

## NGF BROADENS SCOPE OF SERVICES

PALM BEACH, CALIF.—In summarizing the *National Golf Foundation's* broadened scope of services at its annual meeting held here, NGF president, Robert D. Rickey of MacGregor/Brunswick, stressed three areas of development among many. They were: special emphasis on daily fee and municipal facility development; the strengthened golf-teacher training workshop program, and new and revised instruction and planning publications, including "Planning and Conducting Junior Golf Programs" and "Competitive Golf Events," with "Planning the Pro Shop" scheduled for revision in a new edition. "High priority," says Rickey, "will be given to the development of a brand new golf instruction film."

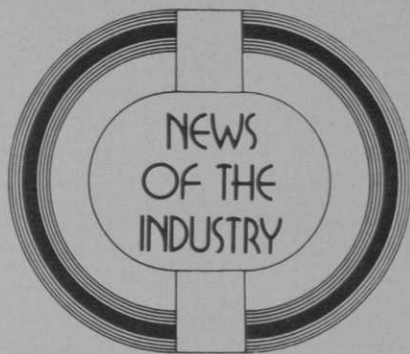
In his report on headquarters and field staff operations and their achievements, Don Rossi, executive director, presented a digest of 1973 project planning and announced the addition of Mike Sheridan and Joe Much to the NGF Golf Facility Development Staff. Rossi also introduced Ben Chlevin, former executive director of the Golf Course Superintendents Assn. of America, as the new director of public relations.

NGF's Sponsor Members, it was announced, have now topped the past total for this class of membership, with four new golf car manufacturers—Taylor Dunn, Westcoaster Div. of Otis Elevator Company, Club Car and Midwest International, Inc.—joining Cushman Motors, E-Z-Go Car Div. and Pargo, Inc., in the sponsor membership classification.

As authorized representative of this group of seven, Vaughn Border of Cushman Motors has been allotted one vote as a board of directors member.

Another membership record was set by Associate Members (golf clubs) in the wake of a \$5 increase in dues.

It was reported also that golf facility growth from October 1972 to March 1973 showed 61 new regulation courses and 22 additions opened for play, with 77 new and 33



additions started construction. Seven new executive courses and five additions opened for play, with 18 new and five additions started construction. Eight new par-threes opened for play and three additions, with nine new courses started construction.

The four incumbent officers, Robert D. Rickey, president; E.R. Woolley, vice president; Arthur Goettler (Sporting Goods Manufacturers Assn.), secretary, and Mark Cox (Victor Golf Div., Victor Comptometer Corp.), treasurer, were re-elected.

Two other members, besides Border, were elected to the board of directors: Earl L. Collings of Faultless Golf Products and James Hansberger of Ram Golf Corp.

### NEW INSURANCE: AN AID TO OSHA COMPLIANCE

LOS ANGELES—There is now available to employers, who have been living under the OSHA specter since 1970, insurance designed to (at least in part) cover compliance with the Occupational Safety and Health Act.

James W. Torre, president of J.W. Torre and Company, Inc., exclusive agent for the coverage underwritten by Lloyd's of London, said that the OSHA compliance cover was specifically designed to meet the needs of the industry at large in the OSHA area. "It provides protection," said Torre, "for employers during that period in which they are trying to achieve voluntary compliance with Federal standards. The coverage will pay the insured for his increased costs to comply with these standards in the event an OSHA citation is issued."

Limits of the coverage, Torre pointed out, are set at \$100,000 at

the outset, although some excess limits will be made available as need dictates. The coverage features a minimum deductible of \$500 or 5 per cent (\$5,000 on a \$100,000 policy), whichever is greater. The coverage is most useful to insured companies with annual net retained earnings ranging from \$100,000 to \$500,000, he said.

"A company that makes a profit of \$500,000 can ill afford a \$100,000 loss to bring its facility into compliance with OSHA, should it be cited for a violation," added Torre.

"If the company had to borrow the \$100,000 to meet OSHA standards, the 6 to 8 per cent bank interest would far exceed the premium for the insurance," he continued. "It's an interim coverage while the owner brings his plant into compliance," said Torre, "but we do not pay the fines."

It should be noted that this coverage is not designed to bring the policy holder's facility into OSHA compliance subsequent to a citation unless the inspection and resulting citation are provoked by some "fortuitous event" or accident.

The policy defines accident as "any sudden event which results in bodily injury or property damage neither expected nor intended from the standpoint of the named assured or its employees, but shall not include any bodily injury or property damage which results from a continuous or repeated exposure to conditions."

Torre emphasizes that each policy is individually rated by submission of an application that will reveal everything about the facility to be insured.

The OSHA compliance coverage serves to the immediate advantage of the insured as well as the Federal agency seeking prompt attention to the infraction. If there is an accident or a death to which the OSHA inspector responds, the coverage goes into immediate effect to correct the situation. Thus, the facility insured and the Government are spared rectification delays, which could issue in the absence of such coverage.

It should be noted that the cover-

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age does not extend to violations wilfully committed with the acquiescence of the insured or to violations for which the insured has been previously cited.

It is hoped that more comprehensive insurance will become available in the future, but until it does, this coverage appears to be the best available insurance against possible financial loss due to an OSHA citation and the accompanying rectification costs.

### TORO SALES, EARNINGS SHOW HEALTHY GAIN

MINNEAPOLIS—*The Toro Company* reports a 16 per cent increase in earnings from continuing operations for the nine-month period ended April 30, 1973, and a 24 per cent rise in sales, compared with the same period of the preceding year.

David T. McLaughlin, Toro president, said that sales increases were registered in every area of operations. The Consumer and Turf Products Divisions, he continued, contributed strong gains, but the greatest sales growth occurred in the International and Irrigation Divisions.

Net sales for the nine months of the current fiscal year were \$75,029,000. Those for the similar period of the preceding year were \$60,516,000. McLaughlin pointed out that, using the trailing 12 months comparison, Toro sales topped the \$100-million mark for the first time in the corporation's history.

### VICTOR SALES REACH ALL-TIME HIGH

CHICAGO—During the first quarter of 1973, sales of *Victor Comptometer Corp.*, the parent firm of PGA-Victor Golf Company, rose nearly 15 per cent over the previous year to an all-time high, while net earnings per common share were up 100 per cent, A.C. Buehler Jr., chairman and president, announced today.

Sales totaled \$50,548,660 this year versus \$44,046,209 in the same period of 1972. Net earnings in 1973 were \$943,210, or 16 cents per common share, compared with \$526,731, or 8 cents a common

share in the 1972 period. This increase in earnings includes the effect of the sale of Victor's computer division, which had operated at a substantial loss.

Both major product categories—business products and services and recreation—contributed to the increase in sales.

### I-H PREPARES PURCHASING AID

CHICAGO—Prepared especially for purchasing agents, quantity buyers and firms using industrial tractors and equipment is the new 80-page "International Industrial Equipment Buyer's Guide for 1973" just released by *International Harvester Company*.

The guide contains details, specifications and illustrations of the company's complete line of two- and four-wheel drive integral loaders and backhoe loaders, compact loader and crawler tractors, wheel tractors, forklifts, hydraulic excavators, pay loggers, mowers blade scarifiers and scrapers, as well as the new truck-mounted backhoe.

Additional information is offered on rentals, special-duty equipment; new IH No. 1 engine oil, safety and backhoe features, and sales locations and financing.

### "DISCIPLINE—A MATTER OF JUDGMENT"

SHERMAN OAKS, CALIF.—*National Educational Media, Inc.*, announces the release of "Discipline—A Matter of Judgment," the newest in its series of training motion pictures for food service and hotel/motel managers and supervisors.

This 12-minute, color and sound motion picture uses a courtroom setting to dramatize the trial of a supervisor for having taken disciplinary action against three employees. The film emphasizes the paramount need for objectivity and impartial judgment on all levels of discipline, from issuing a reprimand to terminating an employee.

"Discipline—A Matter Of Judgment" is available on 16mm reels or in the newest super 8mm cartridges and is accompanied with printed study materials and Lead-

er's Guide to reinforce content and encourage discussion.

This film is part of NEM's growing system of training motion pictures and printed publications to help food service and hotel/motel operators. Other films available deal with waiter-waitress-busboy training, food preparation, safety and sanitation, waste prevention, room maids, front desk operations and supervision.

### PRINTED BAG WITH CUSTOM LOOK

SKOKIE, ILL.—*Howard Decorative Packaging, Inc.*, now offers an attractive line of custom printed bags for retailers. The new program makes available a wide selection of over 300 pieces of free artwork including emblems, borders, cartouches, toys, and men's, women's and children's illustrations. There is artwork suitable for almost any kind of retail category.

The economy-minded retailer can select from 15 attractive tints of colored papers and a range of inks to further enhance the made-to-order look.

If a special design is desired, Howard's art department can develop a custom design or all over pattern, that will exactly reflect the store's image and up-grade the quality of its merchandise.

### FIRST HALL OF FAME DIVOT

PINEHURST, N.C.—When it came time for the official ground breaking ceremony at the *World Golf Hall of Fame*, the first earth was moved with a spade instead of a niblick. Present were Donald C. Collett, president of Pinehurst, Inc., and the World Golf Hall of Fame, North Carolina's Governor James Holshouser, and William H. Maurer, president of the Diamondhead Corp., who performed the ritual.

The new multi-million dollar shrine, to be located on Midland Road, on U.S. 501, near the traffic circle between Pinehurst and Southern Pines, is under construction and is expected to be completed in late 1974. Earlier in the day Governor Holshouser had toured the No. 2 course during a break in the ceremonies.