

QUESTOR SALES EARNINGS UP

TOLEDO, OHIO—*Questor Corp.*, the parent company of Spalding, reports net sales for 1971 were up over \$23 million from 1970. Sales in 1971 were \$286,359,000 as opposed to \$263,986,000 in 1970.

Spalding, which is one of the principal product groups of Questor, reported sales up 12 per cent from 1970. Sales reached \$77,475,000 for Spalding last year as opposed to \$69,180,000 in 1970.

Sales for Questor for the first quarter of 1972, ending March 31, rose 15 per cent from the same period in 1971. Sales were \$75,715,000 as compared to \$65,532,000 for the same period in 1971.

TORO EXPANDS EEC; DROPS LANDSCAPING

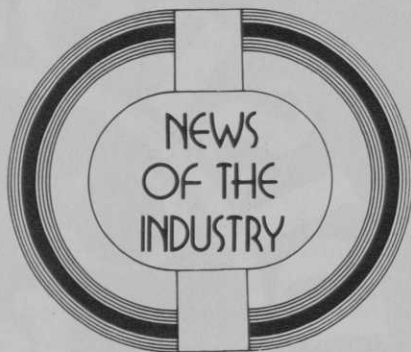
MINNEAPOLIS—*The Toro Company* has expanded the operations of its Environmental Erosion Control (EEC) division, Puyallup, Wash., into Hayward, Calif.

David McLaughlin, president of Toro, announced that the company is withdrawing from the landscape contracting business at Landscaping, Inc., Mountlake Terrace, Wash. Landscaping, Inc., was acquired by Toro in May 1971. "Landscape contracting," McLaughlin says, "has proven to be a localized labor-intensive business that does not appear to lend itself to efficient systemization on the national scale."

EEC establishes grasses, legumes and similar cover through hydro-mulching and aero-seeding, especially in areas where high wind or water erosion work to strip away topsoil as a result of construction or strip-mining. Unlike the landscape contracting business, the operations of EEC are dependent on advanced technology and adaptable to labor-saving equipment McLaughlin indicated.

FTC REQUIRES CARE LABELING ON APPAREL

WASHINGTON, D.C.—A new regulation issued by the *Federal Trade Commission* requires that all wearing apparel bear permanent labels that contain instructions for their care and maintenance.



The rule, effective July 3, 1972, applies to all garments and hosiery, domestic and imported, leaving a manufacturer's plant after this date. The FTC ruling does not extend to other footwear and articles used exclusively as hand or headwear.

Instructions on care and maintenance of each article must include regular care and maintenance necessary during the ordinary use of the article (washing, drying, ironing and dry cleaning) and any special maintenance procedures which should be followed. The labels must remain legible and affixed to the garment for the useful life of the article. The FTC will also consider individually any petitions by manufacturers for exemptions under the rule. Examples of exemption might be specific articles which retail for under \$3 and are completely washable under normal circumstances, or if affixing a label would be impractical because of the physical characteristics of the article.

NGF ELECTS OFFICERS

PALM BEACH, FLA.—Robert D. Rickey, vice president of MacGregor/Brunswick, was named president of the *National Golf Foundation* at the annual spring meeting held April 24 at La Coquille Club, Palm Beach, Fla. Other officers for NGF are E.R. Woolley, Acushnet, vice president, and Arthur Goettler, Sporting Goods Manufacturers Assn., secretary-treasurer.

Named to the Executive Finance Committee of NGF were: Vaughn Clay, Dunlop Tire & Rubber Corp, Chairman; Mark Cox, Victor Golf Company, PGA Div.; Fred Kahn, Wilson Sporting

Goods Company; William Kaiser, Hillerich & Bradsby Company; Rickey, and Woolley.

Members of the board of directors of NGF are: Clay, Cox, Goettler, Kaiser, Rickey, Woolley, Joseph Graffis, GOLF MAGAZINE and GOLFDOM; Richard Kurrasch, Uniroyal; Howard Nannen, Spalding and William Sovey, Ben Hogan Company. William Kaiser was also named chairman of the membership committee.

At the Sporting Goods Industry's annual spring meeting, also held at La Coquille, Paul MacDonald, Dunlop Tire and Rubber Corp., was elected president. James Hansberger, Ram Golf Corp., was elected vice president and Earl Collings, Faultless Golf Products, secretary-treasurer. Officers of the National Assn. of Golf Club Manufacturers are: James Butz, Victor Golf Company, PGA Div., president; James Shea, Spalding, vice president, and Karsten Solheim, Karsten Mfg. Company, secretary-treasurer.

CLUB CAR EXECUTIVE AUTHORS BOOK

AUGUSTA, GA.—Robert L. Balfour, vice president, marketing and sales of Club Car, Inc., is the author of a book titled *A Nobody Gives Hell to Everybody*. The 235-page book was conceived and written in motel rooms during the many sales trips and meetings he has attended in conjunction with his duties with Club Car.

Balfour, who traveled extensively with the late President Dwight D. Eisenhower, speaks freely on a myriad of public issues, from women's liberation to liberalization, with heavy taxation on gambling and prostitution.

"A Nobody Gives Hell to Everybody" is published by Vantage Press, Inc., 516 West 34th Street, New York, N.Y. 10001.

NATIONAL GOLF DAY DISBURSES \$145,000

PALM BEACH GARDENS, FLA.—Eight educational and charitable organizations have received shares totaling \$145,000 from proceeds of *National Golf Day*, 1971.

That is the amount amateurs

throughout the United States contributed, \$1 each, to match their scores, less handicap, against four professional champions. Since 1952, more than \$1.7 million has been disbursed to charitable organizations, according to George Chane, new president of the National Golf Fund, Inc.

The greatest share of the 1971 proceeds, \$38,425, went to the 27 area golf associations that support caddie scholarships.

National Golf Day, 1972 was held May 30 at Canterbury GC, Cleveland, with Jack Nicklaus, Lee Trevino, Kathy Whitworth and Jo Anne Carner.

WORLD GOLF HALL OF FAME PLANNED

PINEHURST, N.C.—The *Golf Writers Assn. of America* (GWAA) has entered into negotiations with the Diamondhead Corp., owners of the golf complex here to build a *World Golf Hall of Fame*.

The hall will encompass all the attributes of the baseball and football hall of fame concepts and will be located at the major intersection entering Pinehurst. The building will cost an estimated \$2 million. GWAA president Kaye Kessler has announced that plans are under way to get the building started soon. William H. Maurer, president of Diamondhead said that with the golf writers behind the venture, the hall will be completed within one year.

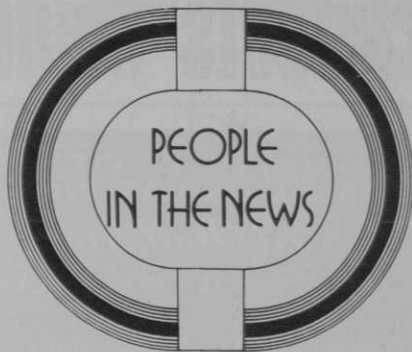
Members of the GWAA will comprise one-third of the board of directors, tentatively set at 15, and will nominate all candidates for entry into the shrine.

VICTOR SALES, EARNINGS UP

CHICAGO—*Victor Comptometer Corp.* announced here that sales and earnings for the first quarter of 1972 were sharply higher than that of the same period of 1971.

Ending March 31, 1972, sales of \$44,939,626 were recorded. This is 22 per cent above the \$36,829,068 recorded a year ago. Earnings advanced to \$578,592 from \$404,692, a 43 per cent increase.

Victor Comptometer Corp. is the parent company of the Victor Golf Company, PGA Div.



ED SMOCZYNSKI and BOB MADARY have been promoted within the Victor Golf organization. Smoczynski moves to the PGA Div. where he will assist National Sales Manager Ken Devine. Madary replaces Smoczynski as sales administration manager.



Madary



Smoczynski

LARRY ROBINSON has joined Par-Mate Golf Gloves and will cover Long Island, Westchester and Connecticut clubs.



Robinson

WALLIS G. PHILLIPS was elected vice president of sales, Etonic, of the Charles A. Eaton Company. Phillips was formerly national sales manager of the Etonic Div. He has been with the Company since 1965.



Phillips

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FOGERTY FIRST MASTER PROFESSIONAL

ST. LOUIS—JIM FOGERTY, head professional at Sunset Hills CC, has become the first master professional of the Professional Golfers' Assn., according to president Warren Orlick. The master professional classification is the highest that can be achieved within the PGA. The qualifications require completion of two home study programs, attendance at a university-level executive management seminar, preparation of a thesis on golf instruction and at least 10 year's service as a head professional. The master professional classification was established in 1969. The 64-year-old Fogerty started out as a caddie at age 11 and has been a professional at Sunset Hills since 1946.

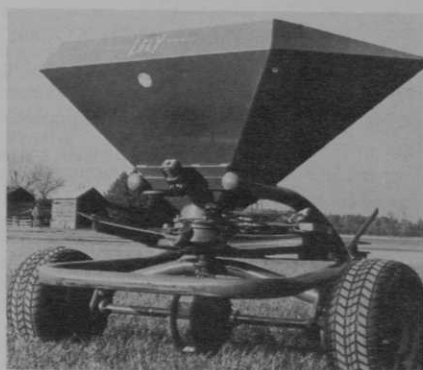


THE MOIST O'MATIC DIV., of The Toro Company, introduces a new spring return for the pop-up gear-driven rotary sprinkler heads in its 630, 650 and 690 series. The new feature is designed to ensure lowering of sprinkler caps to avoid damage by mowing equipment. The 630 series, used on greens, tees and fairways, pops up to 10 inches and covers an area that ranges from 96 to 145 feet. The 650 series is 11 inches high and distributes water from 90 to 176 feet. The 690 series is used in golf course watering systems or for the conversion of single-row quick-coupling fairway systems. It is 16 inches in height and is adjustable for spraying irrigation water 160 to 235 feet. Circle No. 101 on reader service card

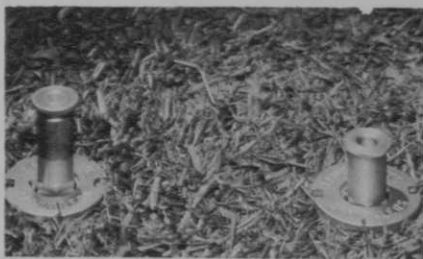


WALTER HAGEN GOLF EQUIPMENT COMPANY introduces the American Lady woods and irons. The inexpensive, yet playable, set is designed for the woman who plays an occasional, social round of golf. The clubs feature standard-flex lightweight steel alloy shafts and composition grips. The woods are finished in crystal blue over a Strata-

Bloc base. Clima-Gard treatment of the woods seals out moisture for longer playability according to the company. Irons are highly polished chrome with improved weight placement. Circle No. 102 on reader service card



LELY introduces a new turf saver precision broadcaster that is ground driven and features flotation tires. The Model WGR can be used as a fertilizer broadcaster, as a seeder and for broadcasting granular chemicals. A special kit is available for use in broadcasting sand and salt for snow and ice control. It features a centrifugal forced feeding spreading mechanism that assures a wide uniform spread pattern up to 52 feet. The WFR can be operated behind a tractor, truck or any vehicle with a hitch, at speeds from 3 to 10 miles per hour. The model has an 800-pound hopper capacity. Circle No. 103 on reader service card



NEW ENGLAND UNION COMPANY, INC., introduces two pop-up sprinklers to its Leisure Time line of underground sprinkler equipment. Bronze constructed models SP2 and SP3 install flush with the ground and pop-up to maintain one and one-eighth and two-inch rises, respectively. High rise reduces spray deflection, giving uniform irrigation. The sprinklers are designed to accommodate a full line of mist and jet spray nozzles. They can be self-installed. Circle No. 104 on reader service card