

Beach Gardens, Fla., every January. He plans to continue "puttering" in the golf industry in wood-working and experimenting on golf club design.



Leslie



Manning

Manning was project manager for Battelle Memorial Institute, Columbus, Ohio, and was developer of the True Temper Golf Testing Device. He joined Leslie at True Temper and was responsible for golf shaft development prior to Leslie's retirement.

SHEETZ NAMED TO GCSAA POST

DES PLAINES, ILL.—Conrad L. Sheetz, former business manager of the international Reading Assn., Newark, Del., has been named executive director of the Golf Course Superintendents Assn. of America, it was announced here by Robert V. Mitchell, the association's president. Sheetz has been acting executive director since May 1 of this year.

He will oversee the national organization's budget of \$610,000 and supervise a staff of 12. Other duties include association management, personnel, accounting, data processing, membership services and conference management.

Sheetz holds a B.S. in commerce and engineering from Drexel University, Philadelphia, and has worked extensively in the budget and data processing fields.

PARGO SIGNS LEASING, FINANCING PACT

CHARLOTTE, N.C.—Pargo, Inc., producer of electric golf cars and vehicles, and Industrial Leasing Corp., a lease financing company, have signed an agreement designating Industrial Leasing as Pargo's exclusive leasing affiliate. The agreement also covers the sale of 3,700 electric golf cars.

Value of the sale, leaseback and continuing financing agreements

exceeds \$3 million, said Wesley O. McGee, Pargo president. According to McGee, Industrial Leasing has purchased Pargo's lease fleet of 3,686 electric golf cars at 87 golf and country clubs and then has leased the equipment back to Pargo under a three year agreement. Pargo will continue to service and maintain the fleet under existing leases.

According to McGee, the transactions and affiliation will improve Pargo's cash position and enhance their marketing efforts. "These leasing arrangements are extremely flexible," McGee said, "and provide packages designed to meet the particular needs of the golf industry." Straight leases from one to three years—with or without maintenance—adjusted payment levels, seasonal payment leases as well as conditional sales contracts can be provided by Industrial Leasing.

TORO ACQUIRES NORTHERN CALIFORNIA DISTRIBUTOR

MINNEAPOLIS—The Toro Company has entered into agreement to purchase the assets of its full-line distributor, Western Turf Equipment, Inc., Burlingame, Calif.

According to Toro President David McLaughlin, the new company will be re-named Toro Distributing-San Francisco. Western Turf will be the fifth distributorship that Toro has established since the start of 1971 when McLaughlin announced that Toro would operate its own distribution centers in a limited number of important marketing areas. Western Turf sells, in addition to Moist O'Matic underground sprinkler systems, Toro mowers, riders, tractors, tillers, debris-handling machines and a full range of turf-maintenance equipment.

GOLF TECH MERGES WITH SIMMONS GOLF

TORRANCE, CALIF.—Merger of Golf Tech, Inc., into the Pat Simmons Golf Company was announced by Pat Simmons, chairman of the board of the combined company. Under the terms of the merger agreement, Golf Tech becomes the sales and marketing division of the Simmons Golf Company. Carl

A. Horn, president of Golf Tech, assumes additional duties as president of the parent company.

Simmons is a leading designer and manufacturer of private-label golf woods, irons, putters and



Horn



Simmons

utility clubs. Golf Tech is a national distributor of golf clubs, coordinated golf apparel and other products for golfers. They also market the Excalibur Plus investment-cast stainless steel irons under their own label.

Founded in 1968, Simmons has expanded from a \$60,000 operation its first year to projected gross sales of \$2.6 million in calendar year 1972. Golf Tech, founded in 1965, has grown from a \$100,000 per year sales volume to an estimated \$1.5 million by the end of 1972.

"Future plans call for expansion of the company's national and international marketing programs, especially its nationwide network of regional sales managers and representatives," Horn said.

JACOBSEN HEIR DIES

RACINE, WIS.—Einar A. Jacobsen, retired chairman of the board of the Jacobsen Mfg. Company, a member company of Allegheny Ludlum Industries, died July 18 at age 66.

The company was founded by his father, Knud, and his brother, Oscar. Jacobsen joined the company in 1928 after graduating from the University of Wisconsin. He was named president in 1928 and elected chairman of the board in 1971.

He was involved in Jacobsen's pioneering efforts in the golf turf industry, including these firsts: powered greensmower; first riding attachment for power mowers; first mechanical recoil starter for small mower engines; the polyethylene grass catcher and the all-hydraulic triplex greensmower.