



IOWA

Professional Golfers' Association of America



N E W S L E T T E R

President

JOCK OLSON

Vice-President

JOE HAWKINS

Secretary

DICK LANE

KIRK STANZEL, Executive Director

MAY

1989

KIRK'S CORNER

May is the month that grass grows, the flowers bloom and the leaves fill the trees. May is also that time of year that the golfers come out in full force. There is the first Lady's Day, the first Men's Stag and maybe even a couples event. Gentlemen, we are into the golf season.

Sometimes we get so wrapped up in our own business that we need to be reminded that we are all small parts of a much bigger picture. As PGA Professionals we are looked upon as the leaders of golf at our courses and clubs. Often times how the public views the individual is also how that person perceives the Associations. There is a great deal of responsibility on each and everyone of us to protect professionalism and business like manners that the whole Association would be proud. We as golf professionals are proud of having the letters PGA behind our names. Make sure that through your actions the PGA is equally proud to have your name in front of those letters.

ATTENTION APPRENTICES

Remember you have to be registered before the Oldsmobile Scramble section tournament. Orientation dates are June 19 Finkbine G.C. Iowa City, August 17 Beaver Hills G.C., Cedar Falls, October 15 Fall Meeting and Merchandise Show.

IOWA SECTION - PGA AND IOWA GOLF ASSOCIATION LAUNCH MEMBERSHIP DRIVE IN "SPECIAL CLUB"

The leaders of the Iowa Section - PGA and the Iowa Golf Association have joined forces to start a new programs, THE TOP 100 CLUB.

The purpose of this "Special Group" is to bring together the business and community leaders of Iowa and Western Illinois, who through their financial support will be the major supporters of junior golf and youth related programs that the Iowa Section - PGA and the Iowa Golf Association already have in place. It is the feeling of both Associations that this program will elevate our junior golf and scholarship activities to the highest level. Golf Professionals and Board Members of both Associations will be receiving more details in a separate mailing.

With a motto of "Iowa's leaders helping our future leaders through golf," Larry Hartzell, membership chairman and Kirk Stanzel, Executive Director feel with the support of both Associations this program will have an enormous impact on golf in Iowa.

PRESIDENT'S REPORT

Well, we are definitely off and running now. The welcome rains have come and it seems that everyone is happier about that - especially the superintendents.

I have been keeping in constant touch with Kirk and everything in the office seems to be running smoothly. Our efficient staff is staying current with the ADP requirements which is financially important to us.

I understand that tournament participation is excellent. I am sure due, in large part, to the extra money added to the Pro-Pro's by SPALDING. Also, to everyone's surprise nice weather was experienced at the Hyduk tournament which is extremely unusual.

Speaking of the Hyduk, our most recent Board of Director's meeting was held there. One of the most major decisions made was to discontinue Golf Expo as a project of the Iowa Section. After many hours of meetings over the past two months, the Board reached this conclusion based on the declining attendance and amount of work versus amount of exposure for the PGA professional.

Also, the Officers of the Iowa Section will meet in the near future with PGA Tour officials to discuss any possibilities of a Hogan Tour event in our Section. This is simply an informational meeting and we have no plans at this time of co-sponsoring one of these events. Have a successful May and if you get a chance to play keep it down the middle.

Jock Olson

UPCOMING EVENTS AND TOURNAMENTS

MAY

22 Pro-Director, Beaver Hills C.C.

JUNE

- 4 Keokuk Pro-Member, Keokuk C.C.
- 5 Senior-Junior, Gates Park G.C.
- 9 2nd Apprentice Qualifying, Jester Park G.C.
- 10-11 Albia Pro-Am, Albia C.C.
- 12 Pro-Sponsors, Clinton C.C.
- 16 Iowa Section Junior Qual., Various Sites
- 17-18 Alzheimers Benefit Pro-Am, Lake Panorama National G.C.
- 19 Miller Lite Pro-Am, Finkbine G.C.
- 25 Midland Pro-Member, Midland C.C.
- 25-29 IPGA Junior Golf Academy, Pheasant Ridge G.C.
- 26 Amara VIP, Finkbine G.C.
- 30 1st Annual Ankeny Inv. Pro-Am Scramble, Otter Creek G.C.

*A man is not old until regrets
take the place of dreams.*
— John Barrymore

*To err is human, to forgive is divine—
but to forget it altogether is humane.*
—Gloria Pitzer's SECRET RECIPE REPORT

TOURNAMENT RESULTS

April 10: Pro-Pro Draw, Ottumwa C.C.
Host Professional - Bob Moreland

29 Professionals

Individual	Score	Team	Score
1. Kevin DeNike	71	1. Jeff Smith	69
2. Curt Schnell	74	Jerry Johnson	
3. Jerry Johnson	74	2. Bill Wood	70
		Joe Hawkins	
		3. Mike Hall	70
		Curt Schnell	
		4. Kevin DeNike	70
		Joe Ward	

April 17: Pro-Pro Select, Edmundson C.C.
Host Professional - Jeff Smith

38 Professionals

Individual	Score	Team	Score
1. Ken Schall	65	1. Joe Hawkins	64
2. Dave Edwards	68	Ken Schall	
3. Dave Pfister	69	2. Kevin DeNike	64
		Dave Pfister	
		3. Mike Hall	64
		Dave Edwards	
		4. Larry Gladson	64
		Brad Zeitner	

April 24: Walt Hyduk Open, Indian Creek G.C.
Host Professional - Gary Louvar

54 Professionals

Individual	Score
1. Ken Schall	65
2. John Bermel	65
3. Joe Hawkins	66
4. Larry Gladson	67
5. Curt Schnell	67

NATIONAL GOLF DAY DONATIONS

Dear PGA Members and Apprentices:

Did you here about the guy who was too tight to donate? He applied for a scholarship for his son. He received a letter back saying No! Lack of funds due to lack of donations to National Golf Day. Don't let this happen to you.

What are you and or your golf facility doing for National Golf Day June 11?

Some ideas: raffle, golfathon, personal donation jar, golf events (charge and extra \$.50 or \$1.00 and donate it to National Golf Day). The money can be sent to the National office c/o National Golf Day or to myself.

Goals for 1989 are \$3,500, this is approximately \$20 per person. Gentleman, this is a very realistic goal. Remember, half the money raised is returned to the Iowa Section to be distributed to the charities of our choice. Do something this year for National Golf Day and we will be the winners.

George Stephenson, Chairman
National Golf Day

VIEWS FROM OUTSIDE

The following is an excerpt from a letter that Rich Williams of the National PGA wrote following our long Range Planning meeting.

Dear Kirk:

Good to see you and Kathy again and it sure looks like everything is going great. I know you made the right move. The Section has some great thinkers and will always have some very progressive objectives. I'm also amazed at the cooperation you get from the Iowa members. They always seem so willing to help. I would appreciate it if you would relate my thanks to all who attended in your newsletter.

Sincerely,

Rich Williams, Manager
Section Affairs

EMPLOYMENT

Position Open: Head Professional

Lebanon Country Club
Lebanon, Missouri

18-hole, progressive private club
300 golfing members

Deadline: June 1, 1989

Contact office for more information

HELP WANTED!!

The Sections Junior Academy needs your help. We still are in need of instructors. Please call Kevin Dorrington (319)266-9172 or Jake Smith (815)772-7708. This program is a major project and the Section needs your support.

THE CHANGING TIMES

As of May 1 the Section office has gone to summer hours. The office hours will be 7:30 AM to 4:00 PM Monday thru Friday. The office will be closed Monday, May 29.

REMEMBER: We have a telephone answering machine, so leave a message and we will get back to you A.S.A.P.

FOR SALE:

Panasonic color video camera with power zoom lens and electronic viewfinder. Also, Panasonic Omnivision VCR (VHS) player/recorder; remote control.

Complete Package \$475.00

(Can work for golf lessons)

Call: Ross deBuhr
Hyperion Field Club
(515) 276-1596

FOR YOUR INFORMATION

* 1989 National Long Drive Qualifying will be held:

June 5, Willow Creek G.C., Des Moines
June 17, Lake Panorama National G.C., Panora
June 17, Fort Dodge C.C., Fort Dodge
June 19, Finkbine G.C., Iowa City

* Get your "Birdie Cards" into Oldsmobile. We are running behind last year. Apprentices remember you must be registered in the Apprentice Program before the sectional tournament.

* Get your entries in for the Pro-Director May 22 at Beaver Hills and the Pro-Sponsor June 12 at Clinton C.C.

* Do your junior golfers a favor and remind them of all upcoming junior events that are offered by the PGA and IGA.

* Ed Biehl, host professional for the Keokuk C.C. Pro-Member June 4 stated that he still has some openings in this event. Ed said that if you as a head professional can't make it, maybe your assistant could play. Contact Ed at (319)524-2002 A.S.A.P.

* The main reason our National PGA Junior Championship Qualifying is such a great success is that Hank Stukart and his members at the Arsenal Golf Club in Rock Island do such a great job of putting on an outstanding tournament. The tournament will be held Friday, July 7 and the deadline is Friday, June 30. Please promote this event to your boys and girls.



Education...

The mind is like the stomach. It is not how much you put into it that counts, but how much it digests.

—Albert Jay Nock.

PGA EMPLOYMENT MATTERS

* No end in sight for the golf boom is seen. Projected estimates sees increase from 20 billion to a 40 billion dollar industry.

* 40% of the new golfers in 1988 were women. Are clubs and facilities prepared to handle them?

* The average age of the golfers is 37.9 in 1988 as compared to 39.4 in 1986.

* 15% of the new golfers were teenagers in 1988.

* Only 110 new courses were opened in 1987. Only 102 opened in 1986. 1988 had 213 under construction, however, 366 are needed for the projected growth of the game each year from present to the year 2000.

* Of the 213 new courses opened in 1988 only 47% were designed for public play.

* Golfing participants have grown 24% over the last 2 years.



GOLF ACTION

After all, as every golfer in every land will attest after a good round, it may well be the best game ever invented.

—Herbert Warren Wind, quoted in The Catalog from Golf House, 1988-1989, USGA

PLEASE NOTE!!

The Section Qualifying for the Hardee's Golf Classic at Oakwood C.C., Coal Valley, IL will be held Thursday July 13, 1989 instead of Thursday July 6 as earlier announced.

OLDSMOBILE SCRAMBLE TWO NATIONAL CHAMPIONSHIPS



OLDSMOBILE SCRAMBLE - 1989 CHANGES

The 1989 Tournament Planner will be sent to only those PGA professionals who return a Birdie Card. When the Scramble Office receives your Birdie Card, you will be contacted to establish a date to ship your tournament material.

Two Divisions - Two Chances to Win - Teams playing in the 1989 Oldsmobile Scramble will have two chances to win! Through the Olds Scramble Handicap System, each Sectional tournament will be sending a gross and net division winner to the National Finals. The Gross Division Champions will move on to the Gross Division National Finals which will be held October 13-16, 1989 at Walt Disney World. The Net Division Champions will move on to the Net Division National Finals which will be held September 22-25, 1989 at the Grand Cypress Resort where they will be joined by Nancy Lopez and other top rated LPGA Tour Professionals.

BUSINESS SCHOOL

The following have passed Business School I:

Tom Hein, Pleasant Valley G.C., Iowa City
Mike Hainline, Indian Bluff G.C., Milan, IL
Jim Blackmore, Eagle Ridge G.C., Galena, IL
Jim Batterson, Burlington G.C., Burlington
Jim Staub, Ellis Park G.C., Cedar Rapids
Lee Smith, Carroll C.C., Carroll
Larry Rossow, Newton C.C., Newton
Dan Torrance, Gold Hills G.C., Colechester, IL
Patrick Mooney, Indian Bluff G.C., Milan, IL
Bill Wood, Davenport C.C., Davenport

The following have passed Business School II:

Lynn Rosendahl, Echo Valley G.C., Des Moines
Shane Marvelli, Waveland G.C., Des Moines
Steve Hutton, Rock Island Arsenal G.C., Rock Island, IL
Gale Gilbert, Jester Park G.C., Granger
Mike Felderman, Eagle Ridge G.C., Galena, IL
Dan Piecha, Jester Park G.C., Granger

WHAT IS A CUSTOMER? (Part I)

A customer is the most important person in any business.
A customer is not dependent on us. We are dependent on him.
A customer is not an interruption of our work.
He is the purpose of it.

—Ann Landers

REMINDER: BE ON TIME!!!

Entry forms must be in the Section office by 4:00 PM the Monday before a section event. Entries will not be accepted after that time due to the necessary paper work to the host professional. A telephone call prior to that time will be acceptable.

MEMBERSHIP COMMITTEE REMINDERS

All members must file a PGA Member Change Form for the following:

- * Change of Employment (see PGA Constitution)
- * Mailing Address
- * Section transfer
- * Change of Member Classification

Send to PGA of America

All apprentices must file within 30 days a Change of Employment Status Form when:

- * Employment status changes
- * Employer (Class A) changes

NOTE: An Employment verification Form - signed by previous employer must accompany this document - send to Apprentice Department/PGA of America.

All three forms are available at the Section Office.

IOWA SECTION - PGA 3800 WILSON AVENUE SW, CEDAR RAPIDS, IOWA 52404

