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A total golf course irrigation system from **Rain Bird Sprinkler Mfg. Corp.** offers precision controllers, and low-maintenance sprinkler heads, valves, and accessories. **Circle 132 on card**

Otterbine floating aerators or Spray Sculpture floating fountains, both from **Rodale Resources Inc.**, improve pond and lake water quality while beautifying the golf course. **Circle 113 on card**

Renovaire and Tracaire aerators from **Ryan** can be equipped with coring, slicing, or open spoon tines for aerating in all types of soils in all seasons. **Circle 105 on card**

Mileage Master batteries, a product of **Trojan Battery Co.**, boasts new design changes for better golf car power and longer discharge ratings. Call toll-free 800/423-6569 or **Circle 140 on card**

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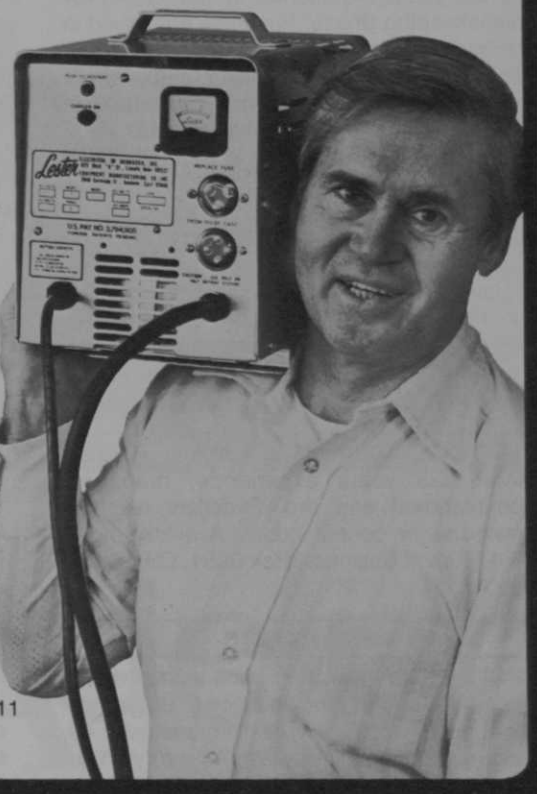
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# Classified

When answering ads where box number only is given, please address as follows: Box number, % Golf Business, Dorothy Lowe, Box 6951, Cleveland, Ohio 44101.

Rates: All classifications 65¢ per word. Box numbers add \$1 for mailing. All classified ads must be received by the Publisher before the 10th of the month preceding publication and be accompanied by cash or money order covering full payment.

Mail ad copy to Dorothy Lowe, Golf Business, Box 6951, Cleveland, Ohio 44101.

## HELP WANTED

**CAREER POSITION** — Golf course manager. Responsible for operation of 18 hole course, pro shop, pool and food service. Year-round employment, four weeks paid vacation, hospital and life insurance programs, teaching and repair income a possible extra. Salary plus year-end profit bonus. Creative management ability a must, golfing ability an asset. Write your qualifications to Box 175, Golf Business, Box 6951, Cleveland, Ohio 44101.

**PRO-MANAGER WANTED.** Golf, tennis, pool, bar and food supervision at 9 hole course in Pa. Mountainous area. Begin immediately. Clearfield-Curwensville Country Club, P.O. Box 843, Clearfield, Pa. 16830.

## POSITION WANTED

**HEAD GOLF PROFESSIONAL** position wanted. Excellent instructor, player, developer of golf programs. 20 years PGA member. Also experienced greenskeeper. Available now. Box 162, Golf Business, Box 6951, Cleveland, Ohio 44101.

**GOLF PRO-GREEN SUPERINTENDENT.** Class A P.G.A. member, in mid fifties, with over 35 years experience in the Golf Pro-Greenskeeping phase. Presently employed in directing a large municipal golf operation, wishes a change to a smaller club, where teaching of golf and supervision of course is needed. Available 1979 season; Box 174, Golf Business, Box 6951, Cleveland, Ohio 44101.

**SUPERINTENDENT OR ASSISTANT.** Age 36. B.S. in agronomy. 3 years experience. Additional supervisory experience in related field provides well rounded background. Prefer eastern Ohio or area in adjacent states. Box 176, Golf Business, Box 6951, Cleveland, Ohio 44101.

**HEAD GOLF PROFESSIONAL** — Position wanted. 25 years experience, manager, superintendent and pro. Excellent teacher, knowledge of course const. Available now. Box 177, Golf Business, Box 6951, Cleveland, Ohio 44101.

## REAL ESTATE

**9 HOLE GOLF COURSE** with attractive A-Frame clubhouse and bar on 108 acres. Rated among top 30 most picturesque. 40 miles north of Green Bay, Wis. Century 21 A. G. Realty. 414 377-8182. 280 W. Dekora Road, Saukville, Wis. 43080.

## BUSINESS OPPORTUNITIES

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**ARE YOU LOSING MONEY** in your bar, restaurant or pro shop, is your income limited, overhead and payroll too high? We can help. 18 years of experience, reasonable rates. Write Golf Business Consultants, Box 532, St. Therese, Quebec.

**"SOMETHING DIFFERENT"** Gift catalog? Get it! Surprise someone, anyone special? \$1.35. Woman's World, Box F, Leonia, N.J. 07605.

## FOR SALE

**VICTORY GRIPS** — \$8.25 doz.; Gold Crown \$9.40 doz.; (4 doz. min. order) whipping-500 yds-\$8.50, wood shafts-\$1.75 each. Discount Golf, Box 783, Rockville, Md. 20851.

**FOR SALE:** 18 hole, par 3 golf course (1200 yards), club house with snack barn and game room. Large barn, large putting green, irrigation system, 2 ponds and all equipment included. Lights for evening play, plenty of parking. Located in Reinholds, Lancaster County, Pennsylvania. Owner retiring, will consider first mortgage. Hauenstein Agency, Inc., 1433 West Main Street, Ephrata, Pa. 17522. 717 733-4158 or 215 267-6251.

**WILLOW GREEN GOLF COURSE** — Nine holes, 85 acres, clubhouse and cocktail lounge. 4 miles east of West Bend, WI. Personal conference only. William T. Marth. 414 338-1821 or 414 334-5652.

**9 HOLE GOLF COURSE,** driving range. 2d 9 laid out, 145 acres. Ed Mattson, Box 785, Folkston, Ga. 31537.

## WANTED TO BUY

**SOIL SHREDDERS WANTED.** Large tractor loader fed type Lindig and Royer Soil Shredders wanted. Turn your surplus shredder into cash. Contact by telephone or write with full details about your shredder. R. N. Duke, 1184 Plains Road East, Burlington, Ontario L7S 1W6. 416 637-5216.

## HELP WANTED

Field representatives (2) for national golf organization, one for New York/New England, one for Plains States. Seeking college-educated self-starters with interest in diversified golf promotion and skills in communications. Business background helpful. Considerable travel. Salary plus expenses. For possible interview, submit resume and complete particulars to Box 179, Golf Business, Box 6951, Cleveland, Ohio 44101.

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# golf business

## ADVERTISING SALES OFFICES

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# Viewpoint

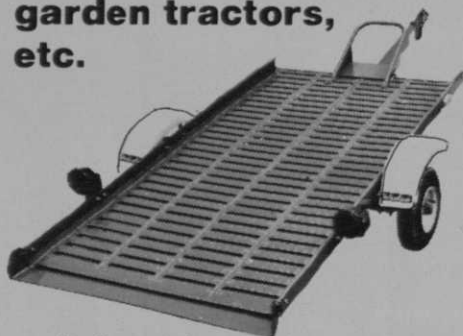
## Why be a golf course superintendent?

Who needs it? The prestige and pride in presenting the golf world with a beautiful, well-manicured golf course often attracts new blood into the golf turf management field. A young person loving golf, working summers on a golf course, caddying, and maybe excelling to be selected as an Evans Scholar is sometimes drawn to a career in golf course maintenance — but may grow to regret this choice. This career has attracted several thousand to major in golf turf management in college. It has grown to the point where there are no jobs available in their "love" so they have had to wait several impatient years as an assistant or in a lower position hoping for the opportunity to become the superintendent. Is it worth it? Others not finding or accepting such a lower position may have altered their objective by entering another turf related career. Not having achieved their primary objective, they are probably still looking with envy at those working as superintendents. If they have never worked as a superintendent, then it will probably be difficult to convince

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them how fortunate their career direction has been.

After a few years as a golf course superintendent many accept their destiny without thought of recourse or changing. These superintendents must have a special quality which permits one to disregard a profession with so many frustrations. Others not having this quality become restless and depressed and start searching for a way out. Many want out, but are reluctant to move because of age and fear. These are unhappy superintendents who continue to do an adequate job in spite of themselves. How sad.

If it were possible to obtain the data from country clubs, owners, and superintendents, we believe that these questions would present some interesting conclusions:

To clubs/owners: How old is your course and how many superintendents have there been during this period? How many were fired? Why? How many resigned? Did you find out why?

To superintendents: Age? How long a superintendent? At how many courses were you the superintendent? Why did you change jobs? Would you pursue this career again?

Most country clubs, resorts, and public courses do not deserve an experienced and dedicated golf course superintendent. Many who have this caliber of person aren't really aware that they have a very special person in their employ. The superintendent is expected to be a master magician, which often leads to ulcers, alcohol, divorces, heart attacks, and breakdowns.

Austere budgets, equipment failures, lack of supplies, unfavorable weather conditions, poorly constructed courses, inadequate irrigation, and the golfer are but a few of the forces in the daily life of the superintendent. One man is coping with all of these forces without a supporting management team. Multi-course operations cannot be compared to 18-hole golf courses which are the majority.

### ATTENTION: MIDWESTERN GOLF COURSE SUPERINTENDENTS!

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The 18-hole course superintendent is alone without a secretary, a purchasing agent, and often even a mechanic. During the height of the season the job becomes 7 days a week, 10 or more hours a day. Break that down into hourly wage. Freedom is certainly there, and one can work without controls or direct supervision. But, considering all the positive aspects of the profession of golf course superintendent, is it worth it?

A large percentage have inadequate salary, no health plan, no retirement program, no job security. Extended sickness could be loss of employment. Other uncontrollable situations can also result in loss of employment. How much more untenable can a job be? The businessmen golfers playing your course wouldn't work one day under those circumstances, yet they expect you to do so.

Consider the young man graduating from college anxious for "his" golf course. Benefits, hours, job security, and sometimes salary mean nothing. But after about 10 years his thinking should start to change. If it doesn't, then in terms of our society, his values are questionable.

Employers of golf course superintendents not presenting their most valued employee with decent conditions, benefits, and salary deserve a high rate of turnovers, frequent turf problems, and marginal golf course conditions. Superintendents staying in such positions deserve what they are getting: little or nothing. The smart superintendent has said "Who needs it?" and moved on when the employer was hardheaded or simply couldn't afford to produce favorable employment conditions. Former superintendents who have moved on, upwards or sideways into the turf industry have no regrets and profess that they would never be a superintendent again.

The status level of the superintendent will never rise until pressure groups are formed to insist the demands are met. If this is not done, then why be a golf course superintendent? Who needs it?

**Author's note:** A good first step would be to hand this article to your greens chairman or employer. Or place the article on bulletin boards, as it is directed at the employer and to open the eyes of those going into or new in the profession. Others know it.

**Gene Burress, CGCS**  
Supervisor of golf  
Cincinnati (Ohio) Recreation Commission





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