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PGA REQUIRES GOLF-RELATED COURSES FOR MEMBERSHIP

LAKE PARK, FLA.—Playing ability in a golf club professional has always been essential, but this talent alone is not enough to handle the broader range of responsibilities that now make up the position.

In an effort to ensure that future club professionals have the widest possible range of appropriate skills, Professional Golfers' Assn. President, William Clarke, has announced that 11 business schools will hold classes under the tutelage of highly regarded PGA professionals, who will attempt to "teach the teachers how to teach." In addition, there will be classes for beginners in the golf profession that will include history, structure and current operations of the PGA; golf shop operation; club fitting, sale and repair; public relations, course design, construction and maintenance, and lessons

in first aid.

The classes are divided between Business School II (outdoor sessions), which ran October 28 to November 2 in Biloxi, Miss., and Business School I (classroom instruction), to be held March 24 to 29 in Worcester, Mass.

It is now a requirement for PGA membership that programs in both schools be successfully completed, but not necessarily in the same season.

VICTOR SALES INCREASE

CHICAGO—Victor Comptometer Corp. earnings for the third quarter and the 1973 nine-month period were above those of a year ago, the company reported here. Sales in both periods were at record high levels. Net earnings during the third quarter of 1973 were \$2,332,721 or 41 cents a share, compared to \$1,778,050 or 32 cents a share in 1972.

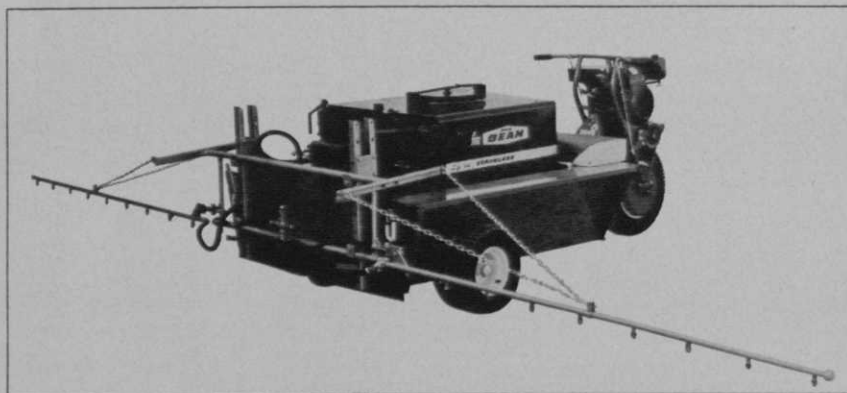
JANTZEN NAMES GOLF TECH EXCLUSIVE GOLF/TENNIS SALES AGENT

TORRANCE, CALIF.—Through its Golf Tech marketing division, Simmons International has been appointed by

Jantzen of Portland, Ore., as the sole sales agent for the Jantzen line of golf and tennis apparel and related sportswear in the United States.

Under terms of the agreement—signed for Jantzen by Charles Coe, assistant to the president, and for Simmons International by Executive Vice President, Carl A. Horn, Golf Tech's network of 43 national sales representatives and company sales managers will market the Jantzen Open sportswear line at pro shops, golf specialty stores, golf schools and tennis shops. Golf Tech's fleet of 35-foot motor home showrooms was a major factor in the selection of the fast-growing Torrance based golf equipment company as the sole United States sales agent for Jantzen's golf and tennis line. "Bringing together a major soft goods line and a golf equipment line in luxurious mobile display rooms makes the job of examining and ordering merchandise far more convenient for the golf professional," Horn said. "He now can spend much less time shopping for the two most important product lines in his shop."

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