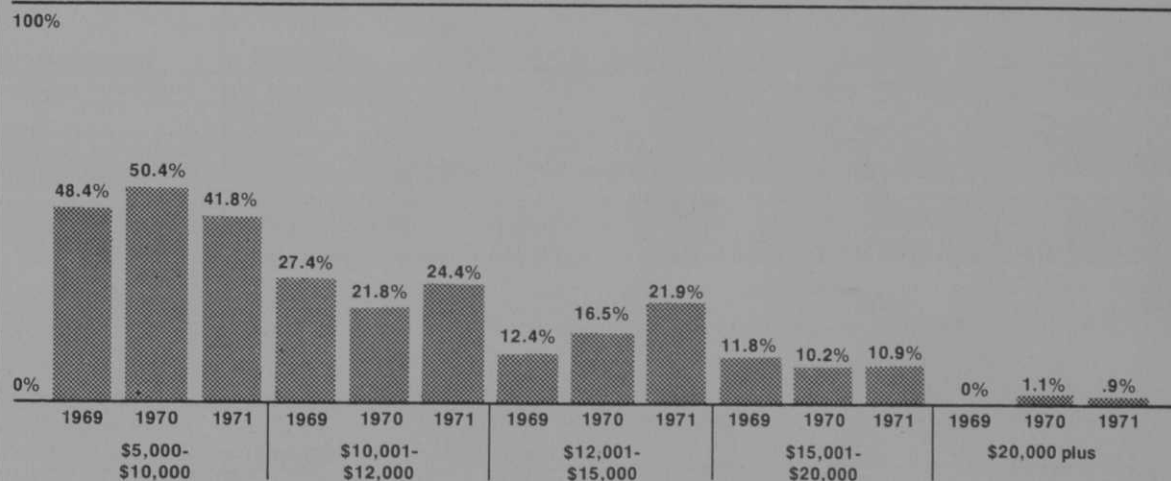


SUPERINTENDENTS' SALARIES
(per cent of response, all course types combined)



AVERAGE VALUE OF EQUIPMENT TO DATE

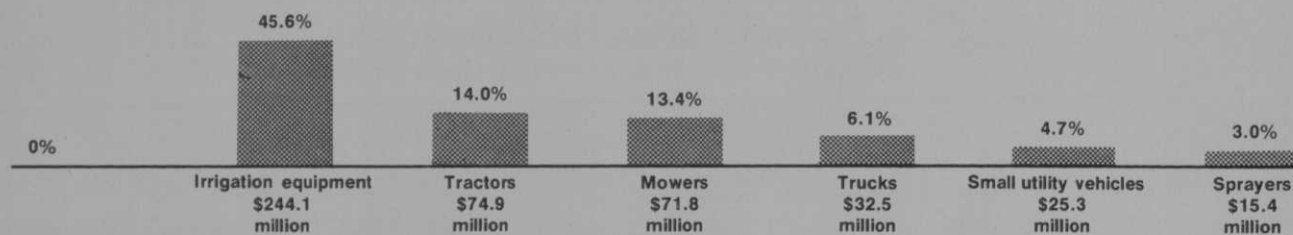
	9-hole			18-hole or more			Non-regulation		
	1969	1970	1971	1969	1970	1971	1969	1970	1971
Irrigation equipment	\$9,400	\$9,300	\$7,700	\$45,700	\$52,100	\$41,700	\$6,000	\$11,800	\$13,000
Tractors	\$4,300	\$4,200	\$3,900	\$11,200	\$10,400	\$11,100	\$7,400	\$3,800	\$5,200
Mowers	\$4,500	\$4,300	\$4,900	\$10,900	\$11,800	\$12,900	\$4,500	\$2,600	\$6,100
Trucks	\$2,200	\$1,700	\$1,600	\$4,500	\$4,600	\$4,500	\$3,000	\$1,200	\$6,200
Small utility vehicles	\$1,200	\$1,300	\$1,200	\$4,300	\$3,500	\$3,800	\$1,200	\$1,000	\$1,900
Sprayers	\$940	\$820	\$690	\$2,400	\$1,800	\$1,900	\$780	\$590	\$1,000
Aerators	\$900	\$890	\$1,100	\$2,400	\$2,200	\$2,400	\$580	\$1,400	\$1,600
Shredders	\$420	\$400	\$620	\$960	\$990	\$940	\$1,000	\$400	—*
Spreaders	\$440	\$390	\$450	\$870	\$800	\$930	\$470	\$330	\$380
Spikers	\$500	\$530	\$530	\$700	\$850	\$700	\$590	\$350	\$1,000
Trailers	\$220	\$250	\$260	\$720	\$530	\$530	\$290	\$150	\$350
Other equipment	\$1,500	\$2,500	\$1,700	\$5,800	\$5,500	\$6,200	\$500	\$500	\$700

* No response in this category

(Continued)

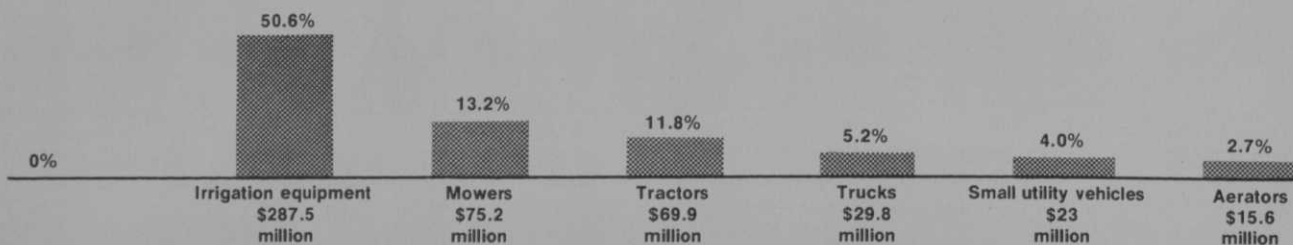
100%

VALUE OF EQUIPMENT TO YEAR END 1969 NATIONAL GRAND TOTALS



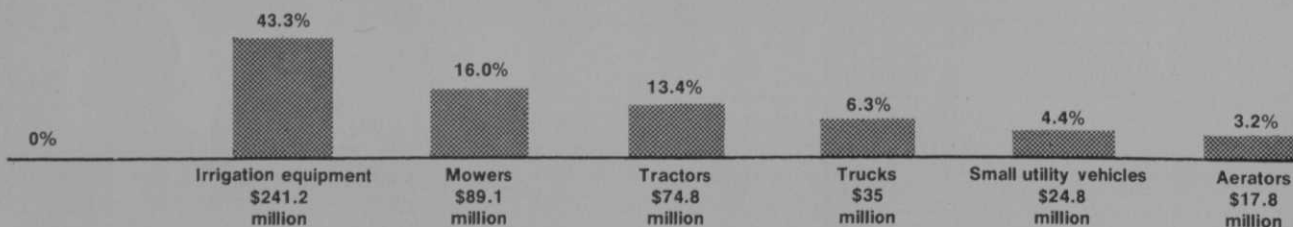
100%

VALUE OF EQUIPMENT TO YEAR END 1970 NATIONAL GRAND TOTALS



100%

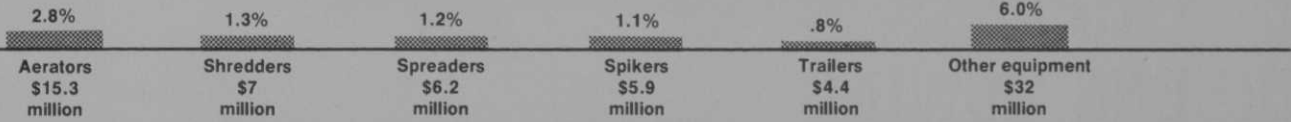
VALUE OF EQUIPMENT TO YEAR END 1971 NATIONAL GRAND TOTALS



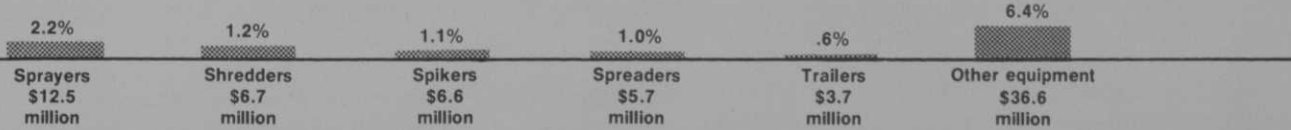
ANNUAL SUPERINTENDENTS' SALARIES (per cent of responses in each course type)

Salary ranges	Private			Semi-private			Hotel/Resort	
	1969	1970	1971	1969	1970	1971	1969	1970
\$5,000-\$7,500	35.2%	20.5%	14.6%	78.6%	26.4%	20.6%	50.0%	9.1%
\$7,501-\$10,000		23.2%	14.0%		36.1%	42.2%		9.1%
\$10,001-\$12,000	29.6%	18.5%	25.6%	14.3%	26.4%	22.5%	33.4%	
\$12,001-\$15,000	17.0%	21.2%	26.8%	7.1%	8.3%	12.7%	8.3%	
\$15,001-\$17,500	18.2%	13.3%	15.2%	0%	0%	0%	8.3%	27.3%
\$17,501-\$20,000		2.0%	3.0%		1.4%	1.0%		0%
\$20,000 plus	0%	1.3%	.6%	0%	1.4%	1.0%	0%	

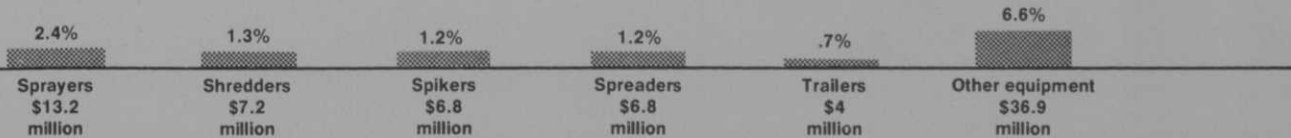
100% = \$534.9 million



100% = \$567.1 million
up 6.0% from 1969



100% = \$557.6 million
down 1.7% from 1970



	Public				Non-regulation		
	1971	1969	1970	1971	1969	1970	1971
18.2%	14.8% } 18.5% } 33.3%	68.4%	50.0% } 11.5% } 61.5%	37.0% } 14.8% } 51.8%	33.3%	50.0% } 33.3% } 83.3%	0% } 33.3% } 33.3%
36.3%	18.5%	21.0%	23.1%	29.6%	66.7%	16.7%	66.7%
18.2%	29.6%	5.3%	15.4%	18.5%	0%	0%	0%
27.3%	11.1% } 3.7% } 14.8%	5.3%	0% } 0% } 0%	0% } 0% } 0%	0%	0% } 0% } 0%	0% } 0% } 0%
0%	3.7%	0%	0%	0%	0%	0%	0%

(Continued on page 55)

TURFGRASS MANAGEMENT

Answers to
your questions about

TRIPLEX GREENS MOWING



I've been hearing a lot about the new Hahn-West Point Triplex greens mower. Are people talking about it because it's really different, or just because it's new?

Both. The Hahn-West Point Triplex is new, both new on the market and new in many of the engineering features it incorporates. Individual reel lifts, for example. All reels are out front, in plain sight. Quick-couple releases let the operator change from mowing reels to spiker or verti-cut reels in about one minute per reel. All heads are cable driven for uniform rpm. These are standard features on the new Triplex.

How many greens management tasks can the Triplex actually perform?

The Tournament concept of greens maintenance currently utilizes four accessories to operate off the basic Triplex vehicle: greens reels, heavy-duty utility reels, vibra-spiker reels, and verti-cut reels. It can therefore perform almost every greens management job. In addition, there are forward-mounted grass catchers which operate with all cutting reels, and a grass cart which tows behind the Triplex.

Do you feel the Tournament is superior to competitive greens mowers?

We honestly feel there's nothing that's even competitive with the Tournament, basically because of four features designed exclusively into each Tournament Triplex:

1. Reel speed independent of ground speed. (It's called variable reel speed.) Tachometer lets operator maintain proper reel speed for optimum cut; ground speed is read on speedometer. The combination of reel and ground speed operating independently gives precisely the combination needed for the best cut on any greens surface under any climatic and growing season conditions.
2. Individual reel lifts reduce perimeter tracking, allow cutting with all reels down, only one down or a combination of any two down at the same time.
3. Pre-sets, the copyrighted name given to an engineering first in greens management, allow quick change of height of cut and permit cutting green and collar at the same time. Unlike other greens mowers, the Tournament gives a precision cut at each height and allows the

operator to change the height of any reel without disturbing the precise setting and cut of the others.

4. Cable drives to the cutting reels give total speed control and absolutely eliminate the hydraulic fluid leaks so common with other greens mowers.

I'm about to make a decision on a new greens mower. How can I see the Tournament Triplex?

A collect phone call to Jim Niemeier at 812/424-0931, Ext. 233, will set up demonstration in your area. (Hahn-West Point is distributed internationally.)

(NOTE: Many superintendents are finding side-by-side tests of the Tournament and other greens mowers helpful in making an accurate, unbiased comparison.)

This ad is one in a series offered as an information service by Hahn-West Point, Evansville, Indiana, to serve as a guide in managing golf courses with minimal interference to the golfer. A free booklet with the complete story of greens-mowing techniques using the Tournament Triplex is available. Dealer and Distributor inquiries are welcome, and will be promptly answered.

Manufacturers of the
Tournament Triplex Greens Management System®

HAHN 
WEST POINT
DIVISION OF HAHN, INC.

Dept. G-272 • 1625 N. Garvin • Evansville, Indiana 47717

For more information circle number 279 on card

TYPES OF IRRIGATION SYSTEMS PRESENTLY INSTALLED

Response by course size

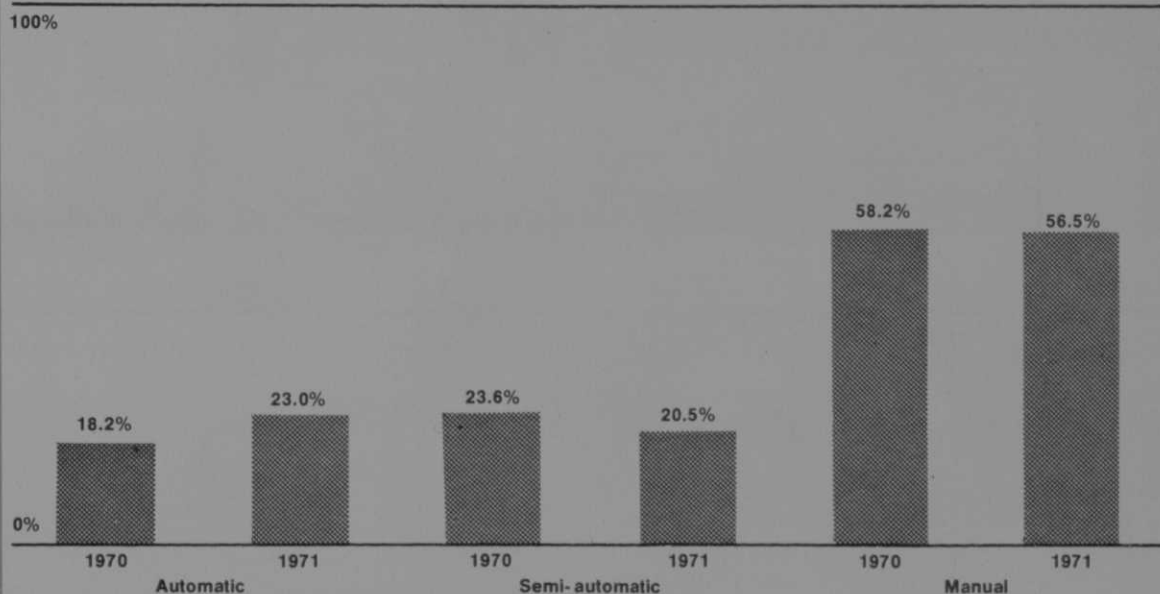
Course size	Automatic		Semi-automatic		Manual	
	1970	1971	1970	1971	1970	1971
9-hole	11.4%	10.3%	16.2%	25.8%	72.4%	63.9%
18-hole or more	23.1%	27.6%	27.2%	19.0%	49.7%	53.4%
Non-regulation	— *	20.0%	50.0%	20.0%	50.0%	60.0%

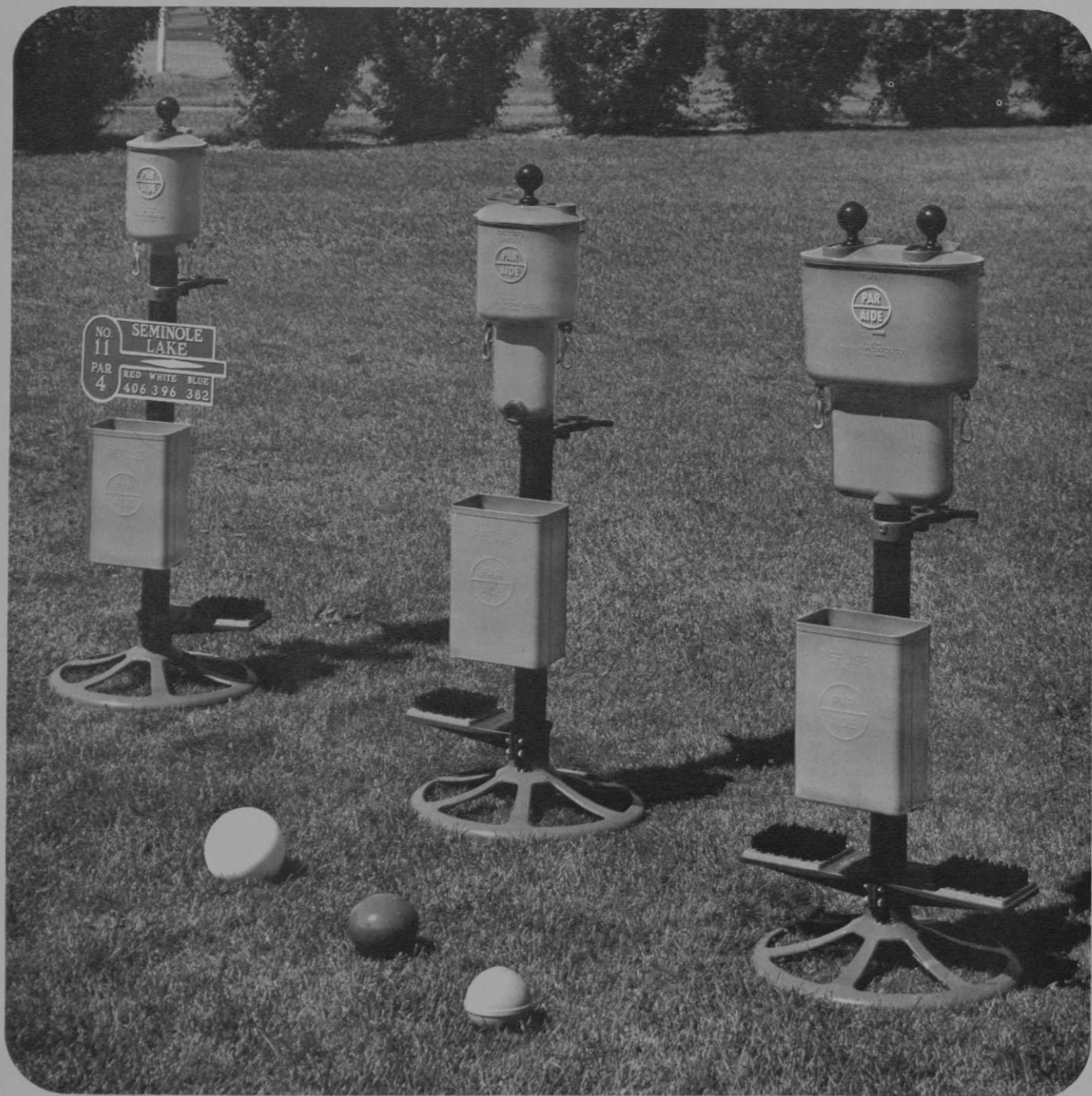
Response by course type

Course type	Automatic		Semi-automatic		Manual	
	1970	1971	1970	1971	1970	1971
Private	17.2%	25.3%	20.4%	17.8%	62.4%	57.0%
Semi-private	15.4%	14.9%	26.9%	25.4%	57.7%	59.6%
Hotel/Resort	41.7%	40.6%	33.3%	12.5%	25.0%	46.9%
Public	25.9%	21.9%	22.2%	25.0%	51.9%	53.1%

* No response in this category

OVER-ALL RESPONSE





Wherever golf is played...

Par Aide Tee Accessory Groups available in three models. The Master—The Deluxe Single—The Twin. Select the particular model best suited for each tee. Ballwasher brush assembly and agitator are interchangeable. Unitized interior can be easily removed for servicing.



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

PAR AIDE PRODUCTS COMPANY

296 NORTH PASCAL STREET • ST. PAUL, MINN. 55104

GOLF CARS

... continued to grow in fleet sizes and rental revenues

Golf car revenues again struck the one bright note in an otherwise bleak year. The rate of growth for revenues from rentals continued to accelerate, showing a 36.5 per cent increase in 1971 as compared to a 31.4 per cent increase in 1970 and a 13.3 per cent increase in 1969. This brought the national total to \$256.5 million, according to GOLFDOM's Fourth Annual Marketing and Research Study.

Clubs and courses apparently put their money where it would bring the greatest return, and almost met their predictions for fleet buildup in 1971. Last year, managers' projections on the sizes of their fleets in 1971 averaged out to 33 cars per fleet—four more than in 1970. In actuality, the average fleet size increased to 31 cars per fleet—a 6.9 per cent increase over 1970.

Every course type, except public, noted an increase in revenue from rentals. Private courses, by far, had the greatest success, with an average of \$42,800 per facility—\$10,500 more than in 1970.

All course types, again with the exception of public which remained at the 1970 level, built up their fleets in 1971. Hotel/Resort courses made the biggest investments in their fleets, increasing from 40 cars per fleet in 1970 to 45 cars in 1971.

Managers at all course types predicted sizable buildups in 1972. Predictions average out to 36 cars per fleet. However, past surveys have shown that these advance estimates by managers are usu-

ally optimistic by a considerable margin.

In 1971 83 per cent of the manager respondents said their courses have fleets, as compared to 78.6 per cent in 1970. Projecting the 1971 percentage to the some 9,300 regulation facilities in the United States, it is estimated that about 7,720 have golf car fleets. This would mean that, taking the average of 31 cars per fleet, the number of golf cars at regulation facilities in the United States totaled more than 239,300 in 1971. In addition to the predicted buildups of existing fleets in 1972, which would bring the total to more than 277,900, some 30 per cent of the managers whose facilities did not have fleets said they planned to acquire cars in the near future.

In checking the division, if any, of golf car revenue, 80.7 per cent of the golf professionals responding indicated that they participate in this income. (Generally, the division is between the professional and the club or course.) Of those who participate in this revenue, only 8.9 per cent in 1971 said they retain 100 per cent. This is considerably fewer than in 1970. What appears to have occurred is that many of those who were retaining 100 per cent of the revenue in 1970 had to give up a portion in 1971 and moved into the 75 to 99 per cent range. Meanwhile, on the other side, some professionals who were getting lesser shares of the revenue in 1970 were able to move up to the 75 to 99 per cent range in 1971. □

GOLF CAR TABLES AND GRAPHS

Gross revenue from car rentals

Average58
National grand totals58

Gross revenue retained by professionals58

Percentage of pros who participate in car revenue.60

Sizes of golf car fleets

Average60

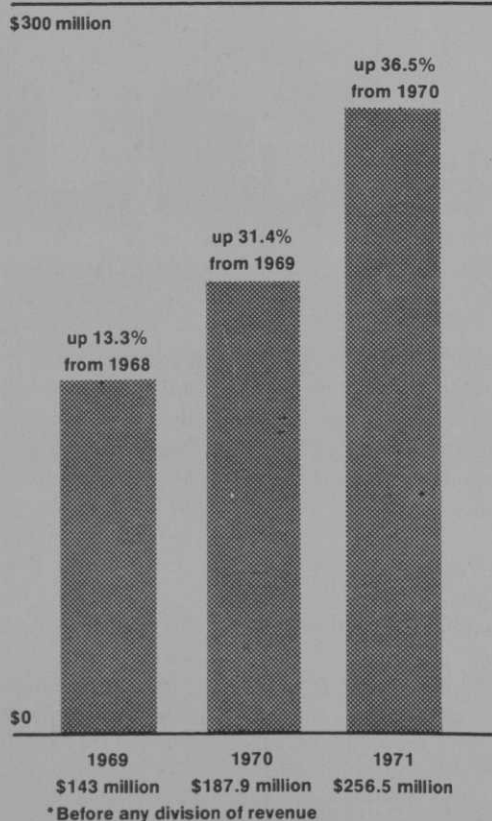
Over-all average60

AVERAGE GROSS REVENUE FROM GOLF CAR RENTALS*

Type of course	Average per facility
Private	
1969	\$20,300
1970	\$32,300
1971	\$42,800
Semi-private	
1969	\$14,700
1970	\$20,600
1971	\$27,800
Hotel/Resort	
1969	\$42,500
1970	\$65,600
1971	\$65,700
Public	
1969	\$14,900
1970	\$11,900
1971	\$ 9,500

* Before any division of revenue

GROSS REVENUE FROM GOLF CAR RENTALS NATIONAL GRAND TOTALS*



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	
	1970	1971	1970	1971	1970	1971	1970	1971	1970	1971
Private	24.8%	2.7%	10.9%	60.0%	10.9%	22.6%	6.9%	4.0%	46.5%	10.7%
Semi-private	50.8%	21.8%	6.3%	43.0%	6.3%	18.7%	17.5%	9.4%	19.1%	6.3%
Hotel/Resort	16.7%	15.4%	0%	61.5%	8.3%	7.7%	16.7%	7.7%	58.3%	7.7%
Public	75.0%	—**	25.0%	50.0%	0%	—**	0%	25.0%	0%	25.0%
Over-all response	34.4%	8.9%	8.9%	55.5%	8.9%	19.4%	11.1%	6.5%	36.7%	9.7%

* Figures entered indicate percentage of respondents for each course type

** No response in these categories

(Continued on page 60)



NEW
STEEL TEE
BENCHES . . .

plastic coated
maintenance-free

Formed 16 gauge steel backs and seat. Smooth as can be, with a new finish we call "Color coating" which really describes only one of the important features of this new process.

A heavy plastic envelopes the metal parts and is completely bonded to the steel. It cannot chip or peel like paint. The reflective quality and insulating ability of the coating keeps the metal cool in the hot sun.

Add to the super sturdy construction three different color combinations that will match the remainder of your tee equipment . . . yellow, red, or avocado. That's the NEW Standard steel tee bench.

A unique assemble of the back and seat eliminates any unsightly bolt heads or nuts . . . all are concealed under the seat and behind the back of the bench. The seat and back are 10 inches wide and 72 inches long to easily handle four people at one time. The steel bench is shipped knocked down and weighs a hefty 70 pounds.

Write today for complete details and the name of your closest Standard distributor. Ask for information on the new Standard steel tee bench . . . plastic coated for a longer, maintenance free life.

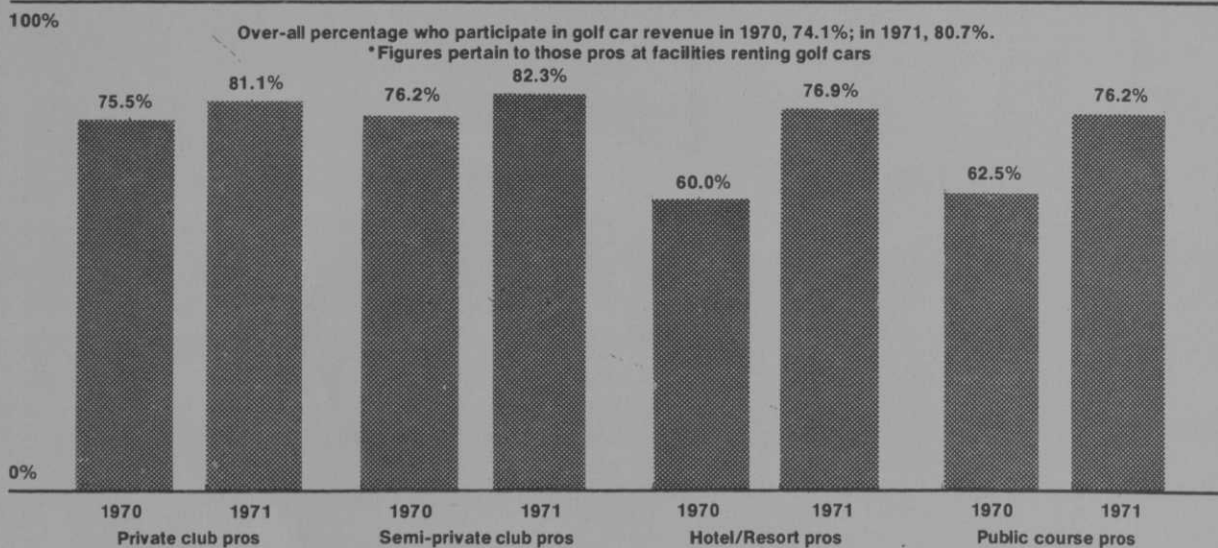


STANDARD MFG. CO.

220 East Fourth St. Cedar Falls, Iowa 50613

For more information circle number 222 on card

PERCENTAGE OF PRO RESPONDENTS WHO PARTICIPATE IN GOLF CAR REVENUE*



AVERAGE SIZES OF GOLF CAR FLEETS

Type of course	Average per facility*
Private	
1969	32
1970	32
1971	33
Estimate 1972	37
Semi-private	
1969	17
1970	22
1971	24
Estimate 1972	30
Hotel/Resort	
1969	38
1970	40
1971	45
Estimate 1972	52
Public	
1969	15
1970	20
1971	20
Estimate 1972	32

*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.

OVER-ALL AVERAGE SIZE OF GOLF CAR FLEET

