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Youngsters have never faced as many temptations and frustrations as they do today. And that's why I think it's particularly valuable for boys and girls to get involved in a sport like golf. It not only gives them a chance for self-expression, but it's a great teacher of self-reliance and self-discipline.

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Jack Nicklaus



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that the 1965 decision may still present a problem.

Herb Rose, president of the Middle Atlantic PGA Section, said, "I don't think it's a healthy situation for the overall good of golf when it is permissible to give cash prizes to amateurs under any circumstances."

COMPANIES

New distributor for custom clubs

T-Golf, Inc. is now the national distributor for King's Custom Made Golf Clubs, Inc., and is seeking sales representatives and regional managers, according to T-Golf President Thomas A. Elliott.

Sold through pro shops, Irving King's custom clubs are available in a full range of specifications. The heart of the line consists of solid persimmon woods and stainless steel irons.

Golf professionals interested in offering the clubs through their shops can contact Tom Elliott at P.O. Box 1082, Arvada, CO 80001 or King's Custom Made Golf Clubs at 4310 Broadway, P.O. Box 9235, Shreveport, LA 71109.

Three firms unite to make golf clubs

Power Track, Oscar Jones Custom Crest, and Mac Hunter's Auld Classic golf club lines have united to form a single corporate entity: Golf Design and Manufacturing, Inc.

Each division will continue its own unique design concepts and will market through golf professionals only. A company spokesman stated, "With a growing emphasis on gimmicks and wonder clubs, Golf Design and Manufacturing has chosen the path of solid, proven design and contemporary manufacturing methods."

New corporate headquarters are at 10869 Portal Dr., Los Alamitos, CA 90720 (phone 714/995-3612 or 213/430-3586).

LEGAL ACTION

Exempt players suit set for mid-March

A court hearing in Houston will be set sometime around mid-March for 13 PGA Tour players who are

asking a state district court to restore their lifetime playing exemptions on the national tournament tour.

The hearing on a request for a temporary injunction asks Judge John Smith to declare invalid a decision by the PGA Tour's tournament policy board to do away with exemptions for former U.S. Open and PGA national champions who won their titles before 1970. The players include Dave Marr, Bob Rosburg and Jack Burke.

The 13 players say they were given a lifetime right to compete in any tour event. Beginning in 1970, winners of the two major championships were given 10-year exemptions.

The PGA Tour policy board, however, recently decided that these players must win a specific amount of money each year based on the number of tournaments they enter to keep their exemptions. A former champion playing in 15 or more tournaments would have to win at least \$10,000. Those playing in less than 15 tournaments would be judged on a prorated basis; for example, a player entering five tournaments would have to win at least \$3,333. Any player could also enter a tournament if they are invited by the sponsor.

There would be an annual review of the former champions' performance each year, beginning at the end of 1978.

PGA Tour tournament policy board chairman Lewis A. Lapham, a retired New York City banker, issued a statement January 23 saying that to continue the lifetime exemptions "to individuals because of their performance more than 10 years ago would often deny the opportunity to play to more qualified players. Consequently, it is the opinion of the board that an exemption which applies to all tournaments is unlimited in duration and has no relationship to current ability and is not reasonable."

The board pointed out that six of the 13 players collectively participated in 111 tour events in 1977, winning only \$4,531.

The decision to place performance standards on the former champions was a unanimous decision by the 10-man tournament policy board, said Joe Schwendeman, public relations director for the PGA Tour office. The board members include four tour players (Hubert Green, Hale Irwin, Ed Sneed, and Joe Porter) and the three officers of the Professional Golfers' Association (President Don Padgett, Secretary



The Ohio Turfgrass Foundation presented two professional Excellence Awards at its annual conference. (L to R above) Former OTF president Charlie Tadge presented award to Bill Burdick, Canterbury CC superintendent. Jack Hart, super at NCR Country Club, received his from Jim FitzGibbon.

GOVERNMENT

Proposed tax reform jeopardizes clubs

An intensive lobbying effort has been launched in Washington to defeat President Carter's tax reform proposals which would limit or eliminate the deduction of business meals, club dues, and certain entertainment expenses as business deductions for federal income tax purposes.

Representatives of various organizations in or allied to the so-called hospitality industry are meeting to coordinate their efforts, develop useful data, and generate effective opposition to the President's objectives, which have been labeled "devastating" and a death threat to many clubs, restaurants, and others affected.

The President proposed \$33.9 billion in tax cuts, including \$8.4 billion for business. At the same time, he asked for increased taxes of \$9.4 billion in revenue-raising reforms, which would result in a net tax cut of \$24.5 billion.

Part of the \$9.4 billion increase would come from \$1.2 billion which would be raised by restrictions imposed on what the Carter Administration calls "entertainment expenses." It would disallow any business expense deductions for club dues, yachts, hunting lodges, and tickets to theater and sports events, and would allow deduction of only half the cost of business meals.

Organizations which would be adversely affected by such action were quick to react, citing particularly the potential loss of jobs, loss of sales tax revenues by cities and states, and business or club failures.

They are banding together to fight together. Attending a breakfast strategy session arranged by the American Hotel & Motel

Frank Cardi, and Treasurer Joe Black). Schwendeman said the policy change idea "came up through the board," and was not proposed by Commissioner Deane Beman.

The 13 players will be represented by John L. McConn, Jr., a Houston attorney. The PGA Tour's lawyers will be Peter Wallison and John Barron, who work for the Washington, D.C., law firm of Rogers and Wells.

ASSOCIATIONS

Three seminars scheduled by NCA

A seminar on appraising property taxes for golf clubs, two one-day sessions on club law and administration, and two on financial controls have been scheduled by the National Club Association.

The property tax seminar will teach club officials to analyze methods for appraising their clubs, how to relate their arguments to the tax assessor, and the benefits and disadvantages of open space laws.

The law and administration seminars will include information about tax regulations for exempt clubs, admissions policies, and wage-hour law.

The appraisal seminar will be held April 3 in Washington, D.C. Those on club law will be April 10 in Charlotte, N.C., and May 22 in Chicago. The financial controls sessions will be May 8 in Atlanta and May 23 in Chicago.

Each seminar is from 9:30 a.m. to 4:30 p.m. The cost is \$100 for NCA members and \$150 for nonmembers. Registration forms can be obtained from club headquarters at 1129 20th St. NW., Suite 602, Washington, D.C. 20036.

Association in Washington were representatives of the National Club Association, Club Managers Association of America, National League of Cities, International Association of Convention Bureaus, American Express Co., American Society of Travel Agents, Discover America Travel Organization, National Restaurant Association, National Small Business Association, United Airlines, Hilton Hotels Corp., Distilled Spirits Council, Nevada Resort Association, Air Transport Association, National Football League, and the Commissioner of Organized Baseball.

Thomas J. Lennon, president of The Homestead, Hot Springs, Va., and chairman of the AHMA Governmental Affairs Committee, admonished the group that the only way they could win the battle was to get their members—the businessmen—to contact their representatives in Congress and impress them with the seriousness of the tax proposals as they affect their business.

"We have no strings to pull," he said.

It was generally agreed that the crackdown on business meals and



Speaking out on the tax reform proposals was Homestead President Thomas Lennon — AHMA "resort executive of 1977" and Penn State's "outstanding hotel man of the year."

entertainment was an emotional issue on which the affected industries could not expect much public support.

The effort will concentrate, therefore, on developing facts and figures which will impress members of Congress in industry's favor.

Alerts and questionnaires have been sent to members of the hotel/motel, clubs, restaurant, and other associations seeking relevant

information on jobs and business impact of the President's proposals, and urging them to talk to their Congressman and Senators.

Meetings have been held with the chairmen and members of the Congressional committees which will consider the tax proposals—House Ways & Means and Senate Finance.

AHMA has asked to testify before the House committee in March. Its witness is expected to be Howard James, president of Sheraton Corp. Other organizations will also testify or present written statements.

AHMA has commissioned the accounting firm of Laventhol & Horwath to make a three-part study of the impact of the President's proposals on tax-deductible business spending in hotels.

There is a general feeling among the associations affected that the President's proposals will be diluted, and that he may lose on the business-meal issue. At the same time, leaders in Congress have indicated that they are inclined to do "something," which has led to fears among the others as to which might be the target.

A sampling of some of the information association leaders are suggesting their members pass on to their Congressman and Senators:

- Business meals account for an estimated \$7.6 billion, or almost 10 percent, of gross restaurant business. They generate \$319.5 million in sales tax revenues, according to NRA.

- About 443,700 jobs—filled mostly by minorities, women, and teenagers—would be jeopardized, says NRA, adding that one-third of all teenage jobs are in restaurants.

- Club revenue losses would range from 15 to 30 percent, forcing hundreds of clubs which do not operate for profit to close. The operation of one-fourth of the clubs would be needlessly impaired and as many as 20,000 full-time workers could lose their jobs, according to NCA.

A point stressed by NCA is that existing Treasury Regulations prescribe stringent substantiation that a business expense is reasonable and necessary, to be deductible, and that better audit enforcement is a better solution than disallowance. — *Joseph Gambatese*

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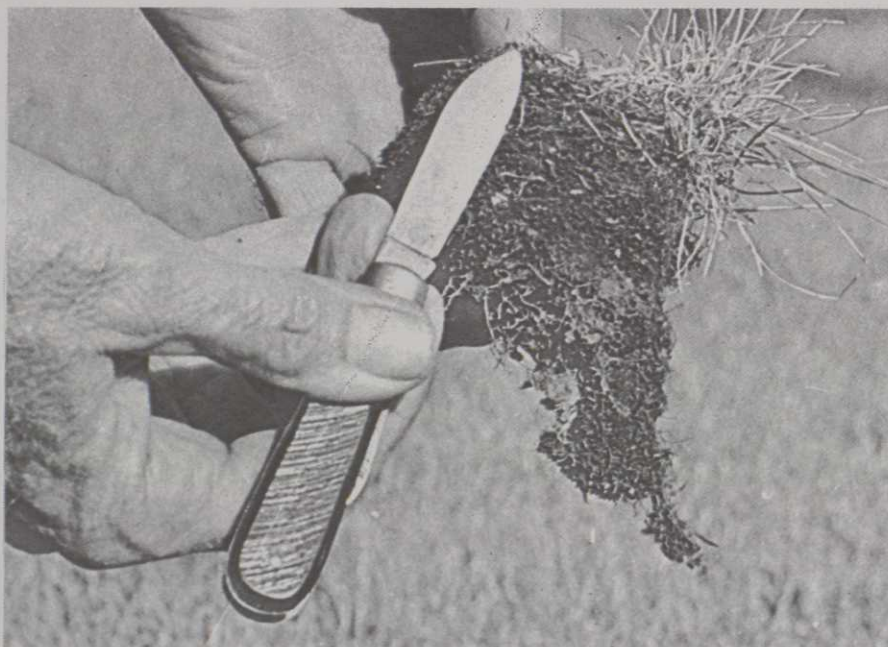


Here's what Wally Mund, former National PGA Secretary and for 40 years head pro at Midland Hills, says, "The Torrential is a real boon to course superintendents with a water problem. It's a necessary piece of equipment for any golf course. At Midland Hills, we have two of them."



The search continues for the golf course turfgrass that will produce the greenest blades and finest texture while growing at a moderate pace. The grass must also be able to stave off poa annua, an array of insects, and the chemicals that are constantly sprayed to chase them away. It must keep its color during weeks of 90 degree temperatures, but not be so strong that it will overtake other grasses growing adjacent to it.

Despite the vast amount of



**RESEARCH
REPORT:**
**New
grasses for
golf courses**

by Scott Scredon, assistant editor

research at universities and seed companies across the nation, no one will claim that their new cultivar possesses all of these vital characteristics.

Yet, like the engineers who devise automobile changes each year to satisfy a public with diversified tastes, researchers are finding new products that are performing better than the existing models. And a number of them have found a company willing to promote and market their new strains.

The introduction of so many different varieties since the mid-1960's has made it even more difficult for a new cultivar to find a niche in the marketplace. Besides years of research and testing, the product must be properly promoted.

The promotional aspects, however, should not blur the results produced by years of breeding and field testing done by researchers. Dr. Joseph Duich at Penn State University began working in 1960 on a new strain of bentgrass to be planted on putting greens. The new cultivar will be introduced this fall.

New varieties

The new turfgrass will compete with Penncross, the brand introduced 25 years ago after work by Dr. Duich and the kind used on more putting greens than any other brand in the United States. Dr. Duich says the new brand, still unnamed, will grow "a little less vigorously" than Penncross.

The turfgrass called PSU-PBCB during its experimental stage was initially installed in 1975 at the new Brooktree golf course in Owatonna, Minn. The grass has also been planted at five 9-hole additions, and Dr. Duich said it has been distributed to 100 golf courses for comment. Even though the new cultivar will compete with Penncross, Dr. Duich developed it so a putting green can be planted from grass seed instead of vegetatively. This new bentgrass also has four

parents, allowing for a broad genetic base so it can be planted wherever bentgrass is now used.

Dr. Duich says the new variety will produce a finer texture than greens using other kinds of grasses, but claims its growth rate will not be slow enough to invite poa annua.

Although Dr. Duich expects the new turf to grow well at courses where bentgrass has traditionally been planted, he has also received encouraging news from unlikely locations. Dr. Jack D. Butler at Colorado State University in Fort Collins, Colo., has told the Penn State professor that the new cultivar has performed well in tests in Colorado's high plains and poor soils. "This is my first information that it has advantages in the high saline environment," Dr. Duich said.

The seed for the new turfgrass will be harvested in July and these yields will determine the amount of production for 1979. Dr. Duich hopes to have a new name selected for his product in the next few months.

Putting greens, especially those in the South that consist of bermudagrass, need to be overseeded when the primary turfgrass goes dormant. To accomplish this better, International Seeds, Inc., has produced Saber, a new bluegrass.

Dr. Jerry Pepin, vice president and research director at International Seeds, says the new turf is extremely shade tolerant. "It requires the minimum amount of sunlight that any Kentucky bluegrass needs to survive," he said.

It will require between 10 and 12 pounds of Saber for each 1,000 square feet on the putting green when overseeding. Dr. Pepin claims the seed has "very rapid germination and establishes quicker than other Kentucky bluegrasses," when planted. Saber has a financial advantage, too, he says, since it is less expensive than most perennial ryegrasses used in overseeding.

The new seed was introduced in the fall at Los Rios Country Club in Dallas since superintendent Melvin Williams wanted a turfgrass with a different color than his bermudagrass.

"The spring transition in the past two years has been so hard because

the ryegrass just seemed to hang on, and on, and on. I wanted a grass with just enough different color so I could tell what areas to fertilize."

Williams said the bluegrass takes about two weeks before its first blades appear, compared to about one week for ryegrass. But he is enthusiastic about Saber since "I've not found a weed yet in any of my greens." The superintendent also backed up Pepin's claims about Saber's costs, saying he spent about \$1,000 less this year than in 1977 for overseeding. Williams also says his greens are putting smoother and faster than when ryegrass was used.

Another bluegrass cultivar has been produced by the Loft Pedigreed Seed Co. in Boundbrook, N.J., but this will be used on fairways. Loft Research Director Richard Hurley said Ram 1 had been produced vegetatively by the company after Al Radko, national director for the United States Golf Association's Green Section, spotted the grass growing on a small green at a golf course in eastern Maine. The grass was brought by Radko to Rutgers University for observation and Loft plans to produce a limited quantity this fall and a large amount in the spring of 1979.

"We found it on a putting green, so we know it can be mowed at a close height. A lot of clubs want their fairways at $\frac{3}{4}$ of an inch, so we will produce it for use on tees and fairways." Hurley did say, however, that the new grass has been susceptible to leafspot during tests.

The newest grass intended for use in golf course rough is called Beaumont and has been developed by Dr. Kenyon Payne at Michigan State University. The tall, meadow fescue will also be produced by Loft.

Dr. Payne says the grass will have a finer, softer leaf than common meadow fescues. "Its texture will not be as coarse or stiff as the common varieties," he says.

The professor says he has developed the grass since none of the fescues in the northern states have the hardiness to withstand cold winters. "The strain now used loses 50 percent of its hardiness in the first winter," he complained.

Dr. Payne recommends that every 3 pounds of Beaumont be mixed with a

pound of Kentucky bluegrass. "It's a bunch-type grass; it has only one crown and doesn't spread rapidly." A limited amount will be available for planting in fall 1979.

In the near future

Two more promising varieties of Kentucky bluegrass and bermudagrass are in their final study stage and may be released in 2 or 3 years.

Northrup King Co. has developed Rugby, a bluegrass that can perform well with low or high amounts of nitrogen, said Keith Auti, a company turfgrass specialist. Auti was especially enthusiastic about Rugby's performance when only 4 pounds of nitrogen was applied for each 1,000 square feet of turf in tests. He reported good growth at low cutting heights and at 2 inches; he said it performed well in drought and heat stress tests and has resisted powdery mildew and Fusarium blight. The new strain has been "moderately susceptible" to stripe smut, Auti said, "but much less than a sensitive material like Merion."

Northrup has looked into the use of grasses that use low amounts of nitrogen for about 10 years, believing there may be fertilizer shortages in the future. Auti explained the reasons:

"Turf management programs in the past had unrestricted use of water and nitrogen. Since the Arab oil boycott, we've learned that nitrogen is not a finite resource. The turfgrass industry had better evaluate itself where its need for nitrogen is concerned because if there is a shortage, food production will need it before turf recreation."

Superintendents looking for any breakthroughs in bermudagrass research will have to wait at least two more years before any new varieties become available. Dr. Glenn Burton is using radiation to produce genetic changes in his experiments, attempting to improve the hardiness and nematode resistance in bermudagrass.

Dr. Burton, a geneticist at the College of Agriculture, University of Georgia in Tifton, has found "two or three" of his original 158 samples that are more resistant than current varieties. Dr. Burton places 1-inch sections of dormant rhizomes in half-

gallon, cylinder-shaped cans and drops them into a dark chamber. Each sample is left there for a specific period before he applies cobalt 60, the source of radiation used by medical doctors when they try to kill cancer cells. About half of the sample is killed and researchers study the genetic changes in mutations created by the radiation.

Dr. Burton believes the hardiness can be improved. His interest began around 1966 when he found bermudagrass growing in Berlin, Germany, and Milan, Italy. Some rhizome samples were returned to the United States and survived as far north as Lake City, Mich.

Work on existing grasses

A number of other researchers, either because they lack the facilities to establish a strong breeding program, or because of special geographical problems, have decided to find ways to improve growing conditions for ex-

isting turfgrasses.

Dr. Robert Shearman, horticulture professor at the University of Nebraska, has experimented with timely applications of low nitrogen levels at golf courses in Lincoln and Omaha.

He found that using 3 pounds of nitrogen for every 1,000 square feet on the fairways resulted in slower turf growth and better spring green-up. Dr. Shearman said slow-release fertilizers, such as IBDU and Milorganite, were "very effective," when applied at about the same time as the season's final mowing.

Dr. Shearman said his method is better than monthly applications from April through September, a common practice for many superintendents. These monthly applications of urea or ammonium nitrate result in a watery turf with too much top growth and less root development.

Another regional test, this one concerning effects of lower sulphur ap-

plications on bentgrass putting greens, was conducted by Dr. Roy Goss, an agronomist with the Western Washington Research and Extension Center in Puyallup, Wash.

Dr. Goss studied the sulphur experiments for 12 years. He varied the amounts of soil nutrients that a course superintendent would use for every 1,000 square feet of a green for a year. He used 6, 12, and 20 pounds of nitrogen; either none or 4 pounds of phosphorus; and 1.15 or 3.45 pounds of sulphur. In each test, 8 pounds of potassium was used.

"Over a period of 12 years, low levels of phosphorus (none), high levels of sulphur (3.45 pounds) and low levels of nitrogen (6) have produced the finest quality of texture, free of disease and poa annua. In fact, adding phosphorus stimulates poa annua," Goss said. Dr. Goss said that many superintendents have reduced their phosphorus levels since the results were published last fall. □

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There was a time in the golf business when formal training of golfing assistants did not exist. Years in service were more important than years of growth in knowledge.

Today golf is a fast-paced, diversified business. Golf professionals and their assistants in that business have to be increasingly knowledgeable in many areas. It thus becomes the responsibility of Class A professionals and directors of golf to have a program which stimulates the overall development of their assistants and forces them to take on as much responsibility as possible. Then when the

Callaway pro shop system overcomes merchandise inventory handicaps

by Don Ferrone



Don Ferrone and Don Padgett go over the pro shop inventory books together at Callaway Gardens.

day comes that the assistants have the authority, they will be fully equipped to do the job.

At Callaway Gardens, assistant professional Don Ferrone has the responsibility for our pro shop merchandise control system, among other things, so I'll let him tell how it works. — Donald E. Padgett

Callaway Gardens consists of 63 holes and plays well over 100,000 rounds of golf annually. Two golf shops service our guests at the Lake View and Mountain View courses, though the Mountain View complex does the majority of our total retail business. Being a golf resort business, we deal predominantly in softgoods — such as hats and caps, gloves, golf balls, golf shoes, men's and ladies apparel, and jackets — for most of our gross sales. We carry a large selection of emblem headwear, screened logo jackets, and a broad selection of crested shirts and sweaters to accommodate our golfing guests.

Incoming merchandise is checked into a central storeroom where all packaging slips and invoices are carefully checked. All incoming merchandise is then recorded in a perpetual inventory ledger which accurately keeps a running inventory of our storeroom, before being transferred out to the golf shops. A transfer out form is completed, and then that total is subtracted from the current balance.

Upon written request from the golf shops, merchandise is transferred out of storeroom. Separate ledgers for each shop are kept on all merchandise transferred out. Markups and markdowns are also recorded to reflect changes in retail prices. This information is then posted in the perpetual inventory ledger.

Our receiving storeroom is set up under a perpetual system, which is easily administered. Our two golf shops use a retail inventory system which records cost and retail dollar

Don Padgett and Don Ferrone are the head professional and assistant professional, respectively, at Callaway Gardens Golf Resort in Pine Mountain, Ga. Padgett was also elected recently to a second term as president of the Professional Golfers' Association of America.