

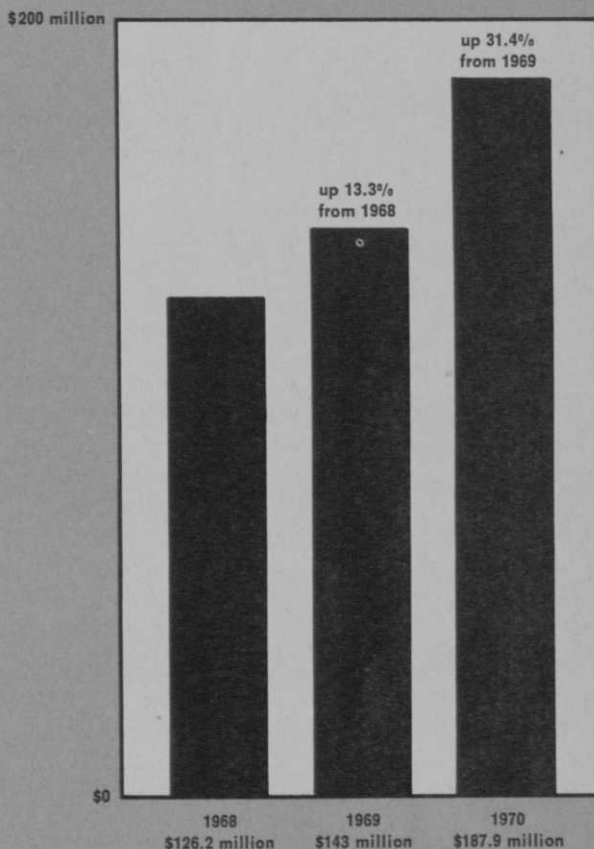


Average Gross Revenue from Golf Car Rentals*

Type of course	Average per facility
Private	
1968	\$18,500
1969	\$20,300
1970	\$32,300
Semi-private	
1968	\$13,600
1969	\$14,700
1970	\$20,600
Hotel/Resort	
1968	\$32,800
1969	\$42,500
1970	\$65,600
Public	
1968	\$12,500
1969	\$14,900
1970	\$11,900

* Before any division of revenue

Gross Revenue from Golf Car Rentals National Grand Totals*



* Before any division of revenue

Percentage of Gross Golf Car Revenue Retained by Pros Who Participate*

Type of course	Retain 100% of revenue	Retain 75%-99% of revenue	Retain 50%-74% of revenue	Retain 25%-49% of revenue	Retain under 25% of revenue
Private	24.8%	10.9%	10.9%	6.9%	46.5%
Semi-private	50.8%	6.3%	6.3%	17.5%	19.1%
Hotel/Resort	16.7%	0%	8.3%	16.7%	58.3%
Public	75.0%	25.0%	0%	0%	0%
Over-all response	34.4%	8.9%	8.9%	11.1%	36.7%

* Figures entered indicate percentage of respondents for each course type

(Continued on page 74)

Golf course architects' guide

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of
Landscape Architects

American Society
of
Golf Course Architects

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29607
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TOM FAZIO**
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TEQUESTA, FLA. 33458

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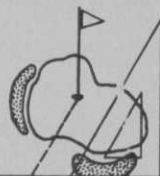
Dr. MARVIN H. FERGUSON

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(713) 823-5551

For more information circle number 139 on card

Golf Course Architects



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JOHN C. HASSENPLUG

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Denver Phones
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Design

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Member American Society of
Golf Course Architects

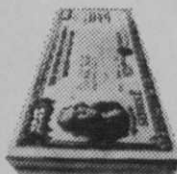
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ARTHUR HILLS

Golf Course Architect

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32809

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KOKOMO, INDIANA 46901

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317-457-3903

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584-8200

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NEWS OF THE INDUSTRY

Pedersen to become Mossberg Div. for pro-only equipment

O.F. Mossberg & Sons, Inc., at press time, was completing transactions for the acquisition of the name and certain assets of the Pedersen Golf Corp.

The two New York City area retail outlets, which have been operated by Pedersen since last summer, will be closed immediately upon completion of the acquisition. Mossberg will recall all golf clubs that were in the hands of retail operations other than pro shops. The firm, as part of its marketing policy, also intends to offer a complete set of Pedersen clubs free to any pro shop that can prove a sale of any Pedersen club to other than a bona fide pro shop.

The acquisition will mark Mossberg's entry into the golf industry. The firm, located in North Haven, Conn., is a long-time manufacturer of sporting fire arms, and in the last four years also has moved into marine boating and recreational vehicles (trailers and campers).

PGA Pension Plan gets nod from IRS

The Professional Golfers' Assn. has received approval from the Internal Revenue Service on a long awaited Pension Plan. The initial plan was presented in 1968, but encountered difficulty in getting the go-ahead from IRS.

In making the announcement, PGA stated that the problems of approval had been due to the "diverse relationships between the various golf and country clubs and . . . professionals."

Mascaro receives Green Section Award

The 1971 Green Section Award for "distinguished service to golf through work with turfgrass" was awarded to Tom Mascaro of West Point, Pa.

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. . . when you want it!

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BY CONTRACT

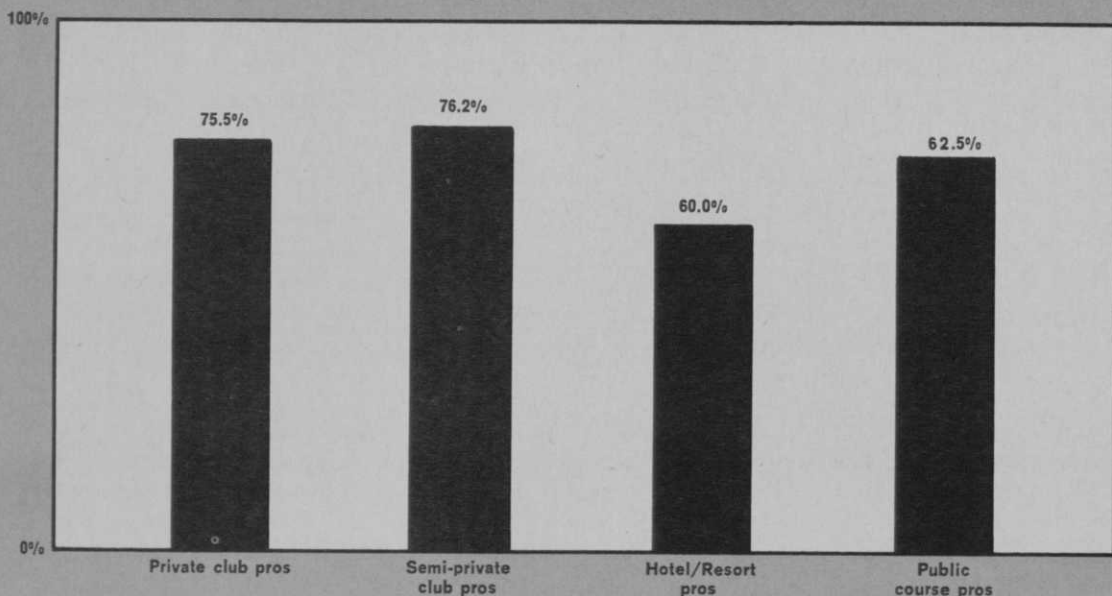
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Percentage of Pro Respondents Who Participate in Golf Car Revenue*



Over-all percentage who participate in golf revenue 74.1%
* Figures pertain to those pros at facilities renting golf cars

Average Sizes of Golf Car Fleets

Type of course Average per facility*

Private

1968	27
1969	32
1970	32
Estimate 1971	39

Semi-private

1968	17
1969	17
1970	22
Estimate 1971	26

Hotel/Resort

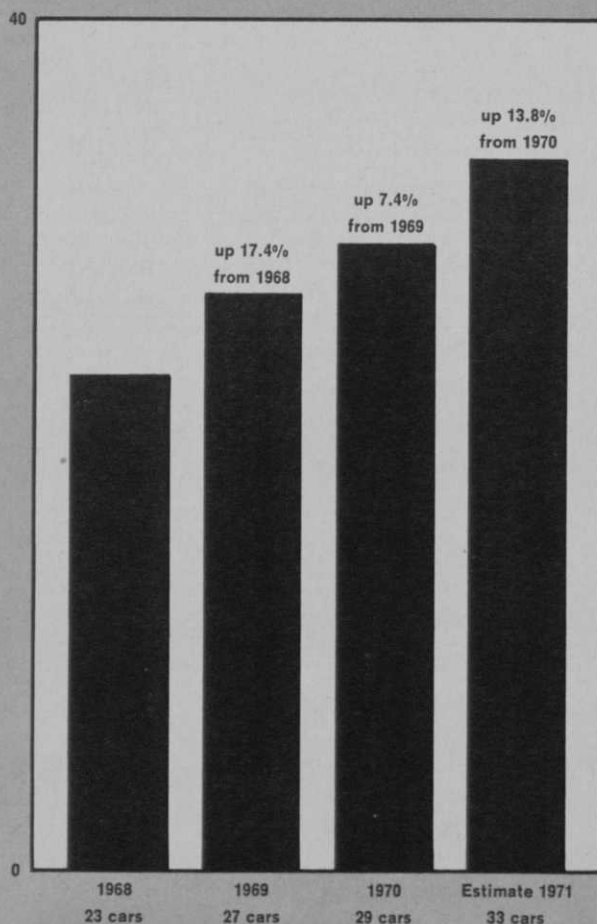
1968	27
1969	38
1970	40
Estimate 1971	43

Public

1968	13
1969	15
1970	20
Estimate 1971	22

* Variance from the average in the case of an individual fleet could be accounted for by two factors: number of holes and size of the membership or amount of player traffic.

Overall Average Size of Golf Car Fleet



CLASSIFIED

JOBS WANTED

GOLF PRO-SUPT. PGA Excellent teacher—twenty years experience—knowledge of course construction. Write Box 800, c/o GOLFDOM.

GOLF PROFESSIONAL DESIRES POSITION. Experienced, Age 30, married, no children. Wife can assist. Excellent references. Write Box 801, c/o GOLFDOM.

PRO OR GREENSKEEPER or combination. Thoroughly experienced, moderate income satisfactory. Northeast section preferred. Write Box 804, c/o GOLFDOM.

LPGA MEMBER desires position as teaching professional. Midwest preferred. Eight years experience, all phases of profession. Excellent references. Write Box 805, c/o GOLFDOM.

Manager and professional available. Experience in all phases of golf. Including teaching, promotional work, tournaments, food and beverage. Write Box 806, c/o GOLFDOM.

Assistant Professional seeking employment at established club. 1 year experience. Contact: James Hurt-eau, 54 Vantage Road, Hamden, Conn 06514. Phone: 203-248-6442.

GOLF PROFESSIONAL, AGE 28, DESIRES POSITION. GOOD TEACHER, INTERESTED IN JUNIOR AND LADIES GOLF PROGRAMS. MEMBERS SERVICE OF FIRST CONCERN. CLUB MANAGER EXPERIENCE —PRO-MANAGER POSITION CONSIDERED. WRITE BOX 807, c/o GOLFDOM.

GREENS SUPERINTENDENT or GREENSKEEPER, experienced. Prefer small Midwest city. Age 35, married. Write Box 808, c/o GOLFDOM.

Golf Professional, 29, single, desires position. Experienced all phases of golf shop operation. Excellent references and teacher. Write: Tom Martin, RR 1, Box 19, Germantown, Ohio 45327.

Country Club Supt. Age 33, 9 yrs. experience in all phases of Turf Management, desires change to Arizona or Southern California. Resume upon request. Write Box 810, c/o GOLFDOM.

Second generation class "A" golf course supt. Presently employed at one of the top private clubs in the

southwest. Write Box 811, c/o GOLFDOM.

Veteran Golf-Professional, Age 51. Qualified in all phases of Golf-Shop, Golf-Course management. Available immediately. Write Box 812, c/o GOLFDOM.

Superintendent position desired. 1 1/2 years experience as assistant at private club. B.S. Agronomy, construction and automatic irrigation experience. Write Box 814, c/o GOLFDOM.

Club manager or man & wife team. 25 years experience. Can furnish best references. Write Box 815, c/o GOLFDOM.

MR. GOLF COURSE OWNER. WE HAVE THE PROFESSIONAL YOU NEED FOR YOUR OPERATION. NO CHARGE TO YOU. WRITE, WIRE, OR CALL: NATIONAL HEADQUARTERS, INTERNATIONAL ASSOCIATION OF PROFESSIONAL GOLFERS INC., APOLLO BEACH COUNTRY CLUB, APOLLO BEACH, FLA. 33570. (813) 645-3637.

JOBS OPEN

PROFESSIONAL: MATURE AND EXPERIENCED. CAPABLE OF HANDLING PRO SHOP, CART RENTALS, AND GOLF ACTIVITIES. PROFITABLE OPERATION, OWNER-MANAGED. SEVEN-MONTH SEASON, PRIVATE RESORT CLUB; NINETY MILES FROM NEW YORK AND PHILADELPHIA. WILL CONSIDER COUPLE. WRITE BOX 802, c/o GOLFDOM.

REPS WANTED FOR EXCLUSIVE AND COMPLETE LINES OF MEN'S AND WOMEN'S SPORTSWEAR FOR GOLF SHOPS. THESE PRIME TERRITORIES ONLY: 1. SOUTHERN CALIFORNIA, 2. ILLINOIS, INC. CHICAGO, 3. WISCONSIN, MINNESOTA, 4. NEW ENGLAND, 5. INDIANA, MICHIGAN, 6. KANSAS, MISSOURI, IOWA, NEBRASKA. WRITE BOX 803, c/o GOLFDOM.

Golf Course Supt. wanted. Private Club, 18 holes, Midwest. Must know grasses, fertilizers, fungicides and equipment maintenance. Write Box 809, c/o GOLFDOM.

Wanted—Greenskeeper. 18 hole course. Complete resume with experience and salary. Rock Island County, Forest Preserve, County Of-

fice Building, Rock Island, Illinois. Attn: Elmer Franck, Superintendent.

GREENS SUPERINTENDENT WANTED. Established 18 hole Country Club. Must be presently employed and have minimum 5 years experience. Guaranteed salary. Send resume of background and desired salary to Twin Hills Golf & Country Club, Joplin, Missouri.

Clubhouse manager for Portland's new Delta Park Golf Course. Knowledge of golf and similar business management experience desirable. Capital investment of approximately \$15,000 required. Course scheduled to open April 1, 1971. Send Resume to Assistant Superintendent of Parks, 1107 S.W. 4th Avenue, Portland, Oregon 97204.

SALESMEN WANTED. Nation's top quality mfg. has openings in most territories. Applicant must have some apparel experience. Product is best in the field with over 1,500 clubs opened up. Applicants must state experience, references, and other lines carried. A picture will also be helpful. This quality line is non-competitive with any line you are now carrying. We have been shown at the PGA Merchandise Show. Write Box 813, c/o GOLFDOM.

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GOLF COURSE MANAGER. Municipal Course, City of Cincinnati. \$9,500 - \$10,500 annual salary. Excellent fringe benefits & civil service status. Minimum 3 years mgt. experience. Manages Clubhouse, oversees course, teaches. Send resume immediately to: Recreation Department, 222 E. Central Parkway, Cincinnati 45202.

THE INTERNATIONAL ASSOCIATION OF PROFESSIONAL GOLFERS INC. HAS SEVERAL HEAD PRO AND ASSISTANT POSITIONS AVAILABLE THROUGHOUT THE UNITED STATES. WRITE HEADQUARTERS, APOLLO BEACH COUNTRY CLUB, APOLLO BEACH, FLA. 33570.

BUSINESS OPPORTUNITIES

GOLF COURSES, PRIVATE AND PUBLIC, Midwest, Eastern, Southern, and some other states for sale.

(Continued on page 76)

Classified

continued from page 75

Ask for our list of offerings. McKay Realty Co., 15553 N. East St., Lansing, Mich. 48906. Phone (517) 484-7726.

FOR LEASE—9 hole golf course with Clubhouse facilities in Northwest Ohio. Please direct your inquiries, together with qualifications, to Hillcrest Country Club, Box 67, Montpelier, Ohio.

MISCELLANEOUS

PENNGIFT CROWN VETCH: Nature's own groundcover for rough areas out of the line of play, for steep slopes of tees, for reducing maintenance. No mowing needed. Beautifies the grounds. Seed and crowns (bare root plants) available. Write for prices and literature to the Pioneer of the Crownvetch Industry. GRASSLYN, INC., Box 8, College Park, Maryland 20740.

Range Operators—new type imported brush, 1' x 35 1/4"—\$11.50 —Try one, you'll love it. Patton, 12625 S.W. 82nd Ave., Miami, Fla. 33156.

WANTED FOR CASH. Will pay top prices for used 1967 to 1970 model Harley-Davidson Gasoline Golf Cars. Can use up to 300 vehicles. Call or write H. Coster Enterprises, Inc., 1931 Old Middlefield Way, Mountain View, California 94040.

GOLF COURSES WANTED: Want to buy a golf course? Want to sell a golf course? Write to us—we specialize in golf course transactions. Ask for Golf Consultant, McKay Realty Co., 15553 N. East St. Lansing, Michigan 48906.

FOR SALE. 70-40' Steel Poles. 50-40' Wooden Poles. 142-1000 watt mercury vapor light fixtures complete with lamps and wiring to base of poles. Priced for quick sale. Stony Brook Recreation Center, Hopewell, New Jersey 08525. 609-466-2220; 609-466-2262.

MITCO PAYS THE FREIGHT: NEW NYLON, FIRST LINE, FOUR PLY TUBELESS GOLF CART TIRES: 18 x9:50x8 - \$12.50; 18x8:50x8 - \$11.50; 800 x 6 TUBE TYPE - \$11.50. SHIPPED PREPAID ANYWHERE IN THE USA - CASH WITH ORDER, OR 25% DEPOSIT, BALANCE C.O.D. MITCO, BOX 1856, CHATTANOOGA, TENNESSEE 37407. PHONE (615) 624-9955-WRITE FOR WHOLESALE DEAL.

PEOPLE IN THE NEWS



MCMANIS

Carl McManis has been appointed national sales manager of Fernquest & Johnson Golf Company. He will be responsible for development of a nationwide sales representative organization as part of Fernquest & Johnson's 1971 program to undertake national distribution of its golf equipment. McManis was formerly national sales manager for Professional Golf Company.

Daniel J. Keating and **Joseph J. Burris** were elected to the board of directors of Stauffer Chemical Company. Keating is senior vice president of Western operations. Burris is an attorney in the Burris & Lagerlof law firm.

In addition, **Richard N. Stillman** has been appointed company treasurer, succeeding Minos M. Covington who retired. Succeeding Stillman as controller is **Keith M. Overbeck**, formerly assistant treasurer/controller-west.



MOREAU

BROWN

Robert C. Moreau and **G. Quentin Brown** have been appointed regional sales managers of Velsicol Chemical Company for the Midwest and South-

west regions respectively. Moreau was formerly national accounts manager. Brown was Midwest regional sales manager.

Edward J. Toth has been named factory manager of the Flexi-Grip Div., Eaton Yale & Towne, Inc. **James E. Dager** will succeed Toth as Flexi-Grip's controller.

Arthur A. Aiello has joined the marketing and sales department of Foreway Products Div., Sit N'Rest Golf, Inc. Aiello will be responsible chiefly for sales of the Foreway Combination Cart-Bag line.



ANDRASKO

Kenneth J. Andrasko has been named executive vice president of Louis W. Barton Company, irrigation and industrial waste water specialists. Prior to joining Barton, he was sales engineer for Johns-Mansville Corp.

Arthur M. Hartman has been named director of marketing for Dappatex Corp., manufacturer of non-woven linens and apparel. Prior to joining Dappatex, Hartman was assistant manager of marketing and planning for Levi Strauss & Company.

Jerry Bransford has joined Rain Bird Sprinkler Mfg. Company as district sales manager for Western sales. He will be responsible for all agricultural and turf irrigation sales.

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Response to all box number ads should be addressed to the Box # c/o GOLFDOM, 235 East 45th St., New York, New York 10017. Replies are promptly forwarded to the advertisers. When replies to blind ads require more than 10¢ postage, the additional proper postage for forwarding must be supplied.

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- Edging machines
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- Mowers
- Mower grinders
- Pumps
- Rakes (trap)
- Rollers
- Sod cutters
- Soil screeners
- Soil shredders
- Spikers
- Sprayers
- Spreaders
- Sweepers
- Sweepers-mulchers (turf)
- Thatch cutting machines
- Thatch cutters and vacuum removal
- Tractors
- Trailers (utility)
- Trucks (utility)

CHEMICALS

- Algae killer (ponds)
- Turf color spray
- Crabgrass control
- Fertilizers
- Fungicides
- Herbicides
- Insecticides
- Wetting agents

FURNISHINGS

- Ball washers
- Benches
- Comfort stations
- Course shelters
- Drinking fountains
- Flags
- Flag poles
- Refreshment stands
- Score Card Box (metal)
- Signs: yardage and direction
- Tee markers
- Vending machines

CONSTRUCTION AND SUPPLIES

- Humus and peat
- Irrigation systems and equipment

- Lighting equipment
- Matting-seedbed protection
- Pipe
- Sand
- Seed
- Soil conditioners
- Stolons
- Trees and shrubs
- Tree care service

GOLF COURSE ARCHITECTS

GOLF COURSE CONSTRUCTION

- Stone Pickers

PRO SHOP

APPAREL AND ACCESSORIES

- Blouses
- Caps and hats
- Golf shoes (men's)
- Golf shoes (women's)
- Rain jackets
- Rubber spiked overshoes
- Shirts
- Shorts (ladies' and men's)
- Skirts
- Slacks
- Socks
- Sport jackets
- Sunglasses
- Sweaters
- Trophies
- Windbreakers

GOLF EQUIPMENT AND ACCESSORIES

- Bags
- Bag carts
- Bag tags
- Balls (regular)
- Bath slippers (paper)
- Clubhead covers
- Clubs
- Golf gloves
- Golf practice devices
- Grips
- Grip slip preventative
- Locks for golf bags

FIXTURES AND EQUIPMENT

- Bag storage racks
- Ball washer detergents
- Club cleaners and polishers

- Club repair supplies
- Floor covering (spike resistant)
- Handicap racks
- Handicap cards

RANGE SUPPLIES AND EQUIPMENT

- Balls (range)
- Ball dispensers (coin)
- Ball strippers
- Ball washers (range)
- Ball washers (counter & dispenser)
- Clubs (range)
- Mechanical range ball retrievers
- Miniature course obstacles
- Miniature putting lane material
- Practice driving nets
- Range mats

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- Batteries
- Battery chargers
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- Golf cars, reconditioned
- Tires

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- Soft drinks, mixers
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- Liquor
- Wines
- Prepared meats and poultry
- Prepared fish and seafood
- Fats and cooking oils
- Cooking equipment (mixers, slicers, juicers, sharpeners, scales, carts, table tops, peelers)
- Sanitation and maintenance equipment (dishwashers, disposals, steam cleaners and floor maintenance equipment)
- Holding equipment—hot and cold—(refrigeration, freezers, cold plates, steam tables, beverage coolers, ice machines)
- Supplies (china, glass, plastic, paper, pots and pans, cutlery, tools, flatwear, locker-room)
- Furnishings (furniture, wall coverings, floor coverings, lamps, decorative accessories, interior design consultants)
- Locks for lockers (combination—built-in-key-type padlocks)

Is your golf course:

- | | | |
|--|--|--|
| <input type="checkbox"/> Private | <input type="checkbox"/> Resort | <input type="checkbox"/> Par 3 |
| <input type="checkbox"/> Semi-private | <input type="checkbox"/> Public | <input type="checkbox"/> Military |
| <input type="checkbox"/> Municipal (city, state or county owned) | <input type="checkbox"/> School | <input type="checkbox"/> Pitch & Putt |
| | <input type="checkbox"/> Company owned | <input type="checkbox"/> Driving Range |

Size of course:

- 9 holes 18 holes 27 holes 36+ holes

Turfed acreage of golf course and club grounds regularly maintained: _____ acres.

Send information on products checked to:

Name _____

Title _____

Club _____

Address _____

City _____ State _____ Zip _____

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GOLFDOM
 OFFICIALS AND MANAGEMENT MAILING FORM

IMPORTANT: Your cooperation with the information below will bring **GOLFDOM** to those responsible for your club's successful operation . . . and keep them up-to-date on the latest and most practical ideas on Administration, Management, Maintenance and Services. Complete and mail this post-free card—**TODAY**—to **GOLFDOM** CIRCULATION DEPT., 235 East 45 Street, New York, N.Y. 10017. We'll see that those who qualify receive **GOLFDOM** monthly, without cost.

Club or Course Name _____
 Mail Address _____
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 Other Duties _____
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 City _____ State _____ Zip _____

 President _____
 Other Duties _____
 Street _____
 City _____ State _____ Zip _____

Manager _____
 Other Duties _____
 Street _____
 City _____ State _____ Zip _____

 Superintendent _____
 Other Duties _____
 Street _____
 City _____ State _____ Zip _____

 Professional _____
 Other Duties _____
 Street _____
 City _____ State _____ Zip _____

Turfed acreage of Golf Course and Club Grounds regularly maintained:

Course Acres _____ Grounds Acres _____

Is your course new? Yes No

Size of Course: 9 holes 18 holes 27 holes 36+ holes

Is your Golf Course: Private Semi-private Municipal (city, state or county owned) Public Par 3 Military School Company owned Resort

Facilities at Course: Bar Restaurant Hotel Pool Tennis Courts Pro Shop

If Private Club check No. of members. If semi-private or Public indicate No. of players per week:

100 or less 100-200 200-300 300-400 500-1000 Over 1000

Your Signature _____ Date _____

Take the pressure off your turf with Terra Tire low pressure tires



A fully loaded golf car with these flotation tires exerts only about eight pounds of pressure per square inch. Walking pressure under the heel of a shoe can be as much as 24 pounds per square inch.

That's why you can cut down turf damage when you equip your golf cars with Goodyear's big, easy-rolling Terra Tire low pressure tires. They provide sure-footed traction, too, for stability on slopes and around traps.

Get all the facts on what Terra Tire low pressure tires can do for your course. Write Terra Tire Dept., The Goodyear Tire & Rubber Company, Akron, Ohio 44316.

GOODYEAR

TERRA TIRE — T.M. The Goodyear Tire & Rubber Company, Akron, Ohio