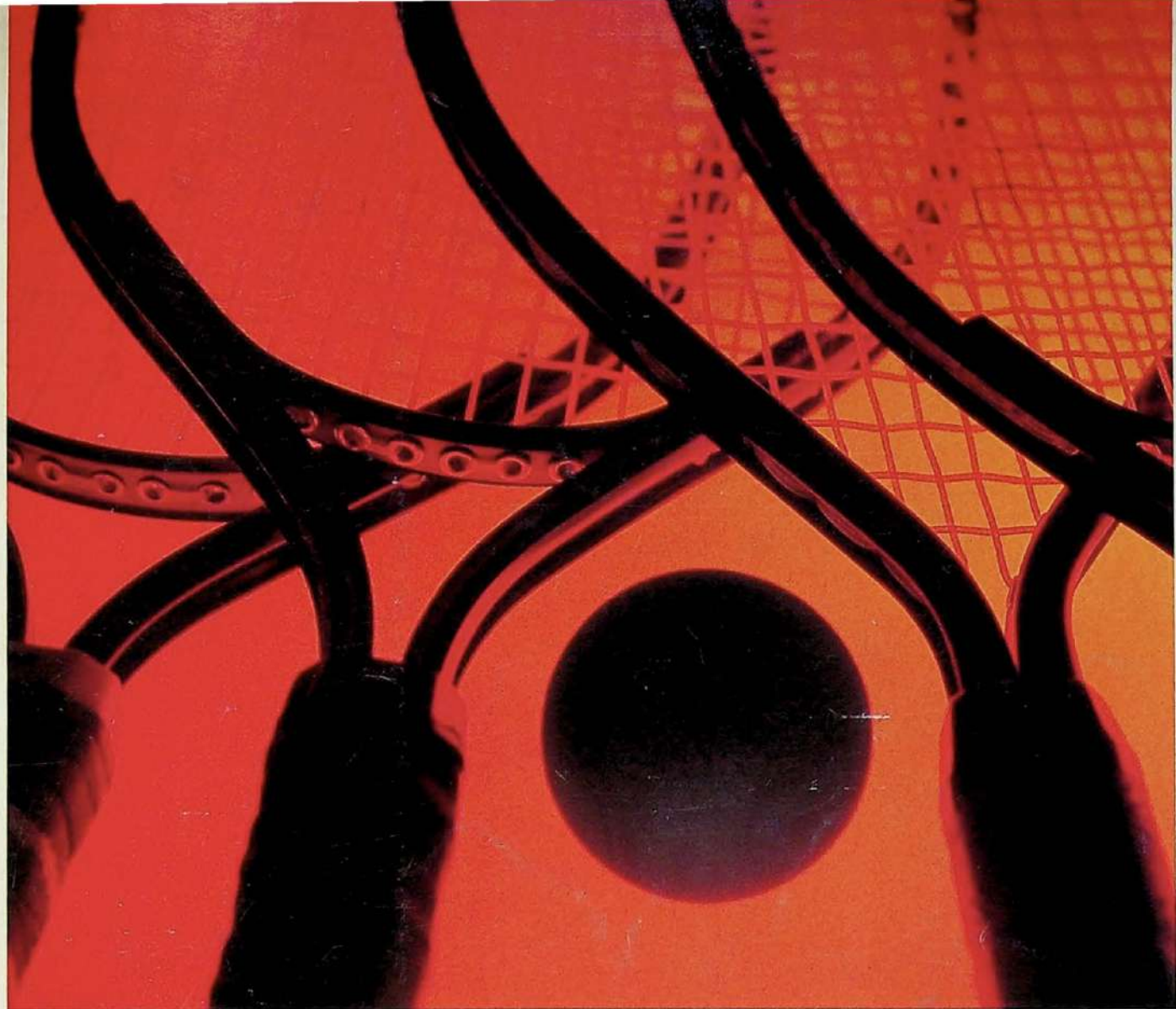
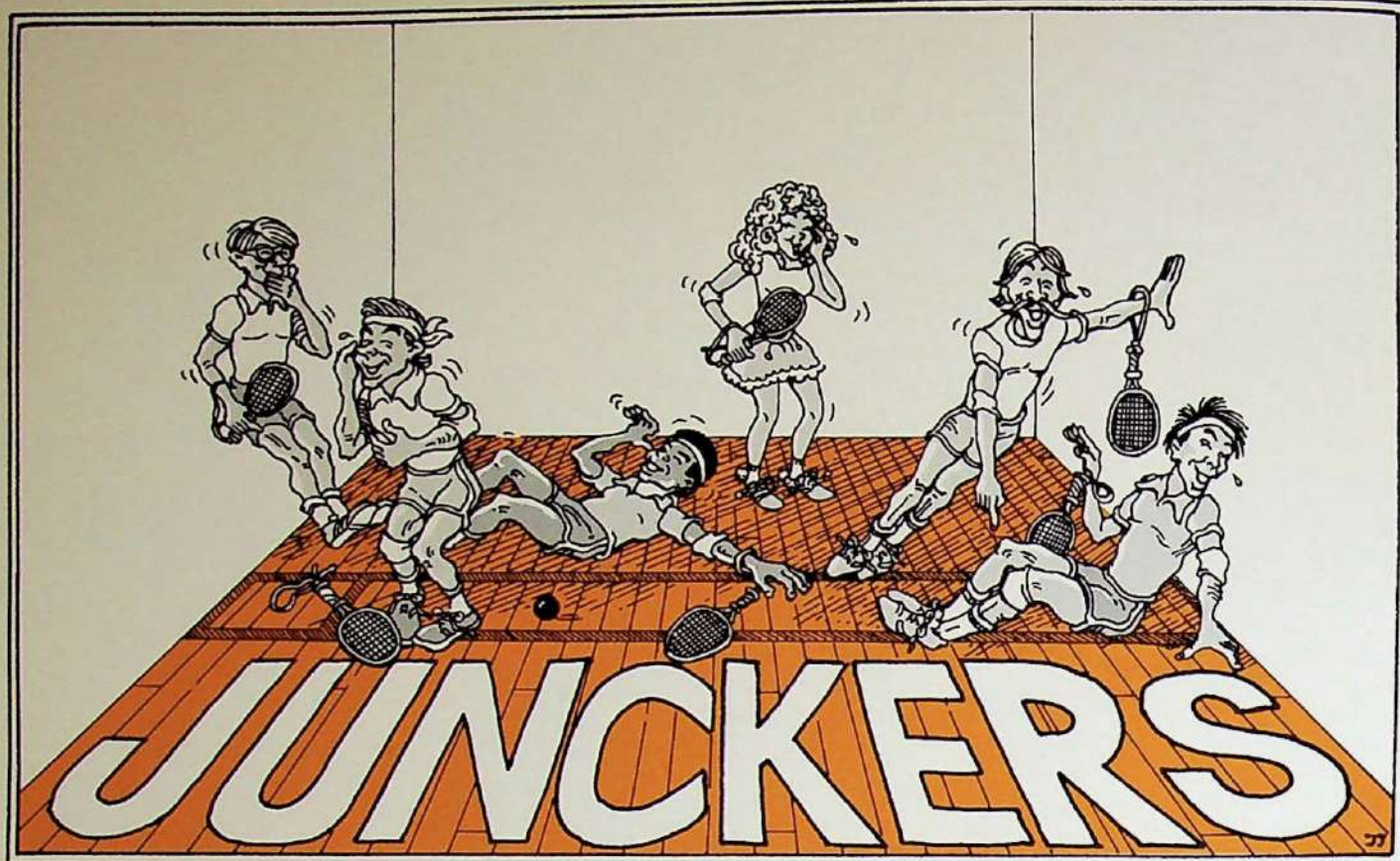




racquetball industry

IN THIS ISSUE:
RACQUET RESEARCH AND
DEMONSTRATION DAY: 1980
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THE TESTING
THE MANUFACTURERS
THE RACQUETBALL AND TENNIS
MARKETPLACE UPDATE
THE MAGAZINE FOR THE
BUYING PROFESSIONAL
JULY/AUGUST 1980
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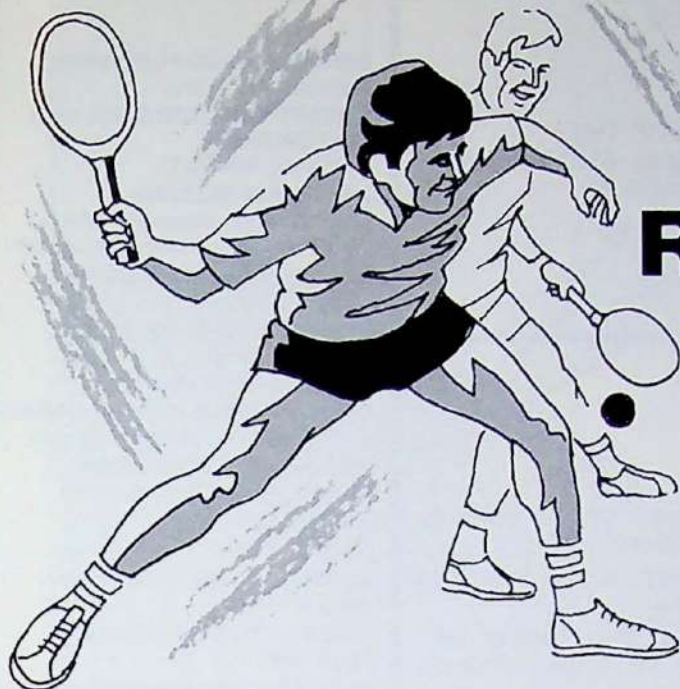
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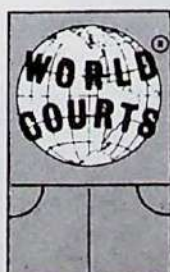
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Deciding among the racquets on the market today can be a difficult task. In this issue we focus on evaluations given the racquets by other professionals, to help you simplify your stocking and selling. Cover photo by Janet McCarthy.

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3

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DEAR READERS,

In this issue of RACQUETBALL INDUSTRY Magazine, we are proud to present the first in-depth analysis of the racquetball racquets you sell. As you well know, there has been a tremendous proliferation of racquets recently, and the available styles, sizes and models can seem nearly overwhelming — making your merchandising job quite complex. With the number of shapes and materials on the market, it can become quite a task to recommend a racquet specifically for the game style of your customer, and to make decisions about what brands, styles, sizes, materials and price points to inventory.

For these reasons, we at RACQUETBALL INDUSTRY undertook the task of simplifying these complexities, and held our First Annual Racquet Research and Demonstration Day in conjunction with the national meeting of the American Professional Racquetball Organization. Pros from around the country played with and evaluated many of the racquets you carry in your shops, and discussed such pertinent features as weight, flex, torque, playability under a variety of conditions and what type of player they would recommend the racquet for. All this information has been summarized and is contained in this issue. We believe you will find this data extremely helpful in selling your racquets.

Additionally, in order to even further help you in your merchandising job, we have published a detailed tear-out chart. Featuring a synopsis of all the comments made about the various racquets, this chart can be removed from RACQUETBALL INDUSTRY and placed on your pro shop walls, preferably near your racquet displays. It will serve as a handy guide for your customer who is looking for the best racquet for his playing needs, will be an invaluable aid to your shop personnel in selling the racquets, and will function as an important sales tool. This chart of racquetball racquets can help you make your selling job much easier.

You will also be able to put all this information to work for you in dealing with the various manufacturers and their representatives, and in determining which racquet styles and models will sell best in your shop. By using the data contained here, and by utilizing the comments made by other racquetball professionals, you will be able to choose from among the many racquets appearing on the market, and select those that will work best in your shop.

All in all, we believe you will find this Racquet Research and Demonstration Day issue of RACQUETBALL INDUSTRY to be an important, educational and highly usable guide to stocking and selling your racquets. It is another example of the strong and timely editorial that we continue to bring you, helping you to make your business even better.

Cordially,

MICHAEL J. KEIGHLEY
Executive Editor

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Small, Medium, Large
Small, Medium, Large
Small, Medium, Large
Small, Medium, Large

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Small, Regular

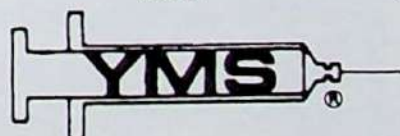
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**"Ankle Injury —
The Enigma of
Sports Medicine"**

By GARRON G. WEIKER, M.D.

The ankle joint is, by design, both inherently stable and very well suited to its function. It is a mortise and tenon joint with a combination motion of rolling and sliding in a single plane. Joints below and distal to the ankle allow for other corrective mechanics about the hind foot. It is stabilized in this mortise both by the bony configuration and a combination of heavy ligaments down the inner and outer aspect.

People with a history of repetitive ankle sprains are most likely to have a chronic instability due to lengthened ligaments or poor muscle control secondary to inadequate rehabilitation. The other possibility that needs to be evaluated in these people, is that of congenital abnormality that predisposes to injury.

As with all ligament injuries, we grade the sprain about the ankle as first, second or third degree, with the third degree being the complete rupture of the ligament. Sprains are rare on the inner side, but when they do occur, they are frequently severe and require a prolonged period of treatment. On the other hand, the outer, or lateral ligaments are frequently sprained as a result of inward twisting of the foot in the plantar flexed or downward pointing position.

Initial findings after a sprain are swelling about the area, delayed bleeding under the skin, and localized tenderness. If the mechanics of the injury are very severe, we occasionally see fractures of the prominences of the bone that serve as

the ligament attachments or fractures of the joint surface. These require either prolonged casting (5-8 weeks) or surgery.

A simplistic way of stating the cause of ankle injuries is that they result from any situation which causes an application of load to the foot while it is in improper alignment. The tendons crossing the ankle are very close to the central axis and, therefore, have a short lever arm and little ability to overcome malalignment once the load is applied.

In a sport such as racquetball, there are several specific areas that we must keep in mind. Players must be educated as to the extreme importance of proper conditioning and footwear.

The variety of shoes on the market which have been developed specifically for racquetball are satisfactory for most people, but on occasion, do not offer enough support. The sole of the shoe must have a good, non-skid, soft rubber surface. Most shoe designs in use today incorporate a rounded edge which does give better traction and maneuverability in sudden changes of direction, but also cuts down on the stabilizing effect of the sole.

Those people with chronic, recurrent ankle sprains are better off with a basketball style shoe, even though it may hinder their game to some extent. Ankle support within the shoe is specifically not built into racquetball shoes. In communications with several of the shoe manufacturers, the consensus is that they recognize

the fact that they have a very low counter on these shoes and feel that people with chronic ankle problems are better off going to another model of shoe, such as their high top basketball version.

Very simple, and yet obviously neglected from the footwear we see, is the age of the shoes and the proper lacing and wear. Repeatedly on the racquetball courts, we can see the beginning or middle level player wearing shoes that are essentially offering no support due to their age and state of repair.

The other area of primary player responsibility is personal conditioning. There is no question that all types of injuries are more frequent in fatigued people. At that point, there is a loss of normal coordination and reaction time which predisposes to injury.

The final primary area would be floor condition. Wet, oily or sticky spots on the floor are a combination of player and club responsibility and it is extremely important that players again be educated to notify somebody from the facility when there is a floor hazard. Floor condition should also be inspected on a regular basis for any settling, shifting or uprighing of floor boards that would tend to catch the feet with resultant injury.

Initial treatment is very similar to that of other injuries which we have previously discussed in general. Ice should be applied immediately in a plastic bag over a wet towel with the foot elevated. An ace bandage should be applied firmly, but not too tightly in an effort to cut down on the amount of swelling. Any ankle that shows significant deformity, or upon which the player is unable to jog without pain after twenty to thirty minutes, should be seen in an emergency facility. It is my personal opinion that any ankle sprain severe enough to require treatment is severe enough for a brief period of casting, followed by an aggressive rehabilitation program. The rehabilitation should specifically include an effort to reeducate automatic positioning in space, or proprioception.

Two of the more common questions that we hear are: "When is it safe to play again after an ankle

sprain?", and, "How long can I expect to continue having pain after a sprain?" The answer to the first question simply is that those players who have not gone to a physician should wait until the swelling is completely gone and they are able to run straight ahead with no pain. For those who have gone to a physician, it depends on the physician's recommendations. The pain should progressively decrease, but may last anywhere from six to twelve months.

Ankle sprains are an extreme enigma within sports medicine in

that they are probably the most common injury we see and yet, they are the most poorly treated. The ideal treatment, as with most injuries, is prevention. To accomplish this, we need to educate the players about the importance of proper footwear, proper conditioning, and attention to playing conditions. The club needs to do its part in addition to education of the players, by keeping the floor conditions as ideal as possible. Initial treatment is still the traditional ice and elevation, with evaluation at a sports medicine facility if pain persists. 

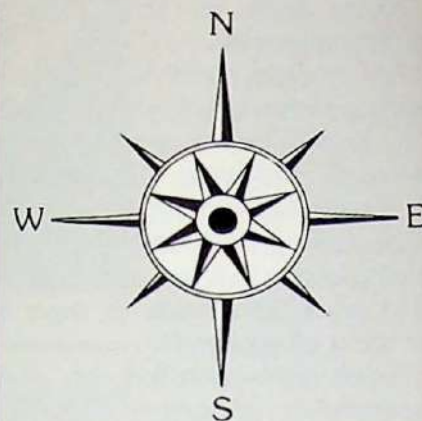
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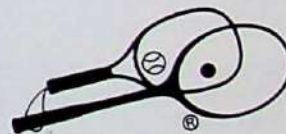
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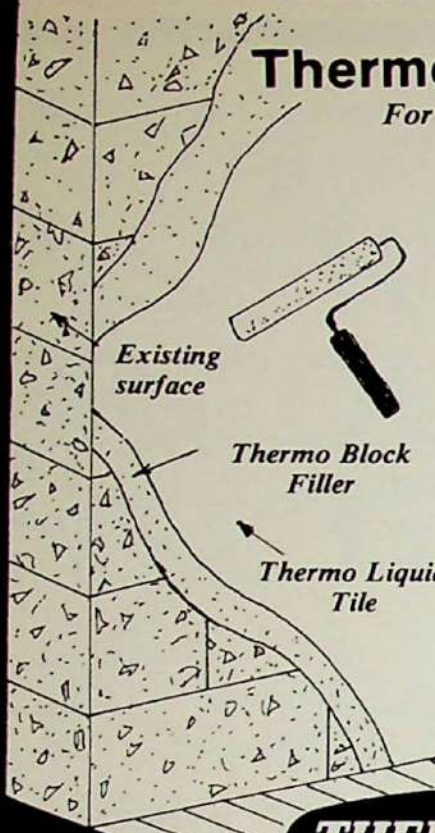


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ATLANTIC CITY SHOW REVIEW

The first summer show ever held for both racquetball and tennis was pleasantly surprising as THE RACQUETBALL AND TENNIS MARKETPLACE held in Atlantic City this past June 1, 2, and 3 attracted buyers from Canada to Japan, California to Connecticut. Although attendance was not as strong as its established west coast RACQUETBALL AND TENNIS MARKETPLACE counterpart (the next one to be held January 26, 27 & 28, 1981 in Long Beach, California) it did prove that there is a definite interest and need for an annual east coast show.

Buyers in attendance showed a serious commitment to the industry as they shopped the hundreds of exhibit booths jammed with a panorama of racquetball and tennis related products. The Racquetball and Tennis Workshop was well attended, with racquetball and tennis instructors from across the country picking up on all the latest teaching techniques — from the APRO and USTA teaching experts.

And as always, The Racquetball Management Workshop once again proved popular, bringing in not only court club owners and developers from the larger metropolitan areas, but a representation from the smaller cities as well, demonstrating clearly there still is a growing national interest in the sport.

The free wine and cheese party held at the conclusion of the first buying day provided an excellent forum for buyers and exhibitors to exchange ideas and merchandising strategies to help build stronger sales results at the retail level.

All in all, it was a good initial showing for THE RACQUETBALL AND TENNIS MARKETPLACE East Coast edition, and signs point to a continued success in the future. □

JULY/AUGUST 80



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As important as this is and as essential to your future and the future of the game, in the last couple of years an astonishing array of new racquets have appeared on the market, complicating your task and making your job more difficult. No longer is choosing a racquet a simple matter. It used to be. There was a time when just a few racquets were offered, and then it was a reasonably simple matter to outfit your customer with the right racquet for his/her style of play. Today, racquets are available in a wide variety of shapes, sizes, materials and features.

This diversity, although it means a considerable selection for your customers, and gives the player the ability to choose the specific racquet for his/her needs, makes it difficult for you to explain the features of each and to appropriately equip your

players. In fact, it does even more than this. Formerly, in choosing the racquets to carry and to sell, you were able to make decisions based upon actually playing with the racquets and determining the playing characteristics, feel and playability for yourself. Today, that is not possible. The immense number of racquets currently appearing on the market means that, for many of you, not only are you not able to play with them — in many cases you aren't even aware of them.

One racquetball professional, in mentioning this fact, indicated that, "I find a racquet I like and that's the one I play with. I never get a chance to try any of the other racquets." Another mentioned that, "There are racquets on the market that I've never paid much attention to. There are so many racquets out today that I just don't get the chance to know about them or to play with them." And still a third said, "The first racquet I started out with is the one that I use for my everyday game. The other racquets that are out today are very, very different. Only when you can play with them and try them out can you find out just what kind of racquets are available, and tell a player what kind of racquet is best for their game."

This is the ability you have that other outlets that sell racquets don't have — and is the reason that your customers come to you. Only in your shop can they obtain the kind of quality, service and product knowledge that means so much to the game. One of the pros emphasized, "I have always felt that in racquetball, as in any sport, if you are going to buy the equipment, you should buy it from a pro that's involved in

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that sport. The average pro should have a strong background in all the different types of equipment that's available. A lot of people, because it is cheaper, will go to another type of store to buy a racquet. I strongly advise people beginning in the game that they must be careful of doing that, because the guy in the store doesn't have the expertise about what he's selling. In essence, he's going to sell what he has available. I've had several cases where people come in with a racquet they've bought elsewhere, and it is nowhere near the type of racquet they should be playing with. People should look to their professional for a non-biased opinion on what is the best available for the money, and the pro must be able to tell them."

For that reason, RACQUETBALL INDUSTRY Magazine undertook the task of bringing both the pros and the racquets together in the first of our annual Racquet Research and Demonstration Days. Since the beginning, we have been committed to bringing you all the product knowledge you need to merchandise your

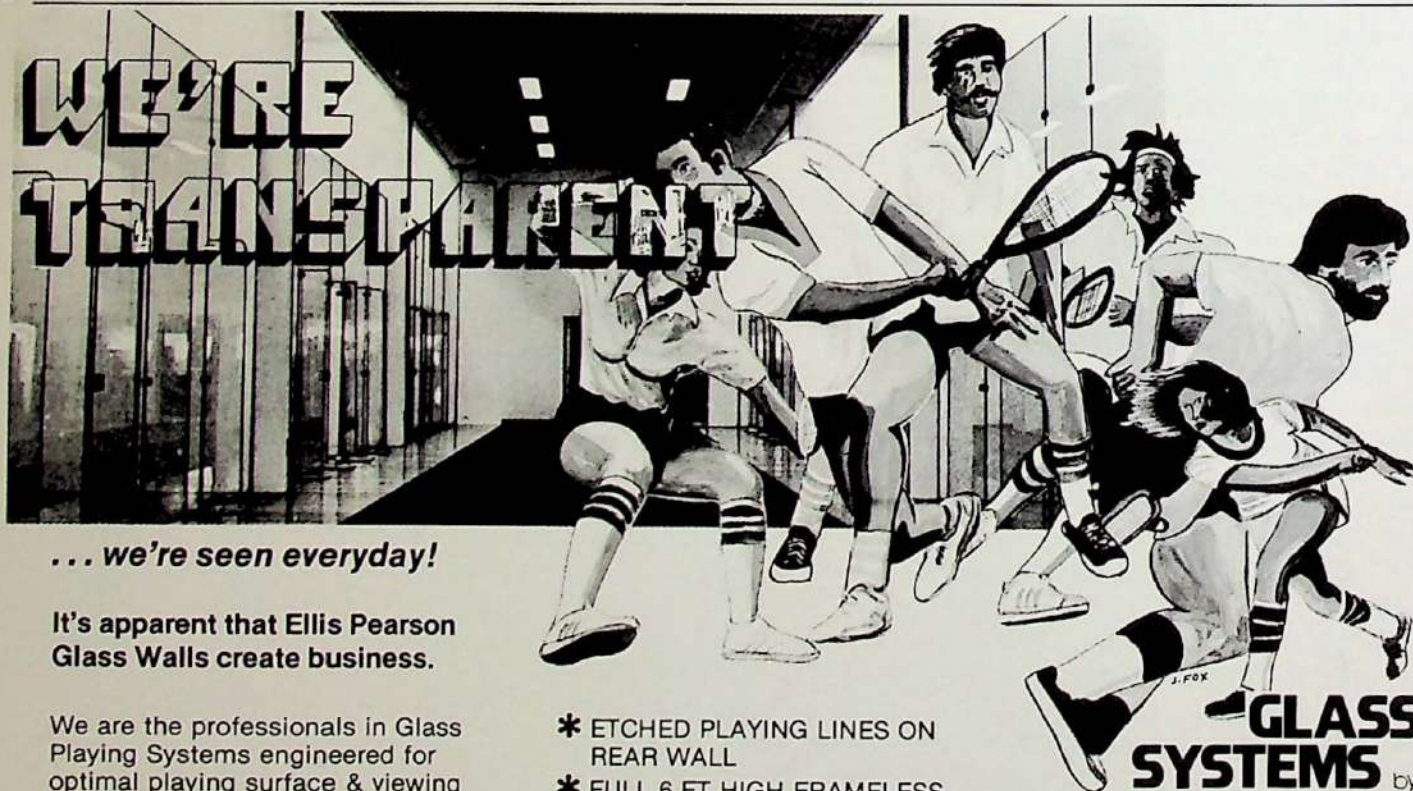
products and to help you maintain your position as the expert in the game. It was our feeling that by bringing teaching professionals together to evaluate the racquets that are on the market, letting them hit with them, and asking them for their opinions about the various models including playability, feel, the type of player the racquet would best be suited for — and then sharing that with you — this would help you all to position your racquets for the right player and then merchandise them to your customers.

In order to accomplish this, we contacted every racquetball racquet manufacturer, and asked them to send us two racquets. We left the choice of model totally to them. Because there are few exact standards yet applicable to racquetball equipment, we also told them that they could send these racquets in whatever size they considered a medium. Most of the manufacturers sent us a 4¼. It was the same situation with weight. We asked them to send us whatever weight they considered a medium, and most sent us

racquets weighing between 260-275 grams. All racquets were factory strung at the manufacturers suggested stringing tension. All in all, there were 28 racquets, with 14 manufacturers being represented.

Next, we approached the American Professional Racquetball Organization which was holding its annual meeting in the Chicago area. We asked if members of the association would remain for this Racquet Research and Demonstration Day, following their meetings. Seventeen of the professionals from various parts of the country were able to do so. We would like to take this opportunity to thank APRO, its president, Chuck Sheftel, and the participating professionals. It was our feeling, and it was substantiated by these professionals, that all of you would gain a great deal by hearing the opinions expressed by fellow playing professionals about the various racquets. "I respect what other pros say about a racquet," said one professional. "If I pick up a magazine and see that a racquet has been evaluated by APRO pros, then I really pay attention to

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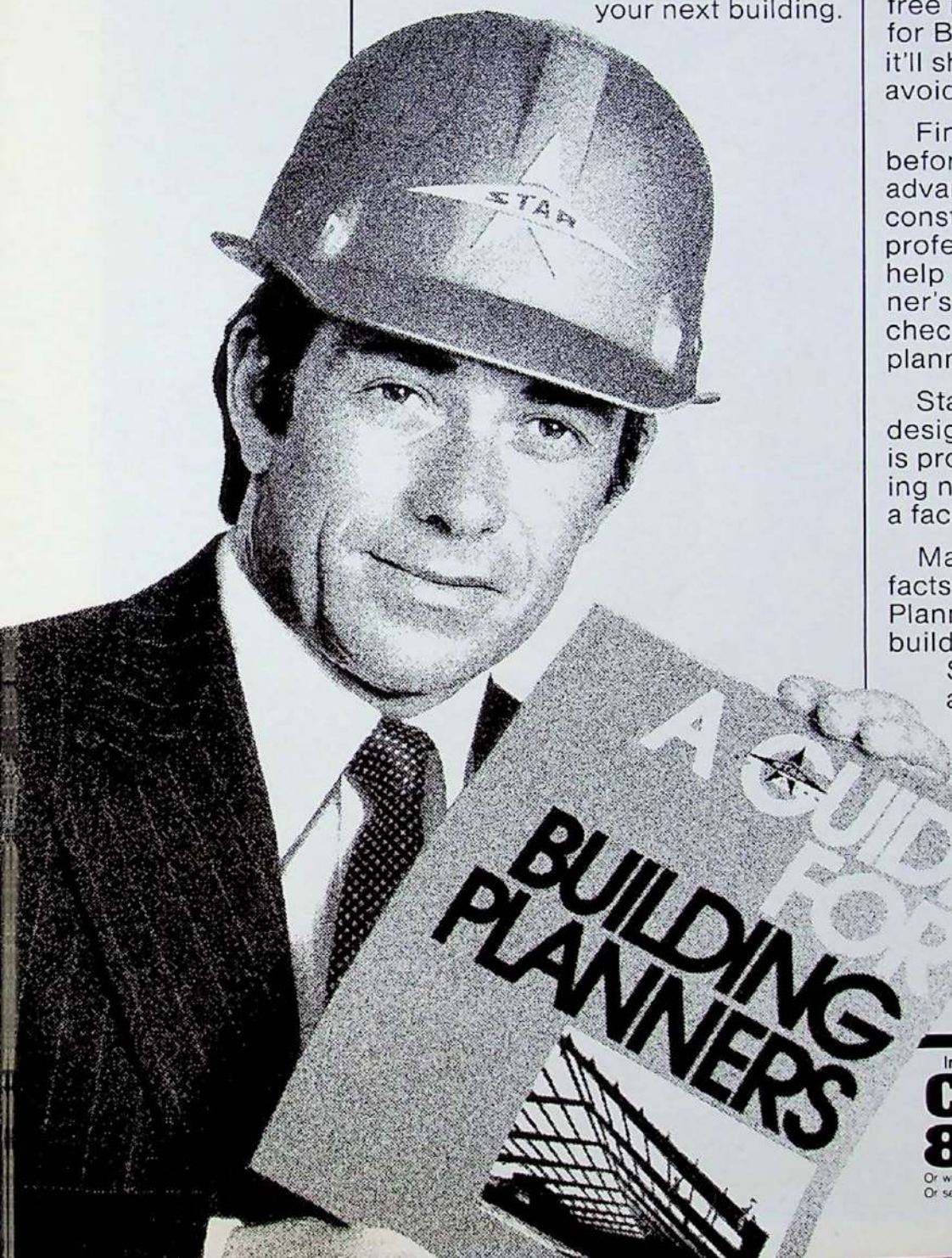
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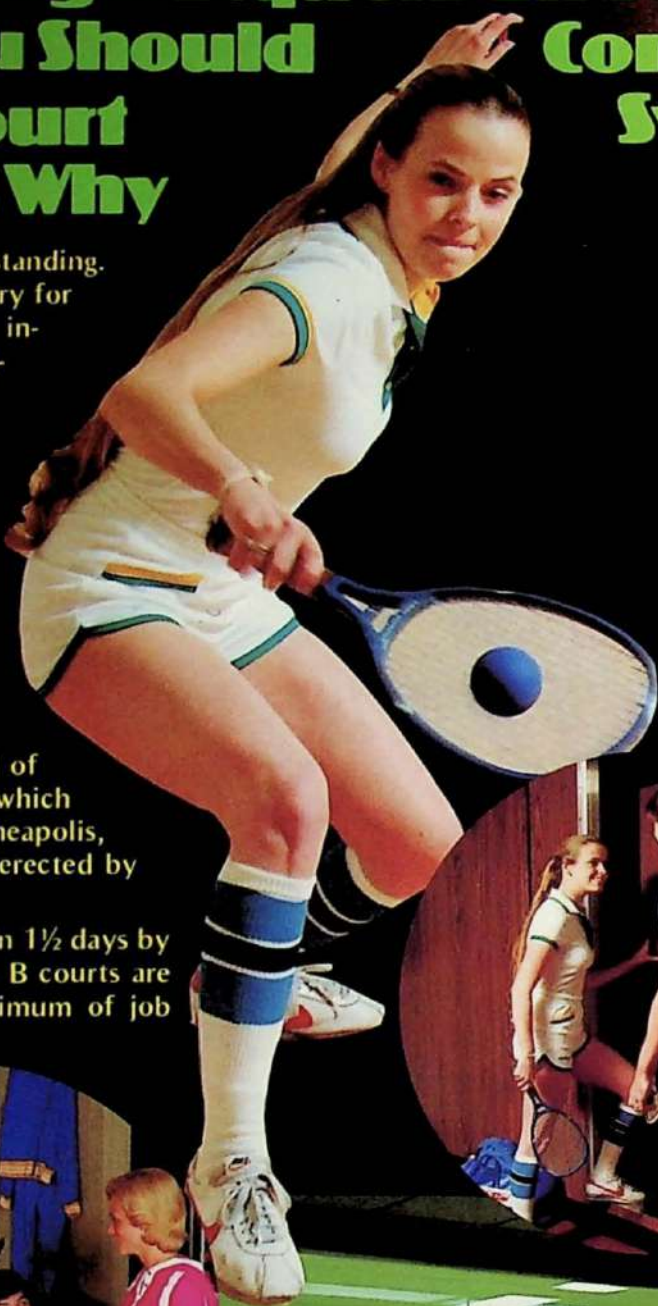
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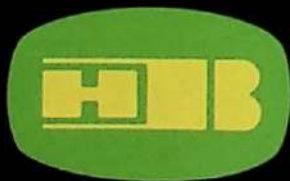
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what they have to say." Who the professionals are and what their background is has been discussed elsewhere in this issue.

Racquet Research and Demonstration Day was held at the Forest Grove Swim & Racquet Club in Palatine, Illinois. All four racquetball courts were made available to us during the entire morning, and we would again like to thank Sheftel, owner/general manager/sports director of the club, for giving us the courts and allowing us to use his facility. We greatly appreciate and would like to thank him for his interest and enthusiasm. All balls used during the day were courtesy of Penn Athletic Products. We would also like to sincerely thank them for their help.

Before the professionals went on to the courts to hit with the various racquets, they were instructed to look for several different features. We asked them to describe the flex of each racquet, its weight and balance, the comfort and quality of the grip and its overall playability. Because many of your customers are brand new to the game, and are not experienced enough to have a great deal of finesse or to hit the sweet spot, we also asked the pros to purposely hit off-center, reproducing as far as possible what your players would experience with the racquet. Since many players today are in the novice or beginner category, we wanted to know how the racquet would respond to off-center hits. Furthermore, we also asked the pros to give us their opinion about the type of player the particular racquet would be best suited to. Each pro was given 10 to 15 minutes to hit with each racquet. The results of their evaluations have been summarized, and will also be found elsewhere in this issue.

Not only did all the pros agree that this testing and evaluation gave them exposure to racquets that they might never have tried otherwise, thus giving them the information they needed to share with their customers, they also felt that experiencing these racquets would help them in dealing with the various sales reps and in stocking their shops. "Regretfully," said one, "the

general public tends to buy racquets on price and looks. Now that I am able to eliminate some of the less desirable racquets, it will add to the overall quality of my pro shop sales. Also, the knowledge I've gained from this will be very beneficial and it will help to talk to the manufacturers and their representatives. When they come into my shop, I can tell them I've tried this racquet and 'I don't think it's very worthwhile,' or 'I can hardly wait to put it on the shelf.' This experience very definitely gives me the ability to make a choice."

Still another pro commented that, "this is a great way for the playing professional to become an integral part of what's selling in the pro shops. The pro needs to be more knowledgeable and needs to play as many racquets as he can. This tends to create the professional image that's needed in racquetball. It's tough to have a customer walk in the club and ask the pro the difference between three racquets, and the pro can't give him an answer. This way, the pro can give his customer first hand knowledge. I think this could be the responsibility of the professional who is buying and selling."

The most important thing this shared knowledge can do for you, though, is really enable you to fit your customer with the very best racquet to complement his/her game and style of play. One pro stressed that, "Back a few years ago, when the market was minimal, it was easy to tell the difference in racquets and to recommend a racquet for a certain level of player. Today, the difference between racquets is not going to be that great, and information like this can give the professional some insight as to what these differences are and what their customer needs for his level of play or control." Finally, another pro maintained that, "You have to recommend. It's not good enough to tell a customer that one racquet offers this and another offers that, but his final decision comes down to individual choice. The pro has to be able to say, 'I can help you a lot with the range that we have here.' He has to know that if someone doesn't play a lot, he's not going to offer them a racquet that's got a

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lot of power, or if someone wants power, he's not going to give them a different racquet that's basically for control. He has to know what he's selling his customer."

Knowing what you're selling your customer is what the RACQUETBALL INDUSTRY Racquet Research and Demonstration Day was all about. By taking the experience of other teaching professionals, summarizing it, publishing it and sharing it with you, we are giving you the tools you need to sell your racquets. We have given you the ability to know what a racquet does, how it feels and who it is best for. And best of all, we have given you the evaluation, suggestions and opinions of other teaching professionals who daily confront the same problems and procedures that you face. First hand experience is always best and by giving you this information from the point of view of people that are directly involved in the business of playing and teaching racquetball, we have given you the sales tools you need to do a thorough and successful selling job in your shop.

In order to help you even further, we have also taken these results and put them in a concise, easy-to-follow chart form. Designed as a handy tear-out chart which can be placed on the wall of your shop, this chart will let your customers see exactly what you have available and tell them what it will do for them. Backed up with your own product knowledge and the information you now have about the various racquets on the market, the Racquetball Racquet Chart could be one of the best sales aids you have ever had.

It is worth reiterating: The most important thing you have to sell is product knowledge. RACQUETBALL INDUSTRY has brought you this product knowledge about many of the racquets available on the market today. As more and more beginners enter the game, it is important to fit them with the right equipment for their needs. As now-novice players become more advanced and begin to learn about the finesse of the game, you will have the knowledge you need to explain to them why the racquet they used to use is no longer

really the best one for their game, and how they can profit from a different model, and so on.

This is very important now, but will become even more critical in days to come, as even more racquets make their appearance on the market. What you will have gained from this Racquet Research and Demonstration Day issue will put you one step ahead of the game, and will give you the tools you need to find out all the specific features and playability characteristics of the new models. In the weeks and months to come, you will find that this product knowledge translates directly into profit: profit for your player who will benefit from having the proper equipment, profit for your image as the racquetball professional who has all the information about the equipment needed for the game, and profit for your shop in terms of increased sales. What this means to you is a sure-fire way to cut through the confusion that surrounds today's racquets, and build a strong, successful and profitable racquetball operation. 

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THE PROS



DAN BERTOLUCCI, Dan is a professional at the National Racquetball Club, Inc. in Skokie, Illinois, and has been teaching racquetball for the past 6 years. Dan uses a Leach Graphite 100.

STEVEN BOREN, Steve is a professional at the Courts of The Phoenix in Chicago, Illinois. He has been a racquetball teacher for the past five years and has played in the Illinois Open. Steve plays with a Voit XC racquet.

WAYNE FRANKE, Wayne is a professional at the Falls Racquetball Club in Menomonee Falls, Wisconsin. He has been a professional instructor for 3 years, and has won the veterans division of the Falls Open. Wayne currently uses an Ektelon 250G and sells approximately 120 racquets a year.

GLORIANN FREDIN, Gloriann is the head professional at Forest Grove Swim & Racquet Club in Palatine, Illinois and has been a racquetball instructor for 4 years. She plays the Wilson Advantage and Omega 21 racquets and sells approximately 100 racquets a year.

RUSS GRANATA, Russ is a professional at the Kennedy Health & Racquet Club in Hoffman Estates, Illinois, and has been a professional for 1½ years. Russ uses a Wilson Advantage racquet, and sells approximately 300 racquets a year.

JIM HALL, Jim is a professional at the NW Suburban Y in Des Plaines, Illinois. He has taught racquetball for the past 5 years in both Wisconsin and Illinois, and plays an Ektelon Marathon Graphite.

RON (SONNY) HILL, Sonny is a professional at the McKinley Racquet and Health Club in Buffalo, New York, and has been a racquetball professional for 3 years. He was a finalist in the State Senior Championships, and currently uses an Ektelon XL Bill Schmidtke racquet. Sonny sells approximately 20 racquets a year.

RANDY KALAL, Randy is a professional at the Downtown Court Club in Chicago, Illinois and has been teaching racquetball for the past 5 years. She plays a Leach Pro Only racquet and sells approximately 300 racquets a year.

PHIL KLINTWORTH, Phil is a professional at the Michigan Racquetball & Fitness Center in Okemos, Michigan. He has been a racquetball teacher for 8 years in Michigan & Illinois, is on the APRO Board of Directors and is Vice President of the Michigan Racquetball Association. Phil uses a Head Master racquet and sells approximately 200 racquets a year.

JOHN KRUGER, John is a professional at the Omni 41 in Shererville, Indiana, and has been a professional instructor for 5 years, teaching in

JULY/AUGUST 80



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Vermont, Iowa and Indiana. He has won the Vermont State Doubles title and currently uses a Leach Graphite 100.

CAMILLE McCARTHY, Camille is a professional at The Court Club in Indianapolis, Indiana, and has been teaching racquetball for the past 4 years. She has won the Women's State Singles, Midwest Regionals and National Doubles titles. Camille presently plays an Olympian racquet.

REX NYQUIST, Rex is a professional at the Forest Grove Swim and Racquet Club in Palatine, Illinois,



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and has taught racquetball for 2 years. Rex uses a Leach Bandito and Omega 21 racquets, and sells approximately 100 racquets a year.

JAN SARNO, Jan is a professional at the Chalet Sports Core in Willow Springs, Illinois. She has been teaching racquetball for the past 3 years. Jan plays an Ektelon Magnum Flex, and sells approximately 200 racquets a year.

CHUCK SHEFTTEL, Chuck is the sports director at the Forest Grove Swim & Racquet Club in Palatine, Illinois, and has been a teaching pro for the past 15 years. Chuck is the president and founder of APPO, has written a book on teaching racquetball and is a USPTA pro. He uses a Leach Graphite Bandito and sells approximately 100 racquets a year.

BOB TROYER, Bob is a professional at the Spaulding Racquetball Club in Highland Park, Illinois, and has been a racquetball instructor for the past 4 years. He is the 1979 National USRA Veterans Masters Champion. Bob uses an Omega Century and sells approximately 150 racquets a year.

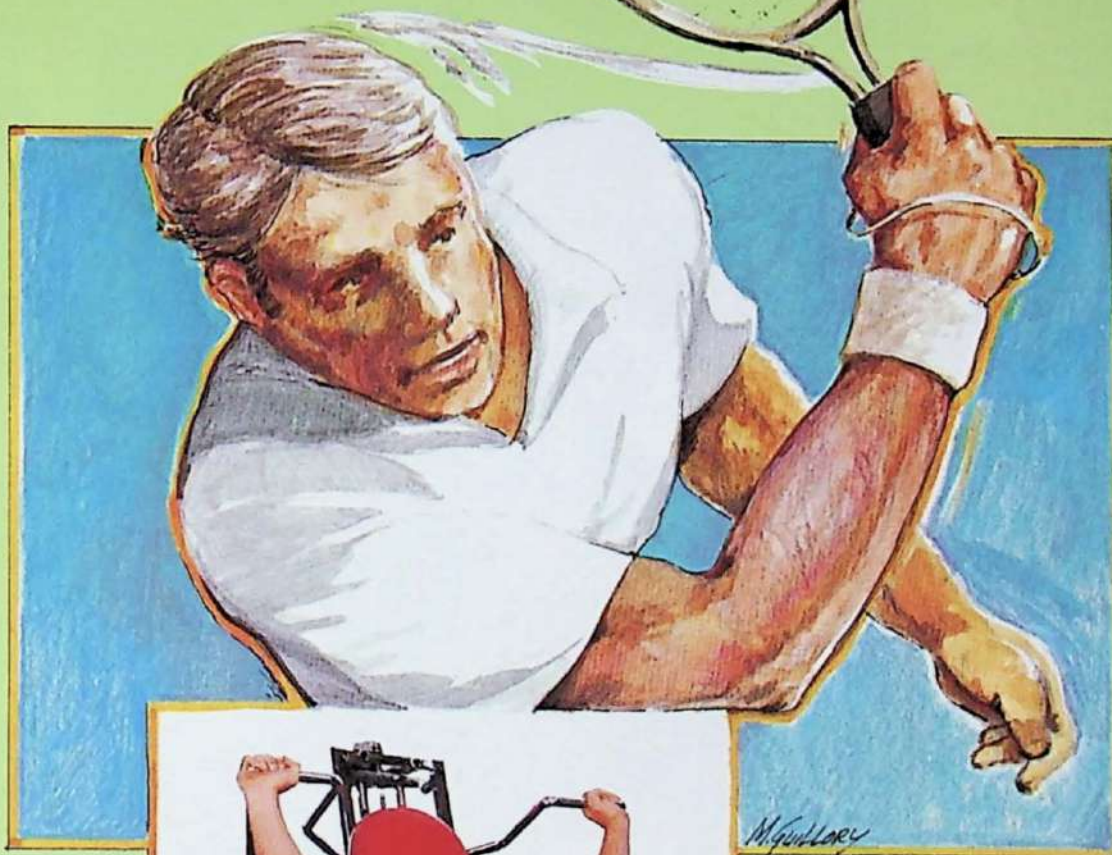
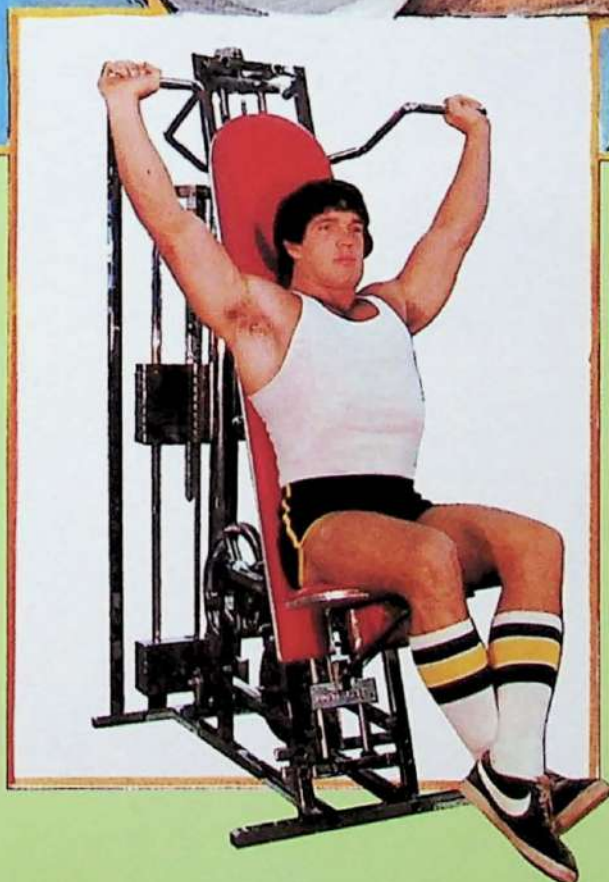
BARBARA WILD, Barbara is a professional at Cary Park District Club in Cary, Illinois and has been teaching racquetball for 1 year. She plays an Ektelon 250G and sells between 20-25 racquets a year.

CHUCK WURZER, Chuck is a professional at the McKinley Racquet & Health Club in Buffalo, New York. He has been teaching racquetball for the past 6 years in New York and Ontario, Canada. Chuck is the New York State Senior Champion, and uses an Omega 21. He sells approximately 400 racquets a year.

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THE TESTING

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DAN BERTOLUCCI: I felt the weight of this racquet was in the medium to slightly heavy range and tended to be head heavy in terms of balance. I felt the flexibility was medium with a little bit toward the stiff side and I had minimal to no vibration on sweet spot hits. However, the racquet did vibrate some on the off center hits. The grip size was fine and as far as the shape is concerned, I felt the butt of the racquet was slightly too large for my liking. The quality of the grip was excellent and playability on power shots was fine if you hit it right in the sweet spot. The playability on finesse shots was also fine. I would recommend this racquet for someone who is a bit more experienced and I feel overall it is a very playable racquet and certainly one that would warrant consideration in the pro shop.

BARBARA WILD: The overall weight of this racquet was medium to a little bit on the heavy side and I felt the balance was medium to head heavy. I consider this to be a medium flex racquet and I felt only minimal

vibration on sweet spot hits with a little bit more on the off center hits. I felt this grip was a bit long but have no objection to the overall size or shape of the racquet. The grip was an average grip for a quality racquet and I felt the playability on power shots was very good due to the stiffness of the racquet. The finesse shots were also pretty controllable and I could recommend this racquet probably for a better male or female player who can handle a racquet that is a little bit heavy.

BOB TROYER: I felt this was a medium weight racquet and the balance was just a little bit head heavy. The flex was medium to stiff and I felt very minimal vibration on off center hits and also only a little bit of vibration on the sweet spot hits. I felt the grip was excellent and I liked the hour-glass shape. It was the kind of grip you can really control the ball with. The quality of the grip was excellent and I felt on power shots the ball came off the racquet with considerable speed. The control shots were also adequate with this racquet and I feel I could recommend

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this racquet to just about any level player. Overall, a very good racquet.

WAYNE FRANKE: This was a heavy weight racquet and the balance was pretty much medium to a little head heavy. I felt the flexibility was a medium flex and I had only minimal vibration on both off center and sweet spot hits. The grip was a good shape and size and the quality of the grip was also quite good. I personally like a raised grip like this racquet. I got good power on power shots and had pretty good control on finesse shots and overall I could recommend this racquet for the intermediate or above player. In general, I think it is an excellent racquet.

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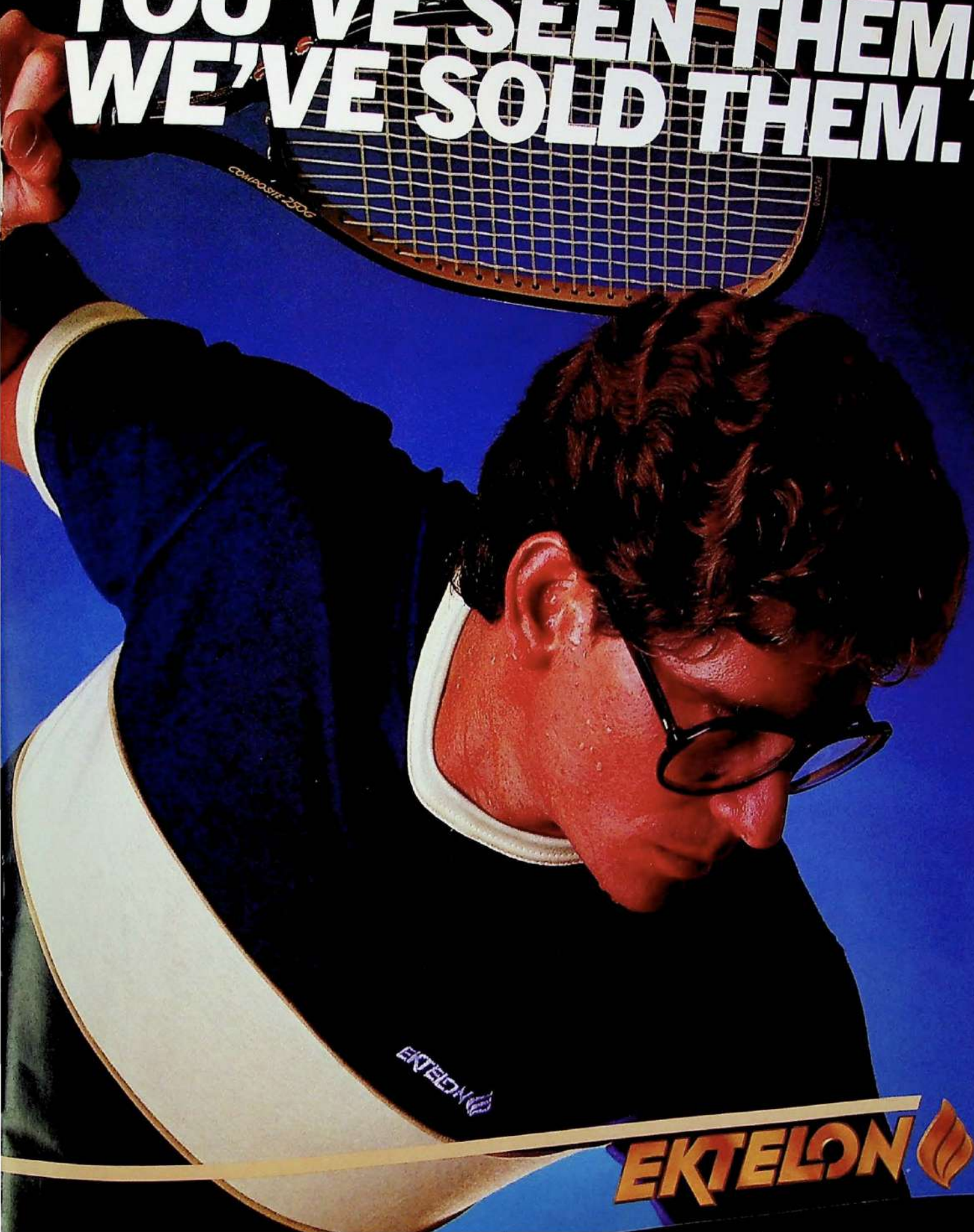
JIM HALL: I felt this racquet was a medium weight to slightly heavy racquet which was pretty well in the medium balance range. The flexibility factor was pretty stiff and on the sweet spot hits, I felt no vibration at all. On the off center hits, I did feel some very slight vibration, but I would classify it as minimal. The size and shape grip on this racquet were both good. However, the bottom of the handle was a little bit uncomfortable for me. The quality of the grip, I felt, was pretty good and as far as playability, I thought the racquet was fine on power shots but not quite as good on the finesse or control shots. I would probably recommend this racquet for a male player with some previous athletic ability and probably only for a stronger type of person. Overall, I felt it was a well engineered racquet but a little bit on the stiff side and just a tiny bit on the heavy side.

BARBARA WILD: I would say the weight of this racquet was a little heavy and the balance was almost a perfect medium. I did feel this was definitely a stiff racquet and I was happy that I received only minimal vibration on both sweet spot and off center hits. It seemed the grip was pretty good for size, meaning that it was a medium grip and the quality of the grip was very good. I found the playability on power shots to be excellent and also very good on the finesse shots. I would recommend this racquet probably for a man or woman that has played for awhile and would get the most benefit out of a racquet like this. My overall comment is that it is a very good racquet and probably very popular because it is a good control as well as power racquet.

PHIL KLINTWORTH: I felt this was a medium weight racquet and definitely a medium balanced racquet. The flexibility was medium, maybe slightly toward the stiff side. I did not feel any vibration on the sweet spot hits and only minimal vibration on the off center hits. The grip size felt very comfortable to the hand and I liked the shape of the grip; it seemed to fit my hand very well. The quality of the grip seemed to me to be excellent and as far as playability on power shots, I thought the racquet was super. I did not feel that the playability on finesse or control shots was as good because you couldn't feel the ball on the strings as long as you wanted simply because it's such a power racquet. I feel I could recommend this racquet to almost any type player. It would be a good beginner racquet as well as a good tournament

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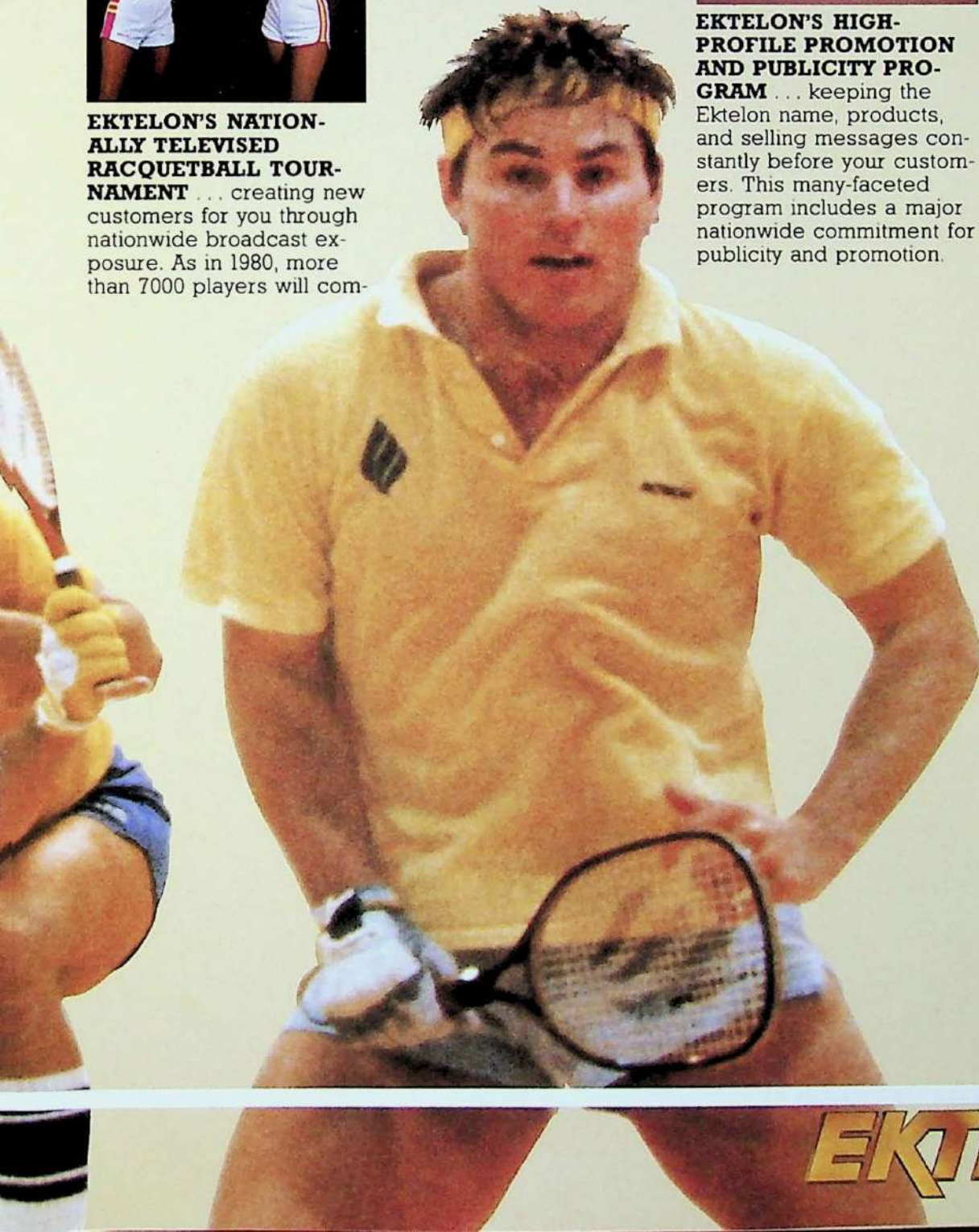


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player racquet. Overall, I felt the racquet had a very good sweet spot and I had excellent power on all types of shots.

CAMILLE MCCARTHY: Overall, this racquet was a medium weight racquet and I thought the balance was medium to slightly head light. The flexibility was stiff and I felt absolutely no vibration on the sweet spot hits. I did feel some small vibrations that I would consider minimal on the off center hits and the grip felt very nice in my hand. The shape of the grip was fine and I think the size was also in the medium range. The quality of the grip seemed to be fine, it was a good quality leather and on the playability, it felt pretty sound on the power shots and also relatively sound on the finesse or control shots. I would recommend this for an intermediate to an advanced player who could get the most out of the racquet. Overall, I felt it's a very good racquet with excellent balance.

DUNHILL DXL 140

GLORIANN FREDIN: This was a medium to light weight racquet with a medium balance and definitely a stiff flexibility. It had a little too much vibration I thought on both sweet spot and off center hits and I think the size of the grip was a little too large perhaps for ladies and the shape was very round. The quality of the grip seemed to be pretty good and I also got plenty of power from the racquet. I think it's designed more for the power game than for the control game. Overall, the racquet seemed light enough for beginners but I would be a little careful with the stiffness of this racquet.

SONNY HILL: The weight of this racquet was light to medium and the balance seemed to be medium to head light. I do feel this was a stiff racquet and you had some vibrations when you hit the ball off center, although, the sweet spot hits were pretty good. I felt the shape of the grip was very round and it was also of good quality leather. I did get very good power on power strokes but the control shots were a little tougher to control. Overall, I could recommend this racquet for most players since it's light enough for ladies and in general, it's an average type racquet.

RANDY KALAL: This is a medium to light weight racquet with a medium balance point and it's definitely a stiff racquet. The vibrations I felt on sweet spot hits were minimal and on off center hits, tended toward the moderate range. I did feel the grip was a little bulkier than it should be for a medium size and the shape was pretty good, although, quite round. The quality of the grip seemed to be quite good as it was one of the better smooth leather grips we've played with today. On power shots, I had good strong power but I felt the racquet lacked the control it needs for finesse shots. Overall, it's not a bad racquet and since it's such a stiff racquet, I would have to recommend it for an intermediate player who already has the control he needs and is looking for more power.

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DUNLOP MAXPOWER

BOB TROYER: This was a medium weight racquet, and I felt that, although it was well balanced, it was a little head heavy. The flexibility of the racquet was medium to stiff. There was a moderate amount of vibration on sweet spot hits but I felt that the vibration on off center hits tended to be a little bit excessive. Although I felt the size of the grip was a little small for a medium racquet, I liked the grip and the shape was fine. The playability of this racquet on power shots was pretty good. I feel that the playability on finesse shots is fair, although, there is a little vibration and that would result in loss of control. I would consider this a very good racquet for a beginner.

GLORIANN FREDIN: I felt that the racquet weight and balance were both medium and the flexibility was also medium, tending toward a little stiffness. The vibration on sweet spot hits was moderate and the vibration on off center hits tended to lean a little towards excessive. I felt that the grip was a little too big as far as women are concerned, but the shape was really fine and the grip itself was also very fine. In terms of playability on both power shots and finesse shots, this racquet gives a certain amount of control and that lends greatly to its playability. This might be a very nice racquet for an advanced beginner, and I think that in terms of general comments, the weight of the racquet was very, very comfortable.

WAYNE FRANKE: The weight on this racquet was medium to slightly light and the balance of was medium. I felt that the flexibility tended toward the stiff side. Vibration on the sweet spot hits, I believed, was minimal and vibration on the off center hits was moderate. The grip size and shape was very good and very comfortable and the grip was a little tacky which would be nice for holding in your hand during play. Playability on power shots was good and playability on finesse shots was also good with the racquet lending good control. I would recommend this racquet for probably either a C player or a C to B player. In terms of

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overall comments, I felt it was a pretty good racquet.

RANDY KALAL: I felt this racquet was a little light with the balance being generally medium, but perhaps tending to be a little head light. The flexibility was medium with just a slight tendency to be a little stiff. There is moderate, leaning toward a little excessive, vibration on both the sweet spot hits and the off center hits. The grip was very nice. It was a little smaller, I felt, than medium, but the shape was fine. I especially liked the raised leather grip. You get a lot of power out of this racquet on power shots, but I felt there was a little loss of control on finesse shots. This racquet would be good for an advanced beginner to an intermediate player, one who has control already and who would be looking for a little more power. I liked this racquet very much. It's a "neat" racquet and if it wasn't for the vibration, I would really like it.

EKTELON 250G

STEVE BOREN: The racquet weight was light and the balance was definitely medium. I thought the

racquet was a medium flex and felt no vibration at all on sweet spot hits. The off center hits had only minimal vibration and I thought the grip size and shape were perfect, particularly for a small hand like mine. The quality of the grip was very good and I thought the playability of the racquet on power shots was very smooth as the ball came very quickly off the racquet. On the finesse shots, I thought I had very good, soft touch and I would recommend this racquet for any player from intermediate to advanced levels. My overall feelings are that the ball played extremely well off this racquet and it was very easy to control and offers good weight and good balance.

DAN BERTOLUCCI: The racquet weight was light to medium and the balance was medium to slightly head light. I felt the flex was a medium flex and I had no vibration at all on sweet spot hits and only minimal vibration on the off center hits. I felt the grip size and shape were both fine and I considered the quality of the grip to be top grade. I had excellent response on the power shots and

also excellent response on the finesse shots. I would recommend this racquet for an advanced player because I feel he could appreciate the racquet the most. It seems to be a very well made racquet and I would certainly consider stocking it and selling it.

CHUCK WURZER: This racquet was a medium weight racquet with a medium balance point. I felt the flexibility was in the medium range and I had absolutely no vibration at all either on sweet spot or off center hits. The grip size appeared to be a little small for me but the shape was fine. The grip was a superb quality grip and I had great power on power shots. The finesse aspects of this racquet were also very good and I could recommend this racquet for a control player or a player with the ability to shoot a lot. My overall comment is that it is probably one of the best racquets on the market right now.

EST LANCE

GLORIANN FREDIN: I found this to be a light weight racquet with a

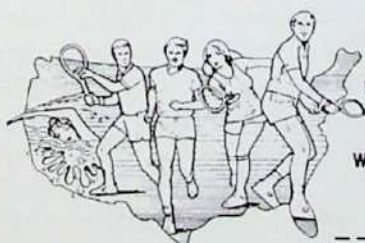
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medium balance and a medium to slightly stiff flexibility pattern. The vibrations on sweet spot hits were minimal to moderate but I did feel there was a little too much vibration on the off center hits. The grip was pretty nicely shaped but seemed to be quite small which was fine for most ladies. The quality of the grip was also fine. I did have good power on the power shots and pretty good control on the control shots and, therefore, overall it's not a bad racquet. I could probably recommend it to almost all levels of players from

beginners through advanced intermediates.

STEVE BOREN: This was a light to medium weight racquet overall and the balance point was definitely medium. The flexibility was on the stiff side and I found it to have a fairly good size sweet spot because the vibrations were minimal on sweet spot hits and a little more than minimal on the off center hits. The grip size and shape were pretty much average, although, I thought the grip was a little bit small. The quality of the grip was also about average and

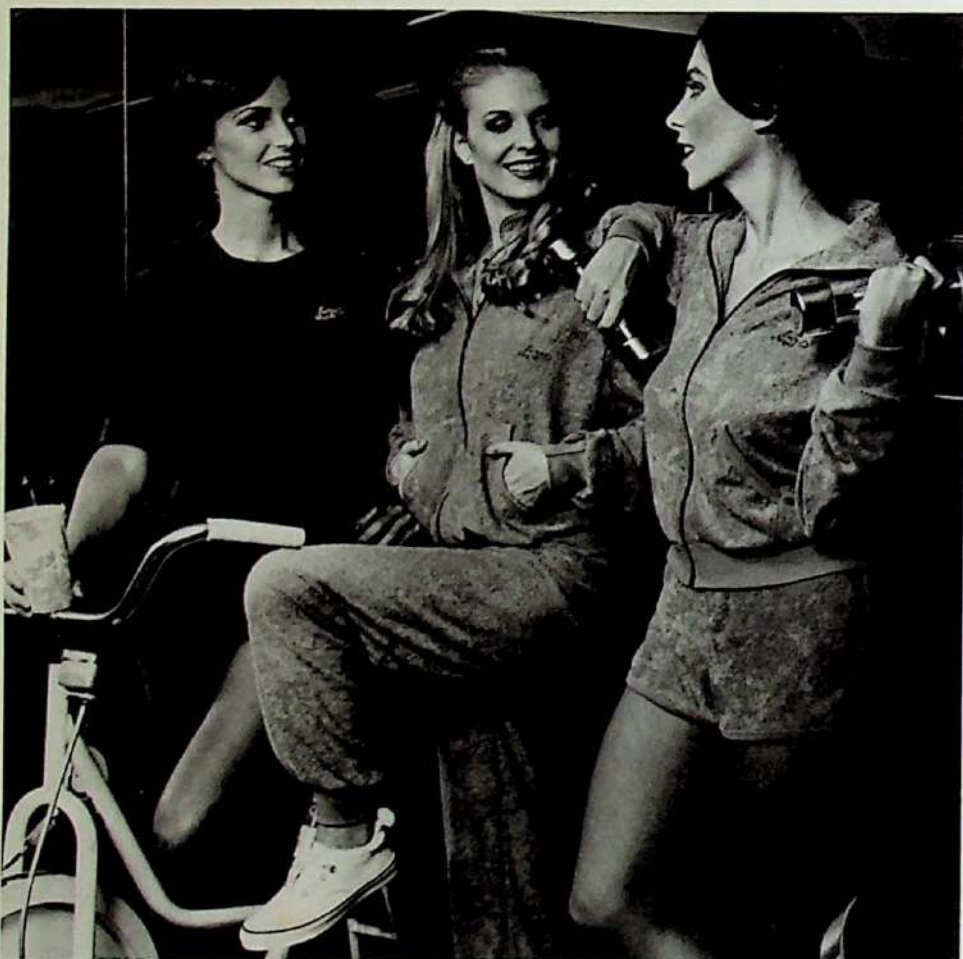
the power seemed to be pretty good on stronger shots and the racquet was OK as long as you hit the sweet spot for control shots. Overall, the racquet played fairly well on most shots and could probably be used by most players, but I would recommend it primarily for a beginning player who is looking for a racquet with a little added power. Also because it is a light weight racquet, and a smaller handle size, perhaps it would be a good racquet for a junior.

REX NYQUIST: This racquet was definitely a light weight racquet with a medium balance and a medium to slightly stiff flexibility. I had minimal vibration on both the off center and sweet spot hits and the grip size was very comfortable and the shape was fine but I did think the grip size was on the small side. The quality of the grip was pretty good, the power was also pretty good and the control seemed to be pretty nice. Overall, a pretty good racquet that almost any good club player or advanced beginner could use.

CHUCK SHEFTEL: I found this to be a very light weight racquet and I thought the balance point tended toward head light. The flexibility was medium to slightly stiff and perhaps I found more vibration on the racquet because of the light weight. The grip itself was very small but the shape was fine and the quality was also pretty good. I did get some power on power shots and some control on control shots but if I were to recommend this racquet it would primarily be for the women players.

LEACH CHARLIE BRUMFIELD ALUMINUM

JOHN KRUGER: I thought this was a medium to slightly heavy racquet and the balance point seemed to be definitely medium. The flexibility was in the medium flex range and I had minimal to maybe moderate amount of vibration on sweet spot hits with a little bit more on the off center hits. The grip size and shape were both OK and the quality of the grip seemed to be just about average. On power shots, I did get enough power from most strokes and the control of this racquet was pretty much in the average range.



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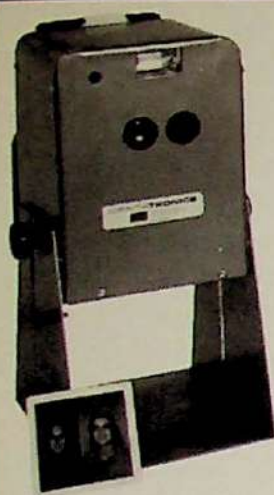
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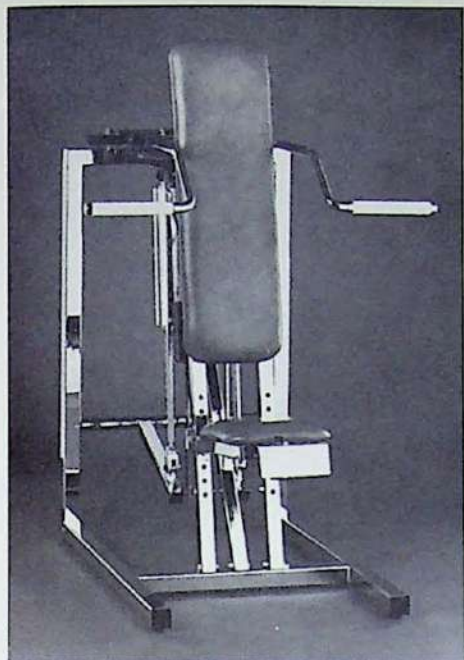
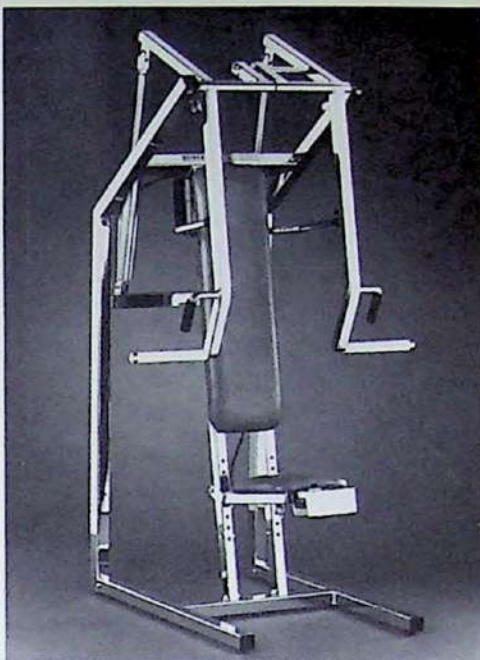
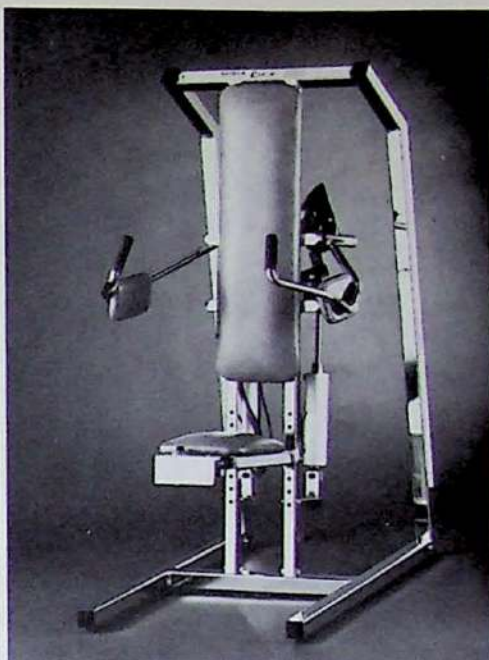
Overall, this is a racquet that I would recommend for a beginning type player who is looking for an all around racquet to use.

JAN SARNO: I felt this racquet was a little bit on the heavy side as far as weight is concerned and the balance was pretty much medium. The flexibility was also pretty much medium and I had minimal vibration on sweet spot hits but I did have moderate vibration on the off center hits. The grip seemed to be pretty good in terms of size and shape and the quality was also fairly good. The racquet responded pretty well on power shots but I didn't feel I got as much control as I wanted on finesse shots. Overall, I felt the racquet was a little bit too heavy for most juniors or ladies and, therefore, I'd only recommend it for stronger men beginning players.

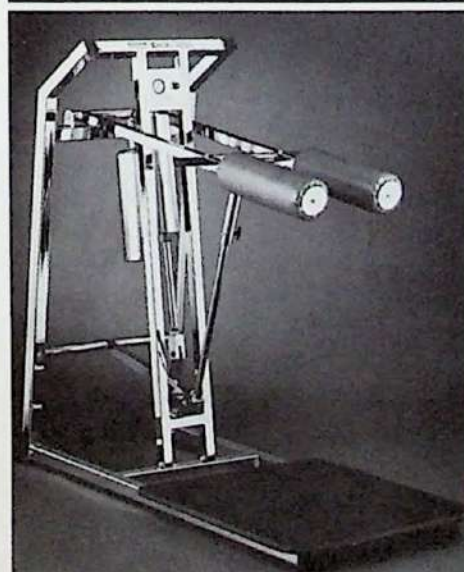
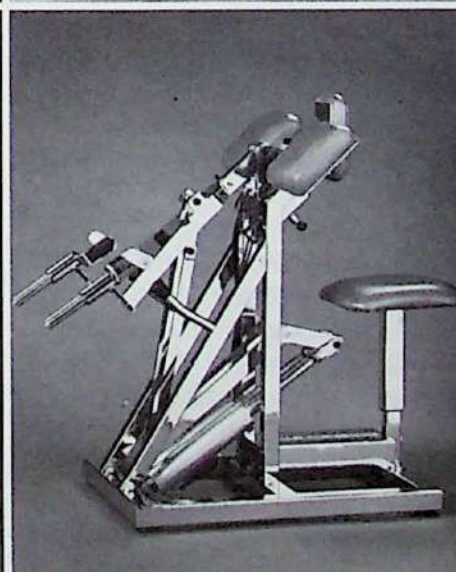
WAYNE FRANKE: This racquet was a medium weight racquet with a medium balance and pretty much a medium to slightly stiff flex. The vibrations on sweet spot hits were minimal and on the off center hits were more toward the moderate range. I thought it was a good comfortable grip. The size seemed to be pretty much correct and the shape was also very nice for my hand. The quality of the grip seemed to be good and I got pretty good power as well as fairly good control on both power and control shots. It seems to me this would probably be a racquet designed more for the intermediate type player and overall it was a pretty good racquet.

REX NYQUIST: I thought this racquet was a medium to a little bit heavy and the balance was pretty much medium. The flex was in the medium flex area and on sweet spot hits, I had minimal vibration but quite a bit more on off center hits. The grip size and shape were just about right and the quality of the grip seemed to be OK. On the power shots, I got pretty good power but think that I should have gotten more control on the softer finesse shots. I could recommend this racquet, overall, because I think it was a pretty good racquet for a club to stock and I think just about any beginner up to intermediate club player could use this racquet.

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PROS:
Medium to slightly heavy weight racquet...flexibility medium tending slightly towards stiff...balance point on the head heavy side...good quality grip...playability on power shots was very good...liked the hour-glass shaped grip...pretty good control on finesse shots and overall could recommend for intermediate and above players.

MANUFACTURER:

The Professional frame is of 7005 extruded aluminum with some unique features including an hour-glass handle shape to position the wrist properly for extra wrist snap...racquet offers replaceable grommet strip, bumper strip and throat pieces...power oriented frame with slightly head heavy balance to offer more racquet speed and more power...quadriform head shape...variable density string pattern...offers one year warranty...when we designed this racquet, we wanted a power oriented racquet with all the elements of performance for better players.

AMF VOIT IMPACT ONE



PROS:
Overall, a mediumweight racquet...flexibility factor on the stiff side...sweet spot hits offered very little vibration...only minimal vibration even on off center hits...playability on power shots was excellent...racquet played pretty sound on finesse or control shots...grip size, shape and quality were all fine...overall, offers good control as well as power and would recommend for someone who has played for awhile who could get the most out of this racquet.

MANUFACTURER:

The Impact One is a bent aluminum extrusion racquet...features tear drop head shape...polyurethane foam handle...designed for power players with power coming from elongated head shape reducing flexibility and promoting power...comes with stitched-in bumper guard and 16x20 string pattern...designed for use by players across the board with five available grip sizes including women's and juniors'.

DUNHILL DXL 140



PROS:
Medium to light weight racquet with medium balance...flexibility of the racquet on the stiff side...some vibrations on off center hits but sweet spot hits quite good...grip size quite round...good quality grip...good power on power shots and racquet seems to be designed more for a power game than for a control game...recommend for intermediate players.

MANUFACTURER:

The DXL 140 is an anodized PST 7000 aluminum racquet...designed for intermediate to advanced player...combination power/control racquet...designed to be light yet strong...features metal eyelets so frame can be restrung many times...also, offers calfskin grip.

DUNLOP MAXPOWER



PROS:
Medium weight racquet that is well balanced in the medium range...flexibility medium to slightly stiff...some vibration on sweet spot and off center hits...very comfortable shaped grip with good quality leather...playability on power shots and control shots adequate...nice raised leather grip...pretty good power from the racquet on power shots...recommend for advanced beginner to intermediate players.

MANUFACTURER:

The Maxpower is an oversized quadriformed head shaped racquet...constructed from 6061 aluminum in a hexagonal extrusion...designed for the beginning to intermediate player including women and juniors...racquet features brass implanted rivets, top grade raised cowhide grip in two sizes.

EKTELON 250G

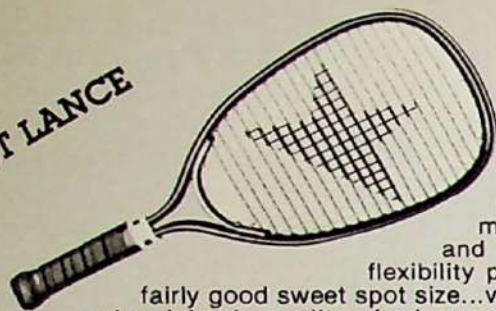


PROS:
Racquet weight was on the light side and balance was definitely medium...medium flex racquet with absolutely no vibration on sweet spot hits and only the smallest amount on off center hits...good quality grip with nice shape...racquet offered great power on power shots and good control for finesse shots...would recommend for any advanced player because they could appreciate the racquet most...could recommend for control player or a player who shoots a lot...ball plays extremely well off this racquet and is easy to control.

MANUFACTURER:

The 250G is constructed of graphite and fiberglass fibers hand layed in a continuous fiber construction...by using the hand lay up, we were able to make the racquet stiff where we wanted it and flexible where we wanted it as well as lighter every inch along the frame...this racquet is designed to be a good middle of the line power/control racquet which is stiffer in the head and more flexible in the throat with a balance point right on center...aimed at the racquetball player looking for the ultimate.

EST LANCE



PROS:
Overall, a light weight racquet with medium balance and slightly stiff flexibility pattern...offers fairly good sweet spot size...vibrations were only minimal...quality of grip was pretty good...power was pretty good and control also seemed to be pretty fair...overall, a pretty good racquet that I would recommend primarily for women players.

MANUFACTURER:

The Lance features a light weight Supraluminum aluminum frame and foam-cased full shaft handle...expanded quadrangular head...channel extrusion designed for power...features raised stitched leather grip in two sizes...specially designed for women and those that need a light weight performance racquet.

LEACH CHARLIE BRUMFIELD ALUMINUM



PROS:
Medium to heavy weight racquet...balance point medium...flexibility in the medium to slightly flexible range...minimal vibrations on sweet spot hits but moderate on off center hits...grip size seemed to be correct and shaped quite well for player's hand...pretty good power and fairly good control from this racquet...seemed to be designed more for the intermediate type player.

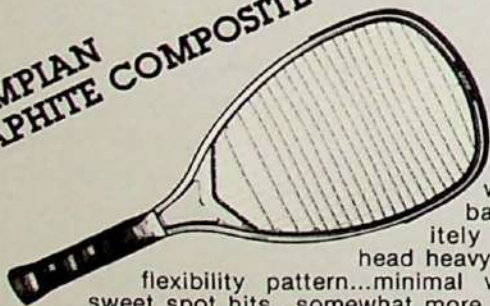
MANUFACTURER:

The Charlie Brumfield aluminum is an I-beam construction racquet designed for intermediate to advanced players...a flexible racquet aimed at control players who want to add power to their games...features elongated quadriform head for control, plastic handle covered with smooth leather grip and 270 grams for weight.

RACQUETBALL INDUSTRY MAGAZINE

THE MASTER CHART OF RACQUETS

OLYMPIAN GRAPHITE COMPOSITE

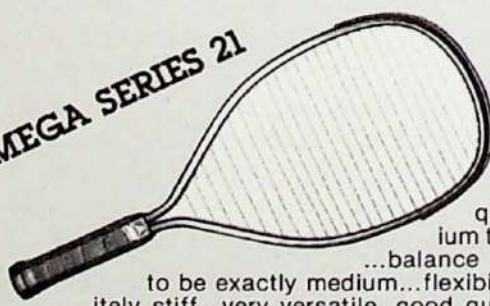


PROS:
Medium weight racquet balanced definitely toward the head heavy side...a stiff flexibility pattern...minimal vibrations on sweet spot hits...somewhat more vibrations on off center hits...grip size and shape about average for a good quality racquet...playability on power shots were adequate with this racquet...recommend to the average or better than average player who needs more power in his game.

MANUFACTURER:

The Olympian Graphite Composite was designed to be a power racquet in graphite...weight is distributed more toward the top of the head...20% graphite in this racquet and we retained fiberglass to take advantage of the flexibility and control properties of fiberglass along with the durability of the graphite fibers...aimed for intermediate to advanced players...head shape is a power oriented shape and with the graphite fiberglass combination is a power racquet.

OMEGA SERIES 21



PROS:
The weight of this racquet was medium to medium light...balance point seemed to be exactly medium...flexibility was definitely stiff...very versatile, good quality overall...grip size and shape were excellent...only minimal vibration on sweet spot hits with a little more vibration on off center hits...pretty good power on sweet spot power hits and adequate control on finesse shots...overall, seems to be a fine racquet that I would recommend for a strong hard hitting type player.

MANUFACTURER:

The Series 21 is a high grade 6000 series aluminum super-tube frame racquet...this is a no yoke racquet which enlarges the hitting area and lowers the overall weight...the lack of a yoke pulls the sweet spot towards the center of the racquet to increase overall sweet spot...racquet available in both men's and ladies' and comes in three grip sizes.

SEAMCO SCORPION



PROS:

Medium weight racquet with medium balance...slightly on the stiff side...not a

whole lot of vibration on sweet spot hits...some slight vibrations on off center hits...size and shape of grip were fair...quality of grip was average...ball came off pretty true on power shots...on sweet spot hits you can get adequate control with this racquet...overall, I would recommend this racquet for most beginning players.

MANUFACTURER:

The Scorpion is constructed from an aircraft type aluminum in an I-beam extrusion...I-beam design lends flexibility to the head of the racquet for control players...I-beam also lends increased durability to the racquet...the Scorpion has a tear drop head shape and is designed for the beginning to intermediate player...racquet features a tan leather grip and nylon safety cord and is designed for maximum power and ball control.

SPALDING CENTURIAN



PROS:

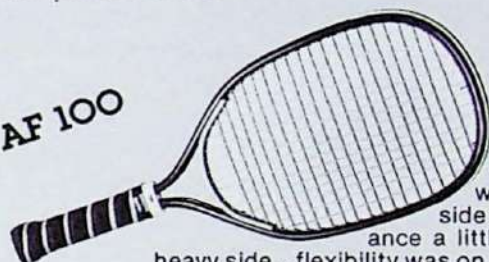
Medium to slightly light weight racquet...pretty much medium balanced...flexibility

was in the medium range...only minimal vibration on sweet spot hits...playability on power and control shots was pretty good...the racquet played fairly well...could recommend racquet for beginner to intermediate players.

MANUFACTURER:

The Centurian is a one piece injection molded racquet...31% fiberglass, 5% graphite, 64% nylon...nylon provides flexibility and the graphite provides strength...racquet offers a 4 1/8" raised leather grip...we classify it as a light weight composite racquet for speed and quickness...targeted to the intermediate and/or advanced player.

TAF 100



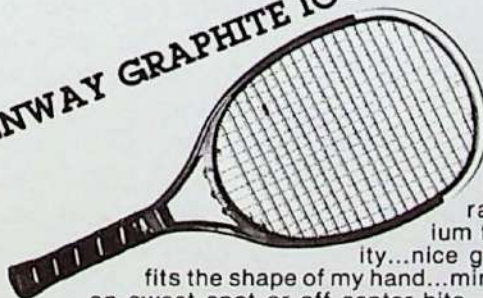
PROS:

The weight of this racquet was on the light side with the balance a little to the head heavy side...flexibility was on the stiff side...very nice on the vibration since I felt only minimal vibration on either sweet spot or off center hits...grip size and shape were fine...quality of grip was pretty good...playability factors were also average for a good racquet...recommend racquet for beginner to intermediate players.

MANUFACTURER:

The TAF Model 100 is a 6061 anodized aluminum racquet designed for beginner to intermediate player...stiff racquet for power type game...features modified rectangular head shape with polyurethane foamed handle...strong vinyl bumper guard, metal grommets and nylon stringing...available with a 4 1/8" genuine leather grip.

TRENWAY GRAPHITE 1000



PROS:

Medium to light weight racquet...medium to stiff flexibility...nice grip size which

fits the shape of my hand...minimal vibration on sweet spot or off center hits...playability on power and finesse shots both quite good...seems to be a power racquet and would recommend for physically stronger player.

MANUFACTURER:

The Graphite 1000 is a 100% graphite fiber injection molded racquet...designed for maximum light weight with graphite but still retains strength...power oriented racquet that is stiff and strong for speed purposes...designed for medium players...offers head guard which adds integrity to frame and has a cushioning affect as well.

WILSON ADVANTAGE



PROS:

Fairly light weight racquet overall, it

seemed well balanced between handle and head...medium to possibly medium stiff racquet with very little vibration on sweet spot hits...nice solid racquet with only minimal vibration even on off center hits...size and shape of grip both quite good...pretty good playability on power shots because of light weight...overall, a very nice racquet which should sell well in racquetball clubs...recommend for any advanced and up player who could get the most from this racquet.

MANUFACTURER:

The Advantage frame is constructed from a controlled 6061 select 6 alloy...this alloy results in a very durable racquet which is also light weight...polyurethane foamed handle reduces vibrations...overall design is a blend of control, power and durability...aimed at control type player in the better performance range...racquet features top grade multifilament string, long lasting leather grip and is available in three handle sizes.

OLYMPIAN GRAPHITE COMPOSITE

CHUCK SHEFTEL: This was a medium racquet and I felt it was balanced toward the head heavy side. The racquet definitely was not flexible and I would have to rate it a stiff racquet. I got minimal vibrations on sweet spot hits with minimal to moderate on off center hits. The grip size seemed to be pretty true and the quality of the grip was also pretty fair. I did seem to have more playability on this racquet with power shots than on the finesse shots and, therefore, I would recommend it to the average or maybe a little better than average player.

RANDY KALAL: This is a medium racquet that was on the head heavy range for balance. I did think this racquet was a stiff racquet and I had only a very little bit of vibration on sweet spot hits with somewhat more vibrations on off center hits. The grip size and shape were about average for a good quality racquet and the smooth leather indicated that it was a nice quality grip. Power shots were pretty good as far as playability and I would like to see a little bit more control on the finesse shots. I would recommend this racquet for someone who has strong shots as far as power is concerned because the racquet is a little bit heavy, you would have to have a stronger type player use this racquet. Overall, it's a pretty nice racquet.

BARBARA WILD: I thought this racquet was medium to slightly heavy and the balance point was medium to a little head heavy. Overall, the flexibility was medium flex and I felt minimal vibration on sweet spot hits and a little bit more but nothing extreme on the off center hits. The size and shape of the grip seemed quite good and so was the quality. The playability on power shots, I felt, was excellent as I got a lot of response out of the racquet but on the control shots, it wasn't quite as good. I would recommend this racquet to a power hitter or a strong man but definitely someone who knows how to handle a racquet that is heavy.

JAN SARNO: The weight of this racquet was a little on the heavy side

and the balance was pretty much medium to head heavy. I thought the racquet was sort of stiff and I didn't feel too much vibration on sweet spot or off center hits. The grip size was pretty nice and the shape was quite good. The quality was OK although it did feel a little bit slippery on a couple of shots. The power of the racquet was pretty good and the control was also quite adequate. Overall, I think it was a good racquet with a nice hitting area for a beginner and yet it still had the power and finesse for the advanced players, so I could recommend it to just about any type of player.

OMEGA SERIES 21

PHIL KLINTWORTH: The racquet weight was a medium and the balance was also medium to slightly head light. The flexibility of this racquet was definitely stiff and I had minimal vibration on sweet spot hits but did experience more than minimal vibration on the off center hits. For the grip size and shape, I found it to be a little large in size but the shape of the grip was fine. The quality of the grip was above average and the playability on power shots was pretty good. It was a little difficult on finesse shots, I feel, because of the tear-drop shape of the racquet. Overall, I think it's a very sophisticated racquet that the good player will get the most use out of and, therefore, I would recommend it for a more highly skilled player.

RUSS GRANATA: I felt the racquet weight was about medium and the balance was also in the medium range, tending a little toward head light. The flexibility was medium to slightly stiff and I had only minimal vibration on sweet spot hits as well as on off center hits. The grip size and shape were both adequate and the quality of the grip was just fair. On power shots, I felt pretty good power when I hit the ball in the sweet spot and had a fair amount of control on the finesse shots also. I would recommend this racquet for a more efficient player. My overall comments are that it's overall a pretty good racquet.

JOHN KRUGER: This seemed to me to be a medium weight racquet

and the balance was also pretty much in the medium range. The flexibility was on the stiff side and the vibrations on sweet spots were minimal and on off center, minimal to slightly moderate. I thought the grip shape was fine but the size was a little bit large for a medium racquet. The quality of the grip was pretty good and I had very good power on the power shots. The finesse shots were a little more difficult to control and, therefore, I would recommend this racquet for a very strong, hard-hitting type of player. Overall, I would say that it's a fine racquet that seems to be designed for the power game.

SONNY HILL: The weight of this racquet was medium to maybe medium light and I thought the balance was exactly a medium. The flexibility was on the stiff side and I had no vibrations on sweet spot hits and it seemed to be a very versatile good quality racquet overall. The grip size was just about right and the grip shape was excellent. I felt the quality of the grip was also quite good and on power shots, I got good response and good control on the finesse shots. Overall comments are that it is one of the better racquets we've seen today and I could recommend it for all types of players.

SEAMCO SCORPION

CHUCK SHEFTEL: This racquet was a medium weight racquet and I felt the balance was medium to just a little bit heavy. The flexibility of this was in the medium to stiff range and I had only a little bit of vibration on sweet spot hits with just slightly more on off center hits. The size of the grip was fair and the shape was also pretty good and the quality of the grip was about average for a quality racquet. The power was pretty good on stronger type shots and I felt this racquet seemed to be designed more toward power than control. Overall, it would be a pretty good racquet for an intermediate player and as such, that's who I would recommend it to.

STEVE BOREN: I felt this was a medium to slightly heavy racquet with a medium balance. The flexibility seemed to be in the medium to

stiff range and vibration on the which by the way fairly large sweet had moderate v center hits, espe top part of the ra size and shape c and I felt that pos the grip should larger for securi was average and thought the ball but didn't add a natural power of trol shots, I felt pretty accurately center. I'd recom for an intermedi average player a shots come off th until you get int shots which woul ed player anyway most average r should be able t and do alright wi

BOB TROYER: weight racquet v 45 ance and pretty n ibility. I felt mo vibration on swee tle too much vi center hits. The g were fine and the was also good. C it seemed to be p don't get any part racquet if you hi the control shots on the sweet s perience very ad this racquet and racquet I could beginning player.

RANDY KALAL: racquet with a m slightly on the m for flexibility. I dic of vibration on s not too much on like the shape of seemed to be a li was cylindrical a the butt. The qua about average a you seemed to l more into the sw power out of the was average with

had only minimal sweet spot hits, happened to be a foot. I did feel that I was on the off side towards the racquet. I thought the grip were fine especially the bottom of the grip. It had been a little bit better. The grip quality on power shots, I felt off quite true to the swing. On control shots the racquet played until you hit off center this racquet seemed to better than it seemed most racquets fairly true to the final finesse. Overall, I feel that racquetball players use this racquet it.

This was a medium weight with a medium balance and a medium flexibility to minimal vibration on the off center hits and a little pop size and shape of the grip. The power shots, pretty good but you could jump off your feet and hit the ball hard. On control shots, you can exercise control with it. I think it would be a good recommendation to any

A medium weight racquet with a medium balance and a medium to stiff side. I did not feel a whole lot of sweet spot hits and off center hits. I did like the grip because it was a bit thinner and it was the way down to the bottom of the grip was good on power shots, I would like to put a little more on the grip to get the full sweet spot. The control of this racquet and I

could recommend it for most beginning type players.

SPALDING CENTURIAN

STEVE BOREN: I felt this was a light weight racquet and was balanced toward the head light side. I did feel this was a flexible racquet and I had minimal vibration on sweet spot and off center hits. I thought the grip size was pretty good but slightly thick in the center part of the grip. The quality was just average and I had a little trouble on power shots. The off center finesse shots seemed to be OK and it did play quite well for control shots on sweet spot hits. I could recommend this racquet for a junior or for ladies who wanted a light racquet and who wanted to get more feel of the racquet in their hands. I think also it could be recommended for beginner to intermediate players. Overall, the racquet played fairly well. You could hit it in most spots and the ball seemed to come off the racquet pretty well.

JOHN KRUGER: I felt the racquet was a medium weight racquet and thought the balance was pretty much a medium balance. The racquet was medium to flexible in the flexibility category and I felt minimal vibration on sweet spot hits but moderate vibration on the off center hits. The grip shape and size were both fine as was the quality of the grip and I did have very good power on the power shots. The playability on finesse shots was pretty good and I felt that all around, almost any type player could use this racquet and do fairly well with it.

JIM HALL: I felt that this was a medium weight racquet and a little bit on the head light side for balance. I did feel that the racquet had some flexibility to it and I got minimal vibration on sweet spot hits but a bit more on the off center hits. The size of the grip was fine and the shape was also pretty good. The grip seemed to be an average quality grip and on the playability, I felt the power shots were just about average and the finesse shots were a little bit better than average. I would probably recommend this racquet for an intermediate and above level player

and overall, felt the racquet was a little too flexible and overall just an average racquet.

REX NYQUIST: The weight of this racquet was light to medium and the balance was medium. I felt the flexibility was medium to a little on the flexible side and I did feel moderate vibration on both sweet spot and off center hits. The size and shape of the grip were both good and the quality seemed to also be pretty good. The playability on power and control shots was also pretty good and I could recommend this racquet for good beginners and for a better beginning player. Overall, it was a pretty good racquet.

TAF 100

WAYNE FRANKE: This racquet was a little on the heavy side as far as weight is concerned and the balance was definitely medium. This racquet was also without a doubt one of the stiffer racquets we've played with today and on the sweet spot hits, I did have moderate vibration and even more than moderate vibration on the off center hits. The grip felt pretty good and the quality of the grip was adequate. On the power shots, I got pretty good pop on sweet spot hits but the control shots were nothing particularly special. I would recommend this racquet for a beginning type player but would caution players because of the heaviness.

CAMILLE MCCARTHY: I felt this racquet was on the heavy side and pretty much a medium balance racquet. The racquet was overall stiff in flexibility and I had minimal vibration on the sweet spot hits but moderate vibration on the off center hits. The grip felt pretty good and the shape was also pretty good and I think the quality of the grip was pretty good. On the power shots I felt the racquet was average and it was also pretty good on the finesse shots. If I were to recommend this racquet, it would be for an advanced player who could handle the heaviness of the racquet, particularly, a stronger male player.

JOHN KRUGER: The overall weight of this racquet I felt to be a medium or medium-heavy, and the

balance point was also medium. The racquet was definitely a stiff racquet and I had minimal vibration on sweet spot hits but moderate on the off center hits. I did feel that the grip was slightly large for a medium grip and the quality was just fair. The playability features on power shots were not quite as solid as I would like to feel but the racquet was OK on the control shots. I did feel the racquet was a little too heavy and overall it did have a solid feel on the average speed shots and overall, not a bad racquet.

RANDY KALAL: This racquet was a medium to medium heavy racquet with a medium balance. I felt this racquet was very stiff and had only minimal vibration on the center hits. There was some vibration particularly near the head of the racquet on the off center shots and the grip was a medium grip of average shape and size. The quality of the leather wasn't bad and on the power shots, I did have some power but not a tremendous amount of control on the finesse shots. I don't think this is a racquet for beginners because of its stiffness but perhaps an advanced or intermediate player could use this racquet. It is a very stiff racquet overall.

TRENWAY GRAPHITE 1000

REX NYQUIST: I felt this racquet to be on the light side and the balance is a little head heavy. The flexibility is medium, and there is minimal vibration on both sweet spot and off center hits. The grip size and shape was very good and the quality of the grip is good. I would rank playability on both power shots and finesse shots as good. I like the racquet, and I would recommend it for a serious player who plays at least three times a week. Overall, it is a very good racquet.

RUSS GRANATA: This is a medium weight racquet, and its balance tends to be towards being a little head heavy. The flexibility tended toward the stiff side. There is very minimal vibration on both sweet spot and off center hits. The size of the grip was moderate and I liked the way the shape fit my hand. I believe the quality of the grip was pretty

good. Playability on both power shots and on finesse shots was excellent. I would recommend this racquet for an advanced to a very good type of player.

JAN SARNO: The racquet tended to be a little heavy, and its balance was in the range of medium. Its flexibility was medium. There was moderate vibration on both the sweet spot and off center hits. I liked the shape of the grip and it was a nice size for me. I also liked the quality of the grip, I thought it was good. There was good playability on power shots and also on finesse shots. An advanced beginner to intermediate player would benefit from this racquet. I like this racquet. I think it would be a nice woman's racquet.

JOHN KRUGER: The weight of this racquet was slightly on the light side and it tended to be a little head heavy in terms of balance. The flexibility was medium and I felt there was some vibration on both sweet spot and off center hits. I liked the size, the shape and the quality of the grip. Playability on power shots was good but in terms of playability on finesse shots, I would like to see a little improvement. It tended to be just fair. This seems to be a power racquet, and I would recommend it for a physically strong player who was looking for that kind of power. This is the kind of racquet that power players might enjoy.

WILSON ADVANTAGE

REX NYQUIST: I thought this was a light to medium weight racquet and I think it was pretty definitely a medium balanced racquet. The flexibility was pretty much medium to medium stiff and I had minimal vibration on sweet spot or off center hits. The grip was a good size and shape particularly nice for the larger hands of men players and the quality was also pretty good. I did get pretty good power on the power shots and finesse shots were adequate. Overall, I think it is a good comfortable racquet and I could recommend it for anyone who is either a social racquetball player or someone more serious about the game.

CHUCK SHEFTEL: The racquet was a medium, possibly light weight

racquet and the balance was in the medium to head light range. The flexibility was also a medium and I had very little vibration on either off center or sweet spot hits. The size and shape of the grip were both quite good and I felt the quality of the grip was pretty fair for this type of racquet. Overall, on the playability features of the racquet I felt it was pretty good on power shots. Because of the light weight, you could get a good wrist snap into the power shots. Also, you seem to be able to get pretty good finesse out of this racquet. I think it is a very well produced racquet and just about any type of player could use this racquet.

JAN SARNO: This was a medium to light weight racquet with medium balance and medium flex. I had no vibration on the sweet spot hits and minimal vibration of off center hits. I thought this was a very good grip with a nice size and would be particularly good in a smaller grip for a lady. The quality was nice and the racquet didn't seem to be slippery at all and the playability features were quite good both on power and control shots. Overall, I think it's a very nice racquet which will sell very well in racquetball clubs and I could recommend it for any advanced and up player who could probably get the most out of this racquet.

BOB TROYER: This racquet felt pretty light to me overall and it seemed to be very well balanced between the handle and the head. It was a medium to maybe medium stiff racquet and I had little or no vibration at all on sweet spot hits. I had just a little bit of vibration on the off center hits and I think the racquet has a very good size sweet spot. I liked the grip size and shape and the racquet seemed to have a good butt on the handle and the taper of the grip is also quite good. The quality of the grip seemed to be very nice and on power shots particularly the ball seemed to jump off the strings as it should on a power stroke. Also, because of the minimum vibration and the balance of the racquet, it's quite good for control shots in the front court and overall it's an excellent racquet that I could recommend to any type player. 



"Our Republic MONDRIAN lockers earned their keep twice over, the very first year."

Jerry Owens, Manager,
La Casa de Vida Family Sports Club,
Torrance, CA

"Monthly locker rentals in our first year of operation returned more than double the cost of installing the locker units.

"That's in addition to the bank of 350 executive lockers which we sold on a lifetime basis.

"In all, I have 1700 Republic MONDRIAN* lockers here at La Casa de Vida, creating one of the more adequate and aesthetically pleasing locker room environments in the South Bay area—maybe in the whole country.

"Yet, given the space, I could use *more* lockers.

"Why Republic MONDRIAN lockers? One reason—the attractive geometric designs and patterns created by the banks of colored doors framed in black. One of the added attractions our locker rooms provide, which include full-length mirrors at the end of each aisle. Like the one shown, reflecting a member stepping out of the sauna room.

"Another reason for MONDRIAN—quality construction. I learned about locker abuse in 16

years of coaching. And MONDRIAN lockers are built to take it.

"We average 425 people a day through our locker rooms, for a variety of family-type activities—tennis, racquetball, basketball and volleyball; jogging, dance and exercise classes; even weight lifting.

"And I'm convinced that Republic MONDRIAN lockers, functionally and aesthetically, have contributed much to our success."

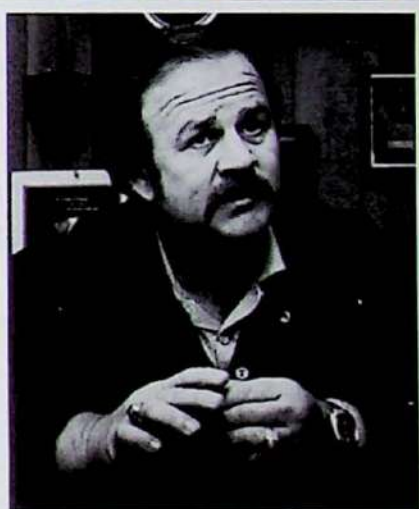
To learn how Republic lockers—standard, expanded metal or MONDRIAN—can contribute to the success of your club, write Republic Steel Corporation, Industrial Products Division, 1038 Belden Avenue NE, Canton OH 44705. Or call your nearest Republic Dealer. You'll find him in the Yellow Pages.

*MONDRIAN is a trademark of Republic Steel Corporation.

Shelving • Lockers
Shop Equipment

Republicsteel

Reader Service No. 190



THE MANUFACTURERS

AMF HEAD PROFESSIONAL

"When we designed the Professional we wanted a power oriented racquet that had all the elements of performance for the better players," said Joe White, Racquetball Product Manager for AMF Head. "Basically we manufacture performance oriented products in tennis and we wanted to carry on in racquetball," said White. "We knew we would be attracting the attention of the better players, professional players, open players and on down through the novice categories."

48 "The Professional is made of 7005 tensile strength aluminum. It is an extruded aluminum frame and we put some unique features in it, primarily the hour glass handle shape which positions the wrist properly for good wrist snap. We also gave the racquet a replaceable grommet strip, bumper strip and throat pieces, making the racquet completely serviceable by the dealer or club pro."

"It is a power oriented frame with a slightly head heavy balance so it gives a little more racquet speed and delivers a more powerful hit than a lot of the lighter racquets. It has a quadriform head shape which opens up the amount of string surface that the ball can be hit on. It features a variable density string pattern which positions the highest density of the strings in the top third of the racquet where the ball is hit most often by the better players, and opened the string pattern as you get closer to the throat so that if you do hit an off center or lower than normal ball it still feels like you are making a solid hit."

The racquet comes with a one year warranty, a cover and a top

quality cowhide stitched and perforated leather grip."

AMF VOIT IMPACT ONE

"The Impact One is a bent aluminum extrusion racquet, available in five grip sizes," said Bob Larsen, Merchandise Manager for Individual Sports for AMF Voit. "It features a tear drop head shape, and a polyurethane foam handle."

"The Impact One was designed for the power player, the power coming from the elongated head shape which reduces the flexibility and promotes power," he said. "We designed the racquet with a floating nylon throat piece for feel, and it comes with a stitched in bumper guard. It's a 16x20 string pattern, 16 mains by 20 crosses, that we found is the most dynamic pattern for the racquet."

"It was designed for use by players across the board, and with five grip sizes that includes women and juniors. It is a light racquet at 265 grams and features a medium balance. It is probably our best selling racquet."

DUNHILL DXL 140

"The DXL 140 is an anodized PST 7000 aluminum racquet," said Leonard Bordonaro, President of Dunhill Racquet Sports Inc. "It was designed for the intermediate to advanced player and is a combination power/control racquet. It was designed to be light and strong so that it would fit a large range of players."

"It is a very strong racquet which comes from its double heat treatment and carbon graphite stringing. It features metal eyelets so that the frame can be restrung many times if

it is not abused, and a calfskin grip. It weighs in at about 245 grams."

DUNLOP MAXPOWER

"The Maxpower is an oversized, quadriform head shaped racquet," said Mike Casazza, National Sales Manager for Dunlop. "Constructed from 6061 aluminum in a hexagonal extrusion it is a lightweight racquet, around 265 grams. It was designed for the beginning to intermediate player, including women and juniors."

"The frame is bent prior to drilling so there isn't any rippling effect or weakening of the extrusion which is an important structural property."

"The racquet has good flex, designed for a combination of power and control. We recently broke into the racquetball market and wanted to offer products acceptable to the general beginner and intermediate class player. It features brass implanted rivets, a top grade raised cowhide grip in two sizes, 3 15/16" and 4".

EKTELON 250G

"The 250G is constructed of graphite and fiberglass fibers, hand laid in a continuous fiber construction," said Ron Grimes, Vice President Marketing for Ektelon. "By doing a hand lay up of these continuous fibers we are able to do a couple of things. First we are able to vary the amount of graphite and fiberglass in specific areas of the racquet. For example, on the head of the racquet you may want more graphite and in the throat you may want more fiberglass. The second thing we can do is angle the fibers to one another to change the characteristics of the racquet in terms of flexibility and stiffness and also in terms of dampening and things of this nature."

"So by using continuous fibers we can orient the fibers in the direction to achieve the playability you want. We are able to make the racquet stiff where it should be stiff, flexible where we want it flexible, heavier where we want it heavier and lighter where we want it lighter, in every inch along the frame."

"We tried to make every inch of the racquet exactly what it would need to be for a good middle of the line power/control game. And by designing it stiffer in the head and more flexible in the throat and keeping the balance right on center, by varying materials and angles properly, we feel we got a little more power and a little more control than anything on the market."

"We were aiming at the racquetball player who is really looking for the ultimate, the top level racquetball player or any racquetball player that wants to have the best."

EST LANCE

"This is the signature model of Sheryl Ambler, 1979 IRA Women's Amateur World Champion," said a spokesperson for EST Industries, Inc. "It features a lightweight 'Supraluminum' aluminum frame and foam cased, full shaft handle. It has an expanded quadrangular head with an enlarged sweet spot. Balanced for total maneuverability it is a channel extrusion for power. The Lance is 18½" long and weighs in at 245 grams, and features a raised stitched leather grip in 3 15/16" and 4" sizes. It is especially designed for women and for those that demand a super lightweight performer."

LEACH CHARLIE BRUMFIELD ALUMINUM

"The Charlie Brumfield Aluminum is an I-beam construction racquet, designed for the intermediate to advanced player," said Randy Floyd, Promotional Director for Leach Industries. "It is a flexible racquet aimed at the control player who wants to add some power to his game."

"It features an elongated quadriform head for control, plastic handle covered with a smooth leather grip and weighs 270 grams. The dimensions of the racquet are 18½" long by 8" wide."

OLYMPIAN GRAPHITE COMPOSITE

"The Olympian Graphite Composite was designed to be a power racquet in graphite," said David Kahn, National Sales and Marketing Manager for Olympian Sports Products Inc. "It is similar to our fiberglass light where we have

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distributed the weight to the top of the head and the sweet spot is up at the top of the head meaning more power in your shot."

"It is 20% graphite and we retained fiberglass in it to take advantage of the flexibility and control properties of the fiberglass, along with the durability of the graphite fibers. We aimed it for the intermediate to the advanced players."

"It has an unusual head shape for a graphite racquet. This shape is a power oriented shape and we are advertising it as a power head shape in a graphite fiberglass combination. Playability wise it is a nicely balanced racquet and light, only 245 grams. Because of its lightness we believe it is an excellent racquet for women and juniors too."

OMEGA SERIES 21

"The Series 21 is a high grade 6000 series aluminum supertube frame racquet," said Tom O'Brien, Director of Sales for Omega Sports. "This is a no yoke racquet, which enlarges the hitting area of the racquet, and

lowers the overall weight. At 240 grams it is one of the lightest aluminum racquets out today."

"We felt that by taking out the yoke we could put more string on the racquet, which increases the hitting area in the center of the racquet. It pulls the sweet spot, which is normally in the higher end of the racquet more towards the center, so it increases the sweet spot. The frame actually goes all the way down to the butt cap. The lightness of the racquet gives you the ability to swing a little harder and hit the ball solid so that the ball will jump off the racquet."

"The Series 21 comes in both men's and ladies' series, brown for men, blue for ladies, and comes in three grip sizes. It is the top of our line, and has been the most successful racquet we have ever introduced."

SEAMCO SCORPION

The Scorpion is constructed from an aircraft type aluminum in an I-beam extrusion according to Kim Amick, a district sales representative

for Seamco Sporting Goods Co. "The I-beam design lends two things to the racquet," said Amick. "Number one it lends to the flexibility in the head of the racquet, which is desirable from a control players standpoint. We also found that it lends to increased racquet durability."

"The Scorpion has a tear drop head shape and was designed for the beginning to intermediate player. It has a medium firm flex and is evenly balanced. The Scorpion weighs in at 260-265 grams, is strung at string tensions between 27 to 28 pounds and features a tan leather grip and nylon safety cord."

"It is a lightweight, extra strength racquet for maximum power and ball control."

SPALDING CENTURIAN

"The Centurian is a one piece injection molded racquet, specifically made to eliminate vibrations," said Phil Wilson, Product Manager of Court and Team Sports for Spalding. "It is a 31% fiberglass, 5% graphite, 64% nylon racquet, the nylon providing flexibility and the graphite pro-

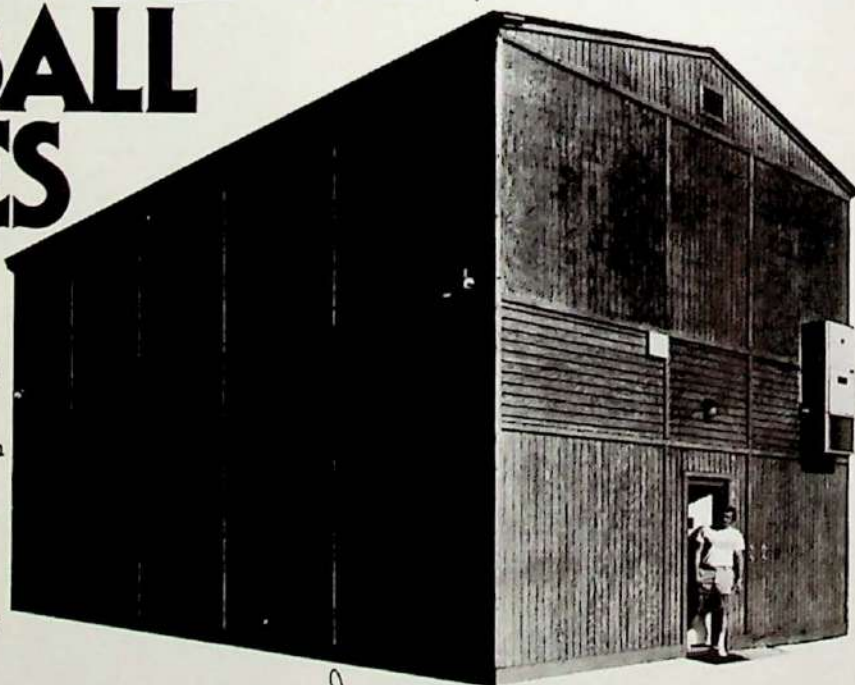
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viding the strength."

"It weighs approximately 255 grams and has a 4 1/8" raised leather grip. We classify it as a lightweight composite racquet for speed and quickness, primarily targeted at the intermediate and or advanced player. It has a conventional head shape and is one of the lighter racquets in our line. It is a relatively sturdy racquet which players will have no durability problems with."

TAF 100

"The TAF model 100 is a 6061 anodized aluminum racquet designed for the beginning to the intermediate player," said Chiu Shan Chen, owner of TAF Distributors. "It is a stiff racquet for those who play a power type game. It has a modified rectangular head shape and features a PU formed handle, strong vinyl bumper guard, metal grommets and nylon stringing. It comes with a 4 1/8" genuine leather grip."

TRENWAY GRAPHITE 1000

"We have made metal and fiberglass racquets before, but the Graphite 1000 is the first graphite racquet we've made," said Jim Wilson President of Trenway. "It is a 100% graphite fiber, injection molded racquet. The frame was designed for maximum light weight with the graphite, but still retains the required strength."

"It is a power oriented racquet, extra stiff and extra strong for speed purposes, designed for the medium player. It comes in two handle sizes, one for men, one for the ladies, and quite a few women use it. It is one of the only composite racquets with a head guard, which adds integrity to the frame, and has a cushioning effect as well."

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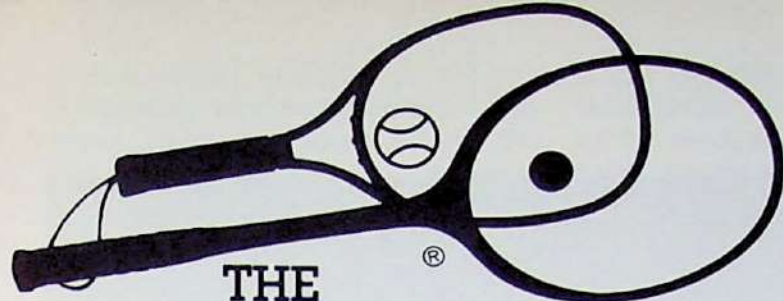
WILSON ADVANTAGE

"The Advantage frame is constructed from a special controlled 6061 T6 alloy, we call select 6," said a spokesperson for Wilson Sporting Goods Co. "The material selection is based on a cross section design, resulting in a very durable racquet that is lighter than other aluminum racquets and gives us great durability."

"The plastic handle is filled with a polyurethane foam to reduce vibrations, and the handles are pinned in place with the safety thong and wrapped with a leather grip. Cosmetically it has a black anodized frame, highly polished, with gold trim."

"The overall design is a blend of control, power and durability with the emphasis on mobility. This is all aimed at the control type player, performance segment. It is designed for the A and B player range."

"The stiffness of the frame is related to the cross section design which gives the racquet the flex of a plastic racquet yet the durability of a metal racquet. It features a top grade multifilament string, long lasting leather grip and is available in three handle sizes. It weighs 250-255 grams and is a head light balanced racquet which allows for quick response, or increased mobility as we call it." □



THE RACQUETBALL AND TENNIS MARKETPLACE UPDATE

By DAVID WEBERNDORFER

Racquetball experienced a tremendous growth in the 70's. From a virtually unknown sport at the beginning of the decade it had attracted over 10½ million participants by the end of 1979. The question on everybody's mind now is where will racquetball be going in the 80's? The answer is to California for one of the most important shows of the decade, THE RACQUETBALL AND TENNIS MARKETPLACE. January 26, 27 & 28, 1981, the Long Beach Convention Center in Long Beach California will play host to the show that has led the way for the entire racquetball/tennis industry.

In our never ending attempt to improve with each show, with buyer conveniences at the top of our list, we have changed both the location and the days for this year's January show. We have moved to Long Beach, California because of its easier access and beautiful California beaches. The show days have also been changed, to Monday, Tuesday and Wednesday to avoid any conflict with the showing of the Super Bowl Game, assuring all attendees of three uninterrupted buying days.

Also as an extra added bonus to all buyers attending THE RACQUETBALL AND TENNIS MARKETPLACE are plans for a special, spectacular "Stock Your Facility Free Promotion." The exact nature of the program will be revealed as soon as all phases have been completed, so look for further details in upcoming Update columns.

THE RACQUETBALL AND TENNIS MARKETPLACE is the show that always offers you more. Of course there are the tremendous buying opportunities, as top name manufacturers such as Adolfo, AMF Head, ElSCO Lighting, Loomtogs, H & S Diversified, Kori of California, Fibersign Industries, Ektelon, Saranac Glove, Top Seed and hundreds of others will be there to present you with all of their latest products and services, along with many new lines and companies that have never been shown before.

But that is just part of the entire show story. THE RACQUETBALL AND TENNIS MARKETPLACE is also your chance to exchange merchandising ideas with other court club owners, managers and builders, pro shop owners and managers and sporting goods store operators from across the country. These informal discussions and idea exchanges are an excellent means of picking up new tips to help you run your operation more smoothly and efficiently.

The show also offers you the opportunity to talk with the manufacturers of the products you sell through your JULY/AUGUST 80

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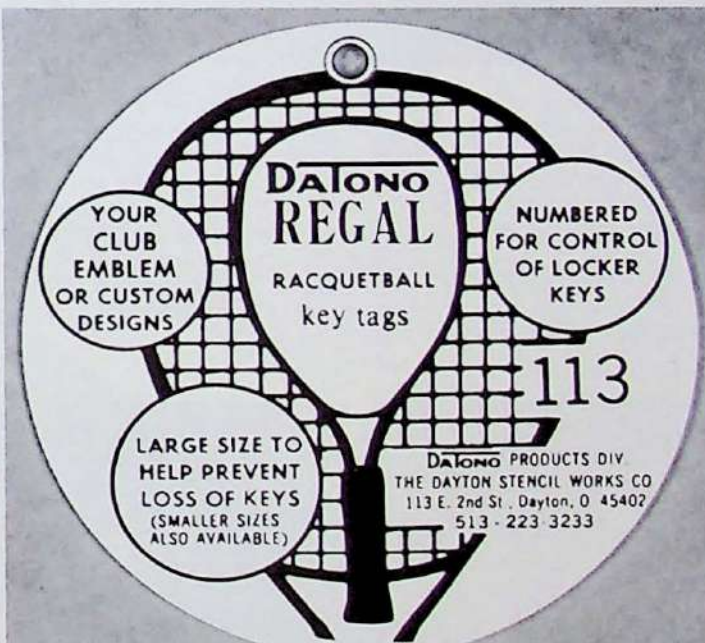
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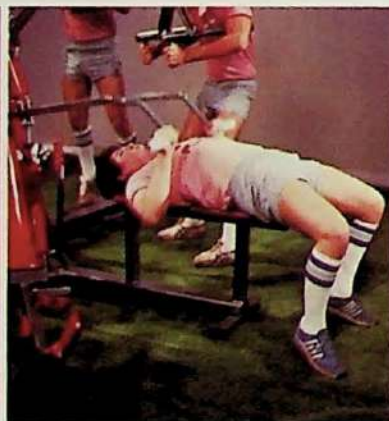
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clubs and shops. Company presidents, vice presidents and national sales managers attend the show and you can take advantage of this situation by inquiring about any advertising programs, demonstration ideas, available display units and financing setups they may offer.

These two valuable areas of information are especially important to existing court club owners. You must constantly stay on top of what is happening in the industry in other areas of the country to be able to separate unconfirmed rumors from actual occurrences, enabling you to foresee industry trends that might eventually affect your operation. On the other hand the manufacturers will be able to provide you with the information about racquetball in your particular area as well as local competition.

And the show's educational opportunities won't stop there either. For court club owners and developers Racquetball Management Workshops will be conducted prior to the show to deliver the latest information concerning all phases of racquetball

court club construction and operation. Staffed by recognized members of the racquetball industry these informative sessions are considered to be one of the most complete resources of their kind. For further details on the workshops contact Management Workshop, 919 North Michigan Avenue, Suite 2001, Chicago, Illinois 60611, (312) 943-5933.

Racquetball and tennis pros and instructors will find The Racquetball and Tennis Forum can provide them with all the up-to-date innovations in teaching techniques for both racquetball and tennis. Staffed by members of the USPTA and APRO these courses always prove popular among teaching professionals attending the show. Proposed topics can be obtained by calling the USPTA at (813) 383-5555 or write USPTA, P.O. Box 1659, Sarasota, Florida 33578.

Special show accommodation rates are available to all attendees of THE RACQUETBALL AND TENNIS MARKETPLACE, at the Hyatt Queen Mary (the renovated Queen Mary Oceanliner) and the Queensway Hilton. Elsewhere in this issue you

will find a hotel reservation/pre-registration card for your convenience. Fill it out and drop it in the mail today. Be sure to list your hotel preference. If your first choice is filled we will place you in the alternative show hotel.

The hotel/pre-registration card also pre-registers you for the show, and gives us the opportunity to send you your identification badges prior to the show. This will eliminate the need for you to wait in line while your badge is filled out. If you do plan to register at the door please bring some form of identification that you are a member of the racquetball or tennis industry such as a business card, letter of introduction or tax identification number.

Make your plans now to go to Long Beach, January 26, 27, & 28 and see what the future holds for racquetball and tennis. To make your reservations or for further information call us today at THE RACQUETBALL AND TENNIS MARKETPLACE, 1545 NE 123rd Street, North Miami, Florida 33161, or call (305) 893-8773. We hope to see you there. 

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APRO CONVENTION REVIEW



The Second Annual American Professional Racquetball Organization (APRO) convention was held May 3rd and 4th, in Chicago, Illinois. Offering participants a combination of a lecture format along with round table discussions, it provided all in attendance with a well-rounded view of the obligations and goals of today's professional racquetball instructor.

Feature lecture topics included: What Every Pupil Expects From a Racquetball Teacher; The Pyramid Theory-How to Keep Your Pupils Interested From Birth to Maturity; Programs for Women and Juniors; How Manufacturers Can Help The Racquetball Teacher; How Racquetball Teachers Should Interact With Owners; Conditioning To Prevent Injuries, and others.

Highlights of the lectures included Chuck Leve, Executive Director of the National Court Clubs Association speaking on how racquetball teachers should interact with owners. Leve pointed out that for the first time in the last five years court clubs can stop looking over their shoulders, worrying about competing clubs and now look internally to build their strengths and eliminate their weaknesses. He stated that career opportunities now exist in racquetball as owners are realizing that the best player does not necessarily make the best instructor. The pro is a viable source of income to the club, according to Leve, because they are the one who are aware of the players point of view, and it is up to them to devise and initiate new programs.

Leve stressed the need for owners to recognize that an APRO certified teacher is best for their operation and students must also be made aware of the advantages of being taught by a certified APRO instructor.

Dr. David Birnbaum's talk on conditioning to prevent injuries was another area of particular interest. Dr. Birnbaum spoke on the importance of preventing injuries from occurring on the racquetball courts because this will indeed turn prospective players away from the sport. Injuries are not a necessary side effect of sports

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and are accidents, stated Dr. Birnbaum, and a majority of them can be prevented. He stressed the importance of racquetball instructors to be knowledgeable in basic first aid procedures, and to have the necessary first aid equipment on hand in case an injury does occur.

The round table discussions proved to be an information-packed source for all, as participants from different areas of the country expounded on the various trends apparent in their regions. Some of the points that came out of these discussions were that APRO is going to be developing a rating system for club players, and setting up a manual to give guidelines to teaching pros that want to get into the profession.

"Everyone said they liked the interaction, meeting people from different parts of the country and exchanging ideas," said Chuck Sheftel, President/Treasurer of APRO. "They offered insights as to what is happening in the industry at various locations. We got a lot of ideas, especially regarding programming, and that is what we are trying to do through

APRO. We don't want just a robot pro that walks on the court, teaches a lesson and leaves, but a complete pro for the complete club."

"These pros are going to have to be familiar not with only being a good player, but with the overall picture of the club. Racquetball is a business and it's a challenge to get people into the clubs so we are going to have to start concentrating on programming. The pros have to get involved in the pro shop and learn how to sell those racquets. Then they will become a valued commodity that the owners will want. They have to understand their relationship with the manager and owner, and the hierarchy and makings of the club."

The next national APRO convention is slated for May, 1981. It will be held in Chicago, which is mid-point for members from different areas around the country.

For information concerning the next convention, certification courses, or general APRO information write the APRO offices at 730 Pine Street, Deerfield, Illinois 60015, or call (312) 945-4678. 

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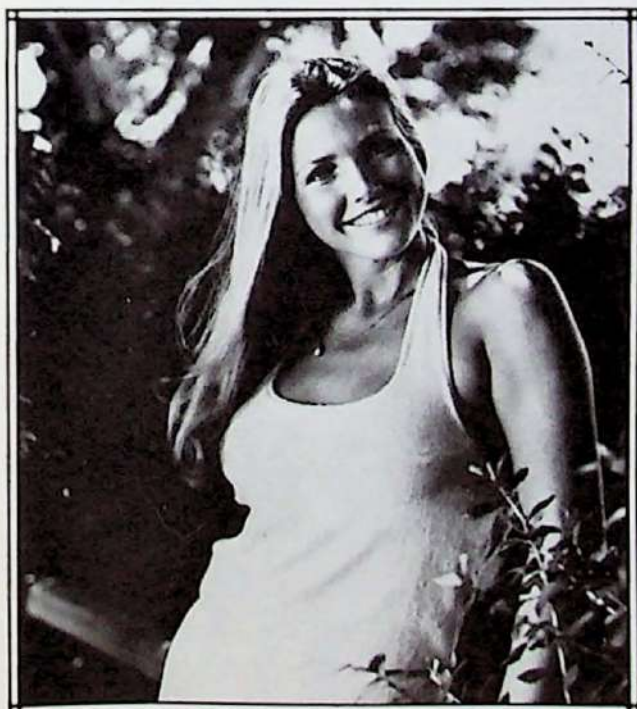
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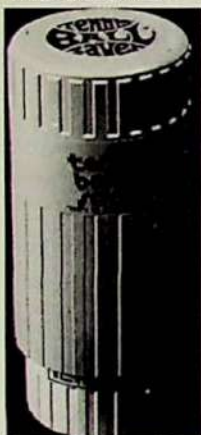


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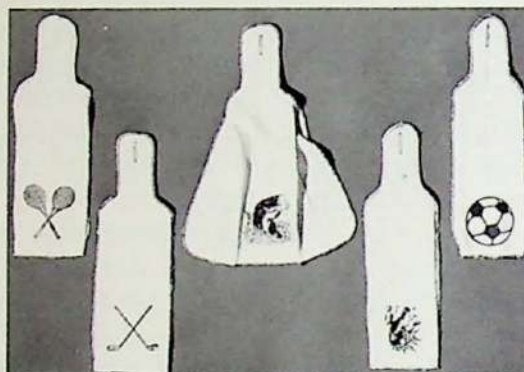
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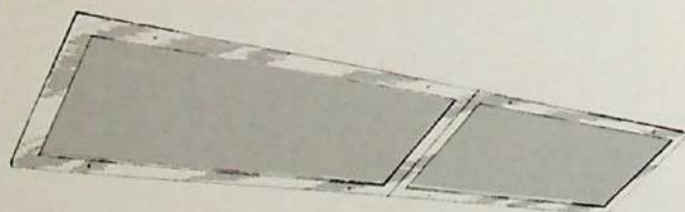
The latest concept in sport towels is the Sweat Buddy from **SWEAT BUDDY INC.** Specially designed lock-in-place tab holds towel securely in place in short front for easy access during sport activities. (Button hole is for use on golf bags.) Reader Service No. 220

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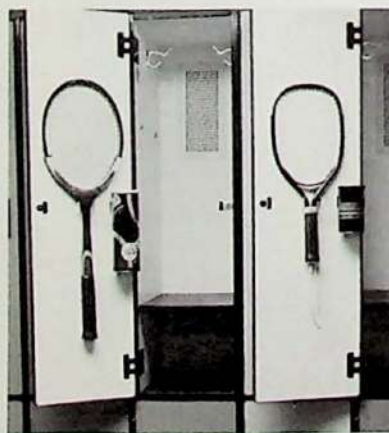


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- One piece, die-formed, seamless construction – no hinge or corner seams to deflect flight of the ball.
- Impact resistant lense – built to withstand the thrust of a ball moving at extreme velocity – 3/16" thick tempered glass plus prism diffuser.
- Easy Access – Four countersunk 1/4 turn spring latches release lense from ceiling allowing it to swing out and down on pivoting arms.

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Reader Service No. 102

GENIE INDUSTRIES has developed an optional Insulated Platform for their Personnel Lift line, for those who work around or with electrical current. The platform is electrically insulated from ground and is colored a safety yellow. Reader Service No. 210



The Rak-M-Up from **HILL DESIGNS** is an unbreakable, clear plastic wall rack that can hold any racquet and can of balls securely in place. Shown here in its newest form — as a "Locker Organizer" it conveniently stores racquet and ball on locker door, out of the way. Reader Service No. 202



Looking good comes easy in this head-turning tank/short outfit from **ATHLETE'S CHOICE**. "Innovative Triangles" style #UP-1 tank and "The Concept" style #UP-5 short are both constructed of machine wash and dry terry/interlock, in Naturally Navy, Jade Green or Coral White. Reader Service No. 178



Combining casual comfort with contemporary styling, this shirt/short combo from **AT EASE** looks just as good off the courts as it does at game point. Model #1200 top and #1300 short are constructed of poly/cotton interlock and are available in choice of Navy, Bonfire, Green, Royal or Gold. Reader Service No. 126

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designed and engineered by the contractor-player-owner of the Northwest's premier racquetball clubs.

developed because no court system available today included the key features we demanded in our own court system.

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by **perfecting** a precision machined, pre-cut panel of rigid, inter-locking design that results in a completely smooth and solid playing surface.

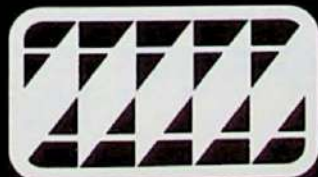
by **inventing** a simple and efficient installation method complete with the technical supervision which allows

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we **manufacture** our products and provide a skilled staff of company sales engineers who assist you directly (no distributors) from initial contact through on-site installation and future servicing.

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The names of manufacturers, producers and suppliers of all RACQUETBALL items are on file with us. For information on any product category check off items and mail page to RACQUETBALL INDUSTRY 1545 N.E. 123rd Street, No. Miami, Florida 33161.

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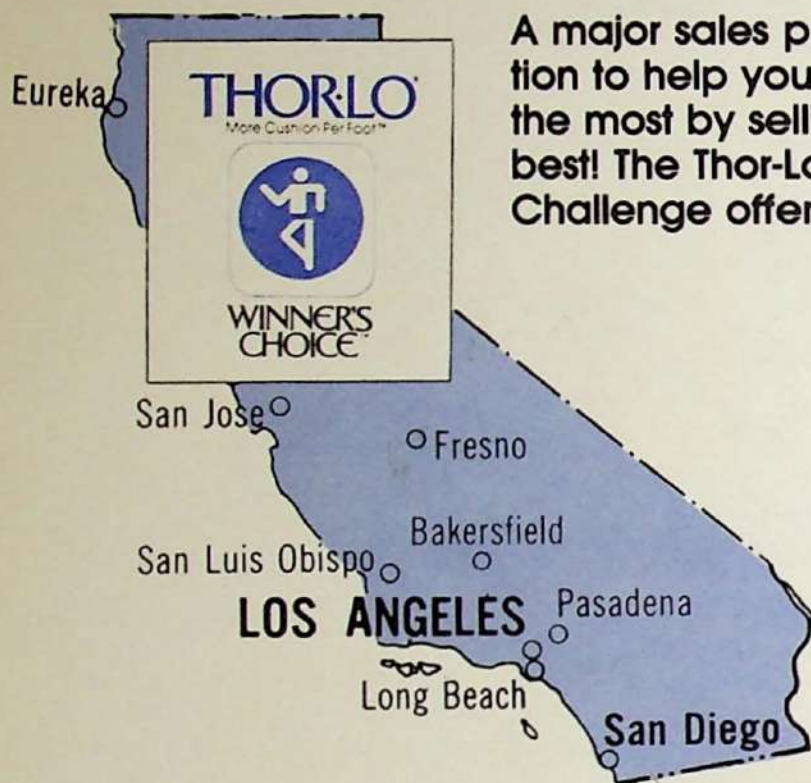
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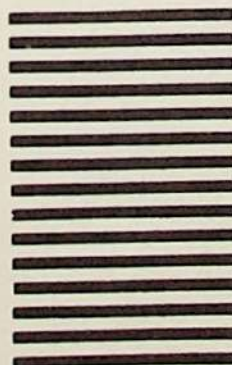
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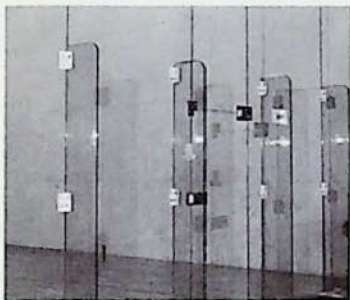
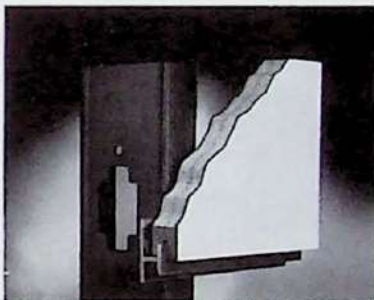
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