

manufacturers — Dunlop, Spalding, Slazengers and Penfold. These four account for between 90 and 95 per cent of all sales.

Clubs, of course, are in a different category. Many smaller companies — particularly in Scotland—still manufacture them by hand. Their business is steady, if small, compared to the larger companies. As a result the influx of foreign clubs does not endanger their livelihood.

Unlike the Federation, individual companies—such as Dunlops—are loathe to reveal figures of any description. Even a percentage increase, or decrease, of sales is not something they care to pass on to the Press, the world at large, or their competitors in general. In fact, they are jealously guarded.

As one representative put it: "We don't want to let our rivals know what sort of business we're doing, do we?"

But one thing is certain. Any firm or company connected with the manufacture of golfing equipment is not going short of a crust.

AND THIS IS HOW THE MONEY GOES

Sales of golf balls

1957	406,000 dozens
1958	417,000
1959	481,000
1960	500,000
1961	530,000
1962	507,000

Sales of golf clubs

1957	308,000
1958	314,000
1959	339,000
1960	367,000
1961	437,000
1962	464,000

Imported clubs

1959	Negligible
1960	£64,000
1961	£153,000
1962	£215,000

★

Subscriptions are overdue

★

Did you help your
Section Secretary
and Treasurer
by paying up
promptly?

★

An opportunity for greenkeepers to give their views before a new product is marketed. Send your opinions to the Editor now and he will pass them on.

The Editor,
The British Golf Greenkeeper.
Dear Sir,

We have been asked to produce a product combining the soil-conditioning properties of Alginure with the NPK value required for top quality turf.

Whilst this is possible from a technical point of view, we should be most grateful if you could advise us—possibly through your readers?—if the price of such a product, which it is estimated would be approximately 125/- cwt., would be acceptable to those people who are interested in creating and maintaining high-quality turf.

We thank you in anticipation of your valued opinion and advice.

Yours faithfully,
OXFORD HORTICULTURAL
LABORATORIES, LTD.