which the project operates. The project receives grants-in-aid annually from Carolina Golf Course Superintendents Association and from the Carolina Golf Association.

As research and teaching responsibilities permit, Dr. Alexander is available on a consulting basis to golf courses. In addition to his regular duties at Clemson he is secretary-treasurer to the Carolinas G.C. Superintendents Association for North and South Carolina.

Diagrams below show the eight sections of two putting greens planted on Clemson campus.

**GREEN # 1**
- PennCross Bent: USGA Construction
- Cohansey Bent: Non-USGA Construction
- USGA Construction

**GREEN # 2**
- Tifgreen Bermuda: USGA Construction
- TifDwarf Bermuda: Non-USGA Construction
- USGA Construction

**APPROXIMATE AREA = 5,000 SQ.FT.**
THE BEST
OF GOLFDOM

Safety fund
is vital to
club budget

Smart club has cushion
against unforeseen
disasters that may occur.

Another sidelight on the use of a budget system comes to GOLFDOM from the president of a club in a representative city of the mid-west. He went through the usual experience of "having a hell of a time holding committees down to the limit. With them all thinking they were right and just as capable as I of knowing what to do, it was a case of being 'your brother's keeper,' whether you want to or not, and sometimes, making enemies for the 'keeper.'"

This particular club found, first of all, that a club must have an income in order to budget, so it was necessary to go out and get some new members. It also leased its tennis court to a local club, reserving privilege of play for all of the golf club's members, but turning a liability into a source of income.

The result of budgeting in this case has been almost entire rebuilding of the clubhouse, purchase of a lot of new course maintenance equipment, installation of new drinking fountains, rebuilding of several greens and a balance in the bank. About budgeting and its operation, this officer says:

"The article in GOLFDOM on, "Budgets Cut Cost," by Messrs. Wade and Moorss is most interesting, and should be valuable for club officials.

"However, it is one thing to make out and establish a budget, and a whole lot of other things to carry it out successfully. In our club we have found that success depends almost entirely on the harmony that must be between the different chairmen of committees and the president and treasurer. This is sometimes a hard nut to crack as most chairmen have ideas of their own and do not like to be thwarted in their plans.

"They all serve for love and honor (?), and most of them are probably just as capable of being at the head of affairs as those who actually are, so 'flies in the ointment' creep in to disturb the budget. But: We have found that some one must be the watch dog of the treasury, and should be the final arbiter on all important expenditures; that is, all expenditures over the ordinary pay rolls and running expenses.

"Some one must be on the job at all times to keep a check on financial conditions so that if the dues and fees do not come in as anticipated, members drop out, or some other unforeseen conditions arise, immediate action can be taken in adjustment.

"In our club we had a case in point last year whereby our income estimate was quite upset. Thirty non-resident members dropped out on account of building a course of their own in a nearby city, which naturally made some dent in the income of a small club. Our contingency fund however, was on the job and all ready for cases of this kind, so that by a little re-adjustment of our budget, and getting in some new members, we kept our finances in fine shape.

"Another 'fly' that might creep in on budget success is to have too large a board of directors, and too many members on the committees. We are now contemplating a new set of by-laws in which we expect to reduce the number

Country clubs were just as jolted in 1927 as today when expenditures exceeded the budget. However, one club set aside a "safety fund" to meet such emergencies. This article from the April, 1927 issue of GOLFDOM tells how it was done.