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Golf Business News

Worthington Named Sales Engineer for Orangeburg

Orangeburg Manufacturing Co., a division of Flintkote Co., has appointed sales engineer for asbestos-cement pressure pipe, gravity sewer pipe and irrigation pipe in the Pittsburgh sales district. Worthington, who attended Ohio University in Athens, has been in the clay pipe industry for about 12 years. He is a member of the American Water Works Assn. and belongs to two state associations. The Flintkote line is produced in a new plant located in Ravenna, O.



AMF-Hogan Markets All Fiberglass Umbrella



The golf umbrella made by AMF-Ben Hogan is said to be the first all fiberglass copy introduced to golfers. It is made entirely without steel. The manufacturer says that the umbrella retains its original

shape even though handled vigorously, and gives the user safety, durability and beauty. The interior coated 100 per cent acrylic nylon cloth is washable or can be dry cleaned. The umbrella is available in avocado green or royal purple in stunning solids.

Southwestern Improves Its Sales Communications

Southwestern Plastic Pipe Co., Mineral Wells, Tex., has installed Bell national TWX communication equipment at both its Mineral Wells and Phoenix plants to provide fast, two-way contact between the sales dept. and distributors in all parts of the U. S. Dial operated, the equipment serves as a direct link between the company's affiliated organizations in Ind., Fla. and Ky.

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Coin Operated Dryer for Dressing Room Convenience

Drimaster, a coin operated hair dryer, made by Drimaster New Dealer Div., Devon, Pa., is said to be for dressing room convenience. It is offered on a free installation plus commission basis, or purchase plan. The Drimaster is referred to as an "air-conditioned dryer", plugs in anywhere and carries an Underwriters Laboratories seal of approval. It is available in wall, portable, roller or deluxe upholstered chair models. Inquiries should be sent to the Devon, Pa. address.



Check! Ryan's New Unit Is Called the Rollaire

The reverse gear roller made by Ryan Landscaping Equipment Co., 871 Edgerton St., St. Paul 1, Minn., was erroneously called the Bellaire in Golfdom in May (page 135). It should have been referred to as the Rollaire. This new unit concentrates weight in a single drum, providing waterfilled pressure of more than 29 lbs. per lineal inch (more than a quarter-ton total).

The reverse gear on the Rollaire makes it easier to get the roller into corners and gives deeper penetration in back-and-forth rolling, according to the manufacturer.

Surface Said to Improve Drainage and Aeration

Wyandotte's Surface for tee and green conditioning is a new application developed by



Wyandotte Chemicals Corp., J. B. Ford div., Wyandotte, Mich. It absorbs water quickly and worked into the soil, assures permanent improvement in drainage and aeration. A mineral aggregate, Turface is specially processed into hard granular particles that act as separators even in sticky, gummy soils while absorbing their weight in water. Thus it stimulates deep root growth, according to the manufacturer. Complete information can be obtained by writing to the Wyandotte firm.

Buyers' Service • P. 127

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Ken Venturi autographed clubs are now being sold in pro shops throughout the country. Venturi (l) spent two years designing the "Star of Quality" line. Bob Rodgers (r) is vp of H. S. Crocker Co., Inc., which designed the packaging for Venturi's line. The Ken Venturi Golf Co. is located in Colma, Calif.

Sales Appointments Announced by Hercules

Appointment of George E. Osburn as sales manager for Hercules Powder Co.'s synthetic department was made in May. He had been manager of sales development for that department for several years. Osburn joined Hercules in 1941 in the research center and subsequently moved into sales.

Hercules also recently announced the appointments of two technical reps in agricultural chemical sales. Dean A. Peterson has been assigned to the Louisiana, Mo. sales office, and Bryson L. James to the Raleigh, N. C. office. Both have served as turf consultants for golf clubs.



Osburn

MacGregor Repeats Offer

To acquaint more players with its DX-Tourney ball, MacGregor again offers a "money back" guarantee, a promotion that was very successful in 1962. According to R. D. Rickey, vp, there was less than one per cent return last year when MacGregor made a similar offer. The DX has been used by four straight winners of PGA driving contests and is sold only in pro shops.

Coffin Is Appointed Smith-Douglass Sales Manager

William H. Coffin has been named district sales manager for a portion of the non-farm Midwest territory of Smith-Douglass Co., Inc., Norfolk, Va. He had supervised non-farm sales in Chicago for the past year and before that was a sales rep in Mich. and Ohio. He now directs sales in S. D., Kans., Minn., Ia., Mo., Wis., Ill. and part of Ind.



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A. G. Spalding & Bros. claims that the 1963 "Dot" is the closest thing to perfection ever attained in the 75-year history of ball manufacturing in the U. S. Every Dot is electronically tested on a Spalding-developed machine designed to check each ball's ability to deliver allowable maximum distance under USGA

rules. Dots are also tested for optimum weight, compression and size. The ball is sold exclusively at pro shops.

Cast Iron Pipe Publishes Second Irrigation Edition

For the second year a 20-page booklet, "Golf Course Irrigation", is being made available by Cast Iron Pipe Research Assn., 3440 Prudential Plaza, Chicago 1, Ill. The booklet has been prepared to help supts. in the selection, design and construction of new systems and the expansion of existing ones. The booklet covers annual rainfall charts, piping assemblies, general design, types of systems, pumping equipment, sprinkler and nozzle spacing and installation methods.

Koener Golf Game Played Indoors or Outdoors

The Koerner Foursome, said to be the most advanced golf game available today, is manufactured by Koener Products Corp., 1107 E. Croxton, Bloomington, Ill. It comes in two models, indoor or outdoor, has a tough non-skid mat for a standing surface and a simulated green is made of a specially processed nubby weave material. A putter is used with the game which has a lighted scoreboard, automatic ball return and a sweep arm that removes the ball from the cup area when it doesn't drop.

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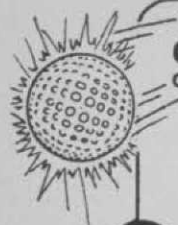
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Peggy Wilson of the Dunlop staff won \$200 on the "To Tell the Truth" TV show by fooling the panel by pretending she was a lady sheriff from Bloody Mingo County, Tex. In the photo with her are (l to r): Carol Channing, Skitch Henderson, Joan Fontaine and Henry Morgan.

Welton and Collett Form Golf Architecture Firm

Kenneth Welton and Don Collett have formed a golf architectural partnership. Their offices are at 5646 Chelsea ave., La Jolla, Calif. Soon to be announced are three new jobs of their design. Collett retains his job as pro at Coronado (Calif.) CC. He has won numerous southern California PGA and Open events and is highly regarded by fellow pros as a competent course

designer. Welton is widely known for his work as a member of the USGA green section staff and for his agronomy and drainage work with the U. S. Dept. of Agriculture. At one time he worked for the noted Canadian architect, Stanley Thompson.

Armour Book on Teaching

"Tommy Armour Speaks" is a booklet on teaching containing the talk that Armour made at a PGA business school in Clearwater. Veteran professionals and assistants who attended the school were so enthusiastic in their praise of the Armour talk as the best they ever had heard on how to teach that MacGregor Golf division of Brunswick Sports had the address printed in booklet form for distribution to professionals and assistants. Those who have not received a copy may get one by writing to MacGregor, Cincinnati 32, O.

Irrigation Planning Service

Staley's Irrigation Planning Service, 580 E. San Madele, Fresno 26, Calif., has been in business for 17 years handling sprinkling system engineering and installation work. It specializes in golf courses, parks, industrial developments and similar projects. Complete information as to its services can be obtained on request.

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Coody Turns Pro and Joins Ben Hogan Staff

Charles Coody, semi-finalist in the 1962 National Amateur, has turned professional and has joined the staff of the AMF-Ben Hogan Co. As an amateur, Coody won 32 tournaments including the Texas and West Texas Amateurs. He received a degree in Business Administration from Texas Christian U. in 1960. He will complete his Air Force service next month and plans to play the tour full time.

Southwestern Pipe Brochure

Plastic pipe for turf irrigation systems is featured in an illustrated brochure available without cost from Southwestern Plastic Pipe Co., Mineral Wells, Tex. Installation and performance benefits are outlined and six methods for connecting plastic pipe to other pipe material are shown.

Turn The Dial; Get The Answer

"Ask the Pro" is one of those gimmicks on which you turn the dial to the question and the answer appears in one of the cut-out windows. It has "cause" and "correction" windows for hook, slice, pull, fade, sky, top, shank, smother, push and scuff problems. Everybody

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Robert W. Gibson, vp, marketing, for Toro Manufacturing Corp., and William D. McNeely, the company's director of sales planning, receive the "Marketing Company of the Year" award from Robert G. Anderson, pres. of the Minnesota chapter of the American marketing association.

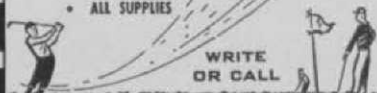
would be a pro if these things worked but this gimmick makes a lot more sense than most of them. The manufacturer is Professional Training Aids, 8430 Grand River, Detroit 4.

Moody Sprinkler Catalog

Moody Sprinkler Co., Inc., Box 240 Arcadia, Calif., has released an illustrated catalog that gives complete information on improved sprinkler heads for all large area needs. It can be obtained by writing to the company.

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Eaton Plans Maine Factory

Construction is scheduled to begin soon on a new Charles A. Eaton Co. plant in Maine. Covering a full acre, the new factory (photo)



will increase the golf shoe company's productive capacity by 50 per cent. It will be approximately 100 x 375 feet and will have fiberglass insulation throughout to reduce noise. The Eaton firm plans to occupy the new structure in the fall.

Kohler Promotes Three Men

According to Kohler Co., Kohler, Wis., three new executive positions have been created and filled in recent weeks. C. A. Pagnucco has been given overall supervision of public relations, advertising and market development, and organizational planning. A. M. Ellrodt, former precision control sales manager, has been put in charge of market research and development for all Kohler products. D. L. Smith, for the past three years assistant to the training director, has been named training director.

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Certain-teed Sets Up Separate Pipe Division

Certain-teed Products Corp. has set up a separate pipe division with headquarters in the Lea bldg., Ambler, Pa., to operate the sales, manufacturing, purchasing and traffic departments of its K & M Asbestos-Cement pipe. Certain-teed acquired the K & M facilities in 1962, thereby becoming the nation's second largest producer of asbestos-cement pipe. M. S. Davis is general manager of the new division; James R. Reichel is general sales manager; Alan F. Nagel is general merchandising manager; Ralph L. Lanz is production manager; and Robert A. Schneider is chief engineer.

Raise Memorial Flag to Pedersen Brothers

A memorial flagpole and flags commemorating the memory of the Pedersen brothers, Paul, Walter and Albert, now appear in front of the Pedersen golf club plant in Wilton, Conn. Three hundred citizens of Wilton, together with Pedersen employees were at the dedication of the flagpole on which the U. S. flag flies above the Pedersen company pennant. At the base of the pole is a bronze plaque on which is inscribed:

The Flag Flies in Tribute to The Pedersen Brothers — Paul 1900-1962; Walter 1893-1959; — Albert 1895-1951 — Master Craftsmen, Gen-

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lemen Sportsmen, Beloved Citizens of Wilton, Founders of The Pedersen Manufacturing Company — May 1963.

The Pedersen brothers' business is being continued by Paul's widow, Winifred R. Pedersen.

Aluminum Frame Improves Fitting of Mats

An extruded aluminum frame that insures perfect fit of entrance mats into recesses is being marketed by the American Mat Corp., 1802 Adams st., Toledo, 2, O. It is said to prevent out-of-square recesses with concave or convex sides, gives longer mat life and greater safety. Recessed mats and frames are factory fabricated and furnished ready for easy installation.

Mallinckrodt Gives Figures on Cadminate Treatment

According to figures compiled by Mallinckrodt Chemical Works, St. Louis 7, Mo., a single ½ ounce monthly treatment with Cadminate gives full protection against dollarspot, copperspot and red thread at only 28 cents per 1,000 sq. ft. of turf. Cadminate has proved to be highly successful in fungus control for the last 10 years. The company points out that if greens are already infected, intensified treatment followed by regular monthly application will bring disease under control.



The tractor-drawn Model 1000 Scotts spreader operates best at six or seven miles an hour speed. Eight feet wide, it is ideal for use on courses, athletic fields and industrial lawns. One man can operate it and cover about 40 acres in an eight-hour day.

Judy Pulls a Switch to Enlarge Wardrobe

DiFini Originals, 18 W. 20th st., New York, cites Judy Kimball, young Ladies PGA star, as an example of a young woman who does an excellent job of expanding her golf wardrobe by switching combinations. Sweaters, blouses, slacks and shorts, all marketed by DiFini, are used in Judy's creative efforts. DiFini's complete line, including the newest in knitwear, is available exclusively in pro shops.



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Removable Pickup Box with Mardi-Car Golf Car

A removable, all-steel pickup truck box with hinged tail gate is optional equipment with the 1963 model G-1 Mardi-Car golf car. Loaded



with as much as 500 lbs. of supplies, the convertible turf truck is said to keep compaction to a minimum. The pickup box is easily removable without tools in a matter of minutes, converting the truck to a golf car.

Lawnmaker Handles Five Operations in One Pass

The Lawnmaker Junior (a walking model), made by Brettrager Manufacturing Co., 5410 East st., Saginaw, Mich., crushes, fertilizes,

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seeds, rakes and finishes turf, all in one pass, according to the manufacturer. It is 30-inches wide, 48 long and is powered by a 2½ h.p. air-cooled engine. Crushing rollers can be replaced by water weighted smooth rollers on the unit and a spiking attachment can be substituted for the rear roller. Brettrager also produces other lawn finishing units — the Model 67 (Lightning) and Model 36. Model 67 can handle about three acres in an hour and Model 36, about 35,000 square feet.

Jayfro Markets Four Types of Golf Cages

Jayfro Athletic Supply Co., PO Box 1065, New London, Conn. offers four practice cages, all of which have been used extensively by pros. This company is set up to ship from stock within 24 hours after receipt of order. Its G-1 cage is for outdoor use; G-2 is an indoor cage; G-3 is multi-purpose for indoors or outdoors; and G-4 is described as a deluxe gym unit. Complete information can be obtained by writing to the Jayfro company.

United's Practi-Chute Is Space Age Device

United Metal Products Corp., Dept. 1603, 8101 Lyndon, Detroit 38, Mich., has added a new accessory to its line of training aids. Called the Practi-Chute, the item consists of a real golf ball attached to a nylon parachute. The

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lines on the chute are adjustable to permit the player to set his own driving distance. At most, the ball travels about 40 feet. The Practi-Chute can be knocked around in the backyard or even around tee areas if the player wishes to get in warm-up swings. Complete information on the practice device can be obtained from United's four-color catalog, a free copy of which can be had from the company.

These Wedges Keep Glasses In Place

Bespectacled golfers who have trouble with their glasses slipping down their noses may be interested in a new product available from Harn Corp., 350 Fifth ave., New York City. Known as the Sure-Grip, it consists of two tiny molded wedges which are slipped over eyeglass hinge assemblies. The wedges create a gentle, spring-like pressure which anchors the temple arms against the wearer's head, eliminating sliding or slipping. Two sets are packaged with an applicator.

Munsingwear Offers Several Styles in Men's Golf Shirts

Munsingwear, Inc., Minneapolis 5, Minn., offers at least 10 Grand Slam golf shirt models for men in addition to a men's cardigan. All shirts have patented nylon reinforced underarm

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gussets, longer tail and are machine washable with a guarantee not to shrink out of fit. A full line of styles, colors and fabrics are priced for profit to the pro. Munsingwear has distributors in San Francisco, Oaklawn, Ill., Birmingham, Mich., Wilton, Conn., Charlotte, N.C. and Dallas, Tex.

Four Golf Cars Described in Cushman Brochures

Four electric and gas golf cars that comprise Cushman Motor's 1963 line are described and illustrated in two separate brochures now



available from the Lincoln, Neb. based division of Outboard Marine Corp. "Cushman Electric & Gas Golfsters" is a 6-page, full color brochure that gives mechanical, electric and design specs. "The Cushman Scotsman", a 4-page brochure, describes the Scotsman that doubles as a golf car and yard caddy. Both brochures can be obtained by writing to the company.



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MacGregor's Expediter is described as a utility club with a "king size" hitting area. It has Flame Ceramic face and is available in the Tourney, Armour Silver Scott and Suggs lines in pro shops.

Wysong With MacGregor

H. Dudley Wysong, Jr., runnerup to Jack Nicklaus in the 1961 National Amateur, has joined the MacGregor advisory staff. He turned professional early in April. Wysong is a native of McKinney, Tex. In 1961 he was a member of the Americas Cup team. Wysong is affiliated with the Turner Lodge and GC in Burneyville, Okla.

MacGregor also has signed 23-year old Larry Beck, former U. of Houston player, who has been working as an assistant at Whispering Pines CC, Southern Pine, N. C., and recently started playing the tour. Beck had a fine amateur record, distinguished by his winning of the 1957 USGA National Junior Championship in which he eliminated Jack Nicklaus in a fourth round match. This spring he tied for second in the Azalea Open.

Spalding Doubles Net Income

For the six months ended Apr. 30, A. G. Spalding & Bros., Inc., had net income of \$785,000 or 80 cents a share, more than twice the profit reported in the similar 1962 fiscal period. There were 980,000 shares outstanding on Apr. 30. Profits before taxes, according to Spalding, amounted to \$1,717,000. Net earnings in the three months ended Apr. 30 were \$760,000 or 78 cents a share. In the previous year the company earned \$440,000 or 44 cents a share for the three-month period.

Pennsalt Chemicals Corp., 3 Penn Center, Philadelphia 2, is offering a new, low cost method for pool maintenance and sanitation. Called the Pennswim Method, it enables pool operators to maintain effective bacteria-algae control and keep chlorine residual and pH at safe levels for a week with a single treatment.

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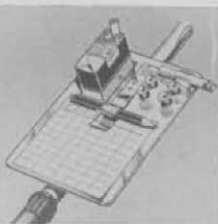
U. S. Royalon golf shoes for men look like leather but don't scuff or stain and can be washed free of dust and grime. They have replaceable spikes and cushioned insoles and come in saddle tan and black. They are marketed by U. S. Rubber Co.

American Machine & Foundry Acquires Western Tool

American Machine & Foundry Co. has acquired Western Tool & Stamping Co., Des Moines, Ia., manufacturer of mowers, snow blowers, golf cars and other outdoor equipment. The acquisition was made on a share-for-share exchange. Western Tool had nearly 337,000 shares outstanding. It employs 450 people at its Des Moines plant and 100 at a plant in Gainesville, Ga. The company was founded in 1935 by E. W. Kolls and the late Ralph Torgersen as a tool and die and stampings manufacturer and in 1946 entered the mower and allied business. The Par-Pony golf car has been added in recent years. For the fiscal year ended July, 1962, Western Tool had sales of \$18,500,000 and net earnings of \$991,000.

Fits All Cart Handles

"Pocketsaver" golf cart accessory provides writing space and holding clips for score card, pencil, cigarette pack, and one lighted cigarette. The cast-aluminum unit fits all golf cart handles. It is manufactured by Con-Voy Golf Carts, Portland 2, Ore.



Fastest Punching Machine

The MC-2 Model Verifier, made by West Point (Pa.) Products Corp., is said to be the fastest punching machine on the market. With it, average 5,000 foot greens can be vertically punched in 30 minutes. It is easy to transport. Simple maintenance, forward operation and depth adjustment are listed among its selling points.

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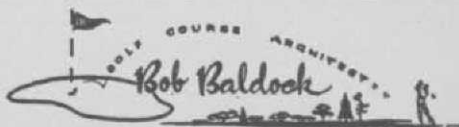
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Suggs Woods Glamorized

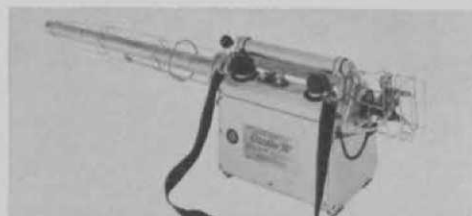
Louise Suggs woods, made by MacGregor, have a light finish to add a touch of glamor. They are made of selected persimmon with penetrating impregnation to prevent swelling and warping and are fitted with the Key-site and Rocker sole. Suggs irons have shot blasted face and a new forging to put power, according to MacGregor, where it is most effective. Two grip styles are available: Burgundy leather with silver or black, or new Blue rubber with red and white accents. Suggs woods and irons are sold through pro shops only.

**Sabayrac, Hogan Sales Forces
Now Completely Separated**

As of May 1, Ernie Sabayrac, Inc., PO Box 117, Hialeah, Fla., released the Southern Florida territory it had been covering for the Ben Hogan Co. for the last seven years. This makes the separation of the Sabayrac and Hogan firms complete, enabling the former to concentrate on sportswear and the latter, golf equipment. Johnny Burt, Sabayrac sales manager, who had covered South Florida for Hogan, will continue to cover this territory for his own organization. In the off-Florida season, he will continue to work with other Sabayrac sales reps. Ernie Sabayrac is still connected with the Hogan company in an advisory capacity. Sabayrac, Inc. handles Foot Joy and Hogan shoes, Izod and Haymaker sportswear, Palm Beach clothing, Flip-It hats and caps, Hadley sweaters, Coberknit jackets and Ernest custom clothing.

Portable Dyna-Fog 70

Latest model of the "Dyna-Fog 70," insecticide fog generator, first introduced in 1961, is now listed by Underwriters' Laboratories, Inc.,



according to the manufacturer, Curtis Automatic Devices, Inc., Westfield, Ind. The "70" model is self-contained and portable, weighing only 18 pounds, is made of aluminum and stainless steel and is powered by regular gasoline. Micrometer setting on the "70" controls fog output — from a dry fog without residue to a wet, clinging fog for residual application.

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At above prices, freight to be prepaid by shipper.

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USED BUT GOOD: Hand Greens mowers, ball washers, end strippers and "surplus" parts for mowers and other supplies. SES, Box 2, Wayne, N.J.

FOR SALE — 18 HOLES. Semi-private. Rapidly expanding city of 30,000. 150,000 people in trade area. Only driving range in radius of 50 miles . . . lighted. Modern pro shop and lounge, locker rooms. Practice areas, 155 acres. Watered tees and greens. Year 'round operation in Southeast. Biggest season from October through June. Other interests requires sale. Doing booming business now with non-professional help. Wonderful potential for promotion. \$90,000 will handle. Write Golf Course, P. O. Box 1371, Macon, Georgia.

WANTED: \$40-\$50,000 TO COMPLETE NINE HOLE COURSE. 100 ACRES ROLLING LAND, PRIVATE SPRING FED DEEP LAKE, HEART OF MICHIGAN RESORT AREA. ADDRESS AD 610 c/o GOLF-DOM

For Sale: Worthington Electric Golf Carts, 36 volts, new batteries, chargers, presently in use, replacing with gas carts due to hilly terrain, lots of 1 to 20 \$275 each. Also, 50 pull carts \$5 each, 5 gang Worthington Fairway Mower, 1 Verticut. Water Gap Country Club, Delaware Water Gap, Pa.

Used golf balls for sale — Good for range or play — Sold in lots of 100 or more, 20¢ each. Brewer Golf Shop, 280 DeBaliviere, St. Louis 12, Missouri

ARE YOU INTERESTED to build and operate a high class 3 par golf course on one of Florida's finest and largest offshore Islands just recently connected to mainland by a 2½ mile bridge? About \$75,000 will build the course, land close to hotels and motels is available to lease. If you can finance and are interested Address AD 620 c/o Goldfom

Wanted — Used Golf Driving Range Equipment — everything — full details in first letter. Anthony Caropoli, Putnam Drive, Lake Carmel, New York

Stands at the Open

Three temporary grandstands will be located on the course at the CC of Brookline, Mass. during the USGA Open for the first time. They are part of a test carried on by the Association's championship committee to seek better ways of accommodating large galleries. Their combined capacity will total only about 700. They will be located on the first tee and near the sixth and fifteenth greens. The Country Club also will have stands in the vicinity of the practice area.

Ransomes Sims on Film

Ransomes Sims & Jefferies, Ipswich, Eng., has produced a half dozen service films (16 mm color) in which the firm's mowers play a featured role. The films were developed for sales staffs to demonstrate the range of products made by the company. Interesting backgrounds, which amount to a Cook's tour of Europe, the East Anglican coast, ancient towns and gardens, combine commercial and traveling aspects.

Quick Recovery for Tony Kart

Tony Kart Manufacturing Co., Rockwell City, Ia., which was hit by a disastrous fire early in April, is back producing golf carts, bags, retrievers and other items as if nothing ever had happened. The company lost its machinery, stock, inventory and records but quickly leased two buildings and set up shop again. Actually, a week after the fire, Tony Kart had two shifts back in operation.

Jacobsen's "Commercial 20" Runs Half Day without Refuel

The "Commercial 20", a heavy duty rotary mower marketed by Jacobsen Manufacturing Co., Racine, Wis., is powered by the 321 engine and is equipped with a 5-quart gas tank for a half day of cutting without refueling. Deck design permits close trimming around obstacles and eight-inch wheels with sealed ball bearings assure easy pushing and maneuverability. The deck is of high strength aluminum-magnesium alloy. A rubber covered steel bumper protects the chassis and serves as a front lift handle when the mower is being loaded. An optional catcher is available with the "Commercial 20".

First Flight Realigns Its Sales Territories

First Flight Co., 99 Tremont st., Chattanooga, Tenn., has made some recent changes in its territorial sales coverage, according to Lew Oehmig, president. Bill Turner has returned to the Chattanooga office as sales and administrative assistant; Dick Tarleton covers Ala., Miss. and the Florida panhandle; Jerry Strickland covers Ark. and La.; Sam Wininger has the Ind. and southern Ill. territory; Bob Shields covers western Pa. and western N. Y.; Harry Root, Jr. and Jack Kelsey are assigned to a part of Fla. and the Caribbean area; Ira Templeton covers Tenn. and N. C.; and Jack Burkett has Ga. and S.C.

Expand Southwestern Territories

Southwestern Plastic Pipe, Mineral Wells, Tex., has named three men to cover expanded sales territories for its complete line of tubular plastic products. A. B. (Jack) Price handles market development in Southern Calif.; E. L. (Mickey) Tarkenton has been assigned to Okla. and northwest Tex.; and Vernon Biells covers western Colo. and the northern half of New Mexico.