

## College Grads Staff Pendleton Pro Shop

With the hiring of Bill Hartley, former Wake Forest College athlete, Len Kennett, pro at Marine Memorial course, Camp Pendleton, Calif., has rounded out his pro shop staff with college graduates.

Kennett has a degree from the University of Southern California, while Peggy Stordahl, the third member of the staff, is a Compton College graduate. Peggy specializes in selling women's sportswear and also keeps the shop's books.

The hiring of Hartley is in keeping with a policy Kennett adopted several years ago when he became a full fledged pro. He feels that the confidence that comes with college training gives the man with a varsity background an advantage over the fellow who hasn't gone beyond high school. It is

### Golf Ball Sales Up

Golf Ball Manufacturers Assn. reports that a total of 3,138,962 dozen golf balls were sold during 1955. This is an increase of nearly 500,000 dozen or 18 per cent over the previous year.

This confidence, Kennett continues, that makes the college graduate more resourceful and aggressive and thereby capable of handling pro shop problems a man without this training might hesitate to tackle.

"Furthermore," says Kennett, "the contacts with other students the college man makes while going to school, and the fact that he has had four years in which to learn a great deal about the art of self-expression, are invaluable to him in dealing with people. Since about 80 per cent of a pro's work comes in handling people, I look for an assistant who has the knack of doing this."

### Was Basketball Star

The Marine Memorial pro reveals he hired Hartley in preference to other applicants with more experience because the ex-Wake Forest golfer came closer to meeting Kennett's specifications than any other man who was interviewed. Besides being one of the best golfers in the collegiate ranks while in school, Hartley was a basketball star. He captained the southern college's court team in his senior year.

The 18-hole Marine Memorial Course was built and is maintained by profits made by the Camp Pendleton post ex-

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change. Many of the golfers who play the course are battle casualties in various stages of rehabilitation. A nearby naval hospital also sends many of its patients, who are on the road to recovery, over to Pendleton for golf outings. The result is both Len Kennett and Bill Hartley are kept busy seven days a week giving group as well as private instruction and handling the hundreds of details involved in keeping traffic moving on a busy military course.

But busy as they are, Kennett and Hartley enjoy every minute of it. "Helping a fellow fight his way back to health," says Kennett, "is the most satisfying experience a man can have. The problems you run into in teaching many of these handicapped vets are vastly different and more difficult than you'd encounter elsewhere, but it's amazing how these fellows respond to any bit of help you are able to give them."

In addition to helping in rehabilitation work, Kennett and his assistant conduct five group classes a week and spend a great deal of time giving individual instructions. Two Marines who have won club championships are graduates of group lesson courses, and several Marine wives, who have attended the classes, have been strong contenders in various sectional tournaments held in and around Camp Pendleton. Juniors and beginners also get their share of attention with special classes devoted to teaching them the fundamentals of golf.

### FTC Drops Injunction Against Spalding

A. G. Spalding & Bros., Inc., has agreed to give the Federal Trade Commission 30 days' notice of any move which would tend to destroy the corporate identity of Rawlings Mfg. Co. Spalding bought Rawlings stock in a \$5,698,000 deal in December.

FTC dropped proceedings seeking an injunction against the acquisition of Rawlings' stock when Spalding agreed to notify the commission of any plans to drop the name, Rawlings, dissolve the sales subsidiary of the newly acquired company, transfer Rawling personnel to Spalding, discontinue any Rawlings sales branches, transfer more than 10 employees from Rawlings plants, or transfer equipment to or from any Rawlings plants.

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