

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	No
31.9%	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.

Continued on next page

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

Continued on page 78



**FAIRWAY
CONST. CO.**

**EXPERT
SOIL
BLENDING**

OLD OR NEW
CONSTRUCTION { GREEN
FAIRWAY
IRRIGATION

TELE: OVERLAND PARK, KAS. NI 8-4900
PHOENIX, ARIZ. 266-6631

For more information circle number 128 on card

Bob Jordan

Golf Course Constructor

Irrigation Systems

"I Supervise All Work"

235 State St., East Peoria, Illinois

Phone: 699-6974 or 673-1067

For more information circle number 141 on card

"Give your course a signature"

Robert Trent Jones

GOLF COURSE ARCHITECT

P.O. BOX 304
MONTCLAIR, N. J.
201-744-3033-34

360 BRYANT STREET
PALO ALTO, CALIF.
415-324-1253

P.O. BOX 4121
FT. LAUDERDALE, FLA.
305-564-3422

For more information circle number 144 on card

HOMER FIELDHOUSE
GOLF COURSE ARCHITECT
5512 UNIVERSITY AVENUE
MADISON, WIS. 53705

For more information circle number 133 on card

PGA AND PENSIONS

Continued from page 23

only 'own' one golf course."

"Funds available from manufacturers' rebates at year end should be accepted by the PGA. Members should pay a fee and dues in opposite six months."

"Now that we have a man in our headquarters who has a pension plan background, I am sure something will be done."

"We, the PGA members, are probably the most individualistic operators in the world. We need to unite and get some bargaining power. The PGA needs to do some research along these lines to protect and preserve our position."

"We are all a great bunch of individuals and this is our problem. The only way to survive is to become a union. Plumbers, carpenters and sheet metal workers don't have the problems we face."

"I feel the PGA should have a pension plan only for 'Class A' and 'Junior A' members. Therefore more professionals would work harder for this title. The PGA is only interested in tournaments and TV money, and not doing enough for the club pro."

"The PGA has been organized and in operation much longer than your in-

Continued on page 80

JAMES GILMORE HARRISON

Golf Course Architect

Member American Society
of Golf Course Architects

266 Harrison Road

Turtle Creek, Pennsylvania 15145

Tel. 412-823-3444

For more information circle number 122 on card

BEAT THE WEATHER

... use PIXTONE

The Proven Mechanical Stonepicker.

Picks stone—erates—pulverizes—sturdier roots.

Contact manufacturer for details and prices.

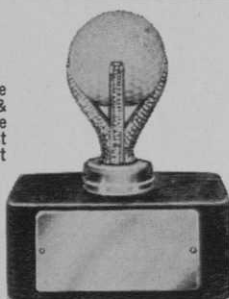
BRIDGEPORT IMPLEMENT WORKS, INC.

P. O. Box 286G—Stratford, Conn. 06497

For more information circle number 112 on card

NEW—ORIGINAL GOLF TROPHIES

XPW-4-6 Hole-in-One
Sunray Ball Holder &
Engraving Plate. Genuine
Walnut Base. Height
4 1/2" \$5.95 (Ball not
included.)



Write for
FREE
32-page
Catalog.

**Big
Pro
Dis-
count**

RD-150/56 For That Special Ball. Genuine Walnut
Base. Sunray Figures & Engraving Plate. Height
7 1/2" \$18.50 (Ball not included.)
Other Trophies from \$1.80 and Up.

THE TROPHY & MEDAL SHOP

4560 N. Western Avenue Chicago, Ill. 60625
312/271-7600

For more information circle number 182 on card

PGA AND PENSIONS

Continued from page 78

dustrial unions, and look how much progress the unions have made in helping their members. A pro's day is twice as long as an industrial journeyman, and it is time for more improvement in the lot of the PGA member."

"I feel each pro should set up a plan of his own for retirement. In this day and time too many people are wanting a handout."

"All club manufacturers should help with a retirement program. A percentage of sales to pro shops should be put into the fund for all members, say 5% of the year-end net, including store sales."

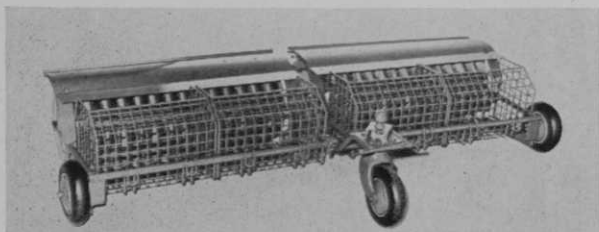
"Take more decisive action. Make some proposals as to the various possibilities and allow the entire membership to vote on these, and institute a plan upon getting a majority vote. Publish a financial statement each year showing how our dues are spent and how monies derived from other sources are used."

"Have some kind of a union or pro-

Continued on page 82

FONKEN BALLTRIEVERS

Best for range ball retrieving



ORDER MACHINES OR PARTS FROM ANY AUTHORIZED FONKEN U.S. OR CANADIAN DEALER:

Ralph Amoroso
Churchill Road
Natick, Mass. 01762

Available in Canada
through
Canadian Golf Sales, Ltd.

Cushman Motor Sales, Inc.
917 West Manchester Avenue
Los Angeles, Calif. 90044

Eastern Golf Company
2537 Boston Road, Rt. #1
Bronx 67, New York

John W. Mahoney
Post Office Box 154
Bath, Ohio

Martin E. Mattison
P. O. Box 3172
Honolulu 1, Hawaii

- Singletriever, 3'
- Doubletriever, 6' (shown)
- Standardtriever, 9'
- Supertriever, 15'

Northern Golf Ball Co.
2350 West Roscoe
Chicago, Illinois

Robert B. Martin & Co.
60 South Circle Drive
Santa Cruz, California

Western Golf Sales, Inc.
1831 Colorado Avenue
Santa Monica, Calif. 90406

Wittek Golf Range Supply Co.
3650 Avondale
Chicago, Illinois 60618

FONKEN MFG. CO., Division of Harry Jennings Inc.

1941 Pontius Ave., Los Angeles, Calif. 90025

For more information circle number 135 on card

MANUAL & AUTOMATIC TURF IRRIGATION

Design—Installation
Complete Pumping Installation

SKINNER / BUCKNER / J-M
PVC & TRANSITE

Alcoa Aluminum Portable Pipe—Pumps
RENTAL & SALES

OLDFIELD EQUIPMENT CO.

430 W. Seymour Ave., Cincinnati, O. 45216
Phone: 821-5582

For more information circle number 146 on card

Larchmont AUTOMATIC GOLF COURSE IRRIGATION

Consultants-Designers-Installers

LARCHMONT ENGINEERING
11 Larchmont Lane
Lexington, Massachusetts

For more information circle number 154 on card



Member: American Society of
Golf Course Architects



11 South LaGrange Rd., LaGrange, Ill.
Telephone—Area Code (312) 352-2113

For more information circle number 130 on card

MILLER GREEN Miller Sprinkling Systems

Division of A. J. Miller, Inc.
1320 North Campbell Road, Royal Oak, Michigan
313, 398-2233
40 years of experience in designing and installing
sprinkling systems

For more information circle number 145 on card

PGA AND PENSIONS

Continued from page 80

tection for golf pros."

"Get out of the golf course business. Take rented office quarters and play on courses offered by chambers of commerce and civic groups. Place the money from the sale of the course in a pension fund."

"Use royalties from the sale of PGA-endorsed equipment. Pros would then push these lines."

"Bring in a specialist on pension plans such as Bankers Trust Company (N. Y.) and have them set up a plan based on present conditions."

"Take a very small percentage from all TV programs with PGA playing pros."

"Establish a plan by a committee, approve it and set it into effect. Run the PGA like a business and get rid of the golf course in Florida—few pros use it."

"Have a program like football and baseball players have."

"I feel that the individual should set up his own future."

"There should be a national tour event with all big names participating, such as baseball's all-star game, with proceeds going to the retirement fund. In addition, all clubs should participate in the

Continued on page 94

Full Line of

GOLF

Equipment
Supplies

- Golf courses
- Driving Ranges
- Miniature courses
- Par 3 Courses

Serving only
the West

Western

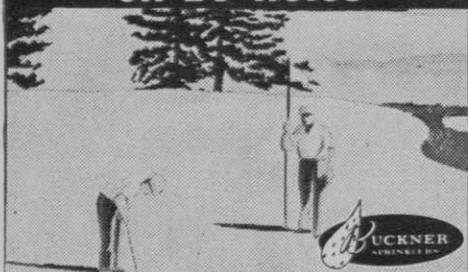
GOLF SALES, INC.

1831 Colorado Avenue, Santa Monica, Calif.
90404 Phone Area 213 451-5454

For more information circle number 155 on card

MR. ZIP SAYS:
ZIP CODE IS FOR EVERYONE.
USE IT FOR BOTH BUSINESS
AND PERSONAL LETTERS.

Play will be normal on 17 holes



**...while KIRCHDORFER
Installs your
Irrigation System
one fairway at a time!**

Free Literature and list of installations on request.

Kirchdorfer
Irrigation, Inc

P. O. BOX 4124 LOUISVILLE, KY. 40204
PHONE 585-4305 AREA CODE 502

For more information circle number 186 on card

PGA AND PENSIONS

Continued from page 82

PGA program."

"They should make it a requirement for each club in a PGA contract. The club should pay half and the pro the other half."

"I do not feel that the PGA should have a pension plan. However, I do feel that each club should organize a national golf club group and provide a pension plan for the golf professional."

"It does not seem feasible to me for the PGA to operate a pension plan for its members. This is an employer function and the club should provide a pension plan for all its employees."

"I feel that the PGA should set up a plan such as the one baseball has. Money for this plan could be raised from one pro tournament played at a course adjacent to a large population. Study each applicant for a pension and advise and help him institute a program at his job, to be invested and disbursed by the national."

Continued on page 86

**EVERYONE
CAN HAVE
GOOD GREENS**

With a Pure Strain of
STOLONS from GODWIN

Our stolons are shredded in the field, packed
two bushel per bag as shown and shipped
anywhere in the United States.
(24-Hour Air Freight is available)

- Washington (C-50) • Cohansey (C-7)
- Congressional (C-19) • Arlington (C-1)
- Toronto (C-15) • Pennpar

True to Name - Weed and Seed-Free
(Send for Bulletin: "Stolons vs. Seed")
Phone: Area Code 313 - 437-2026

HIRAM F. GODWIN & SON
55150 TEN MILE ROAD
SOUTH LYON,
MICHIGAN

For more information circle number 134 on card



EASTERN GOLF COMPANY

**top quality golf supplies for
GOLF COURSES
DRIVING RANGES
PAR-3 COURSES
MINIATURE COURSES**

Balls	Markers
Clubs	Retrievers
Tees	Golf Bags
Mats	Obstacles
Pails	Ball Washers
Grips	Ball Pickers

and lots more!

Get your copy of Eastern's, new 1966 catalog. It's yours for the asking. Just fill out the attached coupon and we'll rush one to you!

EASTERN GOLF CO.

2537 BOSTON ROAD • BRONX, N.Y. 10467

Our 37th year of service to the golf industry

Eastern Golf Co.

Dept. G

Please send catalog of golf supplies.
I'm interested in equipment for the following:

- | | |
|--|--|
| <input type="checkbox"/> Golf Courses | <input type="checkbox"/> Driving Ranges |
| <input type="checkbox"/> Par-3 Courses | <input type="checkbox"/> Miniature Courses |

Name _____

Club _____

Address _____

City _____

State _____ Zip # _____

For more information circle number 127 on card

PGA AND PENSIONS

Continued from page 84

"I don't want a pension, I want protection of my area. There are four courses around me and no pros, yet they buy all-pro lines and resell at 5% over cost."

"Get the tourney pros to endorse pro line equipment only. This would be a good start."

"The teaching pro, on the tee day after day, has made the game of golf popular and the touring pro is cashing in on it. Most of them could not put a grip on a club if they had to, or do any repairs."

"Register as a union and avoid taxes."

"Something should be worked out so all the money isn't on the tour and TV. What about the club pro who sells golf for all the big money winners?"

"Have a program on a voluntary basis to which the club and professional can contribute. Quit talking about it and get some sort of formula that will work. It just can't be that hard!"

CAVANAUGH'S

f o r

QUALITY GOLF COURSE

CONSTRUCTION

1658 Collier, Akron, Ohio

For more information circle number 109 on card

FRANCIS J. DUANE

Golf Course Architect

921 Port Washington Boulevard

Port Washington, L. I., N. Y.

516 — POrt Washington 7-7851

Member

American Society of Golf Course Architects

For more information circle number 123 on card