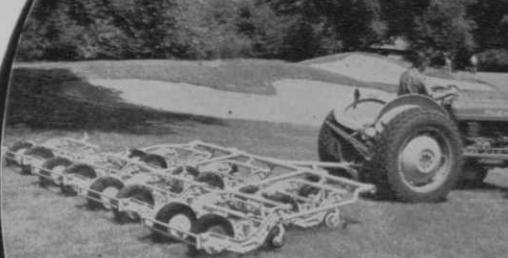


# 1. REAR WHEEL DRIVE

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 REASONS ROSEMAN IS FIRST IN MOWING PERFECTION

# 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?



ROSEMAN Mower Corp. • 2300 W. Lake Ave., Glenview, Ill.  
Please send me literature, prices and specifications on Roseman Gang Mowers. I am especially interested in the following models:

- |   |  |
|---|--|
| <input type="checkbox"/> Mark IV Fairway Mower          | <input type="checkbox"/> Hollow Roller Drive Fairway Mower |
| <input type="checkbox"/> Rear Wheel Drive Fairway Mower | <input type="checkbox"/> Hi-Cut Rough Mower                |

Name \_\_\_\_\_  
Position \_\_\_\_\_ Club \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_



**ROSEMAN MOWER CORPORATION**  
2300 WEST LAKE AVENUE  
GLENVIEW, ILLINOIS

Nation-Wide Sales and Service

## 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

		TYPE OF CLUB			
Private	Semi-Private	Public	Municipal	Resort	
56.6%	13.1%	10.6%	11.6%	8.1%	
TOTAL NO. CLUB MEMBERS		NO. WOMEN MEMBERS		NO. JUNIOR MEMBERS	
1- 99	6.1%	1- 99	56.8%	1- 99	87.1%
100-299	41.4%	100-299	38.6%	100-299	11.3%
300-499	32.7%	300-499	2.8%	300-499	.4%
500 over	19.8%	500 over	1.8%	500 over	1.2%
SIZE OF GOLF COURSE					
9 Holes	18 Holes	27 Holes	36 Holes	Over 36 Holes	
26.3%	66.6%	3.7%	2.6%	.8%	
FACILITIES OFFERED OTHER THAN GOLF					
Bar	Restaurant	Locker Room	Swimming Pools	Tennis Courts	
69.2%	84.4%	76.9%	54.4%	31.7%	

## 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

PERSONAL DATA (cont'd.)

6 years ago	12.3%
7 or more years ago	9.9%

If you have an assistant, has he attended the PGA

Schools?

Yes	No
40.3%	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	No
62.3%	37.7%

Are you responsible for maintenance of the course?

Yes	No
36.9%	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	.8%
Greens Committee	1.2%
Board of Directors	2.0%
Golf Committee	.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.  
Continued on page 26

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*

Continued on page 75

# Rain Bird covers every irrigation problem,



Rain-Clox Electronic Controller for reliable programming.



Rain Bird Electric Remote Control Valves for automatic sprinkling.



Rotor Pop-Up that won't get in the way of mowers or golf balls.



Shrubbery heads for watering ivy and herbaceous borders.



Our exclusive Precision Jet keeps water off walks and driveways.



Rain Bird Sure-Spray Pop-Ups irrigate deep grass.



And our Hi-Pops spring up a full 2 inches to clear the thickest turf.



Delicate flowers get tender, loving watering from our Bubblers.



## but this one.

To find out how Rain Bird Products can help you solve the irrigation problems in your landscaping projects, call your Rain Bird distributor, or write Rain Bird (in the East and Midwest): Rainy Sprinkler Sales, Div. L. R. Nelson Mfg. Co., Inc., 1012 West Pioneer Parkway, Peoria, Illinois. (In the West): Rain Bird Sprinkler Mfg. Corp., 7045 No. Grand Ave., Glendora, Calif.

# **RAIN BIRD**

For more information circle number 164 on card

## DUTIES AND RESPONSIBILITIES

Continued from page 24

<b>What club committees do you serve on?*</b>	
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%

## PENSION PLANS

**Does your club provide a retirement plan or pension program for its employees?**

Yes	No
11.4%	88.6%

**If so, how long has it been in effect?**

Up to 3 years	27.5%
4-6 years	25.0%
7-10 years	10.0%
Over 10 years	37.5%

**If the club does not have a plan, is one being considered?**

Yes	No
14.5%	85.5%

**Do you feel that the PGA should have a pension plan for all PGA pros?**

Yes	No
94.2%	5.6%

**Do you feel that the PGA is doing enough to institute such a program?**

Yes	No
21.0%	79.0%

(See accompanying comments.)

## CONTRACTS

**Do you have a contract with the club?**

Yes	No
58.9%	41.1%

**Do you have only a verbal understanding?**

Yes	No
98.0%	2.0%

\*Multiple answers, do not add up to 100.

**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	No
70.4%	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.

**CresLINE**<sup>®</sup>  
SPRINKLER SYSTEMS



Crescent Plastics, Inc.  
Dept. G-966 • 955 Diamond Ave.  
Evansville, Indiana 47717

Member National Golf Foundation

For more information circle number 120 on card

# 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

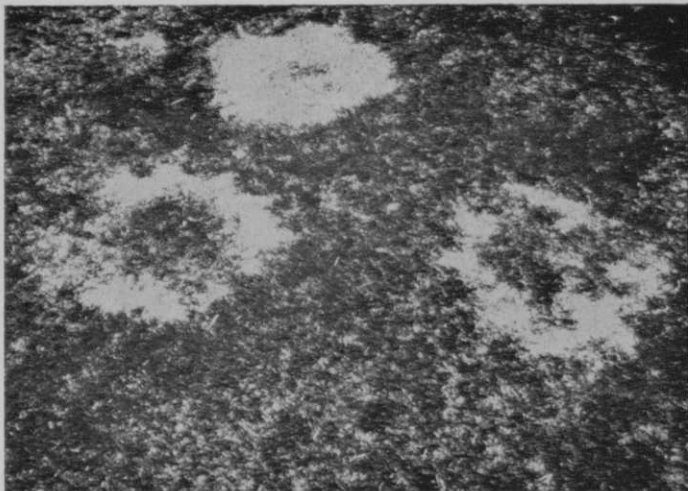
Spot in T-328 bermuda fairways and Rust on Zoysia. Now, and in the days ahead as bent greens are planted where bermuda was once used altogether, the assistance of such a dedicated pathologist will no doubt prove of paramount importance.

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 pennecross bent.*

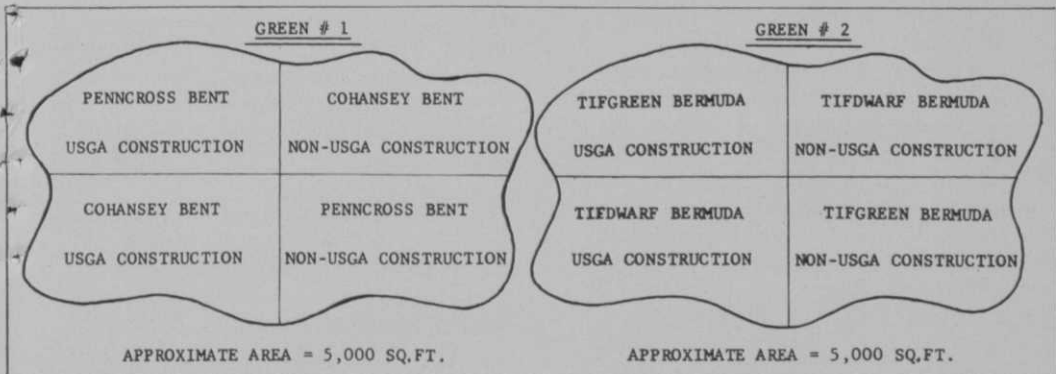
figures below for arrangement of sections.) One may observe both the conventional and USGA application of greens construction, planting and management. Design, construction, materials and maintenance equipment all were donated to Alexander by interested individuals and business firms of the golf trade. Complete color and sound film has been produced of each step of the building of the putting greens and will be available in 1967 at the USGA Golf House, film library, New York City. Many observations and studies will be made at the Clemson House greens.

In Clemson's turfgrass research program, started by Dr. Alexander in 1960, numerous turfgrass plots have followed.

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.*





---

## 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

Continued on page 74

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.