

NEWS OF THE INDUSTRY

Grand Jury Studies Fertilizer Industry

A Federal grand jury is investigating the fertilizer industry for possible antitrust violations, Justice Department officials in Washington have said.

In related news, the continuing price slide of fertilizer stock market stocks is causing some analysts to reexamine the industry's long-term outlook, and there is concern in some quarters that oversupply could appear as early as next year.

It has previously been reported that the grand jury in Chicago was investigating the potash industry. The investigation took on a broader extent when International Minerals & Chemicals Corp. said it has been subpoenaed by the panel to produce documents on the production and marketing of phosphate rock and phosphatic fertilizers. The company

had been asked for similar information of potash earlier. "The government has indicated that it plans to investigate various industries which have had recent significant price increases and it is assumed that this investigation is part of that program," an IMC spokesman told GOLF-DOM.

Analyst Harry M. Flavin of Houston said of the possibility of oversupply in the fertilizer industry: "We suspect we have seen a peaking in product prices for this industry. In our view, the first cracks are clearly evident and the risk of substantial overcapacity is quite real." Flavin recently completed an appraisal for supply and demand factors in the industry.

Other industry experts continue to dispute this view, however. They

do not believe overcapacity is a near-term factor. They say the first area where supply might come into balance with demand is phosphates, in about 12 to 18 months, but they also expect a lot of new ammonia plants that have been announced will not be built or will become operative later than expected.

Flavin expects most ammonia pricing to remain firm this year, but thinks that by the middle of 1976, prices will be discounted appreciably, reflecting substantial additions to capacity. He did not elaborate on how much he thought prices would be lowered.

1200 Attend CMAA Meeting; Simmons Chosen President

John R. Simmons, of Tacoma Golf & Country Club, Washington, was chosen new president of the Club Managers Assn. of America at their annual meeting last month in Vancouver.

New vice president is Harry J. Gray, of Exmoor County Club, Highland Park, Ill., and new secretary-treasurer is Joseph Auerbach, of Wichita Country Club, Kansas. More than 1200 managers attended the meeting held at the new Hyatt Regency in Vancouver, and many of the educational sessions will be on cassette tapes later on this year available from the CMAA. Also, plans are now being made for next year's annual meeting to be held Feb. 11-14 at the Hilton Hotel in Washington, D.C. as part of the bicentennial celebration.

New directors elected to three-year terms were: Whitney Travis, Stock Exchange Luncheon Club, New York; Ray Watts, Houston Club, Texas; Bruce Lloyd, University Club of Los Angeles; Richard Maymes, Oahu Country Club, Honolulu.

Outgoing president Peter D'Angelo of Hampshire Country Club, Manaronek, N.Y. will serve one year on the board of directors, and other directors who still will serve on the board are: George Burton, Oak Ridge Country Club, Hopkins, Minn.; Mead Grady, Milwaukee Country Club; Gene Gilmartin, Cleveland Yachting Club; "Ed" C. E. Mills, Kansas City Club, Mo.; and Richard Worthington, Commerce Club, Atlanta.



National Match Play Champion Bob Brue (second from right) and runner-up Bob Erickson (second from left) receive trophies and checks for \$2,000 and \$1,500 respectively from Victor Golf President Jim Butz (left) and Charles A. Eaton Co. Vice President Wally Phillips. PGA-Victor and Etonic co-sponsored the 1975 Match Play Championship held at Disney World in January.



Randy Collett (seated), director of golf operations at Pinehurst Country Club, North Carolina, prepares to drive the first in a new shipment of golf cars, adding to Pinehurst's largest golf car "motor pool" in the country — 380 Harley-Davidson vehicles. W. Carey Brent, Jr., board chairman of Pinehurst, Inc., hands over the key as Bill Bice (left), general sales manager of a Harley-Davidson dealership and Lee Sides, a Harley-Davidson golf car district manager look on.

Joe Graffis Award Winner To Be Named

The National Golf Foundation has announced it will make an annual award, the Joe Graffis Award, to honor the person who has made a long-time contribution to the educational aspect and promotion of the game for the youth of America.

The award is named after Graffis, who with his brother Herb founded the Foundation in 1936 and served as its president until 1964. He continues to serve on its board of directors.

The Foundation, which devotes its entire efforts to the continued health and growth of the game, has had a major effort in its educational services program for many years in which it has conducted seminars and workshops to upgrade the teaching

of golf in the nation's schools. This program which has attracted over 10,000 teachers in the past was expanded in 1974 and will now accommodate over 30,000 within the next few years. The 1975 winner of the Joe Graffis Award will be honored at the Foundation's Advanced Level Seminar, scheduled in July at Pine Needles Lodge and Country Club, Southern Pines, N.C. The winner will be selected by a blue-ribbon committee representing every major educational facet of golf, with the Foundation's director of educational services, Lorraine Abbott, acting as chairman. The committee includes Rod Myers, Ann Casey Johnstone, Carol Johnson, Shirley Spork, Don Rossi and Bob Rickey.

PGA Seniors Slate Installed in Orlando

George Ramsden of Loudenville, N.Y. was named new president of the PGA Seniors at Disney World, in Orlando, Fla., succeeding Don Soper of Royal Oak, Mich.

Ramsden has served for the past year as Seniors first vice president. A 40-year member of the PGA, he has long been active in the Northeastern New York PGA Section.

The veteran professional has completed his 28th year at Shaker Ridge Country Club in the Albany area. Also elected were Jim Browning, Weston, Mass., first vice president; and Bud Williamson of North Palm Beach, Fla., second vice president. Joe Stolarick of Galesburg, Ill., has assumed the position of secretary-treasurer.

Rising Menu Prices a Trend Across the Country in 1974

When members question club managers about rising menu prices this year, the manager might trot out the following figures to explain how these rises fit into the national picture.

Menu prices rose rapidly in 1974 as did prices for most other goods and services, according to the National Restaurant Assn. The Consumer Price Index increased by about 11 percent last year after an increase of more than six percent in 1973. The Consumer Price Index for food away from home rose 12.7 percent in 1974 and 7.9 percent in previous year.

The NRA said that based on information currently available, it appears the Consumer Price Index for food away from home will increase in the range of 10 to 11 percent this year as in 1975 also. The U.S. Dept of Agriculture also has most recently forecast that all retail food prices will rise at an annual rate of 15 percent during the first six months of the year.

Increasing prices for the food products club managers buy obviously helped to push menu prices up last year. In 1974, the wholesale price for all food increased at an 18.7 percent clip.

Mallinckrodt Strike Said Not To Affect Deliveries

About 700 members of the United Auto Workers struck Mallinckrodt, Inc., St. Louis, Mo., Feb. 10 after an extension of their contract ran out. The workers were still on strike at presstime. The dispute involves wages and benefits.

Stan Frederiksen, manager of specialty agricultural products for the company, told GOLFDOM that talks had not been scheduled yet, and that workers were being replaced with supervisory personnel. Mallinckrodt employs about 3,500 persons.

"I can't think that this strike will affect superintendents who receive deliveries from us," Frederiksen said. "We are working on our plan B with the supervisors, and I imagine that there could be some delays of maybe three days to a week, but certainly no more than that, if even that."

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NEWS OF THE INDUSTRY continued

Multi-Million Dollar Contract Inked in Korea by Goldcrest

Henry Goldman of Goldcrest, Ltd., Studio City, Calif. has signed a multi-million dollar contract with Yushin Co. of Seoul, Korea for Yushin's complete output of persimmon wood heads. Goldman said production should be in excess of one million heads over a period of years.

Working with Goldman and Yushin will be Mario Casserio, a well-known custom clubhead maker from Redlands, Calif. According to Goldman, these heads will be sold through major manufacturers and selected repair shops in the United States. Goldman is in the process of negotiating with major manufacturers of golf equipment at the present time.

Snead, Brue, Gajda, Bull Orlando Tourney Victors

Sam Snead, Bob Brue and the team of Bob Gajda and Steve Bull all were victors in PGA winter activities tournaments held at Disney World in Orlando ending last month.

Kickoff event for the month-long program was the Senior-Junior Best Ball Championship. Bob Gajda, Bloomfield Hills, Mich., and Steve Bull, Milwaukee, finished with a one-stroke margin (132) competing against a field of 80 teams. Tying for second spot (133) were Al Atkins, Ashland, Ken., and Gordon Leslie, Middletown, N.Y.; and Joe Taylor, Charleston, W. Va., and Bob Wallace, Pittsburgh. Sponsored by Izod Haymaker, the 36-hole competition teamed a Junior PGA member in the 18-49 age bracket with a senior member 50 or older. The winning team each received \$1,250 and the four second-place finishers earned \$525.

The True-Temper Quarter Century Club Championship followed. Sam Snead, the 1969 and 1973 winner, recaptured the title and added \$2,000 to his career earnings. Chandler Harper, defending champion of Portsmouth, Va., shared second-place honors at 143 with

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Pete Cooper, Branford, Fla., splitting the \$1,125 second and third money.

Bob Brue, veteran club professional at Ozaukee Country Club in Mequon, Wis., captured the ninth annual PGA-Victor/Etonic National Match Play Championship. He picked up the \$2,000 winner's check by defeating Bob Erickson, two and one, in the 36-hole final match. Erickson, of San Antonio, Tex., took home the \$1,500 runners-up share of the \$20,000 purse, and an additional \$300 in bonus money for playing tournament co-sponsor PGA-Victor's Ryder Cup II golf ball throughout the eight-day championship.

Semple Reelected President At USGA Annual Meeting

Harton S. Semple of Sewickley Heights Golf Club in Sewickley, Pa., was reelected president of the United States Golf Assn. at their annual meeting at the Biltmore Hotel in New York Jan. 25.

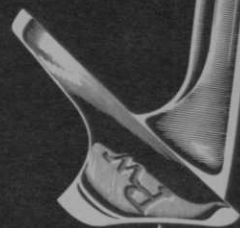
Vice presidents are Harry W. Easterly, Jr. of the Country Club of Virginia, Richmond, Va. and Frank D. Tatum, Jr., of San Francisco Golf Club. Secretary is Kenneth T. Gordon of Montclair Golf Club, N.J. and treasurer is Elbert S. Jemison, Jr., of Country Club of Birmingham, Ala.

The associations annual report included information on the status of club and ball tests, handicapping, change of legal standing of the USGA to a corporation, Golf House museum, and the association with Chilton Co. of Radnor, Pa. to publish Golf Journal. The report said there are now 4,350 members in the USGA.

The report said extensive research on the problems of the high handicapper was continued during the year to support the logic that it is not equitable to discard the 10 worst scores from a player's last 20 rounds and then exact an added penalty of 15 percent in the formula for determining a handicap. Based upon all the data which has become available, a recommendation has been made to the handicap committee and district associations that USGA handicaps be computed by multiplying by 96 percent the average of the lowest 10 handicap differentials

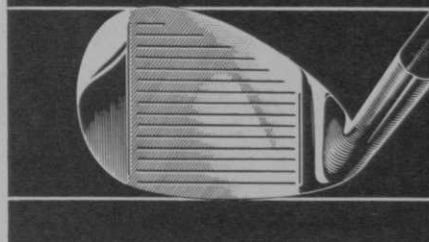
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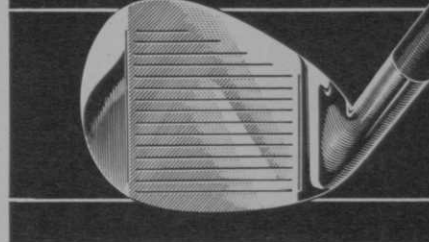


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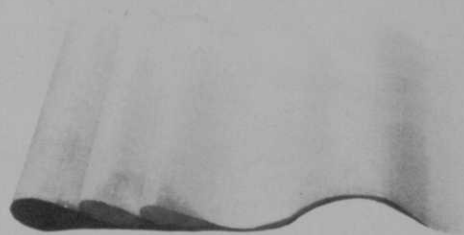
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NEWS OF THE INDUSTRY continued

of the player's last 20 rounds.

The report said the overall distance standards will be set soon. They will limit the distance a golf ball may travel and a club can drive a ball under standard conditions using USGA test equipment. Impact conditions for these tests resemble

those of a good long-hitting golfer.

Last year, the Green Section announced information on two major subjects. First, specifications for a golf sand were announced, adaptable for both bunker sand and topsoil mixture. The other subject matter announced related to golf spikes. After extensive research, the USGA has said that the most damaging part of the spike for turf, especially for compaction, is the

shoulder portion of the spike which protrudes from the sole. Golf Shoe manufacturers have been requested to produce their shoes with a recessed shoulder of the spike.

ProTurf Div. Announces Two Overseeding Blends

ProTurf Div. of O.M. Scott & Sons, headquartered in Marysville, Ohio, has just introduced two new seed blends specially designed for use in winter overseeding. The announcement was made by Dick Spitler, ProTurf's Southern Regional Manager.

According to Spitler, the new blends are named WinterGreen I and WinterGreen II. WinterGreen I is a blend of Manhattan and Pennfine Perennial Ryegrass and Victoria Kentucky Bluegrass. WinterGreen II is a blend of Highlight Fescue, *Poa trivialis* and Seaside Bentgrass. Both blends are better than 99.9 percent weed-free.

Spitler reported the new ProTurf overseeding blends were developed and tested at Scott's two Southern research field stations, at Apopka, Fla. and Cleveland, Texas, and on several golf courses throughout the South. Both ProTurf overseeding blends are available through ProTurf technical representatives calling on professional turf managers throughout the South.

Toro Starts Parts Seminars; Announces First-Half Sales

Toro Co., Minneapolis, has opened the first of a series of seminars to help personnel of its worldwide network of distributors to sharpen their skills in parts management and inventory control.

The seminars are expected to become a regular part of Toro's training program, according to R. F. Eldred, general manager of Toro's Parts Div.

In other news from Minneapolis, Toro has reported unaudited sales for the first six months ended Jan. 31 of almost \$64.5 million. This is an increase of 35 percent over the same period during the last fiscal year. Net earnings declined to 38 cents a share this year as compared to 55 cents last year.



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Pork Prices Up; Beef Down; Sugar Co.'s Plead Innocent

Sharply higher pork prices appear to be a certainty this year, industry and government analysts say. The reason — the supply of pork in 1975 is expected to be the lowest in 37 years.

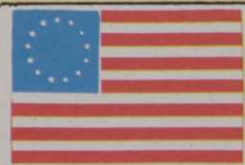
In related food industry news, wholesale beef prices last month dropped to their lowest levels in two years, and six sugar companies last month entered innocent pleas in a price-fixing case against them.

Many observers expect as much as a 10 percent rise in retail pork prices. A few say prices may even top the records, set in August 1973, though the economic recession and record beef supplies are likely to prevent that. Also, industry sources say there is little chance of rebuilding pork supplies to price-depressing levels until perhaps 1977. The reason for this outlook is last year's disappointing corn crop, soaring feed prices and resulting wide-scale liquidation of breeding stock by hog producers.

The six sugar companies in-



Geoffrey S. Cornish (second from left), of Amherst, Mass., is congratulated upon his election as president of the American Society of Golf Course Architects by newly elected vice president, Edwin B. Seay, Ponte Vedra Beach, Fla. Architects looking on are Arthur Jack Snyder (left), of Phoenix, secretary, and William W. Amick, of Daytona Beach, Fla., the new treasurer. The Society held its 29th annual meeting at Innisbrook Golf Club in Tarpon Springs, Fla. earlier this year. The officers are wearing the Society's new Ross plaid blazer, chosen in honor of Donald Ross, America's first great golf course architect and one of the founders of the ASGCA.



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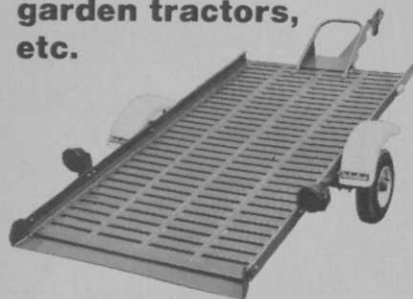
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involved in the suit are: Great Western Sugar Co.; American Crystal Sugar Co.; Holly Sugar Co.; California & Hawaiian Sugar Co.; Amalgamated Sugar Co.; and Consolidated Foods Corp. The companies were indicted in San Francisco in December on charge of fixing prices in 23 Western and Midwestern states. A hearing date has not been set.

Baron Putters, Inc. Leases New Manufacturing Facility

Baron Putters, Inc. has leased a 15,000-square-foot office and manufacturing facility at 156 W. Providence Ave., Burbank, Calif., President Jerry Ross has announced.

The firm manufactures a line of golf putters, and also manufactures private label putters for other major golf club manufacturers. The new facility will permit production growth in excess of one million units a year.

Eastern Research Facilities Visited by Seed Growers

A number of Western seed growers recently made a whirlwind tour of the leading turf research facilities in the Midwest and East, travelling more than 6,000 miles in five days.

They toured Michigan State turfgrass research facilities, and visited several sod growers in the nearby area who are producing some of the varieties grown by the grower's representatives. The growers met Dr. Kenyon T. Payne, professor of plant breeding at MSU, and also Dr. Joe Vargas and Dr. Paul Rieke of the MSU Dept. of Agronomy.

The group also toured the plots at the Univ. of Rhode Island in Kingston, R.I., with Dr. C. Richard Skogley, turf research director, and his associates, as well as a tour of Tuckahoe Sod Farm. Plots at Rutgers University in New Jersey were also seen with Dr. C. Reed Funk providing explanation. Dr. Fred Ledebauer, director of agronomy and research and Lofts Pedigreed Seed Co., Bound Brook, N.J. showed everyone through the Lofts research plots, and explained some of the priorities he has established for turfgrass performance in future years.

John Morrissey of Lofts was sponsor of the tour, and those on the tour were: C. M. Brownell and Jerry Newell, Great Western Seed Co., Albany, Ore.; Charles Curtis of Harrisburg, Ore.; Paul Pugh and Glen Smith of Shedd, Ore.; Mark Smith of Aurora, Ore.; Creston Shaw and Bill Howell of La Grande, Ore.; Rich Lawson of Fairfield, Wash.; and Earl Crowe of Farmington, Wash.

Tableservicé Techniques, Showmanship and Wine Covered in New Books

Club managers will want to add three new books to their library recently published by Howard W. Sams & Co., Inc., 4300 W. 62nd St., Indianapolis, Ind. 46206.

Bruce H. Axler is the author of the books entitled, "Focus on . . . Practical Wine Knowledge;" "Focus on . . . Tableservicé Techniques;" and "Focus on . . . Showmanship in the Dining Room."

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"Practical Wine Knowledge" is a compilation of wine knowledge in an easily readable form, which makes this knowledge accessible and understandable to anyone who wishes to know more about wine.

The emphasis in "Tableservice Techniques," is on the "how to" aspects involved in a great variety of serving circumstances.

"Showmanship in the Dining Room" contains information on: profits in showmanship, display courses, rolling cart service, special dining room personnel, customer cooking, beverage drama, basic carving techniques, carving in the dining room.

Graphite Shaft Booklet Available from Carbonite

The 3M Co., St. Paul Minn., has announced availability of "Straight Answers," a detailed explanation of the graphite shaft, tips on to fit it to the player, etc., in booklet form.

Copies can be obtained by writing: Tom Tierney, Carbonite, 3M Co.-220-11E, St. Paul, Minn. 55101.

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Credit Card Tip Not Report Of Tip Incomes to Manager

It had been reported that some Internal Revenue Service agents were contending that a tip entered on a credit card record of purchase constitutes a report of tip income by the employee to his employer. If true, the contention would be of great significance to club managers, because they would be bound by law to withhold income taxes based on the tips shown on credit card invoices.

But the IRS has recently reported a case ruling with a situation in which a customer of a hotel added the amount of tip to his check. The hotel subsequently paid the waiter the tip and charged it to the account of the customer. It was stated the amount of the tip had no bearing on the remuneration paid by the hotel to the employee, and as the tip was fixed by the customer it should be considered to have been paid by the customer for services rendered to him by the waiter.

The ruling concluded that although the amount of the tip was brought to the attention of the employer this would not constitute an accounting by the employee to his employer of his receipt of a tip considered as having been paid to him by the customer. Consequently, such amount is not wages for the Federal Employment Tax Act.

Liquid Daconil Introduced By Diamond Shamrock Corp.

The Agricultural Chemicals Div. of Diamond Shamrock Corp. has announced production of Daconil 2787 Flowable Fungicide in liquid form.

This flowable, broad-spectrum fungicide, which is said to be just as effective as the Daconil W-75 wettable powder formulation, can be used on over 25 species and varieties of grass and many ornamental plants for control of a number of diseases including dollar spot, helminthosporium leaf spot and melting out, copper spot, gray leaf spot and stem rust of bluegrass.

When preparing Daconil 2787 for application, it should be remembered that one pint of the new flowable is equal to one pound of the wettable powder formulation.

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Insist On, Enforce Specs In Course Construction

Club administrators should insist on the best written specifications possible when dealing with golf course construction companies. Specifications based on the best research available and followed by rigorous insistence, according to George M. Kozelnicky, executive secretary of the Georgia Golf Course Superintendents Assn., and a member of the Dept. of Plant Pathology & Plant Genetics at the University of Georgia, Athens.

"This is an important area," Kozelnicky told GOLFDOM, "one that is sadly neglected too often, and abuses can really hurt the club. And nobody is going to look out for the club but itself.

"I have heard," Kozelnicky said, "that there are proponents of the idea that construction cannot be

blamed for problems in the managing of turf but that turf managers are unable to make construction work. The idea is surely nice for the constructor because it relieves him of a lot of responsibility. He need therefore pay no attention to such things as drainage, percolation rates or sand source or size of composition."

Kozelnicky said what is so ridiculous about the idea is that it is easily refuted by research. He said proponents of the idea cannot in any support their position with any available proof.

Graphite Growth Study

Annual sales of graphite fiber shafted clubs by 1984 could be as low as three million pieces or as high as six million pieces. This is a conclusion of a Stanford Research Institute Study conducted for True Temper Corp., Cleveland. The study indicates a growth of the number of graphite fiber units to six million pieces would be a growth to about seven percent of the market.

Stanford Research Institute, which has been independent of Stanford University since 1970, projected a general growth in worldwide sales of golf clubs would reach 85 million pieces a year by 1984, as compared to some 38 million in 1974.

These findings conflict with information about the study incorrectly mentioned in the January GOLFDOM article, "The Maturing of Graphite."

"Specifications should be so written that they provide no loopholes because they are eagerly

sought out," he said. "If one wants sand of a particular size, say so in the specs, and then be sure it is used. If you must test, test. There are plenty of laboratories available and the cost of testing at the time of procurement will be far less than the cost of the trouble after the job is finished."

Sporting Goods Assn. Show Draws 35,000 to Houston

"The success of the National Sporting Goods Assn. show bears out the theory that our industry is one of the last strongholds in times of economic hardship," new NSGA president Joe Murray said. The show was held Jan. 23-26 in the Astrodome and Astrohall complex in Houston.

THE COMPANY COURSE from page 47

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