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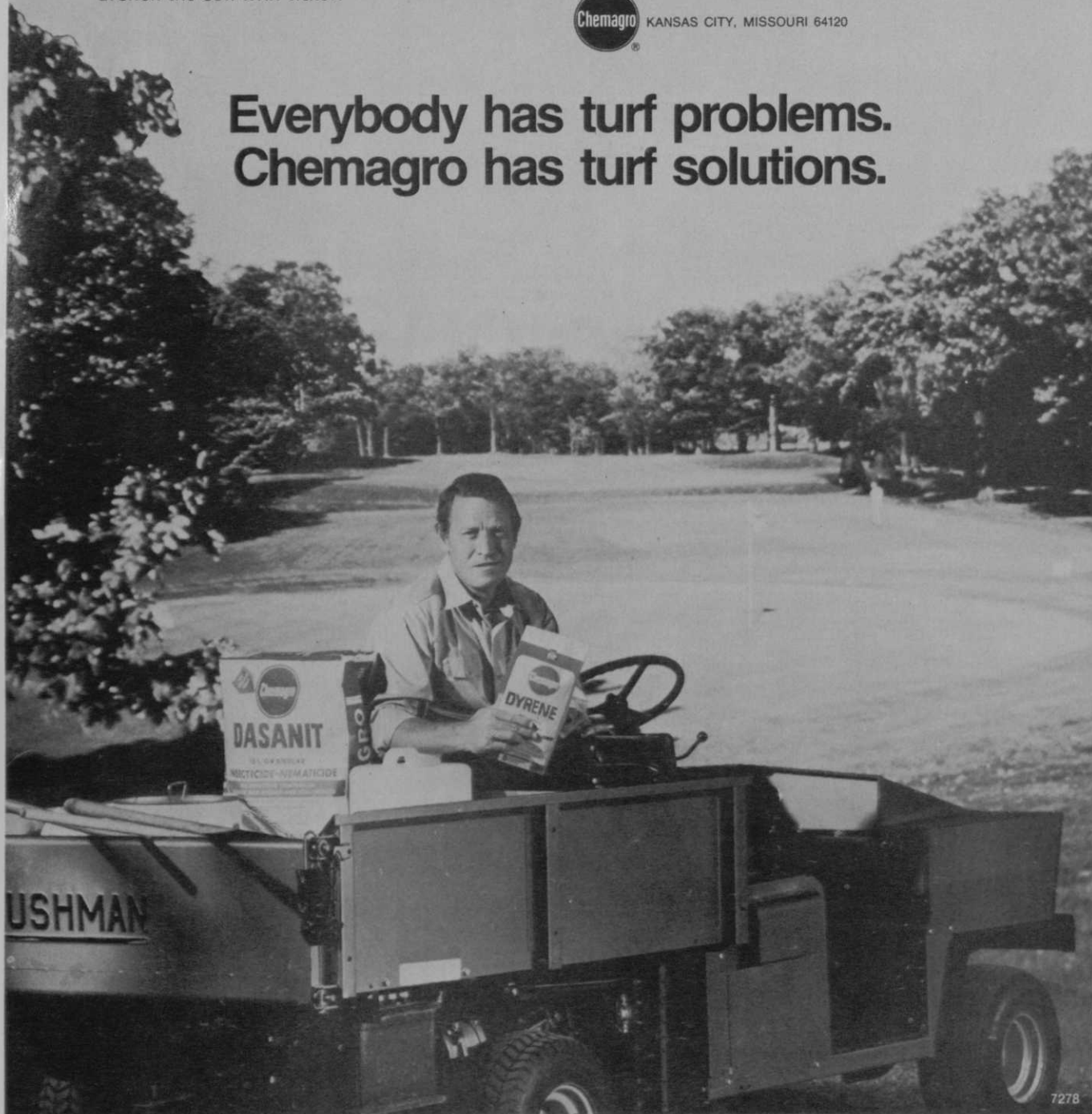
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Sales up for Victor

According to chairman A.C. Buehler, **Victor Comptometer Corp.**'s second quarter net sales were \$40,871,318, which represented an 8.5 per cent increase over the \$37,654,950 of a year ago. For the first six months of 1971, net sales totaled \$77,700,386 compared to the \$77,284,857 reported in 1970.

Net earnings during the six month period were \$760,079 for the current year, down from \$1,436,288 a year ago. Net earnings per common share were \$.12 this year compared to \$.25 in 1970. "The 1970 results reflect startup costs of the Computer Division as they were actually incurred, and the costs during 1971 are being absorbed on a current basis," says Buehler.

William J. Harley dies

William J. Harley, 59, vice president/engineering and director of **Harley-Davidson Motor Company** died August 7 of complications resulting from diabetes.

Harley was the son of one of the founders of the Milwaukee firm, William S. Harley. He was a University of Wisconsin engineering graduate joining his father's company in 1934. In 1957 he assumed the duties and position of vice president/engineering. Under his direction and guidance, Harley-Davidson's Engineering Department manufactured a complete line of motorcycles, golf cars and snowmobiles.

Land and Water Conservation Fund program decentralized

The Department of the Interior's **Bureau of Outdoor Recreation** has further decentralized its Land and Water Conservation Fund, the largest Federal grant-in-aid program for acquisition and development of public park, open space and recreational lands and waters.

The responsibility for project review and approval rests with the six regional offices of the BOR.

The Land and Water Conservation Fund Act, approved by Congress in 1964, has provided more than \$353 million in 50 per cent matching grants to the states and their political subdivisions. Appropriations by Congress for this part of the fund totaled



\$503 million through fiscal year 1971. Funds apportioned to each state are available for the year in which they are appropriated and for two subsequent fiscal years.

Grants-in-aid under the fund program can be made only to the states, their cities and counties, and legal political subdivisions (see "Bureau of Outdoor Recreation: A New Source of Funds," **GOLFDOM**, March 1970, p. 78). The Federal money pays half the cost of statewide planning projects, land acquisition and development of facilities for public recreation.

Toro acquires Western Toro; revamps snowthrower line

Toro Mfg. Company has announced major design and styling changes and an expanded advertising and merchandising campaign for its 1972 line of snowthrowers. In a separate announcement, Toro announced purchase of the assets and business of Pacific Toro, Inc., its former distributor in Southern California.

In acquiring Pacific Toro, David McLaughlin, president of Toro says the area has been taken over by Toro Pacific Distributing, a division of Toro Sales Company. General Manager of the new facility, which will distribute Toro's full line of consumer and turf products will be Raymond Storti, formerly branch sales manager of New Holland Machine Company, a division of Sperry Rand Corp.

The design and style changes will be in Toro's Snow Pup, Snow Hound and Two-Stage snowthrowers. The Snow Pup has a completely new drum auger and paddle assembly. The Snow Hound has a new control panel that makes it easier and safer to operate, a new shute directional control and a 3½ hp, four-cycle engine. The machine is self-propelled and cuts a 20-inch swath. The Two-Stage features separate wheel clutches for power turning, a pivoting scraper blade and

a drum auger that meters the snow for more efficient throwing.

George Herrmann dies

George J. Herrmann, active in many golfing associations for the past quarter century, died in Detroit, September 14, at the age of 70. Herrmann served as executive secretary of the Athletic Goods Manufacturer's Assn. from 1948 to 1968. During those 20 years he also served as executive secretary of the Golf Ball Manufacturer's Assn. and the National Assn. of Golf Club Manufacturers. He had also served as secretary-treasurer of the National Golf Foundation and the Athletic Institute, Inc.

Club specifications listed

A letter to the editor, published in **GOLF Magazine** last year suggesting that club manufacturers would do a great service to the buying public if they marked each set of their irons and woods with information about their specific characteristics, has produced results. **Pro-Line Golf Corp.** recently announced that each set of woods and irons they send to the market will have a tag on which the static weight, swing weight, length of driver (or two-iron), shaft material and flex, and grip material will be marked. The golf clubs' registration number will also appear on the card. There will be two copies of the specifications—one for the buyer to keep and one for the professional to record in his file.

Fuqua to acquire Ajay Enterprises

Fuqua Industries, Inc., has agreed in principle to acquire **Ajay Enterprises Corp.** of Delavan, Wis. Ajay manufacturers and distributes golf carts, golf bags, golf balls and golfing accessories in addition to billiard and bowling accessories. Fuqua, a diversified Atlanta-based company, currently receives a major portion of its income from leisure time businesses.

"Ajay will be a strong addition to our sporting goods group," J.B. Fuqua, chairman of Fuqua Industries, says. "Together with our subsidiary, Fernquest & Johnson, which manufactures golf clubs, Ajay will enable Fuqua to offer a complete line of

(Continued on page 64)

equipment to the golfer. The fine management team at Ajay will also enable us to expand into other areas of the sporting goods industry," Fuqua says.

The terms of the proposed acquisition call for the exchange of one share of Fuqua common stock for three shares of Ajay common stock. This will result in the issuance of approximately 400,000 shares of Fuqua common stock. The acquisition is still subject to approval by Ajay stockholders.

In its fiscal year ending September 30, 1970, Ajay reported sales of \$11,480,000. For the first nine months of this fiscal year, ending June 30, 1971, sales were \$11,251,000, an increase of approximately 32 per cent over the \$8,589,000 for the comparable period of 1970. Fuqua recently reported a 66 per cent increase in earnings per share for the first six months of 1971 compared to the same period of 1970.

Tait establishes western headquarters

Tait Mfg. Company has announced

the establishment of a new pump sales and service facility to serve customers throughout the western states.

According to Edward Davies, Tait vice president-marketing, the new facility, located in Fresno, Calif., will be known as Tait-Johnson, Inc. Chester Cornish is president of the new company. In addition to providing a permanent showroom for all Tait products, Tait-Johnson will warehouse, assemble and service large submersibles and lineshaft turbines as well as the full line of domestic pumps. It will also include a technical service training center incorporating Tait's pump school program.

Applied Biochemists move facilities

Applied Biochemists, Inc., manufacturers of algacides under the brand names of Cutrine and Swimtrine, have moved into a new general office-manufacturing facility in Mequon, Wis.

The new operation consists of a 14,500-square foot building of which 10,000 square feet is used for manufacturing and warehousing.

According to company president Donald Seymour, the move will enable consolidation of the total operation of Applied Biochemists and keep pace with rapidly expanding marketing programs. The offices had previously been located in Milwaukee, and the manufacturing in Waukesha, Wis.

Analysis of corporate sponsorship of sporting events conducted

Corporate sponsorship of major sporting events in the first half of 1971 registered strong product identification in major markets, according to **PR Data, Inc.**, a New York City-based public relations firm.

The firm says analysis of eight professional tournaments involving 23 separate events netted their corporate sponsors an average 9,384 print and broadcast stories. Product mentions carried in top markets registered a high of 60.3 per cent and ranged from 30 to 50 per cent for all events. The analysis included events in golf, tennis, auto and air racing and bowling.

"Success of individual championship events varied greatly from a publicity standpoint," says J.E. Schoonover, president of PR Data. "Companies that did a good planning job and provided adequate budget and staff showed a good return on their investment," he says.



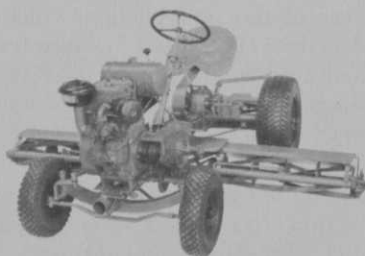
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caution in application should be exercised. An insecticide extender, Pinolene, has been added to Sevin to increase the residual powers with little harmful ecological effects. Methoxychlor is also doing a good job in certain areas. The Cooperative Extension Service of Westchester County recommends an application of Sevin at the rate of two pounds of 50 per cent wettable power, per 100 gallons of water, sprayed to tree foliage during May.

Aerial application is inexpensive and economically feasible if several golf courses in an area ban together. It is probably the most efficient and quickest means of eliminating the spread of the gypsy moth. Golf courses in Westchester County will hopefully be spared massive defoliations and dead trees in 1972 because of the foresight of Charles Pound, Commissioner of Parks, Recreation and Conservation for Westchester County. Commissioner Pound anticipated a gypsy moth infestation this year and prepared the county budget accordingly. Last year Mohansic GC in Westchester County had nearly 100 per cent defoliation. This year Pound conducted an extensive spraying program using Sevin on 8,000 and 9,000 acres aerially. The total cost to the County of Westchester, after bids were received for the spraying, for manpower, equipment and chemicals, amounted to \$2.90 per acre or approximately \$25,000. Pound believes they received 99 per cent control of the gypsy moth.

One problem superintendents may face with either aerial or ground applications of insecticides may come from environmental groups. In the case of Westchester County, the Audobon Society sought a temporary injunction to halt Pound from spraying the afflicted areas. The courts, however, believed that the charges against the chemicals to be used were not documented in regards to harmful ecological effects, and the timing was so critical if the disease was to be stopped for 1972, that they denied the society's plea.

Superintendents are urged to contact their county extension service agent for information regarding control of the gypsy moth. □

NEW PRODUCTS



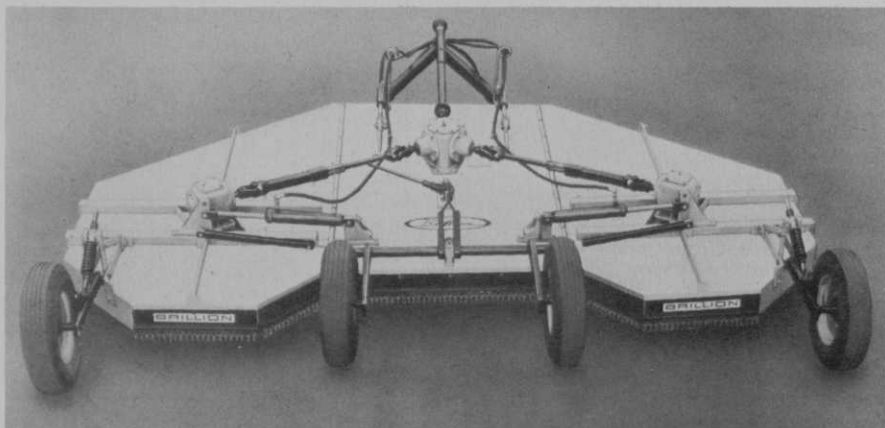
Axaline, Inc., introduces new high-fashion putters in its Daisy and Flair models. The Daisy (mallet) or Flair (blade) features an Axaline shaft of anodized and hardened tapered aluminum and is the same color as the grip and putter head. Colors include lime, orange, pink, yellow, blue, lavender and midnight (black). The Daisy retails for \$18 and the Flair for \$16.

Circle No. 101 on reader service card



Wigwam Mills, Inc., announces the Billy Casper Foot Hugger sock in 13 selected colors. The socks are coordinated with the wide color range of Palm Beach slacks, which also carry Casper's endorsement. The socks are fashioned of 80 per cent Creslan acrylic and 20 per cent nylon.

Circle No. 102 on reader service card



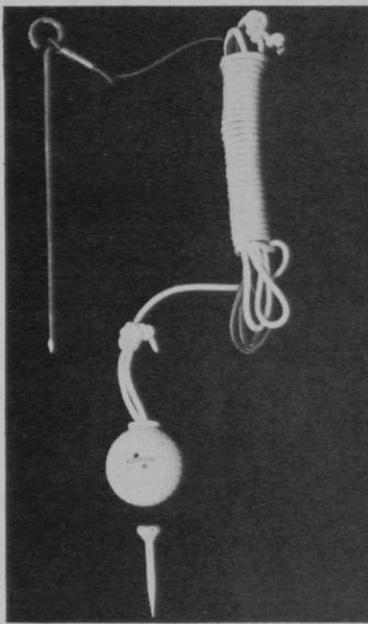
A new, 15-foot, three-spindle flexible wing mower has been introduced by **Brillion Iron Works, Inc.** The new Versa-Mower, designated the IR-180, can be used with tractors above 45 hp. The wings raise hydraulically from the tractor seat to 90 degrees above and 22 degrees below horizontal. All wheels travel inside the mowing swath to permit mowing close to fences and other obstacles. Cutting height is adjustable from one to 14 inches. Options include laminated tires, dish-shaped blade holder kit, slip clutch between the tractor and drive, integrally shielded cross shafts, a manual lift kit and dual wheels.

Circle No. 103 on reader service card



A mechanical sand trap rake has been introduced by the **Stanley Clarke Equipment Company, Inc.** One man operating the Trapmaster can maintain over 40 sand traps in four hours according to the company. The Trapmaster rake teeth scarify the trap, with the drag plates floating out to smooth the trap surface in a finished condition equal to manual raking. The rake's teeth also pull weeds out of the surface of the sand trap. The drive wheels prevent sand locking, and the machine has a high floatation. The Trapmaster climbs sharp embankments and has a turning radius of 58 degrees. Wet or dry sand traps may be maintained all with the same consistency of depth and texture. The rake can be easily dismantled making an all-purpose tractor.

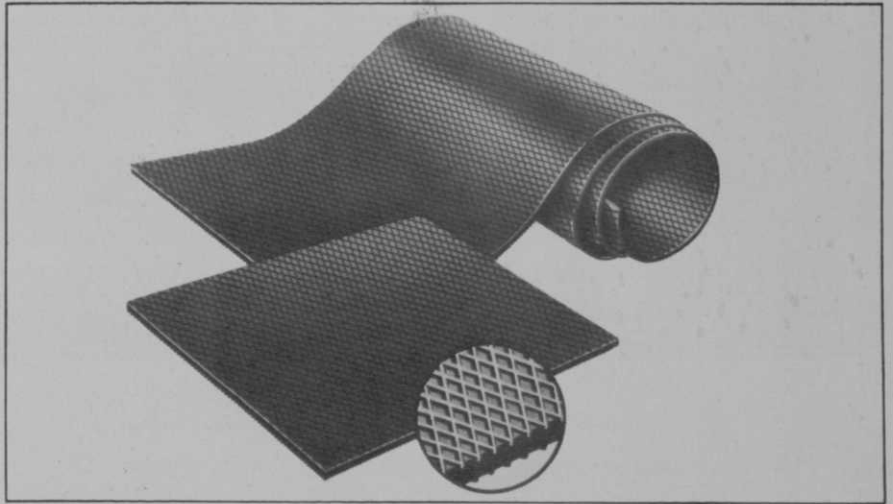
Circle No. 104 on reader service card



A new tethered golf ball permitting practice in an area less than 40 feet long has been introduced by **Waukegan Outdoor Products**. The No-Fore consists of a standard golf ball firmly joined to a metal peg by a two-part tether made from a length of nylon covered elastic cord attached to a similar length of braided nylon cable that is secured to the ball. Retail price is \$4.95. Circle No. 105 on reader service card

John Deere & Company announces two new sidebooms for the JD350-B and JD450-B Crawlers. The sidebooms are capable of lift capacities ranging from 4,900 to 4,950 pounds. Both sidebooms feature a 12-foot rigid boom, three-lever control, two-way cable hold for positive control, free spooling on the winch line, anti-backlash mechanism on the winch line cable drum and automatic limit valve for boom protection. Line speed, bare drum, is 45.5 feet per minute. Cable size is three-eighths inch and spool capacity is 113 feet of cable.

Circle No. 106 on reader service card

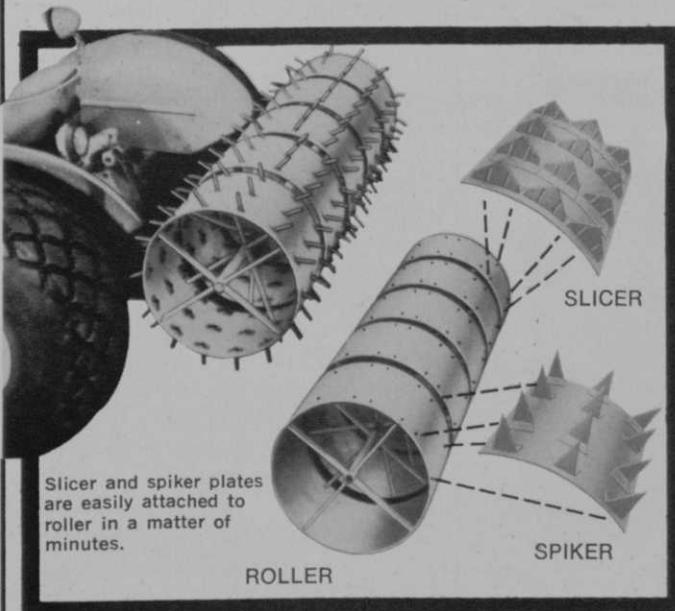


International Recreation Products is now marketing their new Flexi-Tread criss-cross reversible, spike-resistant locker room floor matting. It's made of 100 per cent heavy-duty rubber, impregnated with synthetic fibers for extra durability and longer wear. The Flexi-Tread features non-curl construction, is grease and oil resistant, reversible for double wear and washes clean with soap and water.

Circle No. 107 on reader service card

(Continued on page 70)

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another first from **DEDOES INDUSTRIES, INC.** 2070 W. 11 MILE RD. BERKLEY, MICHIGAN 48072

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Products

continued from page 69

H.A. Carlile Company announces a new Golfer's Range Finder which takes the guesswork out of judging distance. The device is fully automatic with no adjustments or focusing. One looks through the rear aperture and lines up the flag and yardage scale for exact distance. The device fits in a shirt pocket and retails for \$6.95.

Circle No. 108 on reader service card

Whittaker Corp.'s ThermoPlastics subsidiary makes two-inch to 12-

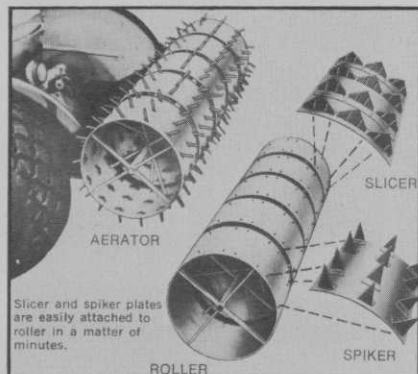
inch diameter PVC pipe with special gasketed ball joints that are self-sealing. E-Z Seal features a beaded-lip type gasket or Z-ring, made of a resilient durable rubber. The Z-ring acts as a pressure-energized seal under positive pressures and a compression seal under both positive and negative pressures and thus permits the seal to tolerate pipe deformation, misalignment, expansion, contraction and soil movement.

Circle No. 109 on reader service card

Tubbs Cordage Company offers Loktite polypropylene rope, made

from a special stress relieved process which, according to the company, results in a well-rounded better balanced rope. The rope reduces elongation about half as much as comparable polypropylene products, holds a knot better and is readily spliceable.

Circle No. 110 on reader service card



Dedoes Industries, Inc., announces a new turf maintenance system which makes two attachments do the work of four. The complete system includes an aerator unit which removes 180 plugs per revolution, and a three-in-one convert-a-unit which may be used as a roller, slicer or spiker. The conversion unit uses the weight of the tractor for down force.

Circle No. 111 on reader service card

Enzyme Industries, Inc., announces a new liquid enzyme product, which has been used to eliminate standing water and sheet water run off on golf courses, is also effective in softening greens. Sprayed on golf greens, Grozyme is said to prevent the subsoil under the turf from becoming compacted. The opening of the soil encourages deeper root growth, deeper moisture and fertilizer penetration and healthier grass growth.

Circle No. 112 on reader service card

Hesston Corp. announces a new multi-purpose vehicle designed for lawn and garden use. The Front Runner puts the driver, traction and implements up front for better performance. The machine is hinged in the middle for maneuverability. The mower is out front where it cuts grass before wheels can flatten it and is adjustable from the driver's seat. Front Runner can operate at speeds to up 11 miles per hour, forward and reverse, and also features an electric starter and rear-mounted carrying box. Available accessories include a 48- or 60-inch mower, vacuum leaf collector, snow thrower, dozer blade, disc with eight blades, plow and roller-aerator.

Circle No. 113 on reader service card

There are 101 reasons why Cyclone® Spreaders/Seeders are your best buy!

When you select a Cyclone, you are getting the benefit of 101 years of broadcast spreading equipment know-how . . . experience that has made Cyclone the first choice of professional turf men.

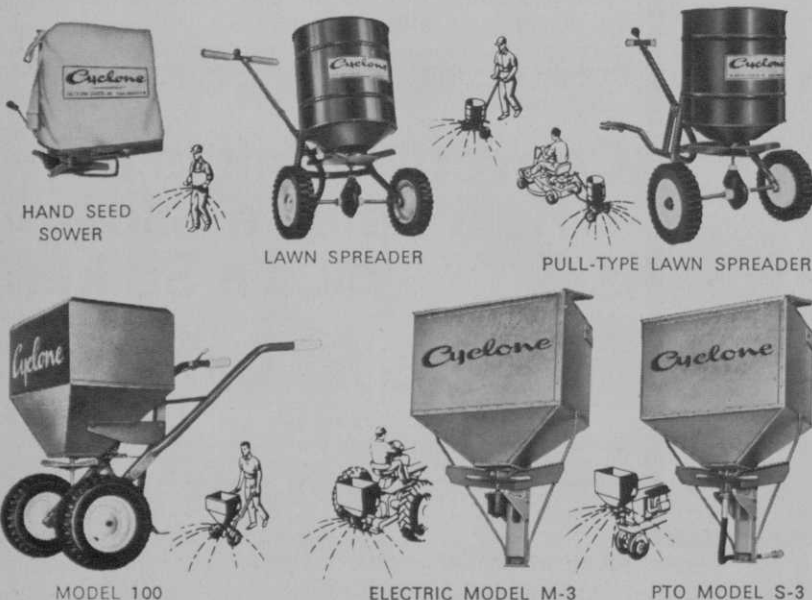
There are more than 20 different Cyclone models from which to choose—models engineered and designed for almost every spreading and seeding need. If you have a special spreading or seeding problem—Cyclone has the answer!

Cyclone Spreader/Seeders save time, work and materials. They broadcast at precise recommended rates—up to five times faster than ordinary spreaders. Easy-to-follow instructions for spreading seed, fertilizer and a wide range of other materials are included with all models.

If you want speed, accuracy and dependability—you want a Cyclone! Contact your Cyclone Dealer or Distributor today for full information on the popular Cyclone line.

Cyclone® SINCE 1868

THE CYCLONE SEEDER CO., INC. Dept. 60-10 Urbana, Indiana 46990



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(Continued on page 72)