

# News

## CONVENTIONS

### Attorney, NCA president clash in D.C.

CONVENTIONS, 11  
 COMPANIES, 12  
 TOURNAMENTS, 14  
 MEMBERSHIPS, 14  
 NEW GOLF COURSES, 14  
 ASSOCIATIONS, 14  
 PROMOTING THE GAME, 14  
 COURSE RENOVATION, 15  
 CALENDAR, 15  
 LABOR, 15

Kathleen O'Reilly's audience disagreed with her, but the Washington, D.C., attorney's voice reached a fierce pitch to make her point: that no person should be rejected from a private club because of race, sex, or religion.

In a sense, National Club Association President Milton "Bob" Meyer agreed. He said that the key difference which usually decides membership is the ability to afford to join. But he maintained that clubs must be able to deny any person the privilege to join a club for any reason. "It may also be referred to as the right to exclude," he said. "A club must be selective or it is not a bonafide club under concept or under law."

This presentation on a club's right to reject persons opened the National Club Association convention October 6 in Washington, D.C. If NCA Executive Director Gerald Hurley was attempting to immediately capture the attention of the conventioners' with the injection of an anti-club speaker, he did so. The message was a no-nonsense reminder that the private club concept is being challenged, possibly more

vociferously than ever.

Meyer stressed the legality of private clubs. He cited opinions by former U.S. Supreme Court justices Arthur Goldberg and William O. Douglas which defended the right to associate in private clubs. He was also pleased with the high court's decision earlier that week to refuse an appeal of a lawsuit seeking to allow women into the Kiwanis International service club.

Miss O'Reilly, however, refused to soften her words to placate the club representatives. Instead, she ripped into the alleged goings-on inside of private clubs and cited one Washington group to emphasize her objective. She said The Barristers, a group of trial lawyers, meet secretly to decide which one of its members should be "set up" for judges positions and other political posts in the District of Columbia.

Miss O'Reilly, who said she was denied membership to the group, chastised the club for allowing such decisions to be made without public scrutiny, and indicated that injustices will continue in the United States until such situations are rectified. "The most vulnerable, the

most exploitable groups have to be privy to this kind of information," she said.

She was questioned by several conventioners about what criteria she believes should be established to deny club membership to any person. She felt that failure to perform "civic requirements" should be one reason for turning down an application.

Miss O'Reilly is also director of the Consumer Federation of America, an organization that has asked all federal agencies to forbid their employees from appearing before any group that denies membership based on differences of race, sex, or religion. At least 21 agencies have agreed, she said.

\*\*\*

Just two of the 26 exhibitors did not sell golf-related goods at the NCA's second annual exposition. Many conventioners were attracted to the booth occupied by Arista Information Systems, Inc., a computer firm, one of 13 new

**BELOW: Oregonians NCA Director Houston White, Corvallis CC; Sen. Mark Hatfield; and Robert Johannesen, manager, Multnomah Athletic Club.**

Attorney Kathleen O'Reilly spoke out at the NCA convention against private clubs' "right to reject" membership applicants.



companies with an exhibit. There were 7 or 8 more companies with exhibits than at last year's exposition, Hurley said.

There is some doubt if the club association will have an exposition next year since there was a small number of exhibits, but Hurley indicated the NCA plans no change.

"It looks as though we're still on," he said the week after the convention ended. "We're in the process of building a show. We're not going to be an enormous, huge exhibit, but companies know we're trying to bring the decision-makers, the thought-leaders of the prestige clubs around the country (to the convention)."

\*\*\*

Persons attending the convention also witnessed U.S. Rep. Barber Conable caution President Carter on his relationship with Congress, a shuffling in the positions of some club officers, and a luncheon in the Senate Caucus Room.

Conable, a New York Republican, told the banquet audience that President Carter may have trouble getting approval for some of his programs unless he does two things: delegate more responsibility to his subordinates and work closer with congressmen on many issues.

Conable said the President is spending too much time on minute details regarding proposed tax regulations. He also cited Carter's failure to seek the views of key congressmen before sending them a legislative proposal, and believes this is a primary reason there is no national energy policy. The speaker also reminded conventioners that the President has proposed to eliminate the tax deduction for club dues. The proposal will have to be presented to the House Ways and Means committee, but Conable, the ranking Republican member on the committee, did not take a stand on the issue during his speech.

Club members were given an opportunity to meet several senators and aides for others during a luncheon on Capitol Hill October 7.

Sens. Mark Hatfield of Oregon, John Heinz III of Pennsylvania, and Alan Cranston of California



*These three pros from Pacific Harbour constitute three-fourths of the members of the newly formed Fiji Professional Golfers Association: Veramu Rokotavaga, Peter Clutton (head pro), and Bose Lutunatabua. The fourth member is Eddie Emerson, pro at the Fijian Hotel. All can now compete in tournaments throughout the world.*

appeared for at least part of the 3-hour period. Some club members discussed proposals that would affect clubs, such as another plan by President Carter to cut tax deductions in half for business entertainment expenses.

In other convention business, Sam M. Berry of Quail Hollow Country Club in Charlotte, N.C., was elected as a second vice president. His secretary's spot was filled with the election of Harold B. Berman of The Columbian Country Club of Dallas. Hurley said the election of a second vice president would aid the transfer of duties if Meyre declines to run for president next year. "We wanted to bring additional people on for reasons of succession in future years," he said.

Several seminars were held, including one called "Decision-Making Data for Club Officers," on October 8, the final day of the convention.

Philadelphia accountant Joseph Hilger, in an informal survey of clubs represented at the convention, found that most clubs do not prepare a 5-year plan. He considers this planning tool a necessity for clubs to have a viable future.

## COMPANIES

### Toro reports increase in equipment sales

The Toro Co. of Minneapolis reported that its sale of turf maintenance products rose 21 percent and turf irrigation sales jumped 23 percent in fiscal 1977. The company reported a record \$161 million in overall sales, a 17 percent increase, officials said.

### Sounder swing device used in 900 shops

Sounder Sports, a division of Pratt-Read in Ivoryton, Conn., says that more 900 pro and golf specialty shops now have a "Sounder Demonstration Center" that allows customers to better judge the swingweight of golf clubs.

The pro shops are given a machine called a swing simulator. The company claims the machine, which moves the club from the position of addressing the ball through the backswing and downswing, shows that each Sounder club has the same weight.

"You just have to worry about one kind of swing," says John Natzger, marketing communications specialist for the company.

Club pros and personnel can call 800/243-0872 toll-free for further information. Personnel at the number also inform consumers about the nearest pro shop with the swing simulator, so pro shop personnel will be speaking with persons who are reasonably interested in buying equipment when they visit the shop, the company says.

### Ryan turf equipment moves to Nebraska

The production of Ryan gas-powered maintenance equipment will be moved from St. Paul, Minn., to the main production plant in Lincoln, Neb., the parent company, Outboard Marine Corp., has announced.

Production will begin at the Lincoln plant about December 1, but workers at the St. Paul facility have stockpiled equipment so there will be no shortages during the transfer. "We've assured dealers they will be able to get goods and parts during the 30- to 60-day interruption," said Frank McDonald, an OMC spokesman.

The move will put all Ryan-Cushman manufacturing in a 500,000-square-foot building. Since the engineering and marketing personnel are there also, company officials believe all divisions will be more efficient, McDonald said. OMC officials hope to sell the 80,000-square-foot building in St. Paul.

### New York firms to produce putter

Two New York companies have signed an agreement to market and manufacture the Pulse putter to be sold only in golf pro shops.

The Bermas Plastics Co. of Long Island City, N.Y., will manufacture the club. N.G.C. Marketing Corp. of Setauket, N.Y.,

will handle the marketing, sales, advertising, and research and development.

The club is available in standard weights, lengths, and colors. Its suggested retail price is \$32.

## TOURNAMENTS

### Galloway will defend club pro championship

Bob Galloway will return to Callaway Gardens in western Georgia this month to defend his club professional championship. He concedes, however, the odds in favor of winning again are not likely

ciation bills the tournament as "the world's largest all-professional championship." A victory can mean prestige, especially when the word gets around back home, and a chance to play in other top tournaments. The win gave Galloway added vitality since he had become part-owner and head pro at the new Pinetuck Golf Club in Rock Hill, S.C. "It meant a lot to me and my club. There will be some added pressure as defending champion, but the biggest pressure is the day-to-day pressure of the club," he says.

Last year's win also qualified Galloway to represent the United States against England in the PGA Cup matches November 16-20 at Mission Hills Country Club in Palm Springs, Calif. He is one of nine club pros representing the U.S.

The Lee Co., a national sportswear manufacturer, will sponsor the tournament for the third consecutive year.

## MEMBERSHIPS

### Golf Card claims 500 member courses

At least 500 facilities with golf courses have joined The Golf Card, a program for golfers and courses which allows a person to play two free rounds at each member course.

The latest course to join was Fripp Island Golf Course on Fripp Island, S.C. Head Pro Byron Comstock applied for membership hoping that his club can draw golfers who often travel, said Golf Card officials.

Member courses benefit since players will spend money for food and beverages, car rental, pro shop items, and sometimes real estate, the officials say.

The association, just 2 years old, has member courses in 49 states, Canada, Mexico, and the Caribbean Islands.

The program is operated by Golf Card International of Salt Lake City. Its income is derived from golfers; there is no cost to member courses. According to Golf Card official Karen Lane, courses that are granted membership must be in



Presidents George Nichols (left) of Johnston & Murphy, Don Padgett (center) of the PGA, and James Butz (right) of Victor Golf recently signed contracts which permit Johnston & Murphy to market nationally a line of golf shoes bearing the label "PGA by Johnston & Murphy."

good condition and provide courtesy to its golfers.

Officials at courses who want to apply for a membership should write The Golf Card, 1625 Foothill Dr., P.O. Box 8339, Salt Lake City, UT 84108, or call a toll free number, 800/453-4260.

## NEW GOLF COURSES

### Nine holes added to Houston club

Nine new holes, including five where lakes come into play, have been added to the Kingwood Country Club, 22 miles north of downtown Houston.

The course now has 27 holes. The new nine measures 3,158 yards from the amateur tees and 3,585 yards from the championship tees.

Kingwood is part of the 60-club network managed by Dallas-based Club Corp. of America.

## ASSOCIATIONS

### Superintendents unite in western Colorado

About 30 persons, including some golf course superintendents, have joined the newly-organized

Colorado Western Slope TurfGrass Association.

The group was established so members could discuss "out of the ordinary" problems encountered while maintaining vegetation that grows at high elevations in the Rocky Mountains, said President Dennis McCammon, course superintendent at Steamboat Village Country Club in Steamboat Springs.

Persons must be employed in horticulture to become a member. Other officers are Jim Ledonne, vice president, course superintendent at Rifle Gap Golf Course in Rifle; Bill Goodrich, secretary, superintendent of the Eagle County Schools in Eagle; and Bill Jobe, treasurer, course superintendent at Bookcliff Country Club in Grand Junction.

## PROMOTING THE GAME

### Radio show promotes golf in Alberta, Canada

A 5-minute radio show featuring local golf news, weekend playing conditions at local courses, and tips about golf equipment and improving your game helped promote golf this summer in Alberta, Canada.

"From the Pro Shop," was broadcast at 7:35 a.m. and 4:25



Galloway

to bankrupt any Las Vegas bookmaker. "There are probably 25 or more players better than I am," he says.

Nonetheless, the gutsy, 40-year-old Galloway will seek the \$16,500 top prize with 359 other club pros. The golfers will each play the Mountain View, Gardens View, and Lake View Courses on November 10, 11, 12 before the field is cut to 90. The finalists will attempt to outdistance each other for part of the \$110,000 kitty by placing accurate drives and long irons on the last 18 holes at the 7,040-yard Mountain View course.

The Professional Golfers' Asso-



p.m. Wednesday through Friday on station CHQR in Calgary. The program's objective was "to keep golf on the sportsman's mind," according to MacGregor officials, sponsors of the program.

The program gained a larger audience when the company sponsored a contest giving away a set of MacGregor's Jack Nicklaus woods and irons. The winner, selected after sending a scorecard from a local course to the radio station, also received a free round of golf at each course which helped promote the contest.

CHQR also made available an answering and recording service 24 hours each day allowing club pros to phone in information about their club or golf course. The company said it plans to continue sponsoring the program next summer.

Professional Golfers' Association, is available from Hall of Fame offices in Pinehurst, N.C.

The planner has ample space for notes next to each date, room for golf and expense records, and a telephone/address section.

It also includes a story and color photos of the hall of fame, facts about its members, summaries of golf's most dramatic moments, reproductions of paintings by golf artist Don Lupo, and "Golf's Greatest Lesson," by former teaching pro and Hall of Fame President Don Collett.

The planner costs \$3 and discount rates are available for clubs that order 50 or more. The Hall of Fame address is P.O. Box 908, Pinehurst, N.C. 28374.

#### LABOR

### Minimum wage hike to hurt clubs

"They will cost a lot of people their jobs and management will have to devise more ways to cut back on service," said Thomas J. Lennon, president of The Homestead, a golf resort in Hot Springs, Va., following enactment of the new minimum wage levels by Congress.

The law raises minimum pay scales from the current \$2.30 to \$2.65 on January 1. It increases to \$2.90 in 1979, \$3.10 the following year, and \$3.35 in 1981.

Gerard F. Hurley, executive director of the National Club Association, believes the main impact will come from the "ripple effect," as workers receiving pay above the minimum wage will have to be given raises to preserve historical income differentials.

The new wage-hour provisions which begin January 1 give 4.5 million workers raises totaling about 45 percent over the next 3 years.

The new legislation hits clubs and resort hotels in two other ways: the tip credit has been reduced from 50 percent to 45 percent on January 1, 1979 and to 40 percent a year later; and the overtime exemption has been reduced from 46 hours a week to 44 on January 1 and 40 hours in 1979.

One benefit enacted to help

small business was an increase in the size of a business exempted from paying the minimum wage. The annual gross sales exemption limit was raised from \$25,000 to \$275,000 January 1. It will jump to \$325,000 in 1980 and \$362,600 two years later.

While organized labor admittedly won a major victory, effective lobbying by the U.S. Chamber of Commerce and many industry organizations stopped the enactment of other financially damaging proposals.

Union lobbyists tried to eliminate the 50 percent credit or reduce it to 20 percent or \$1 an hour. However, U.S. Secretary of Labor Ray Marshall admitted that its removal would increase food and beverage service labor costs by hundreds of millions of dollars, so Congress decided to reduce it just slightly.

#### GOLF COURSES

### Jacksonville area club bought by Miami firm

The Sawgrass Country Club and its surrounding residential community in South Ponte Vedra, Fla., has been purchased by The Arvida Corp., a resort and real estate development firm in Miami.

The Tournament Players Division of the Professional Golfers' Association has agreed to play its championship at the club the next two years, said Arvida vice president John Temple. He said a new contract signed also gives the players the option to hold the championship there through 1982.

South Ponte Vedra is about 20 miles southeast of Jacksonville. Arvida bought the complex from three banks, Temple said.

#### COURSE RENOVATION

### Ugandagrass replaced at Sarasota club

The Ugandagrass greens have been replaced with Tifton 328 seed as part of an estimated \$60,000 renovation project at the Sarasota Golf Club in Sarasota, Fla.

The Ugandagrass, an African turf, was planted when the course was built about 20 years ago. "We couldn't treat it. It wouldn't hold up under insecticides," said pro Dave Tyree.

Officials also redecorated the clubhouse with wood paneling and new carpeting. The parking lot was paved and expanded. Tyree said the pro shop may be enlarged next year.

#### CALENDAR

### Hall of Fame offers appointment calendars

The World Golf Hall of Fame appointment planner, which includes a calendar of the 1978 events sponsored by the

Wherever  
golf is played...

BALL WASHERS • FLAG POLE AND FLAGS  
CUPS AND HOLE CUTTERS • SPIKE BRUSHES  
SAND TRAP RAKES • FURNITURE  
TEE MARKERS • SIGNS



FOR COMPLETE LINE OF PAR AIDE GREENS  
AND TEES EQUIPMENT—WRITE FOR CATALOG

**PAR AIDE PRODUCTS COMPANY**  
296 NORTH PASCAL STREET • ST. PAUL, MINNESOTA 55104

Circle 103 on free information card