QUESTOR SALES EARNINGS UP
TOLEDO, OHIO—Questor Corp., the parent company of Spalding, reports net sales for 1971 were up over $23 million from 1970. Sales in 1971 were $286,359,000 as opposed to $263,986,000 in 1970.

Spalding, which is one of the principal product groups of Questor, reported sales up 12 percent from 1970. Sales reached $77,475,000 for Spalding last year as opposed to $69,180,000 in 1970.

Sales for Questor for the first quarter of 1972, ending March 31, rose 15 percent from the same period in 1971. Sales were $75,715,000 as compared to $65,532,000 for the same period in 1971.

TORO EXPANDS EEC; DROPS LANDSCAPING
MINNEAPOLIS—The Toro Company has expanded the operations of its Environmental Erosion Control (EEC) division, Puyallup, Wash., into Hayward, Calif.

David McLaughlin, president of Toro, announced that the company is withdrawing from the landscape contracting business at Landscaping, Inc., Mountlake Terrace, Wash. Landscaping, Inc., was acquired by Toro in May 1971. "Landscape contracting," McLaughlin says, "has proven to be a localized labor-intensive business that does not appear to lend itself to efficient systemization on the national scale."

EEC establishes grasses, legumes and similar cover through hydro-mulching and aero-seeding, especially in areas where high wind or water erosion work to strip away topsoil as a result of construction or strip-mining. Unlike the landscape contracting business, the operations of EEC are dependent on advanced technology and adaptable to labor-saving equipment McLaughlin indicated.

FTC REQUIRES CARE LABELING ON APPAREL
WASHINGTON, D.C.—A new regulation issued by the Federal Trade Commission requires that all wearing apparel bear permanent labels that contain instructions for their care and maintenance.

The rule, effective July 3, 1972, applies to all garments and hosiery, domestic and imported, leaving a manufacturer's plant after this date. The FTC ruling does not extend to other footwear and articles used exclusively as hand or headwear.

Instructions on care and maintenance of each article must include regular care and maintenance necessary during the ordinary use of the article (washing, drying, ironing and dry cleaning) and any special maintenance procedures which should be followed. The labels must remain legible and affixed to the garment for the useful life of the article. The FTC will also consider individually any petitions by manufacturers for exemptions under the rule. Examples of exemption might be specific articles which retail for under $3 and are completely washable under normal circumstances, or if affixing a label would be impractical because of the physical characteristics of the article.

NGF ELECTS OFFICERS
PALM BEACH, Fla.—Robert D. Rickey, vice president of MacGregor/Brunswick, was named president of the National Golf Foundation at the annual spring meeting held April 24 at La Coquille Club, Palm Beach, Fla. Other officers for NGF are E.R. Woolley, Acushnet, vice president, and Arthur Goettler, Sporting Goods Manufacturers Assn., secretary-treasurer.

Named to the Executive Finance Committee of NGF were: Vaughn Clay, Dunlop Tire & Rubber Corp., Chairman; Mark Cox, Victor Golf Company, PGA Div.; Fred Kahn, Wilson Sporting Goods Company; William Kaiser, Hillerich & Bradsby Company; Rickey, and Woolley.

Members of the board of directors of NGF are: Clay, Cox, Goettler, Kaiser, Rickey, Woolley, Joseph Graffis, Golf Magazine and Golfdom; Richard Kurrasch, Uniroyal; Howard Nannen, Spalding and William Sovey, Ben Hogan Company. William Kaiser was also named chairman of the membership committee.

At the Sporting Goods Industry’s annual spring meeting, also held at La Coquille, Paul MacDonald, Dunlop Tire and Rubber Corp., was elected president. James Hansberger, Ram Golf Corp., was elected vice president and Earl Collings, Faultless Golf Products, secretary-treasurer. Officers of the National Assn. of Golf Club Manufacturers are: James Butz, Victor Golf Company, PGA Div., president; James Shea, Spalding, vice president, and Karsten Solheim, Karsten Mfg. Company, secretary-treasurer.

CLUB CAR EXECUTIVE AUTHORS BOOK
AUGUSTA, GA.—Robert L. Balfour, vice president, marketing and sales of Club Car, Inc., is the author of a book titled A Nobody Gives Hell to Everybody. The 235-page book was conceived and written in motel rooms during the many sales trips and meetings he has attended in conjunction with his duties with Club Car.

Balfour, who traveled extensively with the late President Dwight D. Eisenhower, speaks freely on a myriad of public issues, from women’s liberation to liberalization, with heavy taxation on gambling and prostitution.

"A Nobody Gives Hell to Everybody" is published by Vantage Press, Inc., 516 West 34th Street, New York, N.Y. 10001.

NATIONAL GOLF DAY DISBURSES $145,000
PALM BEACH GARDENS, Fla.—Eight educational and charitable organizations have received shares totaling $145,000 from proceeds of National Golf Day, 1971.

That is the amount amateurs
throughout the United States contributed, $1 each, to match their scores, less handicap, against four professional champions. Since 1952, more than $1.7 million has been disbursed to charitable organizations, according to George Chane, new president of the National Golf Fund, Inc.

The greatest share of the 1971 proceeds, $38,425, went to the 27 area golf associations that support caddie scholarships.

National Golf Day, 1972 was held May 30 at Canterbury GC, Cleveland, with Jack Nicklaus, Lee Trevino, Kathy Whitworth and Jo Anne Carner.

WORLD GOLF HALL OF FAME PLANNED

PINEHURST, N.C.—The Golf Writers Assn. of America (GWAA) has entered into negotiations with the Diamondhead Corp., owners of the golf complex here to build a World Golf Hall of Fame.

The hall will encompass all the attributes of the baseball and football hall of fame concepts and will be located at the major intersection entering Pinehurst. The building will cost an estimated $2 million. GWAA president Kaye Kessler has announced that plans are under way to get the building started soon. William H. Maurer, president of Diamondhead said that with the golf writers behind the venture, the hall will be completed within one year.

Members of the GWAA will comprise one-third of the board of directors, tentatively set at 15, and will nominate all candidates for entry into the shrine.

VICTOR SALES, EARNINGS UP

CHICAGO—Victor Comptometer Corp. announced here that sales and earnings for the first quarter of 1972 were sharply higher than that of the same period of 1971.

Ending March 31, 1972, sales of $44,939,626 were recorded. This is 22 per cent above the $36,829,068 recorded a year ago. Earnings advanced to $578,592 from $404,692, a 43 per cent increase.

Victor Comptometer Corp. is the parent company of the Victor Golf Company, PGA Div.

ED SMOCZYNISKI and BOB MADARY have been promoted within the Victor Golf organization. Smoczynski moves to the PGA Div. where he will assist National Sales Manager Ken Devine. Madary replaces Smoczynski as sales administration manager.

LARRY ROBINSON has joined Parmate Golf Gloves and will cover Long Island, Westchester and Connecticut clubs.

WALLIS G. PHILLIPS was elected vice president of sales, Etonic, of the Charles A. Eaton Company. Phillips was formerly national sales manager of the Etonic Div. He has been with the Company since 1965.

FREE!

one green gripper towel

And an introduction to the hottest new sports accessory in years! GOLFERS, BOWLERS, TENNIS and TEAM PLAYERS prefer Green Gripper—the patented, scientifically treated towel to wipe on control and power. It's the modern replacement for rosin bags, pine tar towels, and sticky sprays.

Make BIG PROFITS on this year-round REPEAT SALES winner!

Gentle, odorless, clean and convenient. The all weather Green Gripper comes in a handy carrying pouch carded for rack display. $1.00 suggested retail.

Write for your FREE sample and prices. RUSH—it's sports season right now!

VUKAS PRODUCTS, Inc.
P.O. Box 1022
Ann Arbor, Mich. 48106
For more information circle number 196 on card

HORNUNG'S CLUB CLEANER

Cleans 3-4-5 irons at one time

Safe for Woods

FULLY GUARANTEED

$275 as Shown

$300 with thermostatically controlled heating element

$350 with 25c coin slot

FOB Fond du Lac

Phone or Write
HORNUNG'S PRO GOLF SALES, INC.
41 E. Bank Street, Fond du Lac, Wis. 54935 414/922-2640

For more information circle number 266 on card

MAIL ORDER ACTION

Classified advertising in GOLF Magazine and SKI Magazine provides a one-two punch for Mail Order Sales and Inquiries. For details contact:
Frank Brennan
GOLF/SKI
235 East 45 St.
New York, N.Y. 10017
PLANNING A GOLF COURSE?

If your organization is planning a golf course, obtain advice from experienced golf course contractors, who are members of the Golf Course Builders of America.

Golf Course Builders of America
632 Shoreham Building
Washington, D.C. 20006

FOGERTY FIRST MASTER PROFESSIONAL

ST. LOUIS—JIM FOGERTY, head professional at Sunset Hills CC, has become the first master professional of the Professional Golfers’ Assn., according to president Warren Orlick. The master professional classification is the highest that can be achieved within the PGA. The qualifications require completion of two home study programs, attendance at a university-level executive management seminar, preparation of a thesis on golf instruction and at least 10 year’s service as a head professional. The master professional classification was established in 1969. The 64-year-old Fogerty started out as a caddie at age 11 and has been a professional at Sunset Hills since 1946.

WALTER HAGEN GOLF EQUIPMENT COMPANY introduces the American Lady woods and irons. The inexpensive, yet playable, set is designed for the woman who plays an occasional, social round of golf. The clubs feature standard-flex lightweight steel alloy shafts and composition grips. The woods are finished in crystal blue over a Strata-Bloc base. Clima-Gard treatment of the woods seals out moisture for longer playability according to the company. Irons are highly polished chrome with improved weight placement.

LELY introduces a new turf saver precision broadcaster that is ground driven and features flotation tires. The Model WGR can be used as a fertilizer broadcaster, as a seeder and for broadcasting granular chemicals. A special kit is available for use in broadcasting sand and salt for snow and ice control. It features a centrifugal forced feeding spreading mechanism that assures a wide uniform spread pattern up to 52 feet. The WFR can be operated behind a tractor, truck or any vehicle with a hitch, at speeds from 3 to 10 miles per hour. The model has an 800-pound hopper capacity.

NEW ENGLAND UNION COMPANY, INC., introduces two pop-up sprinklers to its Leisure Time line of underground sprinkler equipment. Bronze constructed models SP2 and SP3 install flush with the ground and pop-up to maintain one and one-eighth and two-inch rises, respectively. High rise reduces spray deflection, giving uniform irrigation. The sprinklers are designed to accommodate a full line of mist and jet spray nozzles. They can be self-installed.