

## NEWS OF THE INDUSTRY



Thomas P. Caldwell III, of Apopka, and Michael T. Ayer, of Ocala (center left to right), received Turf-Grass scholarships. Dr. G. C. Horn (left), professor of ornamental horticulture, and Dr. Charles B. Browning, dean of the College of Agriculture, University of Florida, look on. Caldwell received the Miami Beach Host Committee National Parks and Recreation Assn. scholarship; Ayer was awarded the Col. Frank Ward Scholarship. Both scholarships were presented by the Florida Turf-Grass Assn.

### Fernquest & Johnson will be acquired

Fuqua Industries, Inc., an Atlanta-based diversified corporation, has agreed in principle to acquire **Fernquest & Johnson Golf Company**, San Francisco, manufacturer of golf equipment. The acquisition, now subject to the approval of the board of directors, will mark Fuqua's entry into the golf industry. In a move to create a major group of golf-oriented companies, Fuqua also is considering other acquisitions such as manufacturers of golf cars, balls and bags, according to a company spokesman. The firm,

however, already is involved in other leisure time products—snowmobiles, boats and camper trailers. F & J will be operated as a wholly-owned subsidiary.

### Nylon Fabricators acquisition completed

**Nylon Fabricators**, makers of Duckster brand of nylon rainwear, warmup jackets and ski clothing, was acquired by **Professional Golf Company** for an undisclosed amount of cash and stock. Another division of Nylon Fabricators, Plastic Fabricators, produces plastic outerwear.

Plans are underway to produce a line of First Flight by

Duckster brand of clothing for golfers. The line will be marketed nationally through pro shops.

Stanley Berwald, founder and president of Nylon Fabricators, will continue as president of the new Professional Golf division.

### Toro's quarter sales, earnings

**Toro Mfg. Corp.** reported first quarter sales of \$5,380,000 for the three month period ended October 31, 1969, and a loss after taxes of \$46,000, or 4 cents a share based on 1,014,122 shares of common stock outstanding. According to E.S. Conover, Toro president, the fall quarter historically represents a small portion of the company's total annual business.

Mr. Conover explained that an early, dry summer reduced retail mower sales, causing heavier than normal inventories at the dealer-distributor level during late summer and fall. These stocks have now been reduced through fall promotions, he said, and re-stocking is proceeding satisfactorily.

### Club Car expands plant

Construction has started on a 15,600-square-foot addition to **Club Car's** manufacturing facilities in Augusta, Ga. The additional space will be devoted to the production of the Carocoche, a four-wheel electric golf car. The firm is also building new offices and a facade.

### USGA meets for annual conference

The **United States Golf Assn.** will present its Green Section Award during the annual conference on golf course management at the Biltmore Hotel, New York City, January 23. To be presented on January 24, also at the Biltmore, will be the Bob Jones Award.

Officers will be elected at the meeting and a new color motion picture, "The Open—Orville Moody at Champions," will be shown prior to the meeting at 10 a.m. The meeting opens at 11 a.m.

Philip H. Strubing of Philadel-

phia has been nominated to succeed Hord W. Hardin of St. Louis as president of the USGA. Other officers nominated are Robert K. Howse, Wichita, Kan., and Lynford Lardner Jr., Milwaukee, vice presidents; Henry H. Russel, Miami, secretary; Edward L. Emerson, Boston, treasurer, and Justin L. Stanley, Chicago, who has been renominated general counsel.

### Two receive PGA award

Two professionals received the Professional Golfers' Assn. Professional-of-the-Year award at the PGA Annual Meeting, held recently in Scottsdale, Ariz.

The dual honor, the first in the 16-year history of the award, went to **Wally Mund**, Midland Hills GC, St. Paul, and **A. Hubert Smith Jr.**, Arnold Center GC, Tullahoma, Tenn. Basis for the selection was service to home clubs, PGA sections, longevity of service and promotion of golf in their respective areas.

Wally Mund, 58, has been a PGA member for 31 years and has held every office in the Minnesota Section. Nationally, he served two times as vice president and was national treasurer and secretary. He will serve his third term as national vice president.

A. Hubert Smith, 37, was the first president of the Tennessee Section. He is both head professional and supervisor of maintenance at his home club.

### Allied Assn. attempts to solve mutual problems

The professional and trade associations of the private club industry met in New York City on November 24 to consider an agenda that included labor problems, taxes, the Civil Rights movement, tournament operations and the interrelationship between the club's management professionals. The meeting was characterized by William L. Pack, executive director of the National Golf Foundation as "at least 10 years overdue." The day-long session at the Downtown Athletic Club brought together executives of the Professional Golfers' Assn., National

Assn. of Club Athletic Directors, Golf Course Superintendents of America Assn., Club Managers of America Assn., United States Golf Assn., the National Golf Foundation and the National Club Assn. Temporary chairman was Jack P. Janetatos.

Under the working title of the **Allied Association**, the group "made a major stride toward solving common problems in the only way possible, by working together," commented PGA president Leo Fraser.

In addition to defining their general interests in the club industry, the group found mutual areas of concern. They instituted plans for future action, particularly as they concern club activities and the public image of clubs and their associations; the social rights of private club operations, various associations and memberships; the need for statistics in an industry whose membership exceeds 4,000,000; taxes; the effect of tournament operation on the exempt status of private clubs and their concern with increasing property taxes.

eral committees to deal with individual problems and asked them to report back to the Allied Association at the next meeting early next year at a time and date to be selected by GCSAA president John Spodnick.

### PGA prepares symposium

Although still in the planning stages, the **Professional Golfers' Assn.** is planning to hold a two-day symposium in New York City, in February, which will attempt to bring together and review all facets of the golf industry—including problems that now exist, such as slow play, golf course maintenance, golf on TV, golf equipment, golf course design, as well as anticipating problems that might be encountered.

Leo Fraser, PGA president, has appointed John Ross, former editor of *GOLF Magazine*, to conduct the program.

The meeting will be held at a hotel to be selected and there will be a question and answer period after each speaker.

## FAMOUS RESORT FINDS NEW PROFIT MAKER

The Downingtown Inn and Golf Club, Downingtown, Pa., first turned a bare field into a lucrative driving range, then added the Venzke Vendor ball dispenser for increased profit.

Bob Romana, P.G.A. pro at Downingtown, says the machine, which operates on dollar bills, dispenses over 1,000 buckets per week. He also has extended the hours of range operation, since the Venzke Vendor takes care of itself.



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