

Although this New Jersey club had to wait five years to test out its improved drainage, the summer of '67 proved it right.

The rain had stopped and the sky had cleared, but there was little relief for Karl Ostberg, greens superintendent at Upper Montclair Country Club in Clifton, N.J., who stood looking at the lake which covered much of the first and ninth fairways of the 27-hole course. During this wet summer of 1961, the high water had become a familiar sight. These fairways had flooded before, and Ostberg knew they would continue to flood until something was done to improve the drainage.

Other areas of the 192-acre course were under water too, and in several places the grass was dying because of the constant seepage. Much of the sixth green had disappeared under water from a nearby pond that had overflowed.

When thinking back to that summer, Ostberg sadly recalls, "Things were so wet here that in some places the sod would actually float above the soil. Water built up such pressure under the sod that it rose in large bubbles much like a water blister."

At a recent New Jersey golf superintendents' meeting, Ostberg remembered talking with a fellow superintendent about his drainage problem. Arthur Elmers, greens superintendent of Preakness Hills Country Club, suggested that Ostberg contact the Northeast Jersey Soil Conservation District for guidance in solving his drainage problems. Ostberg took his suggestion and soon the Upper Montclair Country Club was a district cooperator, making it eligible for technical assistance from the United States Soil Conservation Service.

On the morning of July 24, soil conservationist Harold C. Waters stopped to see Ostberg. They toured the course looking at problem areas. Shortly after Waters left, rain started to fall. By 6:30 p.m., four inches had fallen and much of the course was under several inches of water. Being in the area, Waters stopped back. What he saw convinced him that the major problem was the main ditch, which was supposed to drain the flooded areas.

Running about 3,900 feet through the center of the course, the ditch was too narrow and shallow to handle heavy rains. Also, four bridge culverts in the ditch were too high and too small to allow water through fast enough.

Channel improvement—deepening and widening—was Waters' suggestion for the main ditch, as well as replacement of two bridge culverts with wooden foot bridges.

Another major problem was drainage on the fairways. Water remained on them for days with no way of reaching the main ditch. For this, Waters recommended installation of nearly 9,000 feet of four-inch tile lines under the fairways.

Club directors gave their hearty approval, and construction began that winter on the drainage ditch. First, the culverts were removed. Then, 1,300 feet of the main ditch were lowered and the bottom was widened to six feet. The sides were sloped on a 1½-to-1 ratio and seeded with inoculated crownvetch and Kentucky 31 tall fescue. This legume-grass mixture is especially effective in controlling erosion on steep banks. The banks were heavily limed at a rate of 100 pounds per 1,000 square feet and fertilized with 10-6-4 at a rate of 25 pounds per 1,000 square feet. They were then mulched.

Midway along the main ditch are two unusual siphon culverts. They had been installed years ago to carry ditch water under four large water mains. The improved channel below these culverts gave them a free outlet.

During 1962 and 1963, more than 1,000 feet of

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Greens superintendent, Karl Ostberg, inspecting growth of crownvetch and tall fescue on the banks of the main drainage ditch.

flood problems Continued from preceding page



Karl Ostberg examines main drainage ditch shortly after channel improvements were made. Around 1,300 feet of the ditch were lowered and the bottom widened.



Karl Ostberg, right, and Harold Waters, SCS soil conservationist, discuss results of seeding ditch banks. Proper seeding has improved ditch's appearance.



Harold Waters, SCS soil conservationist is shown the high-water mark of a recent storm by Karl Ostberg, superintendent at Upper Montclair Country Club.

four-inch tile lines were installed by country club employees. In several places tile lines laid years ago were discovered. Where possible, these old lines were cleaned out and re-used. Others were discarded because they were broken beyond use or had no traceable outlets.

New tile lines were installed on the first and ninth fairways, connecting with a channel that flowed into a nearby waterhole.

As luck would have it, the wetland preventative measures had to wait a few years to prove themselves, because the summer of 1962 was the first of five years of drought in New Jersey. The improved drainage system remained virtually untested.

Ostberg felt that the work had solved most of the drainage problems, but it remained for the wet summer of 1967 to prove him right. This time, with more than normal rainfall, there was no duplication of the 1961 flooding. The heavy rains came, but fairways and greens quickly drained and the water remained within the banks of the main ditch.

Ostberg realizes that some work is still needed. One recent storm brought 2.7 inches of rain, closing the course for a day and a half. But remembering the conditions as they were before the drainage improvements were made, Ostberg can look optimistically toward the future. □

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For more information circle number 148 on card

The education of a pro

This year, something new has been added to the PGA Business School program—a soft goods seminar, conducted by retailing experts, will be held in New York.

This year the PGA of America has taken a big step in expanding its educational program for its members. In addition to the business schools that have been held each year since 1957, for the first time a special retail merchandise seminar on soft goods will be held in New York City at the Waldorf-Astoria on Monday, March 25.

The PGA is co-sponsoring this new seminar with the Ernie Sabayrac organization. "The timing is excellent, as most professionals in the North will have returned home from their vacations," says Ernie Sabayrac. "It is just prior to the beginning of what looks like a banner year in apparel sales in golf shops around the country."

For the first time golf professionals will have the opportunity to get the newest and most expert merchandising tips from the retailing experts in the field of soft goods merchandising. The benefits have been shown in a recent survey that attributed more than 27 per cent of the average professional's gross income to the sale of clothing and shoes for the golfer. And each year this figure has been rising.

Paul Roth, an independent producer of fashion shows who is also a member of Esquire Magazine's staff, will work with the Sabayrac organization. Paul will produce the entire seminar visually and coordinate the professional retailing experts in this new soft goods merchandising seminar. Various segments of apparel merchandising will be set up on display equipment.

The seminar will begin at 9:00 a.m. and conclude at 5:30 p.m. There will be a luncheon given by Ernie Sabayrac at noon for all those attending the show. The Waldorf-Astoria is offering special weekend rates to those who would like to come into the city for the weekend previous to the show.

As a forewarning, attendance to the show will be limited to the first 300 professionals and their staff members.

Patrick Williams, who is the PGA Education Director, announced that this year all of the five PGA business schools will have the same basic lectures at each of the separate seminars. In past years, each school was run on an area basis.

The PGA also passed a resolution stating that all prospective members had to attend a PGA business school and pass a final examination. The examinations will not be standardized, but will specifically cover the lectures given at each of the seminars.

At each school, which is limited to 125 students, a minimum of 40 hours of instruction is required during the five-day seminar. There will be from 30 to 35 speakers at each school including pros from all over the country.

Some of the subject matter that will be covered will include the following:

- 1) Maintaining a respectable playing ability.
- 2) Golf club repair and design.
- 3) Inventory management.
- 4) Public speaking.
- 5) Golf course design.
- 6) Credit management.
- 7) Relations with members and equipment suppliers.

Max Elbin, PGA president, Bob Creasy, PGA executive director, and Billy Booe, PGA tournament administrator, will speak at all five schools. They will discuss the PGA of the past, present and future, the PGA in operation and the tournament bureau and its activities.

When Jack Nicklaus attended the PGA business school early in 1966, it served the purpose of stripping a year off his golfing apprenticeship thus permitting him to attain a Class A membership in June of 1966. In talking about the school, Jack said, "It's a place where anybody can learn a great deal."

"It is particularly great for the assistant professional even though it helps the young touring pro, too."

"You would have to say it is a great finishing school for the young pro," he adds. "For those who plan to go on tour it familiarizes them with all aspects of what they will face: how the tour operates, what to expect, how they should comport themselves generally and many other facets."

"For the man who expects to devote himself to a club job it deals with all types of techniques: giving lessons, merchandising, club repair and relations with members. It has to be of tremendous value to

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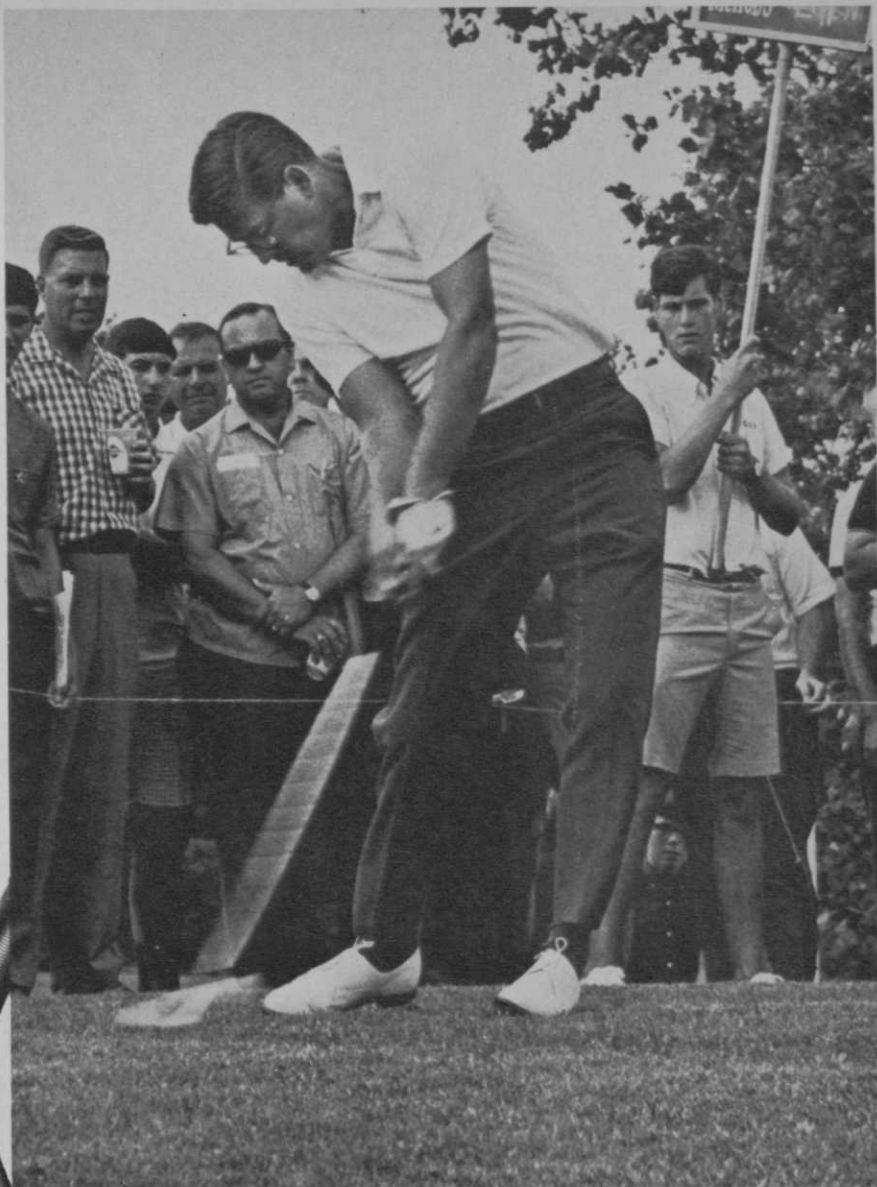


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Left, registration in progress at recent PGA Business School. Below, business school session at San Antonio, Texas, where Jack Nicklaus attended. Lower right, Jack Nicklaus with H. Loudermilk, who was then president of the Texas section of the PGA.

education *Continued from page 56*

any young professional, giving them guide lines and a real solid basic background. It's difficult to put your finger on specifics, but I know I learned a number of things and I came away feeling that I wished it might have been longer."

There is no question in Jack's mind but what the school is a great step forward for his chosen profession in that it must make for better professionals and, as an end result, more satisfied club members.

"However, there is only time for a guide, or basic background," he explains. "But don't misunderstand me. It gives the young professional a good deal of information that otherwise might take him years to attain. Essentially it's great but, as I've said, I feel that it is too brief and concentrated."

The first of the schools has been held in Florida, at the Colonnades Beach Hotel on Singer Island, from December 11-15. The program coordinator for this first session was William A. Meyers, honorary president of the PGA section of Florida. The advisor was Don Fischesser, pro at Edgewood Country Club, Riverdale, New York.

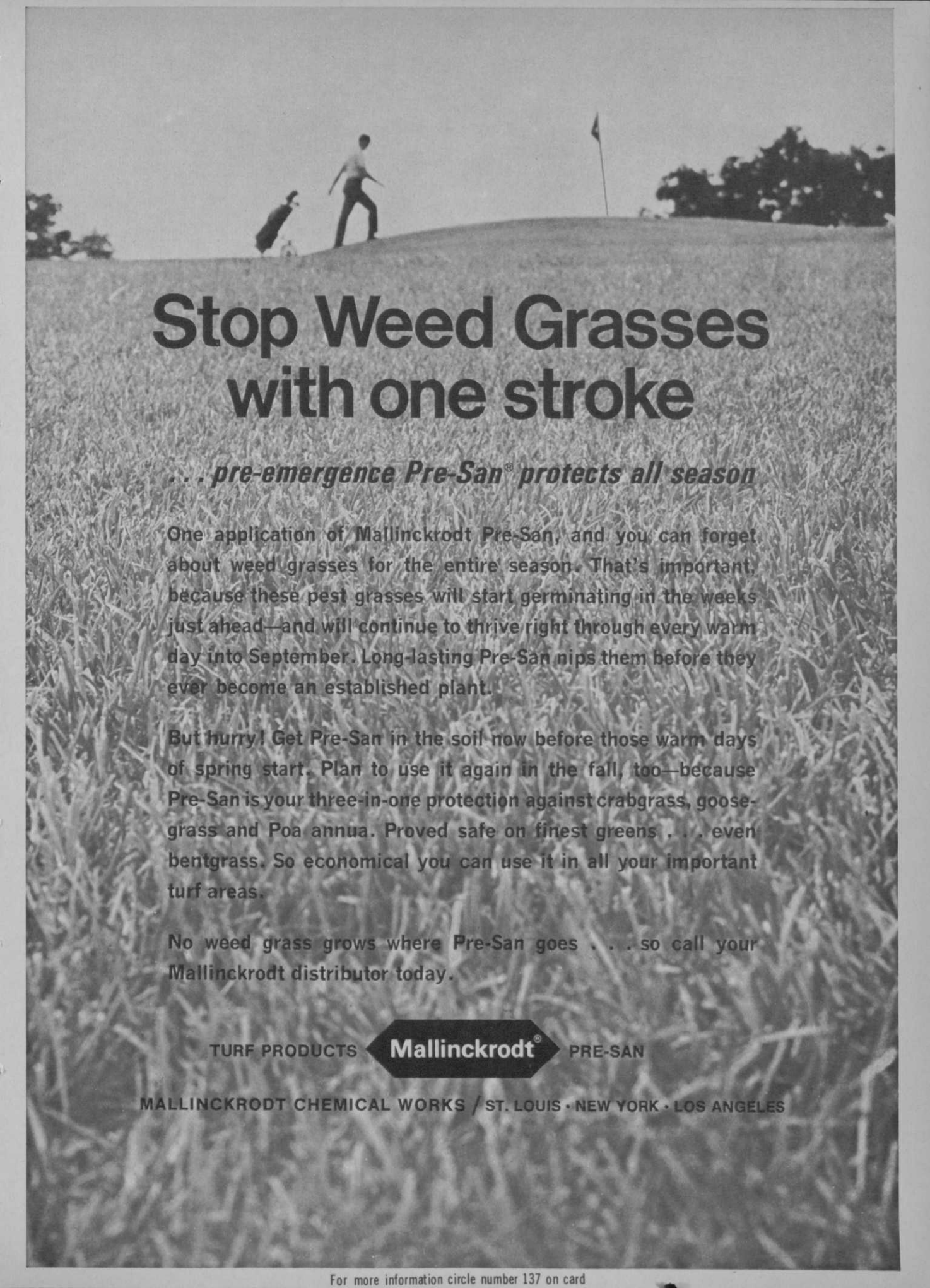
The second Florida PGA school was held also at the Colonnades on January 14-19. William A. Strausbaugh Jr., pro at Columbia Country Club, Chevy Chase, Maryland, acted as program coordinator and Don Fischesser as advisor.

On February 4-9, the West Coast business school was held at the Biltmore Hotel in Los Angeles. Howard E. Smith, Diamond Bar Golf Course, Diamond Bar, California, coordinated this session, and Lyle Wehrman, the new vice president of the PGA, was advisor.

The fourth school will be held at the Sheraton Hotel, Philadelphia, Pennsylvania on March 3-8. Joseph R. Aneda Jr., Newark Country Club, Newark, Delaware, will head this school and Frank Cronin, University of Maryland, will be advisor.

The final school will be held March 17-22 at the Plaza Hotel in Kansas City, Missouri. Program coordinator is Joseph R. Dodich, Meadowbrook Country Club, Overland Park, Kansas. Don Clarkson, Old Warson Country Club, St. Louis, Missouri will be advisor. □





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To lease *Continued from page 31*

factory. If the dealer has paid a call to the club with a factory man you can be pretty sure he's O.K. and has the support of the manufacturer.

Beware of the lessor and dealer who can never "reach" the plant, has trouble getting parts, doesn't know the factory representative or has never been to the plant.

Service is of the greatest importance to the club desiring a lease agreement. The dealer's service facility should be investigated thoroughly by a club representative. A well-equipped shop and trained personnel are absolutely necessary for the dealer and the club.

Usually the lessor will insist on a three to five year lease agreement. This, of course, allows him time to amortize his investment, realize a profit, and let the club know that he's the golf car doctor. If the club has found during this period that he can't produce, other arrangements can always be made. However, if the club insists that a lessor take a losing or short term deal, he cannot possibly produce the equipment and service desired.

The lessor (in most cases) furnishes everything except storage facilities and power. This includes: insurance, parts, labor, registry machines and an automatic spying system. He and top club manage-

ment know that if a car goes out without charge he is not the only loser of revenue.

It is of really little concern if the lease is on a flat fee or a percentage basis; the results all boil down to dollars. The lessor needs so many dollars per car, per year, and if they are not forthcoming he's going to pull cars and relocate them where they will bring in the amount of dollars needed.

Many companies are now in the process of switching from company-owned automobiles to leased autos. This is also true with many clubs that have grown from 10 car-users to 50 car-users. The up-to-date lessor has found that as golf car traffic has picked up over the years, he too has grown. Many lessors are now in a position to buy existing club-owned fleets in return for a good lease. Most lessors maintain tournament fleets to solve heavy demand golf car traffic or tournament play; it's added revenue and service.

Flexibility is the keynote on any leasing program. If you have believed that purchase is the only way to fill your car demands, the lease program is certainly worth investigating. Leasing offers flexibility, know-how, experience, service, and, most of all, clear profit for the club.

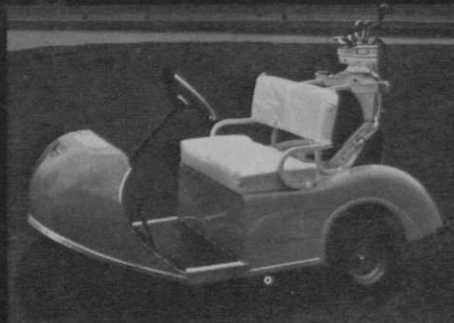
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