

course equipment, will take over the manufacturing, distribution and worldwide sales of International's complete line of golf range mats and brushes, club and locker room runners as well as home practice Chip-n-Drive golf mat.

#### Victor earnings down

**Victor Comptometer Corp.** reported sales for the first nine months of 1971 about the same as 1970, but net earnings were down almost \$2 million.

For the first nine months of 1971, net sales were \$121,931,959 as opposed to \$121,879,196 for the same period in 1970. Net earnings in the first nine months of 1971 were \$1,644,669 compared to \$3,371,145 for the same period in 1970.

Recreational products, including Victor Golf Company, registered both sales and earnings in excess of a year ago for the third quarter.

Unfavorable economic conditions that have adversely affected many companies in the computer industry have caused larger losses in Vic-

tor's computer division than originally anticipated, the company reported.

#### J.R. Lysaght of MacGregor dies

**J.R. "Bob" Lysaght**, MacGregor vice president-golf, died in Cincinnati October 5.

Lysaght, who had been with MacGregor since 1926, started out as a caddie, then as a shop man and club maker. He was best known throughout the golf industry as a club maker, designer and innovator.

Lysaght's new club innovations for MacGregor included the original MT Tourneys, Flame Ceramic, Colokrom irons and Eye-O-Matic woods.

#### Pedersen moves to Mossberg plant

**Pedersen Golf Equipment Company**, a subsidiary of O.F. Mossberg and Sons, Inc., has moved out of its manufacturing facilities in Wilton, Conn., to Mossberg's 31-acre industrial complex in North Haven.

The move, announced by Ron Miller, vice president of golf operations,

said Pedersen, which was acquired by the sporting firearms manufacturer last March, has moved into a new 25,000-square foot plant.

The facility, which will be used for the fabrication of pro-only golf equipment, office space and warehouse storage, is now in full production. "In moving Pedersen up from Wilton," says Miller, "we will keep in closer touch with the two divisions and provide a more functional assembly line with the latest equipment and engineering."

Several new innovations in club design on the 17-4 golf clubs will highlight the move and the new year for Pedersen.

#### Nicklaus adopts total apparel management program

A new concept in the marketing and management of the **Jack Nicklaus** sports and casual wear apparel line has been announced by the professional golfer and **Hart Schaffner & Marx**.

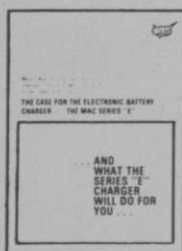
The agreement puts the Chicago-based company and Nicklaus into a partnership program that includes (Continued on page 86)

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