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**MARKET STUDY ON EXPORT OPPORTUNITIES FOR
CANADIAN-MADE SKATES AND HOCKEY EQUIPMENT IN
THE U.S.A. AND SOME SELECTED WESTERN
EUROPEAN COUNTRIES**

MARCH 1977

VOLUME TWO: ANNEXES



Government
of Canada

Gouvernement
du Canada

Industry, Trade
and Commerce

Industrie
et Commerce

MARKET STUDY ON EXPORT OPPORTUNITIES
FOR CANADIAN-MADE SKATES AND HOCKEY
EQUIPMENT IN THE U.S.A. AND SOME
SELECTED WESTERN EUROPEAN COUNTRIES

VOLUME TWO: ANNEXES

Prepared for: Department of Industry,
Trade and Commerce,
Ottawa

March 1977

by: Ernst & Ernst

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ANNEX 1.1

EXTRACTS FROM REQUEST FOR PROPOSAL BY
DEPARTMENT OF TRADE, INDUSTRY AND COMMERCE



Le 17 janvier 1977

Ernst & Ernst
1080 Côte du Beaver Hall
Pièce 1010
Montréal, P. Qué.
H2Z 1R3

Messieurs,

Les firmes de consultants suivantes ont été convoquées à cette rencontre du 18 janvier 1977 au bureau régional de Montréal de notre ministère:

Drouin Paquin & Associés Ltée
Ernst & Ernst
Ingesco Inc.
Peat Marwick & Associés
Simpson Schwab Ltée

Cette rencontre a pour but de présenter simultanément aux firmes ci-haut mentionnées les: but, méthodologie, termes de référence et contraintes d'une étude du marché du hockey et du patin en général aux Etats-Unis et en Europe occidentale incluant les pays scandinaves.

Les cinq firmes de consultants ont été sélectionnées pour leur compétence reconnue et leur connaissance de l'industrie de la chaussure.

But

Le but de cette étude est de déterminer les perspectives d'avenir pour le marché du hockey sur glace, des patins, des lames de patin ainsi que de l'équipement nécessaire pour ce sport. Ces résultats permettront d'évaluer l'accroissement possible des exportations de produits canadiens et d'élaborer une stratégie dans ce sens.

Méthodologie

La firme de conseillers qui sera choisie ainsi que les sociétés qu'elle voudra s'adjoindre aura la compétence nécessaire pour mener à bien l'étude selon les termes de référence indiqués plus bas et devra être en mesure de présenter des recommandations quant à la marche à suivre pour tirer avantage des opportunités qui seront identifiées.

La Division du cuir et de la chaussure de notre ministère servira d'agent de liaison pour l'obtention de renseignements et de statistiques précis que la firme de conseiller désirera obtenir des différents postes commerciaux canadiens.

Le rapport pourra être soumis dans l'une des deux langues officielles du Canada selon le gré de la firme qui effectuera le travail.

Termes de référence

1. Evolution internationale des produits de hockey et des technologies employées.
2. Evolution du marché.
 - a) Statistiques sur le nombre de patinoires intérieures existantes et sur celles construites au cours des cinq dernières années.
 - b) Croissance approximative du nombre de joueurs de hockey.
3. Evolution de la concurrence en termes de nouveaux produits et d'acceptation de nouvelles technologies.
4. Evaluation de la position relative des produits canadiens en quantité et en prix par rapport au volume des ventes dans chaque pays ainsi que du degré de développement technologique.
 - a) Statistiques de production, d'importation et d'exportation dans les pays sélectionnés.
 - b) Pénétration des produits canadiens et étrangers sur ces marchés.
 - c) Provenance des produits concurrentiels.
5. Pronostics de croissance du marché et de la concurrence dans les différents pays.
 - a) Augmentation anticipée de la production concurrentielle.
 - b) Augmentation possible de l'activité sportive vers le hockey (politiques gouvernementales etc.).
6. Recommandations quant à la marche à suivre pour améliorer la position canadienne sur les marchés étudiés.

ANNEX 1.2.A

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2. ISPO 77
24/27 février 1977
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November 1976, Rotterdam
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Jofa, Titan, Koho, Graf, Balzer, Lico, C.C.M., Daoust, Cooper,
Alviera, Radier-Sports, Etsllelluch, Chaussures Ours, Sport Derobert

ANNEX 1.2.B

LIST OF INDIVIDUALS AND ORGANIZATIONS

INTERVIEWED AND CONSULTED

CANADA

1. Georges Larivière, Ph.D.
Directeur, Département d'éducation physique
Université de Montréal
2. Brian O'Neil, Executive Director
National Hockey League
3. Jean N. Proulx, Président et directeur général
Mr. Teutsch, Directeur des ventes européennes
St. Lawrence Manufacturing Company Inc.
4. Georges L. Guilbault
Vice-président
Sherwood-Drolet Corp. Ltd.
5. C.C.M.
Toronto, Ontario
6. BAUER
Kitchener, Ontario
7. LANGE
Toronto, Ontario
8. COOPER
Toronto, Ontario
9. Alan Eagleson
Executive Director
N.H.L. Players' Association
Toronto, Ontario
10. René A. Pelletier
Président
Hockey-Mate International Ltd.

U.S.A.

1. OMNI SPORTS, St. Louis, Missouri
Mr. Pete Winton, Manager
2. ST. LOUIS UNIVERSITY
Mr. Paul Green, Assistant Hockey Coach
3. ST. LOUIS BULES (NHL)
Mr. Emile Francis, General Manager
Mr. Tommy Woodcock, Trainer
4. CINCINNATI STINGERS / WORLD HOCKEY ASSOCIATION
Mr. Jerry Rafter, Director of Player Personnel
Mr. William. O. DeWitt, Executive Vice-President
- * 5. U.S. DEPT. OF COMMERCE LIBRARY
Ms. Kundzins and Candy Madsen
- * 6. AMATEUR HOCKEY ASSN. OF THE U.S.
Colorado Springs, Colorado
Hal Trumble
- * 7. WILSON SPORTING GOODS, Chicago
Mr. Peck
- * 8. RAWLINGS SPORTING GOODS
Kenneth Kolker
- * 9. U.S. HOCKEY & ARENA BIZ, Madison, Wis.
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- *13. FADER BROTHERS SPORTING GOODS WHOLERSALERS
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Art Shapiro

* Telephone interviews

- *14. BRADLEES DEPT. STORE
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- *16. EASTERN COLLEGE HOCKEY ASSN.
Robert M. Whittlau
- *17. SPORTING GOODS BUSINESS
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- *18. A.C. NIELSEN CO.
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- *20. HOCKEY ILLUSTRATED
Brooklyn, N.Y.
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- *21. NATIONAL FEDERATION OF STATE HIGH SCHOOL ATHLETIC ASSN.
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- *22. HEALTH, EDUCATION AND WELFARE DEPARTMENT
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- 24. GUNZO
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- 25. HERMANS
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- 26. NED SINGER
Chicago, Ill.

27. KOKESH ATHLETIC SUPPLY
Minnneapolis, Minnesota
28. TED STEICHEN
St. Paul, Minnesota
29. STRAUSS SKATES, INC.
ST. Paul, Minnesota
30. MEDFORD SQUARE SPORTING GOODS
Medford, Massachusetts
31. COLEMAN'S SPORTING GOODS
Danvers, Massachusetts
32. GOLD MEDAL
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33. SPORTS FOUNDATION
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- * 1. ICE HOCKEY ASSOCIATION OF GREAT BRITAIN
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8. ETABLISSEMENTS LELLUCH
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Mr. Lelluch
9. "RADIER SPORTS"
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10. C.C.M. EUROPE
Mr. D.M. Lawson
11. "FRANZ WIDMANN & SOHN"
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Mr. Willems

* interviews by telephone and/or mail

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- *23. AMBROS SPORTARTIKEL
Vertieb - Fussen - Germany
Mrs. Ambros
- 24. JOFA AB
Sweden
Mr. B. Aooelstrom

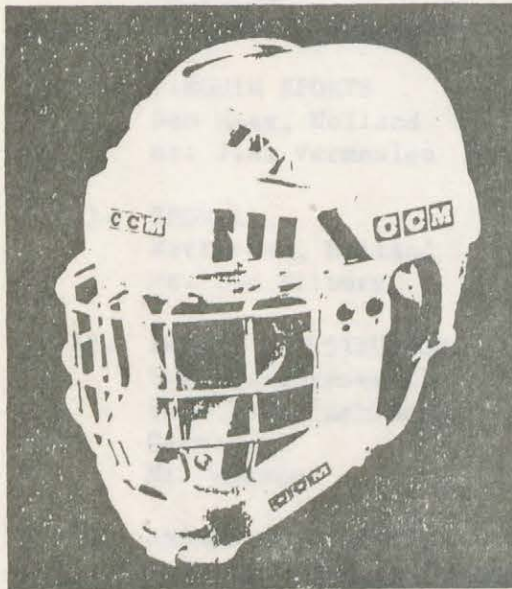
25. CANADIAN EMABSSY
The Hague - Holland
Mr. H.S. Sterling - First Secretary
26. CANADIAN EMBASSY
Bonn - Germany
Mr. A.S. Poole - First Secretary
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J. van Rijswijk, Secretary

WHAT'S NEW

Face Masks

Effective immediately face masks and internal mouth pieces become mandatory for all AHAUS youth hockey players except Junior A and B players on teams that play to a paid gate.

The following equipment meets the United States standards and more will be coming along rapidly.

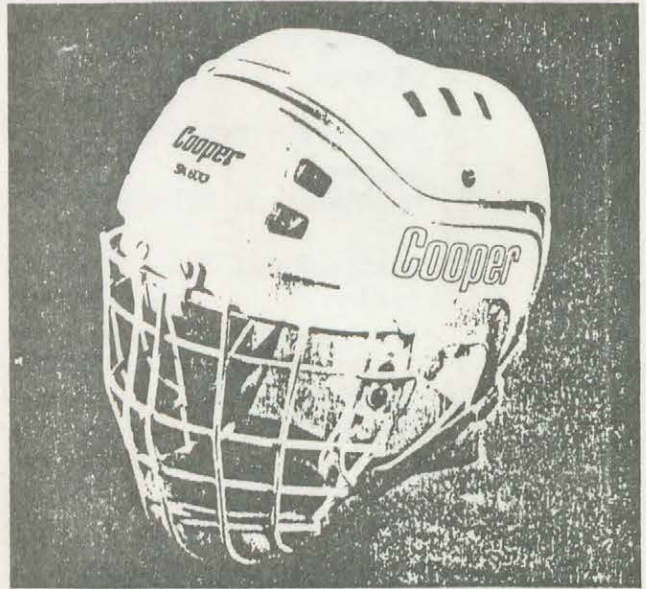


The CCM Total Head Protection Package includes for 76-77, a new wire face mask.

The wire mask is shown here with the CCM ProStandard Helmet and Lower Face Protector. CCM also offers an Eye and Face Shield of space age material. A newly printed guide now provides complete and accurate directions for proper fitting of CCM equipment.

All CCM equipment has been thoroughly researched and field-tested for safety and confidence. CCM advises, however, that their \$5,000 insurance policy covers only the Helmet, Eye Shield and Lower Face Protector.

For complete information on the CCM Total Head Protection Package and new Wire Mask circle number 18 on the Information Request Card.



Cooper's new HM50 and HM50 JR masks are designed to meet future A.S.T.M. and C.S.A. standards for full facial protection.

This new design completely eliminates the possibility of a stick blade penetrating to the face. There is 35% more wire on these new models, all nylon coated, and a total of 32 separate welds for greater strength. The HM50 and HM50 JR feature a moulded foam chin cup and new restraining side clips that prevent the mask from being driven against the face.

For complete information on Cooper's wire hockey mask, circle number 205 on the Information Request Card.



Safe-T-Gard's Model no. 440 and no. 440A combination shield/wire frame facemask features excellent visibility and maximum protection. The combination design provides for air circulation inside the mask which prevents fogging and heat buildup.

Another feature is the low replacement cost of the shield (under \$4.00). The entire wire frame is vinyl coated and the chin pad is constructed of thick medical foam.

The no. 440 ("flip-up" attachment) and no. 440A (rigid attachment) attach easily to any CSA approved helmet. As a bonus introductory offer, Safe-T-Gard is including a free intra-oral mouthguard with each facemask.

For complete information on the Safe-T-Gard facemask, circle number 15 on the Information Request Card.



Hartzell Custom Products new Saf-T-Shield and Full Face Shield are made of super tough mar-resistant Lexan Polycarbonate. Lexan is so strong and clear it is the same material used on NASA helmets to protect astronauts.

And Hartzell Hockey Shields are now available with a free \$5,000 loss-of-sight insurance policy.

Saf-T-Shield and Full Face Shield feature the finest in optical qualities. Since these shields are as clear as glass, there is no optical distortion. Hartzell Hockey Shields are not affected by temperature extremes. They will not become brittle when cold, or warp with heat.

Both the Saf-T-Shield and Full Face Shield can be easily mounted to any size hockey helmet (all mounting hardware included).

Hartzell's Saf-T-Shield assures maximum protection for eyes, nose, cheek bones and upper face. The Full Face Shield protects the entire face.

For more information contact, Tom Hendricks, Hartzell Custom Products, 2516 Wabash Ave., St. Paul, Minnesota, 55114. Or, circle number 19 on the Information Request Card.



Pro-tec pioneered the concept of full face protection for all hockey players.

Twelve years ago, Pro-tec, Inc., began intense research in design and testing for strength in actual playing conditions. Pro-tec insures the very best in full face protection and reliability.

No one else can match their record and research in product development over the years. In fact, most of Pro-tec's own research and testing for hockey faceguards has been supplied to the ASTM for use in developing the new standards.

Pro-tec face guards fit *all* helmets *easily*. And Pro-tec guarantees that their face guards will pass the ASTM test standards.

PTH-1000

Pro-tec is the original full face protector for all hockey players. It took twelve years to develop Pro-tec under rigorous testing in laboratories, by doctors, and under actual playing conditions. Pro-tec fits all helmets, affords you maximum protection while not hindering vision, breathing or movement and since Pro-tec faceguards are made of wire, not plastic, they will not fog or scratch as is so common with many of the competitive plastic protectors. If you ask for faceguards by any other name you've really said a mouthful.

PTH-100G

The Pro-tec goalie faceguard offers the best possible protection while providing the same benefits of the PTH-1000. A special feature on the Goalie is a clip-on removable throat guard, shown in the picture above.

The Pro-tec factory in Chicago has more experience making face guards than any other in the world. They can guarantee delivery despite the tremendous demand. Pro-tec cannot be matched in production capacity and quality.

For complete information on Pro-tec face guards write Pro-tec, Inc., 532 Industry Drive, Tukwila, Washington 98188. Or, circle number 14 on the Information Request Card.



The ACRO-MATIC Face Guard protects the eyes, nose and jaw simultaneously with advanced design one piece construction.

One piece construction means strength, simplicity and protection. Hockey stick or stick blade penetration is impossible when the face guard is properly mounted on the helmet.

The ACRO-MATIC Face Guard provides unique, uninterrupted visibility. This polycarbonate Face Guard is optically polished in the visual area and meets standards proposed by the ASTM and AHAUS for a zero power lens.

The ACRO-MATIC Face Guard is supplied with a unique one piece chin protector to prevent face guard from hitting upon impact. And it comes complete with mounting holes, screws and rubber-like molded washers to provide adequate ventilation and proper fit.

For complete information on the ACRO-MATIC Face Guard contact ACRO-MATIC Plastics Corp., 11 Jytek Park, Leominster, MA 01453. Or, circle number 20 on the Information Request Card.



Everett Enterprises offers a complete selection of face protectors for the 1976-77 season.

The people at Everett are doing things today that will stop the injuries of tomorrow.

Everett's Dewlex face protector is an innovative Lexan shield with an attached wire mouth guard. The mar-resistant Lexan is optically correct and vented for fog-free vision. It has been tested to stop an equivalent force to that of a puck traveling in excess of 150 mph. The attached mouth guard is made with coated wire and is padded for full protection. The Dewlex face protector fits all

approved helmets.

Everett's all new wire mask is dynamically designed *not* to hinder vision. Strong, durable wire is coated to prevent corrosion. And a fantastic chin pad for added protection.

Everett also offers a wire mask with a Lexan insert . . . the ultimate in protection and visibility. It's a combination of strong, durable wire for maximum strength and perfect air-flow mounted with a mar-resistant Lexan insert at eye level for unobstructed vision. Also, chin pad for added protection.

Everett presents the goal tender's dream with the revolutionary Everett goal mask. It's a super combination of Lexan for perfect wire-free protective view with wire lower facial protection for perfect air flow.

For information on Everett's complete line of face protectors, write Everett Enterprises, P.O. Box 399, 42 South Avenue, Natick, Mass. 01760. Or, circle number 17 on the Information Request Card.



Sherbrooke Sporting Goods Inc. of Worcester, Massachusetts, with manufacturing facilities in St. Jean, Quebec, is introducing a revolutionary new face mask for goalies, according to Mike Solod, President. This goalie mask, made of specially treated wire with an exclusive protective coating, was designed to give the ultimate in performance and durability. This innovative mask for goaltenders is lighter than the conventional plastic shield and gives unequalled strength with no chance of shattering or distortion of the view. Because the mask has been designed to offer maximum vision with the full protection of wire, the goaltender will be able to speed up his reaction time.

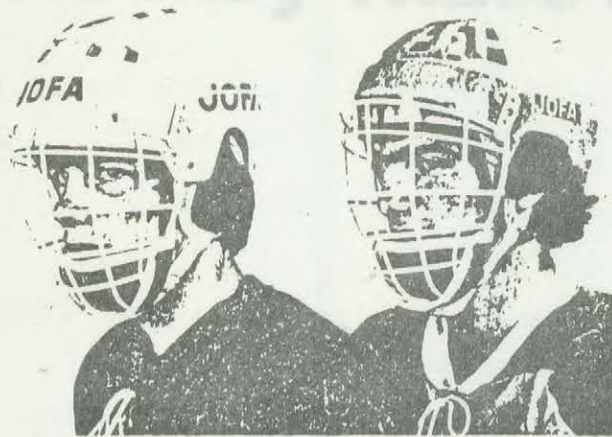
Sherbrooke's newly designed wire mask attaches to Sherbrooke's CSA-approved helmet made of high impact plastic with shock absorbent padding and 22 air vents which create Sherbrooke's excellent ventilating system. The helmet is adjustable from 6 3/4 to 7 3/4 and comes in seven colors: white, black, blue, red, green, gold and maroon.

In order to give maximum protection to the goalie, a full length foam-padded chin guard attaches directly to the wire mask and helmet.

The wire mask with guard can be bought separately and will conform to most CSA-approved helmets.

For further information, contact Sherbrooke Sporting Goods Inc., 60 Ellsworth Street, Box 1004, Worcester, MA 01614. Or, circle number 21 on the Information Request Card.

What's New - Face Masks



The Jofa Facecage (Model No. 252 Sr, Model No. 255 Jr.) has been the result of 12 years of design-development and design-improvement at Jofa AB in Malung, Sweden.

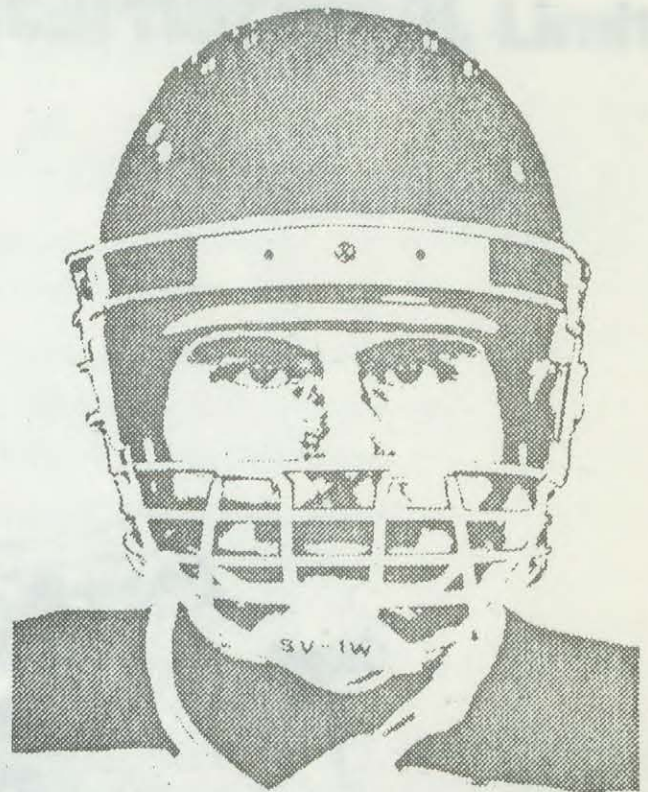
For the past five years, the stringent requirements of the Swedish Ice Hockey Federation on the manufacture of ice hockey equipment in Sweden exceeds the design criteria that exists in the North American market.

The cage wire is made of string-strung stainless steel with a design criteria of 360,000 lbs. per square inch. The cage-to-helmet mount locations, in addition to the vinyl covered chin fitting, offers a substantial impact resistance and absorption away from the point of impact. In addition, the helmet chin strap loops through the cage strap to prevent movement and maintain the cage position relative to the face.

Effective immediately face masks and internal mouth pieces become mandatory for all AHAUS youth hockey players except Junior A and B players on teams that play to a paid gate.

The facecage, in compliance with the Swedish Ice Hockey Federation, is required to meet the following standards: The facecage is exposed to temperatures varying from -20°F to +158°F over a period of 200 hours. Upon removal from the temperature chamber and within 30 seconds from removal, the facecage is placed on a head pattern where a mass of 10 lbs. is dropped a distance of 10 ft. on three frontal points of the cage. Subsequent to each impact test, a deformation measurement is taken which cannot exceed 3mm at any of the three points. In addition, the size of each open section cannot be larger than 500mm (1.97") which prevents the entrance of a hockey stick blade.

For complete information on the Jofa Facecage write Jofa, Volvo of America Corporation, Recreational Products Division, Rockleigh, N.J. 07647. Or, Circle Number 206 on the Information Request Card.



The SV-1W is the ultimate in full facial protection. The designers of the SV-1W have combined the best of two worlds. They made a vinyl coated steel frame shield, and then placed a shatter-proof Lexan piece in the visual area. They went to great detail to close up the wire part of the shield so there could be no penetration. The eye insert is placed in such a position so as to virtually eliminate any fog or heat build-up that might occur. The Lexan insert is uniquely fastened to the metal frame, no rivets or screws to come loose. The Lexan insert can be easily replaced when necessary.

The radius of the shield allows it to be readily installed on all major helmets being sold on the market today. One of the main features besides superior vision and over-all facial protection, is that the makers of this shield supply a padded cup football chin strap that stabilizes the shield and helmet on the player. This shield comes in both Junior and Senior models to insure proper fit for all wearers.

The SV-1W is designed to give both players and the parents security from severe eye and facial injuries.

With full facial protection becoming mandatory this coming Fall for most youngsters, MGS has developed a new revolutionary product that merits investigation. This shield is available in both the United States and Canada.

For more information write:

MGS, Inc.
120 Fountain Street,
Framingham, Ma. 01701.

Or, circle number 22 on the Information Request Card.



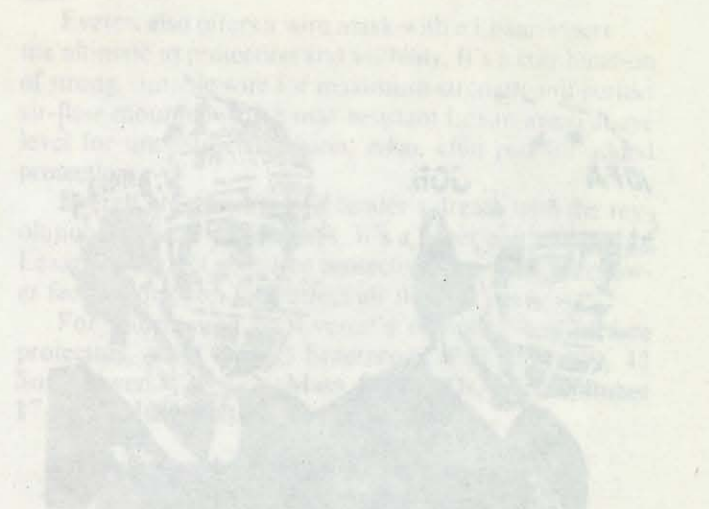
The face mask is a critical piece of equipment for hockey players. It is designed to protect the face and eyes from injury. The mask is made of a strong material and is attached to the helmet. It has a clear visor that allows the player to see. The mask is also padded to provide additional protection. It is important for players to wear their face mask at all times on the ice.

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What's New - Face Masks
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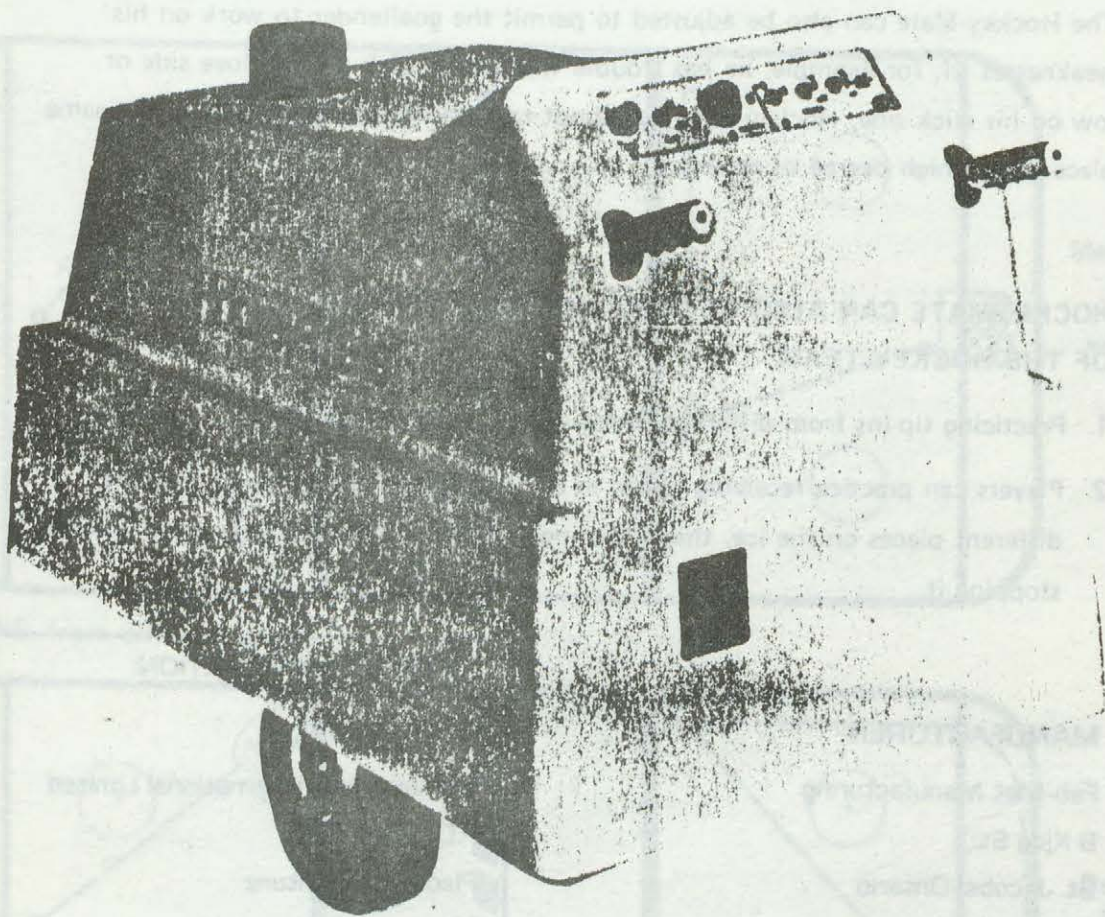
ANNEX 3.3.4
INFORMATION ON
THE HOCKEY MATE
AUTOMATIC PUCK THROWER

The Hockey Mate Automatic Puck Thrower is a device that allows a player to throw a puck without using their hands. It is attached to the player's stick and can be used to pass the puck to a teammate or to shoot the puck into the net. The device is controlled by a button on the stick. It is a useful tool for players who have difficulty with their hands or who want to save their energy.

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Hockey-Mate International[®], Limited



The Beginning of A New
Chapter In the Training
of Ice Hockey Players

Registered service mark of **Hockey-Mate International Limited, Montreal, Que., Canada**

USES OF THE HOCKEY-MATE

TRAINING FOR THE GOALTENDER

The goaltender can practice with the machine anytime during the year, either indoors (on a rink or in a gymnasium) or outdoors.

The puck can be shot at speeds which can be varied from 35 miles per hour to 100 miles per hour (56 to 160 km per hour).

An exceptionally useful characteristic of the Hockey-Mate is that pucks are shot out randomly, the goaltender will not be able to predict at what height or location the next 48 pucks will be coming at him.

The Hockey-Mate can also be adjusted to permit the goaltender to work on his weaknesses. If, for example, he has trouble with pucks high on his glove side or low on his stick side, Hockey-Mate can shoot repeatedly time after time at the same place with a high degree of accuracy.

HOCKEYMATE CAN ALSO BE USED BY OTHER MEMBERS OF THE HOCKEY TEAM

1. Practicing tip-ins from different angles and at different speeds.
2. Players can practice receiving passes in a full stride or in a stopped position from different places on the ice, then shooting or passing the puck accurately without stopping it.

MANUFACTURER

Fab-Met Manufacturing
9 King St.
St. Jacobs, Ontario
Canada

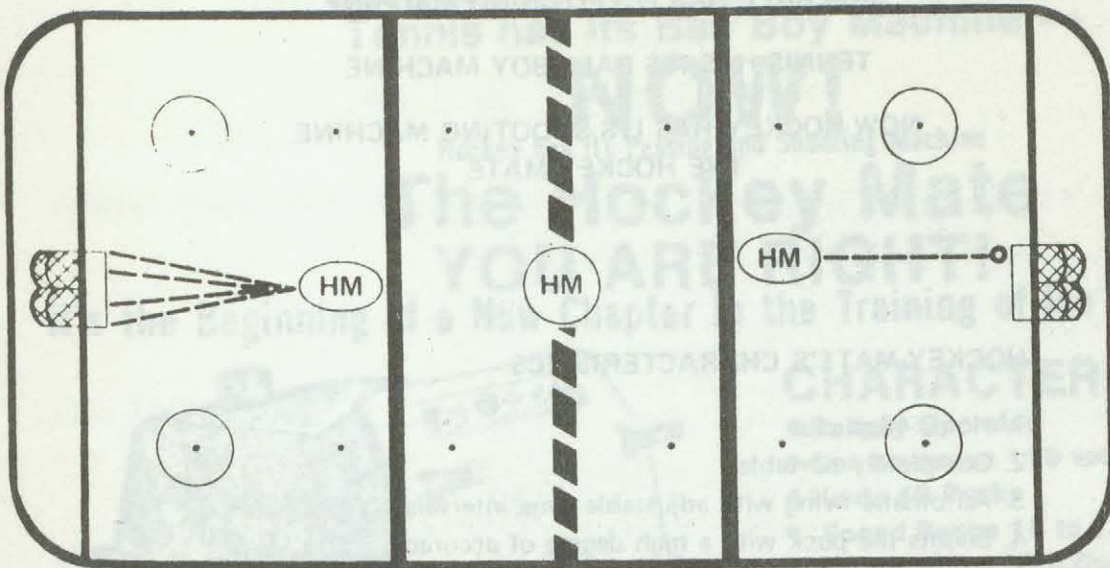
FOR MORE INFORMATION:

Hockey-Mate International Limited
P.O. Box 1423
Place Bonaventure
Montreal, Que.
Canada H5A 1H4

René A. Pelletier
President

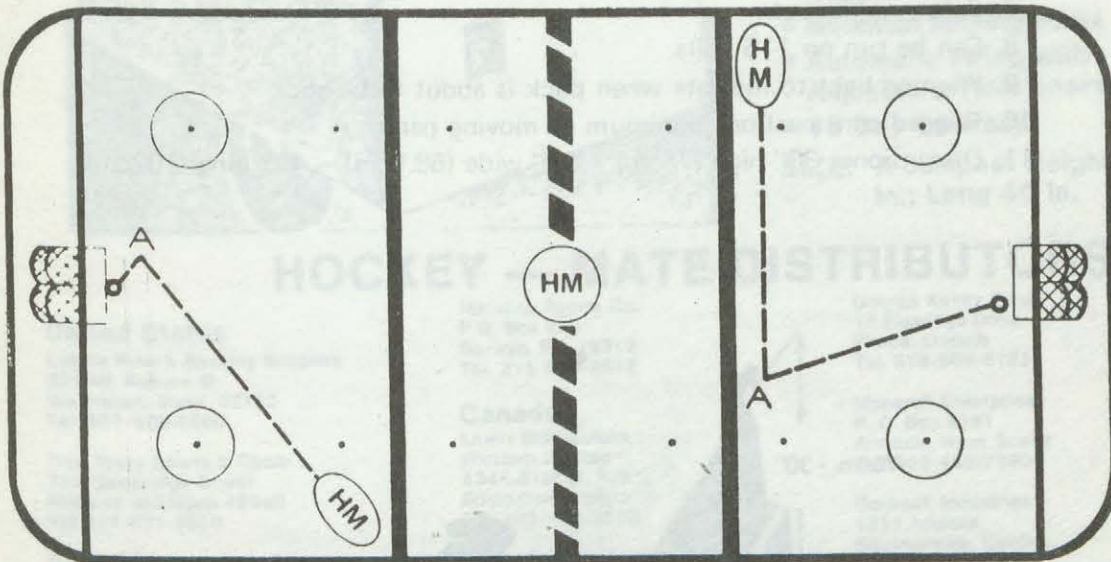
1-514-866-4210

EXAMPLES OF USE OF THE HOCKEY-MATE PUCK SHOOTER



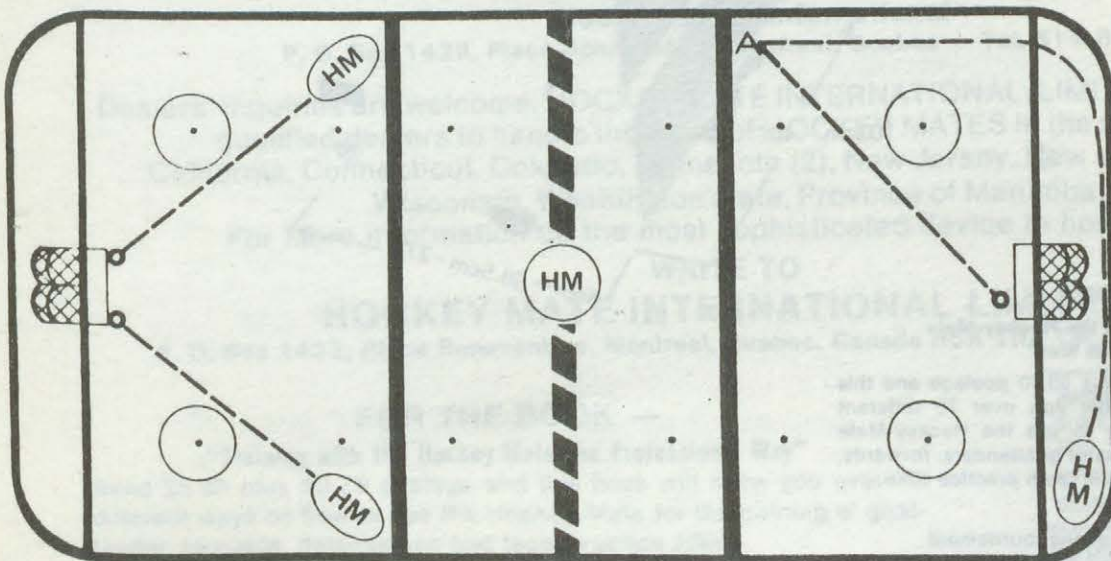
Puck being shot at random

Shooting the puck at a particular place — if, for example, the goaltender's weakness is his stick side.



TIP-INS, from different angles

Machine makes 48 passes to Player "A" at an interval of 5 seconds, who practices shooting the puck without stopping it.



Two machines can be used shooting alternately

Defenseman practicing stopping the puck, traveling around the boards and shooting it immediately toward the goal.

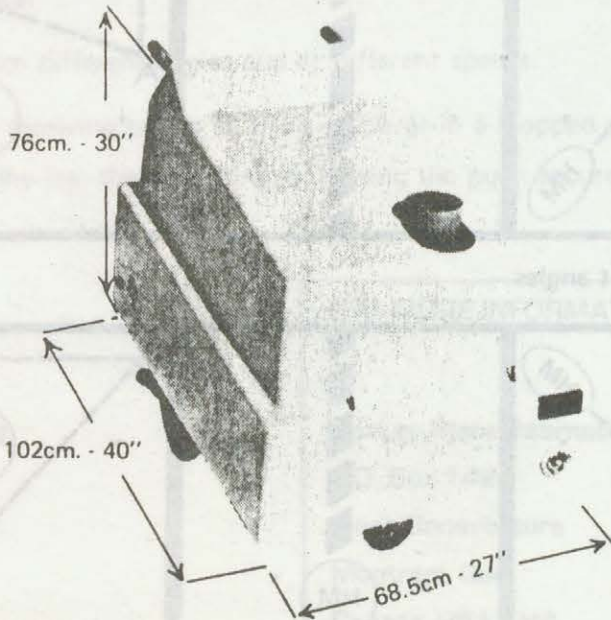
BASEBALL HAS ITS PITCHING MACHINE

TENNIS HAS ITS BALL-BOY MACHINE

NOW HOCKEY HAS ITS SHOOTING MACHINE
THE HOCKEY-MATE

HOCKEY-MATE'S CHARACTERISTICS

1. Holds 48 pucks.
2. Completely portable.
3. Automatic firing with adjustable time intervals.
4. Shoots the puck with a high degree of accuracy.
5. Will shoot to one position or in a random pattern on net automatically.
6. Adjustable speed from 35 MPH to 100 MPH (56 to 160 Km/H).
7. Battery operated.
8. Can be run on 115 volts.
9. Warning light to indicate when puck is about to be shot.
10. Rugged construction: minimum of moving parts.
11. Dimensions: 30" high (76cm) - 27" wide (68.5cm) - 40" long (102cm).



FOR THE BOOK

**"Training with the Hockey-Mate
the Professional Way"**

Send \$5.95 plus \$0.50 postage and this book will show you over 70 different ways on how to use the Hockey-Mate for the training of goaltenders, forwards, defencemen and team practice alike.

Plus

How to run a goalie tournament.

A HOCKEY PUCK SHOOTING MACHINE?

Baseball has its Pitching Machine —

Tennis has its Ball Boy Machine —

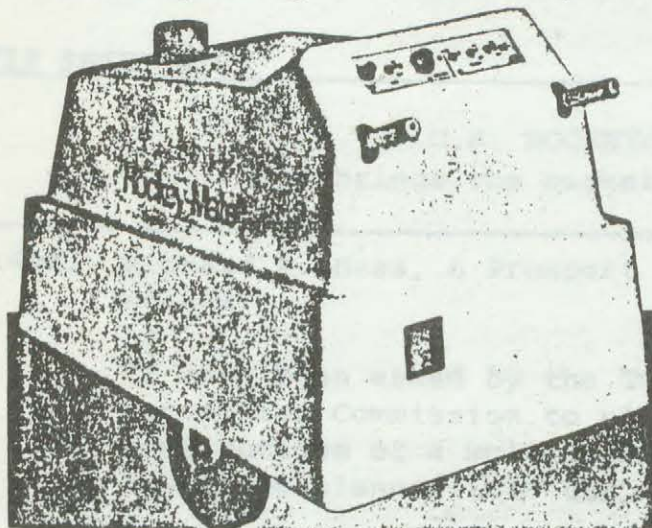
NOW!

Hockey has its Passing and Shooting Machine

The Hockey Mate

YOU ARE RIGHT!

It's the Beginning of a New Chapter In the Training of Ice Hockey Players



CHARACTERISTICS

- Battery Operated
- Can be run on 110 volts
- Holds 48 Pucks
- Speed Range 15 to 100 m.p.h.
- Shoots with a High Degree of Accuracy
- Rugged Construction
- Minimum Moving Parts
- Automatic Firing with Adjustable Time Interval
- 15 Day Delivery

SIZE: A compact Height 30 in.; Wide 27 in.; Long 40 in.

HOCKEY — MATE DISTRIBUTORS

United States

Lubins Rink & Bowling Supplies
521 Mt. Auburn St.
Watertown, Mass. 02172
Tel. 617-926-0260

Dick Blazy Sports & Cycle
712 Cambridge Street
Midland, Michigan 48640
Tel 517-631-3910

Gonzo's Sports Center, Inc.
7706 W. Madison St.
River Forest, Illinois
Tel. 312-771-8666

Mainline Sports Co.
P.O. Box 635
Berwyn, PA. 19312
Tel. 215-644-2612

Canada

Lawry Distributors
Western Limited
4344-81st St. A.J.E.
Edmonton, Alberta
Tel. 403-469-2513

Sports Equipment of Toronto
490 Adelaide St. West
Toronto, Ontario, M5V 1T3
Tel. 416-366-9666

George Kelley Sales
18 Flamingo Drive
Elmira, Ontario
Tel. 519-669-8182

Monarch Enterprises
P. O. Box 5151
Armdale, Nova Scotia
Tel. 902-455-7980

Gourock Industries
1311 Ampere
Boucherville, Quebec
Tel. 514-655-3200

Bill Ferguson's All-Sports
Conn. Hockey Headquarters
Fire Lite Shopping Center
Orange, CT 06477
Tel. 203-795-3043

Murray Sandler Skate
& Sport Supply
60 Concord Avenue
Belmont, MA
Tel. 617-484-5100

Hockey Mate, International

P. O. Box 1423, Place Bonaventure, Montreal, Quebec — Tel. 514-866-4210

Dealers' inquiries are welcome. HOCKEY MATE INTERNATIONAL, LIMITED is looking for qualified dealers to handle the sales of HOCKEY MATEs in the states of:

California, Connecticut, Colorado, Minnesota (2), New Jersey, New York (2), Ohio, Wisconsin, Washington state, Province of Manitoba.

For More Information on the most sophisticated device in hockey today

WRITE TO

HOCKEY MATE INTERNATIONAL LIMITED

P. O. Box 1423; Place Bonaventure, Montreal, Quebec, Canada H5A 1H4 Tel. 514-866-4210

FOR THE BOOK —

"Training with the Hockey-Mate the Professional Way"

Send \$5.95 plus \$0.75 postage and this book will show you over 70 different ways on how to use the Hockey-Mate for the training of goaltender, forwards, defensemen and team practice alike.

PLUS — how to run a goalie tournament

Summer Hockey School Managers order your Hockey Mate prior to May 1st — get special payment terms — Inquire to the above dealers.

The HOCKEY-MATE was extensively used during the training of Team Canada.

Please Circle Number Eight on the Information Request Card

ANNEX 4.1.1
INFORMATION ON U.S. ARENA
CONSTRUCTION AND OPERATION

UNITED STATES **Hockey**
& **Arena Biz**

ARENA CONSTRUCTION & OPERATION TEAM MANAGEMENT & PURCHASING

March 2, 1977

Publishing and Editorial
Suite 12
2038 Pennsylvania Ave.
Madison, Wisconsin 53704
(608) 249-0186

TIP SHEET #103

U.S. HOCKEY/ARENA BIZ
brings the market place to you

1442. Richard F. Hess, 6 Prospect Dr., Brookfield, CT 06804
writes:

"I have been asked by the Town of Brookfield's Park and Recreation Commission to plan and organize the development and construction of a multi-purpose recreational facility. One of the items planned into the facility is an ice skating rink.

"At the present time we are in the initial stages of developing our thoughts and a target cost. It would be extremely advantageous to us to have the "Specification and Technical File" you describe in the February, 1977 (Volume 5, Number 2) issue of my copy of Hockey and Arena Biz.

"Thanking you for your consideration in this matter."

1443. On February 11th, we received a letter from Howard Morris, Athletic Director, Oregon Tech Athletic Department, Oretch Post Office, Klamath Falls, OR 97601 503/882-6321 ext. 432 saying:

"I am interested in obtaining any information or back issues that you might have of Hockey & Arena Biz that would help us sell the idea of an ice arena.

"One very positive thing that we have in our favor is a College President who comes from Michigan and has a keen interest in Ice Sports."

On the last TIP SHEET #102, February 14, 1977 item # 1440 is from the President Mr. Morris is talking about.

We have sent Mr. Morris back issues that will be of interest to him.

1444. "Bethel, Connecticut is doing a feasibility study" reports Gary Simone, Director of Parks & Recreation, Town Hall, Library Place, Bethel, CT 06801.
1445. William Chisholm, Simsbury Youth Hockey Assoc., 1 Crestview Rd., Tariffville, CT 06081 203/658-7801 reports "we are in the talking stage only".
1446. "Operational" reports Fred R. Mahr, President, Torch Lake Multi-Education Services, Inc., 429 Hecla St., Lake Linden, MI 49945 906/296-0140
1447. Bob LaVerdiere, Rink Manager, The Alford Arena At UMO Havasu Pine Forest Ave., Orono, ME 04473 reports, "We opened on February 6th, 1977".
1448. "Star Lake, New York is in the talking stage" reports David St. Louis, Coach, Clifton-Fine Hockey Assoc., Box 242, Star Lake, NY 13690
1449. Michael A. Stuart, 120 S. Walnut St., Birdsboro, PA 19508 writes, "I have been advising in the planning stages of the Reading-Berks Ice Arena, Inc. probably to be constructed during 1977.

The reports of facilities being constructed and under consideration continue at a strong pace. Some are in the initial stages, some are progressing right along. By establishing your own follow-up systems you can have a continuing means of keeping in touch with these leads.

1450. "Design and Planning stages" reports Bruce Gollnick, Superintendent of Parks, Monmouth County Park System, Box 326, Lincroft, NJ 07738 201/842-4000.
1451. "Rockaway, New Jersey is in the fund raising stage" writes Fred Daniel, Coordinator, Morris Hills Hockey Club, 26 Mohawk Ave., Rockaway, NJ 07866 201/627-5231.
1452. Frank Krupit writes, "I have just recently gotten this idea to begin a year round hockey skating rink" for more information contact Mr. Krupit, 1325 E. 19th St., Brooklyn, NY 11230 212/376-8845.
1453. Robert G. Graff, Consultant, Noreline Recreational Products, 23 Lenox Place, Freeport, NY 11520 reports "proposals".
1454. "Thinking stage" reports Theodore Gallis, 5901 N. Cicero Ave., Suite 400, Chicago, IL 60008.

1455. 'L'Anse, Michigan is planning' reports Fred Biekkola, President, L'Anse Hockey Assoc., 315 Broad, L'Anse, MI 49946 906/524-6319.
1456. Joe French, President, Crookston Hockey, 204 Gold Terrace Dr., Crookston, MN 56716 218/281-4488 reports "just starting".
1457. "Arena in operation but uncompleted" reports Aleca Ruddell, Whatcom Sports Arena, 1801 W. Bakerview Rd., Bellingham, WA 98225 206/676-8222.

You have until March 22nd to have your copy in for April U.S. HOCKEY/ARENA BIZ. This will be a well read issue because of its editorial significance. This assures you that your advertisement receives strong attention.

1458. "Conceptual plans" reports Peter Milner, Superintendent, Yellowknife Parks & Recreation, Box 580, Yellowknife, Canada
1459. "Still in the planning stages" reports Eric Stroud, Coach, Ricker College Bulldogs, Ricker College, Houlton, ME 04730 207/532-6644.
1460. Mr. Arlo Jennings, President, Jennings & Jennings, P.O. Box 5877, Asheville, NC 28803 704/684-3269 or 704/667-7643 writes, "the second stage of planning".
1461. Ray Lindquist, 1907 Kendawa Dr., Ft. Wayne, IN 46815 phoned the other day saying "he has begun discussion with officials of New Haven, Indiana concerning construction of an indoor ice facility on a 48 acre city park site. Needs information on financing and construction."
1462. "Great Falls, Montana is planning - have land (30 acres)" reports Donald P. Blumfield, President, Blumfield, Inc., 908 Central Ave., Great Falls, MT 59401 406/761-4520.
1463. Andrew Laszlo, Jr., Executive Director, Billings Amateur Hockey League, Box 1111, Bozeman, MT 59715 406/587-4276 reports "we are planning".
1464. John Van Clapp, Administration V.P., Winston Salem Amateur Hockey Assoc., 1510 Woods Rd., #109, Winston Salem, NC 27106 919/722-9990 reports "planning stage for coming season".
1465. "Planning" writes Richard D. Samrk, President, Pro's Edge Sports, Inc., 16030 Interlake N, Seattle, WA 98133 206/546-3746

Hockey management is an all year responsibility. The end of the major 1976-1977 playing season signifies the beginning of 1977-1978 year. Uniforms and equipment to be inventoried and repaired. New uniforms and equipment to be purchased.

Facilities to be built and completed for fall. Remodeling, repair, replacement to be started now.

1466. Robert J. Page, President, Peninsula Open Hockey League, 18 Southwind Dr., Hampton, VA 23669 reports "gathering information and costs to present to potential investors".
1467. "We are planning" reports John Foens, Director of Recreation, City of Cedar Rapids, 2000 Mt. Vernon Rd., SE., Cedar Rapids, IA 52403 319/398-5065.
1468. Jim Wilson, Coach, Lommis-Chaffee School, Windsor, CT 06095 reports "plans being made to build this summer".
1469. "Planning stage" reports William G. Helstrom, Principia College, Elsau, IL 62028.
1470. Mrs. Verna Elenbaas, Treasurer, Cheboygan Hockey Assoc., 411 E. Seymour, Cheboygan, MI 49721 616/627-9784 writes "we are in the planning stage".
1471. "Waddington, New York is planning" writes Joseph E. Moore, Business Manager, Waddington Minor Hockey, Inc., W. St. Lawrence Ave., Waddington, NY 13694 315/388-7887.
1472. "Annapolis, Maryland is thinking" so writes Thomas R. Hogan, Rt. 10 Box 65, Annapolis, MD 21401 301/757-3416.
1473. "Planning" reports Douglas Klein, President, Connetquot Hockey Club, P.O. Box 64, Oakdale, NY 11769 516/567-0633.

"Financing Ice and Multi-Purpose Facilities"
- the major feature in April U.S. HOCKEY/ARENA BIZ

is the most thorough article on this ever-key subject we have published.

1474. "Planning stage" writes N. Lee, Owner, 15920 Haynes St., Van Nuys, CA 91406 213/994-6938.

1475. Thomas J. McAvoy, Professor of Engineering, University of Massachusetts, Goessmann Laboratory, Amherst, MA 01003 413/545-0276 writes, "I have a class studying ways of improving a local rink. The University is also considering a rink".
1476. James M. Manguso, General Manager, Oceanside Ice Arena, P.O. Box 'L' Tempe, AZ 85281 602/947-2470 requests information on ceiling tile.
1477. "Plans are being planned now" reports Al Massaro, President, Thunder Bay Hornets Hockey Club, 310 E. Mary St., Thunder Bay, Ontario, Canada 807/622-7594.
1478. "Casper, Wyoming is planning" reports Bob Markle, V.P., Casper Amateur Hockey Assoc., 1516 S. Chestnut, Casper, WY 82601 307/234-400.
1479. James L. Case, President, Watertown Hockey Assoc., 809 Holcomb, Watertown, NY 13601 315/788-0107 reports "planning".
1480. Robert T. Biggs, V.P., Multi-Galleries, Ltd., 3721 Red Bird Circle, Roanoke, VA 24018 writes "talking and exploration".
1481. "Outdoor hockey rink only" reports J.B. Whitmore, Rink Advisor, Alaska Methodist University, Anchorage, AK 99504 907/277-4369.
1482. "Feasibility and city approval" for further details contact E.A. Eagan, President, New Britain Youth Hockey, 117 A. Brittany Farms Rd., New Britain, CT 06053.

Judging by all the nearly 150 leads sent to you since the December 17th TIP SHEET #98, there is a great deal of serious planning going on. April is an important time for you to reach those aiming for fall opening and renovating.

1483. "Portsmouth, Ohio is planning" writes J.E. Devine, Director, Public Service Dept., 55 Maryann St., Portsmouth, OH 45662 614/354-7766.
1484. Melvin J. Jacobowitz, Attorney, Investment Group, 407 Lincoln Rd., Miami Beach, FL 33139 305/534-8271 reports "investment group being formed".
1485. "Improvements" reports H.R. Dewling, Manager, P.O. Box 992, St. John's, Newfoundland, Canada.
1486. "Planning" writes Tommy Dee Products, Inc., President, 135 Cedar Grove Ave., Staten Island, NY 10306.

1487. J. Campbell, President, Campbell-Evans, Ltd., 40 Dundalk Dr., #56, Scarborough, Ontario, Canada reports "planning".

When you advertise in April and May U.S. HOCKEY/ARENA BIZ
you are certain your message is getting across at the right
time.

ADVERTISING DEADLINE DATES

April - March 22nd
May - April 15th

APPENDIX 4.1.2

GROWTH OF HOCKEY IN THE UNITED STATES

Following are the team registration figures for the past season of the AHAUS. The number of teams actually registered is greater than the figure shown, because Minnesota registered some of their teams on a flat association basis. For example, a community such as Richfield signed up as the Richfield Hockey Association and does not indicate how many teams are covered. While the Minnesota figure actually shows a decrease, this is the reason why. Actually, there is an increase in Minnesota.

Growth of the active registered teams in the Amateur Hockey Association of the United States:

1963-64	1,933
1964-65	2,241
1965-66	2,654
1966-67	3,231
1967-68	3,626
1968-69	3,802
1969-70	4,255
1970-71	5,465
1971-72	7,015
1972-73	9,112
1973-74	10,298
1974-75	10,844
1975-76	10,685

ANNEX 4.1.3.1

GEOGRAPHICAL BREAKDOWN OF REGISTERED TEAM AND
HOCKEY PLAYERS IN 1973-74 IN THE UNITED STATES

GROWTH OF HOCKEY IN THE UNITED STATES

A study that we made of the active amateur male hockey players in the 1973-74 season: This was prepared as carefully as we could, using people from different parts of the country to help us check this information. The type of players included those that belong to registered teams or high school or university teams who played 25 or more games during the season.

<u>New England</u> _ _ _ _ _	<u>82,000</u>	Oklahoma,	
Minnesota,		Texas,	
Wisconsin,		New Mexico,	
N & S Dakota,		<u>Arizona</u> _ _ _ _ _	<u>3,500</u>
<u>Iowa</u> _ _ _ _ _	<u>82,500</u>	Maryland,	
New York,		Washington D.C.,	
New Jersey,		Delaware,	
Pennsylvania,		Virginia,	
<u>West Virginia</u> _ _ _ _ _	<u>37,400</u>	<u>N. Carolina</u> _ _ _ _ _	<u>4,250</u>
Ohio,		Georgia,	
Indiana,		Florida,	
<u>Michigan</u> _ _ _ _ _	<u>53,200</u>	Kentucky,	
Illinois,		Tennessee,	
<u>Missouri</u> _ _ _ _ _	<u>23,500</u>	Alabama,	
California,		<u>S. Carolina</u> _ _ _ _ _	<u>1,270</u>
Oregon,		Kansas,	
Washington,		<u>Nebraska</u> _ _ _ _ _	<u>300</u>
<u>Alaska</u> _ _ _ _ _	<u>10,400</u>	Mississippi,	
Montana,		Louisiana,	
Idaho,		Arkansas,	
Wyoming,		Hawaii	-----
Colorado,			
Utah,			
<u>Nevada</u> _ _ _ _ _	<u>4,760</u>		
			<hr/>
			303,080

In this past year, there were 220 registered NCAA college and university teams, and 394 registered affiliated high school/prep school teams. There were many more than these, particularly in the high school bracket but these were the most active.

In the past year, an estimated 500,000 hockey players have been very active or fairly active. There also are many, many more that dabble with hockey. There are different estimates as to how many people in the United States own skates, which run all the way from 30,000,000 to 60,000,000.

	<u>STATE REGISTRATIONS</u>	<u>% OF TOTAL</u>	
(5)	MID-CENTRAL		
	Illinois	19,650	6.5
	Missouri	3,900	1.3
	Kansas	230	-
	Nebraska	50	-
		23,830	7.8
(6)	WEST COAST		
	California	5,800	1.9
	Washington	2,100	.7
	Oregon	600	.2
	Alaska	1,900	.6
		10,400	3.4
(7)	MOUNTAIN		
	Colorado	2,800	.9
	Utah	800	.3
	Nevada	300	↑
	Wyoming	130	.4
	Idaho	325	↓
	Montana	400	↓
		4,755	1.6
(8)	SOUTHWEST		
	Texas	1,900	.6
	Arizona	800	.3
	Oklahoma	545	.2
	New Mexico	200	-
		3,445	1.1
(9)	SOUTHEAST		
	Georgia	400	↑
	Florida	180	.2
	South Carolina	50	↓
	Virginia	840	.3
		1,470	.5
(10)	SOUTH		
	Mississippi	0	
	Alabama	140	
	Louisiana	0	
	Arkansas	0	
		140	
		302,720	99.3

ANNEX 4.1.4

TRENDS IN CONSUMPTION GROWTH OF
SPORTING GOODS ITEMS IN THE UNITED STATES

Source: The U.S. Sporting Goods
and Vehicle Market
Frost & Sullivan
1975

SUMMARY OF THE IMPACT OF FIVE SIGNIFICANT TRENDS IN THE 1970's
ON KEY SPORTING GOOD ITEMS

<u>Item</u>	<u>Is Growth of Age Group Using Item an Important Factor?</u>	<u>Will Higher Income Increase Sales Substantially?</u>	<u>Environmental Concerns Will Make Sales Go</u>	<u>Will TV Increase Sales?</u>	<u>Increase in Land Values Will Make Sales Go</u>	<u>Score²</u>
Archery Equipment	Yes	No	No	No	NA	1
Baseball Goods	No	No	No	Yes	NA	1
Bicycles	No ¹	No	Up	No	NA	1
Billiard and Pool Equip.	No	Yes	No	Yes	NA	2
Bowling Equipment	No	No	No	Yes	NA	1
Firearms and Supplies	Yes	No	Down	No	Down	-1
Fishing Supplies	No	No	No	No	Down	-1
Football, Basketball and Boxing Goods	No	No	No	Yes	NA	1
Other Inflatable Balls	No	No	No	Yes	NA	1
Golf Equipment	Yes	Yes	No	Yes	Down	2
Gymnasium Equipment	No	No	No	Yes	NA	1
→ Hockey Equipment	No	Yes	No	Yes	NA	2
Playground Equipment	No	No	Up	No	Up	2
Motorcycles	Yes	No	Down	Yes	Down	0
→ Skates	No	Yes	No	Yes	NA	2
Snowmobiles	Yes	Yes	Down	No	Down	0
Tennis Equipment	Yes	Yes	No	Yes	Up	4
Table Tennis Equipment	No	Yes	No	No	NA	1
Winter Sports Equipment	Yes	Yes	Up	Yes	NA	4
Water Skis	Yes	Yes	No	Yes	NA	3

¹Adult bicycles, yes; juvenile, no.

²Score was achieved by adding up the total figures based on the following:
Yes = 1, No = 0, Up = 1, Down = -1, NA = 0.

From this chart we rank the anticipated growth for these sporting good items for the 1970's:

Ranking of the Growth of Selected Sporting Goods Based on (1) Growth of Age Group of Users, (2) Increase of Income Levels in Decade, (3) Environmental Concerns, (4) Television and (5) Increase in Land Values

<u>Rank</u>	<u>Sporting Good Item</u>
1	Tennis Winter Sports Equipment
2	Water Skis
3	Billiards and Pool Equipment Golf Equipment Hockey Equipment Playground Equipment Skates
4	Archery Equipment Baseball Goods Bicycles Bowling Equipment Football, Basketball & Boxing Goods Other Inflatable Balls Gymnasium Equipment Table Tennis Equipment
5	Motorcycles Snowmobiles
6	Firearms & Supplies Fishing Supplies

B. OTHER INGREDIENTS FOR HIGH GROWTH OTHER THAN DEMOGRAPHICS AND INCOME LEVELS

Besides the often stated reasons for the growth of recreation equipment in the 1970's, there are some other key ingredients of a sport which will tend to make the growth of sales of equipment for that sport grow faster than normal in the 1970's. These characteristics include (1) a high degree

Identifying High Growth Ingredients for Popular Sports in the U.S.

<u>High Degree of Competition</u>	<u>Physical Exercise</u>	<u>Closeness to Nature</u>	<u>Popular in Other Parts of World</u>	<u>Adult Participation</u>
Tennis	Tennis	Hunting	Soccer	Tennis
Track	Track	Fishing	Table Tennis	Bicycling
Baseball	Bicycling	Golf		Table Tennis
Football	Skiing	Bicycling		Hunting
Basketball	Baseball	Skiing		Fishing
Hockey	Football	Snowmobiling		Golf
Soccer	Basketball	Motorcycling		Skiing
	Water Skiing			Water Skiing
	Swimming			Bowling
	Bowling			Snowmobiling
	Gymnasium Equip.			Motorcycling
	Hockey			Archery
	Skating			
	Soccer			

Sports with Three Characteristics of High Growth

1. Bicycling
2. Skiing
3. Tennis
4. Soccer

Sports with Two Characteristics of High Growth

- | | |
|---------------|------------------|
| 1. Track | 8. Fishing |
| 2. Baseball | 9. Table Tennis |
| 3. Basketball | 10. Golf |
| 4. Football | 11. Motorcycling |
| 5. Bowling | 12. Waterskiing |
| 6. Hockey | 13. Soccer |
| 7. Hunting | |

Government Funding for Ice Facilities

Here are two programs that might help certain communities who wish to construct an ice facility. This type of financing might be more difficult than some other routes. How closely your local officials watch and know the Washington scene will determine your chances for success.

How often is it suggested that federal funds should be sought for an ice facility? No doubt many who have been involved in raising funds for a community facility have wondered if "Uncle Sam" might be willing to help.

Two programs are described here, that might help certain communities who wish to construct an ice facility.

The first step for the community group wishing to obtain federal funding for an ice facility is to establish a strong working relationship with those local officials who are directly involved with grants applications and administration. The knowledge and resources of these people in your community will often determine your chances for receiving money.

State officials, U.S. Representatives and Senators (as well as their staff people) can also help. Some states have agencies that serve as clearinghouses for information about state and federal aids to communities. This is another possible avenue of investigation.

Preparing an application for a federal grant requires considerable skill. There are at least three prominent dangers in this process: 1) Often the proposed project must be described in a specific manner, highlighting certain uses over others in order to meet the criteria of the agency granting the funds. 2) Sometimes the project itself must be modified to meet the criteria. 3) The greatest danger of all is that, to get the money before it all disappears to other communities, you must begin pre-application procedures before any criteria on the allocation of funds have been published.

Land and Water Conservation Fund

The Bureau of Outdoor Recreation administers the Land and Water Conservation Fund which provides matching grants to State and local units of government for the acquisition and development of public outdoor and certain

indoor recreation areas and facilities. To be eligible for assistance, projects must be in accord with the statewide comprehensive outdoor recreation plan, be sponsored by a governmental agency, and meet other State and Federal requirements.

What is the Land and Water Conservation Fund Act? It is an Act established to provide funds to increase outdoor recreation opportunities for the American people. The program provides for (1) acquisition of lands for federally administered recreation areas; and (2) matching grants for State recreation planning and State as well as local land acquisition and development.

Land and Water Conservation Fund revenues are derived from the sale of Federal surplus real property, the Federal motorboat fuels tax, and Outer Continental Shelf mineral receipts.

To be eligible for assistance, projects must be in accord with the statewide comprehensive outdoor recreation plan, be sponsored by a governmental agency, and meet other State and Federal requirements.

Unfortunately, Fund assistance may not be used to provide areas and facilities needed to meet the basic physical education and athletic program requirements of a school. However, the Bureau encourages the creation of multipurpose recreation areas which will be available for coordinated use by the general public and by public schools, including colleges and universities, as an effective means of meeting local outdoor recreation needs. Assistance from the Land and Water Conservation Fund program may be provided for projects located on school grounds provided that adequate arrangements are made for use by the general public.

Persons interested in obtaining funds through the

Land and Water Conservation Fund, must first contact the state agency responsible for administering the Fund program at the State level for further information and details on application procedures if appropriate.

Before applying for financial assistance from the Fund, an applicant must file a "notice of intention" with the State or areawide clearinghouse established in accordance with the Federal Office of Management and Budget Circular A-95. The notice must be forwarded as early as possible and must include a description of the proposed project and other information needed to permit the clearinghouse to circulate the notice to others interested in the proposal. The completed application must also be submitted for clearinghouse review prior to any further action. Additional information on clearinghouse review procedures can be obtained from the Bureau of Outdoor Recreation Regional Offices.

Projects eligible for funding may vary from skating facilities to swimming pool complexes, and from inner city mini-parks to complete State parks.

The purpose of this "notice of intention" is to provide area planning agencies with control over the public projects in any given area. The Federal government wants to make sure that it is not funding two identical projects next door to each other.

Project proposals must be submitted to the appropriate Bureau of Outdoor Recreation Regional Office through the State agency (or individual) authorized to represent the State for purposes of the Land and Water Conservation Fund Act. Grants are made to the State through the State Liaison Officer, often referred to as the SLO. The SLO has the initial responsibility of determining project eligibility and priority for Fund assistance. For the name and address of the person or agency in your State, contact your Bureau of Outdoor Recreation Regional Office.

Indoor facilities now eligible

Until recently, indoor facilities have been ineligible for assistance under the Fund program. However, on September 28, 1976 the President signed Public Law 94-422 which amended the Land and Water Conservation Fund Act to allow each State to use up to 10 percent of its annual apportionment to shelter swimming pools and ice rinks (Section 6(c) (2)). Such sheltered facilities may be funded in areas where the severity of the climate and increased public use justifies the use of such funds. Criteria for making these determinations have not yet been formulated.

About 60% of the total Fund provides grants to States and, through States, to their political subdivisions (cities, counties, towns, etc.) for the acquisition and development of public outdoor recreation areas and facilities. Project grants must be matched by not less than an equal amount of non-Federal funds.

For a State or its political subdivisions to receive grants from the Fund, the State must develop a comprehensive outdoor recreation plan, and update and refine it on a continuing basis. The Fund provides matching planning grants and technical assistance to States to help develop and update comprehensive outdoor recreation plans. The

plan identifies capital investment priorities for acquiring, developing, and protecting all types of outdoor recreation resources within a State; it assures continuing opportunity for local units of government and private citizens to take part in their State's outdoor recreation and environmental planning programs; and it provides a practical tool for coordinating all State outdoor recreation and environmental conservation programs.

Projects in accord with the State comprehensive outdoor recreation needs identified in the plan are eligible for funding. They may vary from skating facilities to swimming pool complexes, and from inner city mini-parks to complete State parks. Assistance is available only for public projects. The participant (sponsoring State or local government agency) must agree to permanently dedicate projects to public recreation use, and assume responsibility for continuing operation and maintenance.

Public Works Employment Act

Another source of assistance is Title I of the Public Works Employment Act of 1976. This act authorizes grants to States or political subdivisions for local public works projects that will stimulate employment. The appropriate field office of the Economic Development Administration should be contacted for further information.

In addition to these possibilities, you may contact the Department of Health, Education and Welfare for information on any programs administered by that agency which may assist in the construction of athletic-education facilities.



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ANNEX 4.1.5.B

**ADDITIONAL INFORMATION ON
U.S. GOVERNMENT ASSISTANCE FOR
HOCKEY AND RECREATIONAL FACILITIES**

Economic Development

Administration

The Public Works and Economic Development Assistance Act of 1965 provides financial assistance for construction of public facilities that encourage economic growth. Assistance is given only to those designated areas where unemployment is high. The project must deter unemployment and encourage long-term economic growth.

States and local units of government may receive loans or grants. Projects must be far enough through the planning stages that they can be started within 90 days of approval.

The EDA Public Works Impact Project is a similar program designed to provide immediate jobs for underemployed persons in designated project areas. The Impact Projects program is presently budgeted at \$15,000,000 annually. And some states are witnessing tremendous increases in the appropriations for their areas.

A smaller federal program sponsored by EDA is directed at the business community. These loans, too, are intended to encourage economic development in depressed regions.

The Land and Water

Conservation Fund

The Land and Water Conservation Fund administered by the Bureau of Outdoor Recreation is another likely source of Federal funding for ice rink construction. This program has been in existence for 13 years. Since 1968, the fund has been financed primarily by offshore oil and gas receipts. Starting this year, a portion of the appropriations may be used for the construction of indoor ice rinks and sheltered swimming pools.

As the fund was set up, 40% was slated for purchases of Federal park land, and 60% for matching grants to states for the purchase, development, or improvement of park lands.

In the fiscal year 1976, ending June 30, 1976, appropriations were \$397.5 million. Of this total, \$97.5 million were funds backlogged from previous appropriations. And at the end of the year there was still a backlog of \$150 million not disbursed.

New Legislation signed by President Ford on September 28, 1976, increases spending from \$300 million in the 1977, to \$600 million in 1978, \$750 million in 1979 and \$900 million in each year through the 1980's.

The increase in funding to states will enable them to accelerate their own basic park development plans. This means that use of the fund will be expanded — in most states — to include a wider range of athletic and recreational facilities. The Land and Water Conservation Fund could become a major source of funding for indoor rinks.

1

Congress has seen fit to make ice rink development possible under the increased appropriations. New this year is the provision that states where colder climates restrict outdoor recreation can use up to 10% of the funds they receive from the Land and Water Conservation Fund for sheltered swimming pools and indoor rinks, or for the construction of shelters over existing rinks or pools.

Still there is a catch to the use of these funds. States or localities must now move quickly to use the money that they receive during the year in which it is allocated. The recent legislation puts an end to the backlogging of funds by stipulating that any unused funds in the portion set aside for use by states would not be held over to the next year. Instead, these funds are to be reallocated into Federal park land acquisition programs.

In effect, states face the prospect of losing funds that are offered to them, if they do not move quickly. For the community that wishes to use the fund for construction of an ice rink, this means careful planning. The community must be ready to make application to the state agency immediately when the funds for the year become available. (The date could vary from state to state.)

Community Development Block Grants

The Block Grant program of the Community Development Act of 1974 consolidates a number of community development type programs for urban areas with a population of over 50,000.

The block grant program allows communities to divide up the grant among a broad number of community development projects. The purpose of the program is to allow communities to improve substandard housing, deteriorating facilities and neighborhoods. Monies from this program can be used for recreational facilities, but they cannot be centralized in nature. "Communities are restricted from constructing or rehabilitating public facilities for the conduct of government and certain community wide facilities, i.e., stadiums, sports arenas, cultural centers, central libraries, convention centers ..." For this reason an indoor ice rink would probably not receive funding under this program, but construction of outdoor rinks might be accepted.

Still, the program is a major one. Appropriations for fiscal year 1975 were \$1,855,008,000; for 1976, \$2,750,000,000; for 1977, and estimated \$3,248,000,000. Regulations on the use of funds have varied from year to year, so this is one program to keep an eye on.

Farmers Home Administration

Loans are available to those interested in developing recreational facilities in rural areas. Loans are available to individuals and businesses as well as to governmental units.

A number of FIIA programs apply to recreational developments: Rural rental housing loans can be secured for the development of recreational projects in connection with rental housing projects. Resource conservation and development loans are available to those designated areas "where acceleration of a program of resource conservation, development and utilization will increase economic opportunities for local people. The Small Watershed Program offers assistance in the protection, development and utilization of land and water resources in small watersheds.

The Soil Conservation and Domestic Allotment Act provides project grants, advisory services and counseling to assist local people in initiating and carrying out long-range programs of resource conservation and development.

The Farmers Home Administration has had a strong interest in the development of recreation in rural areas. One example of an ice rink constructed with FIIA financing is the Contonwood County Arena, in Windom, Minnesota (see "Government Financing of Ice Facilities," October 1975 U.S. HOCKEY/ARENA BIZ).

Land Acquisition Programs

A number of Federal land acquisition programs could assist in the development of park areas where ice rinks could be built.

The Federal Property Assistance Program of the Department of Health, Education and Welfare donates surplus Federal personal and real properties to eligible organizations and institutions for use in health or educational programs. The Department of Housing and Urban Development has a surplus land program for use in the provision of low or moderate income housing. Recreational developments could be a part of these housing projects.

The Department of Interior has a Public Land Program for Recreation, Public Purposes and Historical Monuments. This program permits the lease or acquisition of available public land. The General Services Administration also has a program for the disposal of Federal surplus real property for public parks or recreation at up to 100% discounts.

These programs may have stipulations about how the property can be used. So its up to the community or the organization requesting the land to persuade the Federal Government that indoor or outdoor ice facilities conform to the intent of the program. Other Federal programs, like the Land and Water Conservation Fund and FHA Resource and Conservation Development Loans, to name just two, also provide for the acquisition of land.

Regional Commissions

Regional Commissions have been established for certain multi-state areas that the Federal Government feels are in need of additional assistance. This assistance is in the form of technical planning and counseling and outright project grants. Some commissions also have the authority to provide grants to local government so that the local share of a Federal matching grant can be met.

The seven regional planning commissions are Appalachian Regional Commission, Coastal Plains Regional Commission, New England Regional Commission, Old West Regional Commission, Ozarks Regional Commission, Pacific North West Regional Commission, and the Upper Great Lakes Regional Commission.

Communities should check with their state Governor's office to determine if they are within one of these regions. For example, portions of New York state fall within the Appalachian Regional Commission. Only those communities in that specific area of the state can file for assistance from the Regional Commission.

Hockey Equipment

Here is a categorized breakdown of leading manufactures and suppliers of hockey equipment and related hockey products, accessories and services.

Note: CAN/AM, Ltd. is a Wholesale Supplier

In addition to the major products—skates, sticks, protective gear, you will find laces, eyeglass holders, garters, boot protective polish, equipment bags and other accessories. Other team supporting categories include insurance, awards, lettering, fund raising, tickets and management items.

ANKLE GUARDS	ASSOCIATIONS (NATIONAL)	BAGS	BOOKS
<i>CAN/AM Ltd.</i> <i>Casey's</i> <i>CCM</i> <i>Cooper</i> <i>Cosby</i> <i>George Frost</i> <i>Lubin's</i> <i>Nestor Johnson</i> <i>Norcon</i> <i>Ocean Supply</i> <i>Spalding</i> <i>Rawlings</i> <i>Wilson</i> <i>WinnWell</i>	<i>AHAUS</i> <i>ASHREA</i> <i>ISIA</i> <i>NCAA</i> <i>AHCA</i> <i>AISA</i> <i>ASHI</i> <i>ASTM</i> <i>CSA</i> <i>IAAM</i> <i>NAC</i> <i>NRPA</i> <i>USFSA</i>	See Equipment Bags BICEP PADS <i>CAN/AM, Ltd.</i> <i>Cosby</i> <i>Cooper</i> <i>Ocean Supply</i> BOARDS-MAGNETIC <i>CAN/AM, Ltd.</i> <i>Casey's</i> <i>Cosby</i> BODY PADS-GOALIE <i>CAN/AM, Ltd.</i> <i>Casey's</i> <i>CCM</i> <i>Cosby</i> <i>Cooper</i> <i>Koho</i> <i>Lubin's</i> <i>Nestor Johnson</i> <i>Norcon</i> <i>Ocean Supply</i> <i>Protective Products (PPI)</i> <i>Sherbrook</i> <i>Spalding</i> <i>J. Brown</i> <i>Rawlings</i> <i>Wilson</i> <i>WinnWell</i> BODY PADS-WOMEN <i>CAN/AM, Ltd.</i> <i>Casey's</i> <i>CCM</i> <i>Cooper</i> <i>Fem-Gard</i>	<i>CAN/AM, Ltd.</i> <i>Casey's</i> <i>Connecticut Printers</i> <i>Gateway</i> <i>Lubin's</i> <i>NCAA</i> <i>Ocean Supply</i> <i>Book Brothers</i> <i>Halden Hall</i> <i>Hockey Research Pub.</i> <i>Macmillan, Inc.</i> <i>National Press</i> <i>Prentice Hall</i> <i>See Also:</i> <i>Books-Guide and Instruction</i> <i>Books-Rule</i> <i>Books-Figure Skating</i> <i>Books-Score</i> BOOKS-GUIDE AND INSTRUCTION <i>CAN/AM Ltd.</i> <i>Casey's</i> <i>Cosby</i> <i>Lubin's</i> <i>NCAA</i> <i>Ocean Supply</i> <i>Athletic Institute</i> <i>Balais</i> <i>Book Brothers</i> <i>Halden Books, Inc.</i> <i>National Coaching Aids</i> <i>Prentice Hall</i> <i>Foley, Mike (author)</i> <i>Turtinen (publ.)</i> <i>Johnson, Bob (author)</i> <i>Creative (publ.)</i> <i>Norbeck, Tim (author)</i> <i>Halden (publ.)</i>
ANKLE PROTECTORS	AWARDS		
<i>CAN/AM Ltd.</i> <i>Casey's</i> <i>CCM</i> <i>Cosby</i> <i>George Frost</i> <i>Lubin's</i> <i>Nestor Johnson</i> <i>Norcon</i> <i>Ocean Supply</i> <i>WinnWell</i>	<i>Atomic</i> <i>CAN/AM, Ltd.</i> <i>Casey's</i> <i>Citation</i> <i>Cosby</i> <i>Ocean Supply</i> <i>Protective Products (PPI)</i> <i>Dalton</i> <i>Gopher</i> <i>Noble</i> <i>Owens & Co.</i> <i>Simco</i> <i>System Three</i> <i>Wilson Sporting Goods</i>		
ANKLE SUPPORTS	BADGES, LABELS COUPON BOOKS		
<i>CAN/AM Ltd.</i> <i>Casey's</i> <i>CCM</i> <i>Cooper</i> <i>Cosby</i> <i>Lubin's</i> <i>Nestor Johnson</i> <i>Norcon</i> <i>Riedell</i> <i>WinnWell</i>	<i>Ansell-Simplex</i> <i>Dallas Cap</i> <i>Dalton</i> <i>Midwest Badge</i> <i>Pep Line</i> <i>System Three</i> <i>Vortex</i>		

HOCKEY EQUIPMENT

BOOKS-RULE

AHAUS
CAN/AM, Ltd.
Casey's
Cosby
Lubin's
NCAA
Ocean Supply
Balais
Book Brothers
NHL
WHA

BOOKS-SCORE

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Lubin's
Ocean Supply
Star
Greg Batt

BOOT PROTECTION

Pro-Toe

BOUNDARY MARKERS (CONES)

CAN/AM, Ltd.
Cosby

BROOMBALL

CCM
Cooper
Balais
Daignault-Rolland

CAPS

Byer-Rolnick

CAMPS, SCHOOLS, & CLINICS (SUMMER)

Berwick
CAN/AM Group
Jim Campbell
Canadian Profess.
Charlottesville
Cooper
Las Vegas
Ocean
Aspen
Berkshire
Castle Oak
Eagle River
Goaltenders
Haliburton
Harvey

Howie Meeker
Kingston
Ken Lockett
Michigan Tech
National
New England
Niagara
Tam O'Shanter
Okanagan
Orr-Walton
Team Canada
UW-River Falls

CHEST PROTECTORS

See Body Pads-Goalie

DECALS

CAN/AM, Ltd.
Casey's
Cosby
Ocean Supply
Protective Products (PPI)
Prologo
SportDecals
Athletic Lettering
Crown Prince
Perma-Trans
Roach
Scott
System Three
Three Fish
Vortex

EAR GUARDS

Nestor Johnson

ELASTIC BANDS

CAN/AM, Ltd.
Casey's
Cooper
Cosby
Ocean Supply

ELASTIC KNEE PADS

CAN/AM, Ltd.
Casey's
Cooper

ELBOW PADS

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
George Frost
Jofa
Koho

Lubin's
Nestor Johnson
Norcon
Ocean Supply
Protective Products (PPI)
Sherbrooke
Rawlings
Stall and Dean
Wilson
WinnWell

ELECTROLYTE BALANCERS

Gatorade
Protective Products (PPI)
Hoffman
Johnson & Johnson
Mueller

EMBLEMS, NUMERALS, MONOGRAMS

CAN/AM, Ltd.
Casey's
Citation
Cosby
Lubin's
Protective Products (PPI)
SportDecals
Athletic Lettering
Dallas Cap & Emblem
General Athletic
Minnesota Emblem
Roach
Scott
Sports Magnets
System Three
Three Fish
Uniforms Unlimited
Venus Knitting
WinnWell

ENGRAVING MACHINES

Imperial
New Hermes

EQUIPMENT BAGS

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Lange
Lubin's
MGS
Nestor Johnson
Norcon
Ocean Supply
Industrial Bag
Irvin Industries
McCarthy
Pittsburgh Fabric
WinnWell
Woods

EYE GLASS HOLDER

CAN/AM, Ltd.
Casey's

Cooper
Cosby
Lubin's
Safe-T-Gard
Penneys (Pendleton)
Right-Gard
Seron

EYE LETTER

CAN/AM, Ltd.
Cosby
Lubin's
Nestor Johnson

FACE GUARDS

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Ericar
Everett
Hartzell
Jofa
Lubin's
MGS
Norcon
Pro-Tec
Safe-T-Gard
Face Saver
K & B
Marietta
Raleigh
Safe-T-Visor
WinnWell

FACE MASKS, GOALIE

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Jofa
Lubin's
Nestor Johnson
Ocean Supply
Pro-Tec
Fibrosport
Jacque Plante
Marietta
Stall and Dean
WinnWell

FAN ITEMS

CAN/AM, Ltd.
Casey's
Citation
Cosby
NCAA
Ocean Supply
Dallas Cap and Emblem
Scott
System Three
Three Fish

FILMS

Pro Hockey Tips

HOCKEY EQUIPMENT

FUND RAISING-TEAMS

Bob White Candy
CAN/AM, Ltd.
Casey's
Connecticut Printers
Prologo
World's Finest
American Bilrite
Curtiss Candy
Johnston's Candies
Kathryn Biech
Money Tree
Nestle's
Sugar Hill Farms
Youth Calendar

FUND RAISING-CAPITAL FUNDS

Ward, Dreshman & Reinhardt

GIFTS-HOCKEY

CAN/AM, Ltd.
Casey's
Cosby
Ocean Supply
Zell Brothers

GIRLS PROTECTIVE EQUIPMENT

See Protective Equipment
Girls
See Protective Equipment
Women

GLOVES

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Jofa
Koho

Lubin's
MGS
Nestor Johnson
Norcon
Ocean Supply
Sherbrooke
Spalding
Exeter
Rawlings
Stall and Dean
Sher-Wood
Thompson/Martin
Wilson
WinnWell

GOAL GLOVES & MITTS

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Jofa
Lubin's
Nestor Johnson
Norcon
Sherbrooke
Spalding
Rawlings
Thompson/Martin
Wilson
WinnWell

GOALS, FRAMES

Beltz
CAN/AM, Ltd.
Casey's
CCM
Cosby
Lubin's
Mid-West Nets
Safway
Tippman
Carton
Edwards
Jayfro
WinnWell

GOAL MASKS

See Face Masks-Goal

GOAL SKATES

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Hyde
Jofa
Lange
Nestor Johnson
Norcon

New.

Introducing Dynaglas.
So new, it even has a new name.



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(Every stick wears this official NHL hang tag.)

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Ocean Supply
Riedell
 Bauer
 Franklin
 WinnWell

GOAL THROAT GUARDS

CAN/AM, Ltd.
 Casey's
 Pro-Tec
 WinnWell

GOALIE ARMPADS

CAN/AM, Ltd.
 Casey's
 CCM
 Cooper
 Cosby
 Lubin's
 Norcon
 Spalding
 Rawlings
 Thompson/Martin
 Wilson
 WinnWell

GOALIE BODY PADS

See Body Pads-Goalie

GOALIE SHIN AND LEG GUARDS

CAN/AM, Ltd.
 Casey's
 CCM
 Cooper
 Cosby
 Koho
 Lubin's
 Nestor Johnson
 Norcon
 Sherbrooke
 Spalding
 Rawlings
 Thompson/Martin
 Wilson
 WinnWell

GOALIE PANTS

CAN/AM, Ltd.
 Casey's
 CCM
 Cooper
 Cosby
 Lubin's
 Nestor Johnson
 Norcon
 Champion
 McCarthy

Uniforms Unlimited
 WinnWell

GOALIE STICKS

See Sticks-Goalie

GOALIE SUPPORTERS

CAN/AM, Ltd.
 Casey's
 CCM
 Cooper
 Cosby
 Lubin's
 Nestor Johnson
 WinnWell

GROUND HOCKEY

American Street Hockey
Institute
CAN/AM, Ltd.
 Cosby
 Mylec
 Nestor Johnson
XANADU (Safe-T-Gard)
 Ajay
 Cosom
 Right Gard
 Street Hockey Originals
 WinnWell

HAND EXERCISERS

CAN/AM, Ltd.
 Casey's
 Cooper
 Cosby
 Lubin's

HELMETS

CAN/AM, Ltd.
 Casey's
 CCM
 Cooper
 Cosby
 George Frost
 Jofa
 Lubin's
 Nestor Johnson
 Norcon
 Ocean Supply
 Protective Products (PPI)
 Sherbrooke
 Spalding
 Fibrospout
 Marietta
 Rawlings
 Stall and Dean
 Wilson
 WinnWell

(Continued on next page)

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 Cooper International Inc., 1707 Ridge Road, Lewiston, N.Y. 14092

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HOCKEY EQUIPMENT

HELMET ACCESSORIES

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Garcia
Nestor Johnson
Pro-Tec
Protective Products (PPI)
 WinnWell

HELMETS-GOAL

Cooper

HOSE

See Stockings

HIP PADS

CAN/AM, Ltd.
Casey's
Cooper
Cosby
Lubin's
 WinnWell

INCENTIVES

See Fund Raising, Pennants,
 Emblems,
 Awards

INSTRUCTION BOARDS

CAN/AM, Ltd.
Casey's
Cosby

INSURANCE-COACH

Sturhahn, Dickenson, & Bernard
 Frank B. Hall
 Thorsen

INSURANCE-LIABILITY

Sturhahn, Dickenson & Bernard
 Frank B. Hall
 Thorsen

INSURANCE-TEAM

Sturhahn, Dickenson, & Bernard
 Frank B. Hall
 Thorsen
 W. A. Lang

INSURANCE-REFEREE

Sturhahn, Dickenson, & Bernard
 Frank B. Hall
 Thorsen

JACKETS-DRESS

Casey's
Cosby
Lubin's
 Bob McCarthy
 Butwin
 Champion

JACKETS-WARMER

CAN/AM, Ltd.
Casey's
Cosby
Lubin's
 Bob McCarthy
 Butwin
 System Three

JERSEYS

CAN/AM, Ltd.
Casey's
CCM
Chapyl
Cosby
Lubin's
Nestor Johnson
Norcon
Ocean Supply
 Bob McCarthy
 Champion
 General Athletic
 National
 New Era
 Rawlings
 Uniforms Unlimited
 Wilson
 WinnWell

JEWELRY

CAN/AM, Ltd.
Casey's
Cosby

KNEE BRACES

CAN/AM, Ltd.
Casey's
Cooper
Cosby
G.B.M. Research

KNEE PADS

CAN/AM, Ltd.
Casey's
CCM

Cooper
Marietta
WinnWell

LACES

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Lubin's
Nestor Johnson
Oberhamer
Riedell
RLS
Wear Ever
 Johnny Jones, Jr.
 Replace-A-Lace
 WinnWell

LANYARDS

CAN/AM, Ltd.
Casey's
Cosby
Lubin's
 WinnWell

LETTERING-NUMERALS

CAN/AM, Ltd.
Casey's
Cosby
Lubin's
Ocean Supply
 Athletic Lettering
 Chelten
 Dallas Cap & Emblem
 General Athletic
 Geo. Knight
 System Three
 Uniforms Unlimited
 WinnWell

MOUTH, FACE, AND TEETH PROTECTORS

See Mouth Guards, Face Guards,
 Goal Masks

MOUTH GUARDS

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Everett
Nestor Johnson
Pro-Tec
Safe-T-Gard
Spalding
 Rawlings
 Right Gard
 Sher-Wood
 Super Guard
 Wilson
 WinnWell

NETS

CAN/AM, Ltd.
Casey's
Cooper
Cosby
Holmsten
Lubin's
Mid-West Nets
 Carron
 Edwards
 Hollandia
 Jayfro
 Victory
 WinnWell

NETS-PRACTICE

CAN/AM, Ltd.
Casey's
Cooper
Mid-West Nets

NUMBERS

CAN/AM, Ltd.
Casey's
Cooper
Cosby
Lubin's
Ocean Supply
 Dallas Cap & Emblem
 Geo. Knight
 WinnWell

OFFICIALS CLOTHING

See Referees

PANTS

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Lubin's
Nestor Johnson
Norcon
Sherbrooke
 Bob McCarthy
 Champion
 General Athletic
 Rawlings
 Stall and Dean
 Uniforms Unlimited
 Wilson
 WinnWell

PENNANTS

CAN/AM, Ltd.
Casey's
Cosby
Lubin's
 System Three

POSTERS

CAN/AM, Ltd.
Casey's
Cosby

HOCKEY EQUIPMENT

PROTECTIVE CUPS, SUPPORTERS

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Lubin's
Nestor Johnson
 Bike (Kendall)
 Guelph Elastic
 Rawlings
 Wilson
 WinnWell

PROTECTIVE EQUIPMENT-WOMEN

CAN/AM, Ltd.
Casey's
CCM
Cooper
 Fem-Gard
 WinnWell

PROTECTIVE FACE AND MOUTH PIECES

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Lubin's
Nestor Johnson
Pro-Tec
Safe-T-Gard
Spalding
 Rawlings
 Right Gard
 Shield
 Stall and Dean
 WinnWell

PUCKS

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Lubin's
Nestor Johnson
Riedell
 American Biltrite
 Cat's Paw-Holtite
 Converse
 Bob McCarthy
 Northern Instruments
 Rawlings

Sher-Wood
 System Three
 Wilson
 WinnWell

PUCKS-SOUVENIRS

CAN/AM, Ltd.
Casey's
Cosby

Lubin's
 American Biltrite
 Gladding
 Scott
 System Three
 WinnWell

RECONDITIONERS OF EQUIPMENT-UNIFORMS

Arthur Schoop
 Brooks Custom Shop
 Cohn
 Coupe
 Good
 Henry's Skate and Shoe
 Ivory
 Papps
 Paul Dunne

Olympic Sporting Goods
 Schoef Stadium
 Toth's

REFEREE BAGS

CAN/AM, Ltd.
Casey's
Cooper
Cosby

REFEREE LEG GUARDS

CAN/AM, Ltd.
Casey's
Cooper
Cosby
Lubin's
 WinnWell

(Continued on page 36)

Managers and Coaches...

PLAY IT SAFE !!

HOCKEY INJURY INSURANCE

- * BENEFITS UP TO \$5000
- * DENTAL BENEFIT \$600
- * COST AS LOW AS \$1.00
- * COACHES & MANAGERS \$1.00 EACH

HOCKEY LIABILITY INSURANCE

- * AUTO NON-OWNERSHIP PRODUCTS, PERSONAL INJURY
- * \$300,000 OR \$500,000 EACH OCCURRENCE AVAILABLE
- * AS LOW AS \$25.00 FOR AN INDIVIDUAL TEAM



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Phone Area Code 609

921-6880 Business

924-4102 Residence



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HOCKEY EQUIPMENT

REFEREE SHIRTS, SWEATERS, ARM BANDS

CAN/AM, Ltd.
Casey's
Champion
Cosby
Bob McCarthy
WinnWell

REFEREE-WHISTLES

See Whistles

SCORE BOOKS

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Lubin's
Star Publications
Greg Batt

Note:

CAN/AM, Ltd. is a
wholesale supplier

SCOREBOARDS

All American
Daktronics, Inc.
Ebony
Fair-Play
Naden
Nevco

SHIN GUARDS

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
George Frost
Lubin's
Nestor Johnson
Norcon
Protective Products (PPI)
Sherbrooke
Spalding
Exeter
Rawlings
Sher-Wood
Stall and Dean
Wilson
WinnWell

SHIN PAD STRAPS

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Lubin's
Guelph
Wilson
WinnWell

SHOULDER AND ARM PROTECTORS

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Jofa
Lubin's
Protective Products (PPI)
Rawlings
Wilson
WinnWell

SHOULDER PADS

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
George Frost
Jofa
Koho
Lubin's
Nestor Johnson
Norcon
Protective Products (PPI)
Sherbrooke
Spalding
Exeter
Rawlings
Sher-Wood
Wilson
WinnWell

SHOULDER PADS- WOMEN

CAN/AM, Ltd.
Casey's
CCM
Cooper

SIDE CLIPS

Casey's
Cooper
Cosby
Nestor Johnson
Rawlings

SKATES-HOCKEY

Bauer
CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Hyde
Jofa
Lange
Lubin's
Nestor Johnson
Oberhamer
Ocean Supply
Orbit
Riedell
RLS
Adidas
American Athletic Shoe
Daoust
Franklin
Jelinek
Mitchel & King
Smith (Roos)
WinnWell

SKATES-HOCKEY- WOMEN

CAN/AM, Ltd.
Casey's
CCM
RLS
WinnWell

SKATES-GOAL

Bauer
CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Hyde
Jofa
Lange
Nestor Johnson
Oberhamer
Riedell
Daoust
Franklin
WinnWell

SKATES-ROLLER

RLS
Chicago
Johnny Jones, Jr.
Roller Derby
Super Sport

SKATE BLADE PROTECTORS

CAN/AM, Ltd.
Casey's
Cooper
Lange
Nestor Johnson
Oberhamer
Riedell
WinnWell

SKATE LACES

See Laces

SKATE LINERS

CAN/AM, Ltd.
Lange

SKATE POLISH

CAN/AM, Ltd.
Casey's
Cosby
Nestor Johnson
Oberhamer
Riedell

SKATES-PROTECTIVE BOOT COVERING

CAN/AM, Ltd.
Casey's
Cosby
Nestor Johnson
Oberhamer
Riedell
Pro-Toe

SKATE SCABBARDS

Bauer
CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Nestor Johnson
Oberhamer
Bob McCarthy
Converse
WinnWell

SKATE SHARPENING- EQUIPMENT

See Arena Classification

HOCKEY EQUIPMENT

SKATE SHARPENER-GRINDERS

See Arena Classification

SKATE SHARPENER-HOLDER

See Arena Classification

SOCKS

CANIAM, Ltd.
Casey's
Cosby
Hanson
Medalist Socks
Ripon
Rockford
Pro-Sox
Ster'l
Wigwam
WinnWell

SOCKS-SWEAT

CANIAM, Ltd.
Casey's
Cosby
Berlin
Dupont
Medalist
Pro-Sox
Ripon
Ster'l
Wigwam

STICKS-HOCKEY

CANIAM, Ltd.
Casey's
CCM
Christian Bros.
Cooper
Cosby
Jofa
Koho
Nestor Johnson
Norcon
Northland
Ocean Supply
Titan
Victoriaville
Finn Special
Hespeler
Hillerich & Bradsby
Keller
Kitchener
Montreal
Rawlings
Sherwood (Sher-Wood-Drolet)
Torps
Wilson
WinnWell

STICKS-HOCKEY-WOMEN

Northland

STICKS-HOCKEY- GOAL

CANIAM, Ltd.
Casey's
CCM
Christian Bros.
Cooper
Cosby
Jofa
Koho
Nestor Johnson
Norcon
Northland
Ocean Supply
Titan

Victoriaville

Finn Special
Hillerich & Bradsby
Keller
Kitchener
Rawlings
Sherwood (Sher-Wood-Drolet)
Torps
Wilson
WinnWell

STICK BAGS

CANIAM, Ltd.
Casey's
Cosby
WinnWell

(Continued on page 40)

**Everything you
always wanted
to know about***

*But were afraid to ask

A Brief History

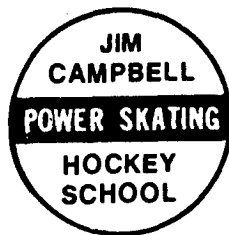
During the past 11 years more than 5000 young hockey players have participated in a continually enriched learning experience as students of one of the 37 Jim Campbell hockey schools and clinics. Using an approach where fundamental skill development is a first step to learning advanced team play, Jim Campbell and his staff have sought to create a school environment where players learn according to individual achievement levels based on age and ability. Learning goals are established for each player to assure maximum results within a healthy and enjoyable school experience.

In addition, Jim Campbell personally directs the skating instruction program at the School. Over the years his teaching methods have been a major factor in the development of many outstanding amateur and collegiate players.

Many schools and clinics tell a player what to do but fail to give him the knowledge and tools necessary to build his skill. During the 6 days at the Wagon Wheel, each boy is involved in a fully planned program of activities taught by professional teachers and trainers. This program concentrates on giving each player the how to do it skill needed to improve his total performance on the ice.

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Rockton, IL

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ELMHURST, ILLINOIS 60126
Phone 312 833-5333

HOCKEY EQUIPMENT

STICK BUTT ENDS & GRIPS

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Nestor Johnson
 American Biltrite
 Bob McCarthy
 Cosom
 E-T-N
 Eaton
 WinnWell

STICK RASTS SHAPE

Casey's
Cosby

STICKS-STREET

CAN/AM, Ltd.
Casey's
Cooper
Cosby
Nestor Johnson
XANADU (Safe-T-Gard)
 Cosom
 Right Gard
 Street Hockey Originals
 WinnWell

STOCKINGS

CAN/AM, Ltd.
Casey's
Cosby
Lubin's
Nestor Johnson
Sherbrooke
 Bob McCarthy
 Champion
 General Athletic
 Hanson
 Rawlings
 Sand-Knit
 Uniforms Unlimited
 Wilson
 WinnWell

STOCKINGS-PANT TYPE

CAN/AM, Ltd.
Casey's
 Hanson

STREET HOCKEY

CAN/AM, Ltd.
Casey's

Cooper
Cosby
Mylec
Nestor Johnson
RLS
Sherbrooke
XANADU (Safe-T-Gard)
 American Street Hockey Institute
 Cosom
 Right Gard
 Street Hockey Originals
 WinnWell

SUSPENDERS

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
George Frost
Nestor Johnson
 Bob McCarthy
 Guelph
 Wilson
 WinnWell

SWEATBANDS

Casey's
Cooper
Cosby

SWEATERS

CAN/AM, Ltd.
Casey's
Cosby
 Champion
 Bob McCarthy
 Rawlings
 Wilson
 WinnWell

TAPE

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Nestor Johnson
Riedell
 Bob McCarthy
 Kendall
 WinnWell

TEAM RECOGNITION

CAN/AM, Ltd.
Casey's
Ocean Supply
Prologo

TENDON LOOPS

Casey's
Cosby
 WinnWell

Noble
 Owens
 Simco
 Wilson

THIGH PADS

Casey's
CCM
Cooper
Cosby
Nestor Johnson
 Rawlings
 WinnWell

Can/AM, Ltd.
Casey's
CCM
Cosby
Nestor Johnson
Norcon
 Athlete's Wear Ltd.
 Champion
 Mason
 Rawlings
 Rockford
 Russell
 Sand-Knit
 Uniforms Unlimited
 Wilson
 WinnWell

THIRST QUENCHERS

Gatorade
Protective Products (PPI)
 Hoffman
 Johnson & Johnson
 Mueller

TICKETS

Administrative
 Ansell-Simplex
 Arcus
 Globe
 National

UNIFORM EMBLEMS

CAN/AM, Ltd.
Casey's
Cosby
 Uniforms Unlimited
 WinnWell

TIMERS, WATCHES

CAN/AM, Ltd.
Casey's
Cosby
 Bulova

UNIFORM-GIFT SETS

Casey's
Cosby
 Rawlings

TRAINERS SUPPLIES

CAN/AM, Ltd.
Casey's
Cosby
Gatorade
Protective Products (PPI)

UNDERWEAR

CAN/AM, Ltd.
Casey's
Cosby

WATCHES

CAN/AM, Ltd.
Casey's
Cosby
 Bulova
 Gruen

TRAINING AIDS

Boni
 Hockey Mate

TRAINING SHIRTS

CAN/AM, Ltd.
Casey's
Cosby
 Dallas Cap & Emblem
 Geo. Knight
 Perma-Trans
 System Three

WHIRLPOOLS

Vibra-Whirl

WHISTLES

CAN/AM, Ltd.
Casey's
CCM
Cooper
Cosby
Penalty Box
 Rawlings
 Seron
 Wilson
 WinnWell

TROPHIES

Atomic
CAN/AM, Ltd.
Casey's
Citation
Cosby
Mid-West Net
 Bergman
 Champion
 Dodge
 Gen. Classic
 National Plaques, Inc.

WOMENS EQUIPMENT

See Body Pads-Women
 Sticks-Women
 Protective Equipment-Women,
 Skates-Women

ANNEX 4.2.2.A

**EXTRACTS FROM AN ERNST & ERNST SURVEY ON HOCKEY
GOODS SALES BY SOME PARTICIPANTS IN THE U.S. MARKET**

1974

SALES OF HOCKEY GOODS

	<u>Dollars</u>
SUMMARY	
Hockey Equipment	\$ 4,205,394
Hockey Sticks and Street Hockey Equipment	<u>18,850,754</u>
TOTAL HOCKEY GOODS	\$ 23,056,148*
	=====

	<u>Unit of Measure</u>	<u>Quantity</u>	<u>Dollars</u>	<u>Average Selling Price</u>
HOCKEY EQUIPMENT				
Helmets:				
Youth	Each	38,780	\$ 101,030	\$ 2.60
Adult		<u>236,575</u>	<u>2,162,552</u>	9.14
		275,355	\$ 2,263,582	8.22
Shin Guards:				
Youth	Each	14,033	\$ 77,028	5.48
Adult		<u>81,383</u>	<u>349,847</u>	4.29
		95,416	\$ 426,875	4.47
Elbow Pads:				
Youth	Each	6,582	\$ 25,594	3.88
Adult		<u>43,824</u>	<u>198,362</u>	4.52
		50,406	\$ 223,956	4.44
Shoulder Pads:				
Youth	Each	7,679	\$ 42,593	5.54
Adult		<u>64,244</u>	<u>259,061</u>	4.03
		71,923	\$ 301,654	4.19
Hockey Gloves - Youth:				
\$9.00 and below	Each	19,747	\$ 76,980	3.89
\$9.01 and over		<u>P</u>	<u>P</u>	P
		19,747	\$ 76,980	3.89
Hockey Gloves - Adult:				
\$20.00 and below	Each	100,435	\$ 789,517	7.86
\$20.01 and over		<u>4,202</u>	<u>122,830</u>	29.23
		104,637	\$ 912,347	8.71
Total Hockey Equipment			\$ 4,205,394	
			=====	

* 1973 sales by same participants - \$18,528,445

1974

SALES OF HOCKEY GOODS - CONTINUED

	<u>Unit of Measure</u>	<u>Quantity</u>	<u>Dollars</u>	<u>Average Selling Price</u>
HOCKEY GOODS				
Hockey Sticks - Wood:				
\$12.00 and below	Dozens	45,728	\$ 413,956	\$ 9.05
\$12.01 to \$30.00		193,530	4,503,858	23.27
\$30.01 and over		<u>345,816</u>	<u>13,606,199</u>	39.34
Total Hockey Sticks - Wood		585,074	\$ 18,524,013	31.66
Street Hockey Equipment:				
Sticks (Handle With Blade)	Dozens	11,446	\$ 100,613	8.79
Blades Sold Separately	Dozens	6,780	37,096	5.47
Pucks and Balls	Dozens	23,719	74,832	3.15
Street Hockey Sets	Sets	17,740	<u>114,200</u>	6.43
Total Street Hockey Equipment			\$ 326,741	
Total Hockey Sticks and Street Hockey Equipment			\$ 18,850,754	=====

P - Combined with next lower price classification.

LIST OF PARTICIPATING COMPANIES

Adirondack, Division of A-T-O, Inc.
 Canada Cycle and Motor Company, Ltd.
 Canadian Hockey Industries, Inc.
 Cosom Division, ITT Thermotech
 General Sportcraft Company, Ltd.

Hillerich & Bradsby Company, Ltd.
 Indian Head Recreational Products
 Kendall Company Sports Division
 Larson Industries, Inc.
 Protective Products, Inc.

Rawlings Sporting Goods Company
 Sherwood-Drolet Corporation, Ltd.
 Spalding, Division of Questor Corporation
 Trio Sporting Goods Manufacturing Company
 Wilson Sporting Goods Company

1975

SALES OF HOCKEY GOODS

	<u>Dollars</u>
SUMMARY	
Hockey Equipment	\$ 554,196
Hockey Sticks and Street Hockey Equipment	<u>13,260,784</u>
TOTAL HOCKEY GOODS	\$ 13,814,980*

	<u>Unit of Measure</u>	<u>Quantity</u>	<u>Dollars</u>	<u>Average Selling Price</u>
HOCKEY EQUIPMENT				
Helmets:				
Youth	Each	27,877	\$ 182,273	\$ 6.53
Adult		<u>4,795</u>	<u>44,419</u>	9.26
		32,672	\$ 226,692	6.93
Shin Guards:				
Youth	Each	7,854	\$ 31,535	4.01
Adult		<u>5,670</u>	<u>40,385</u>	7.12
		13,524	\$ 71,920	5.31
Elbow Pads:				
Youth	Each	9,650	\$ 20,140	2.08
Adult		<u>5,234</u>	<u>23,674</u>	4.52
		14,884	\$ 43,814	2.94
Shoulder Pads:				
Youth	Each	10,193	\$ 27,409	2.68
Adult		<u>3,073</u>	<u>27,681</u>	9.00
		13,266	\$ 55,090	4.15
Hockey Gloves:				
All Youth and Adult	Each	40,127	<u>\$ 156,680</u>	3.90
		Total Hockey Equipment	<u>\$ 554,196</u>	

* 1974 sales by same participants - \$17,475,772

1975

SALES OF HOCKEY GOODS - CONTINUED

	<u>Unit of Measure</u>	<u>Quantity</u>	<u>Dollars</u>	<u>Average Selling Price</u>
HOCKEY GOODS				
Hockey Sticks - Wood:				
\$12.00 and below	Dozens	42,514	\$ 348,901	\$ 8.20
\$12.01 to \$30.00		105,147	2,273,869	21.62
\$30.01 and over		<u>241,361</u>	<u>10,454,292</u>	43.31
Total Hockey Sticks - Wood		389,022	\$ 13,077,062	33.61
Street Hockey Equipment:				
Sticks (Handle With Blade)	Dozens	P	\$ P	P
Blades Sold Separately	Dozens	P	P	P
Pucks and Balls	Dozens	P	P	P
Street Hockey Sets	Sets	P	<u>P</u>	P
Total Street Hockey Equipment			<u>\$ 183,722</u>	
Total Hockey Sticks and Street Hockey Equipment			<u>\$ 13,260,784</u>	

P - Withheld.

LIST OF PARTICIPATING COMPANIES

Adirondack, Division of A-T-O, Inc.
 Canadian Hockey Industries, Inc.
 Cosom Division, ITT Thermotech
 George Frost Company, All Star Division
 General Sportcraft Company, Ltd.

Hillerich & Bradsby Company, Ltd.
 Indian Head Recreational Products
 Northland Group, Inc.
 Protective Products, Inc.
 Rawlings Sporting Goods Company

Sherwood-Drolet Corporation, Ltd.
 Victoriaville Hockey Sticks, Ltd., Subsidiary
 of Kendall Sports Division
 Wilson Sporting Goods Company

APPENDIX 4.2.2.B
IMPORTS OF HOCKEY AND SKATING PRODUCTS
IN THE UNITED STATES IN 1975 AND 1976

Table 2. Schedule A Commodity by Country of Origin, Customs, F.a.s., and C.i.f. Values—Continued

(See "Explanation of Statistics" for information on coverage, definitions of Customs, f.a.s., and c.i.f. values, sources of error in the data, and other details (lines and features) of the import statistics. Shipments valued less than \$251 are shown only under Schedule A commodity number 990 0000 and excluded from all other commodities.)

Country of origin	Schedule A commodity number, description and unit of quantity							
	Current month				Cumulative, January to date			
	Net quantity	Value (dollars)			Net quantity	Value (dollars)		
Customs		F.a.s.	C.i.f.	Customs		F.a.s.	C.i.f.	
AUSTRAL.....	-	5 596	5 596	5 951	-	20 121	20 121	23 545
N ZEAL.....	-	9 318	6 961	7 411	-	31 917	23 060	24 663
CHRY I.....	-	-	-	-	-	6 493	6 493	6 943
TOTAL.....	-	1 326 936	1 311 384	1 402 812	-	18 514 769	18 179 371	19 318 743
8944320 HOCKEY EQUIPMENT AND PARTS OF, FOR FIELD AND ICE HOCKEY, EXCEPT SKATES								
CANADA.....	-	534 151	525 854	543 301	-	6 952 868	6 660 953	7 013 855
JAMAICA.....	-	2 617	2 617	2 829	-	34 084	34 084	35 114
BARBADO.....	-	35 413	35 461	36 582	-	363 951	367 343	380 692
SWEDEN.....	-	5 467	5 467	5 840	-	378 592	377 976	401 356
FINLAND.....	-	169 445	169 445	173 754	-	1 674 534	1 639 952	1 711 545
DENMARK.....	-	-	-	-	-	5 263	5 263	5 551
U KING.....	-	2 513	2 513	2 663	-	460 792	463 641	482 919
W GERM.....	-	3 200	3 200	3 830	-	3 690	3 690	4 133
CZECHO.....	-	3 991	3 991	4 732	-	67 538	69 591	81 355
SPAIN.....	-	-	-	-	-	9 917	9 917	10 655
GAZA ST.....	-	-	-	-	-	328	330	330
INDIA.....	-	442	442	526	-	98 624	99 247	124 582
PAKISTN.....	-	706	706	786	-	99 366	99 214	109 227
KOR REP.....	-	372	383	383	-	128 528	129 565	142 136
HG KONG.....	-	803	803	886	-	23 380	23 360	26 465
CHINA T.....	-	-	-	-	-	475 098	480 120	510 123
JAPAN.....	-	8 215	8 215	8 920	-	71 640	70 194	78 445
AUSTRAL.....	-	-	-	-	-	1 531	1 531	1 592
TOTAL.....	-	767 335	759 097	785 032	-	10 849 724	10 536 011	11 121 254
8944325 LAWN TENNIS RACKETS, STRUNG OR NOT (NO)								
CANADA.....	-	-	-	-	3 229	38 992	39 214	39 214
MEXICO.....	-	-	-	-	55	715	715	715
BRAZIL.....	-	-	-	-	930	5 105	5 105	5 582
U KING.....	22 073	165 861	183 395	190 648	245 804	1 847 518	1 675 510	1 928 957
NETHLDs.....	-	-	-	-	786	6 497	6 497	6 750
BELGIUM.....	89 594	683 545	678 546	721 328	1 489 779	10 704 100	10 699 694	11 352 627
FRANCE.....	155	990	990	1 164	5 534	62 238	62 238	85 647
W GERM.....	-	-	-	-	296	10 182	9 453	10 535
AUSTRIA.....	850	22 155	22 155	22 613	13 216	299 034	299 034	311 477
SPAIN.....	76	302	302	345	291	2 826	2 826	3 052
ITALY.....	-	-	-	-	29 763	316 027	316 024	335 507
INDIA.....	-	-	-	-	15 795	57 359	56 422	63 433
PAKISTN.....	60 864	73 635	73 652	86 080	1 218 627	1 568 523	1 575 376	1 818 053
PHIL R.....	-	-	-	-	8 120	7 918	7 918	9 180
CHINA M.....	-	-	-	-	3 300	10 027	10 027	10 979
KOR REP.....	4 800	25 920	25 920	27 194	79 008	369 433	369 444	397 872
HG KONG.....	-	-	-	-	10 196	38 794	38 852	40 277
CHINA T.....	381 860	991 890	998 627	1 079 846	4 172 501	12 462 325	12 525 874	13 369 253
JAPAN.....	58 175	311 665	311 702	330 928	488 274	3 697 948	3 697 550	3 917 452
AUSTRAL.....	-	-	-	-	14 118	195 108	195 105	202 090
N ZEAL.....	-	-	-	-	500	4 657	4 641	4 918
TOTAL.....	618 447	2 295 963	2 295 289	2 460 146	7 796 072	31 703 326	31 595 376	33 893 570
8944330 LAWN TENNIS EQUIPMENT AND PARTS, NES								
CANADA.....	-	33 858	34 532	34 664	-	619 632	630 135	631 466
COLOMB.....	-	-	-	-	-	1 179	1 179	1 249
SWEDEN.....	-	60 983	60 983	63 399	-	395 844	386 365	409 684
DENMARK.....	-	1 658	1 658	2 148	-	7 108	7 017	8 342
U KING.....	-	412 091	402 699	463 555	-	5 835 666	5 447 289	5 954 543
IRELAND.....	-	-	-	-	-	683 403	682 712	727 904
BELGIUM.....	-	-	-	-	-	6 085	6 085	6 362
FRANCE.....	-	100 496	100 497	101 752	-	1 223 597	1 223 755	1 281 591
W GERM.....	-	4 700	4 700	4 772	-	571 065	571 065	583 608
AUSTRIA.....	-	-	-	-	-	3 735	3 735	4 413
SPAIN.....	-	-	-	-	-	169 688	169 688	181 747
PORTUGL.....	-	762	762	1 153	-	762	762	1 153
ITALY.....	-	5 966	5 966	6 030	-	7 703	7 703	7 927
INDIA.....	-	-	-	-	-	6 044	6 044	6 656
PAKISTN.....	-	-	-	-	-	52 365	52 379	57 374
PHIL R.....	-	12 969	12 503	14 590	-	85 276	81 654	96 628
KOR REP.....	-	17 027	17 027	18 566	-	811 964	811 398	889 125
HG KONG.....	-	17 435	17 627	18 806	-	171 901	182 157	193 473
CHINA T.....	-	122 223	122 582	135 738	-	872 385	873 378	1 037 505
JAPAN.....	-	93 395	93 464	99 571	-	1 258 896	1 259 619	1 342 694
AUSTRAL.....	-	47 458	47 458	50 972	-	817 759	812 448	894 849
REP SAF.....	-	-	-	-	-	294 333	186 233	216 053
TOTAL.....	-	931 021	922 458	1 015 716	-	13 896 310	13 402 650	14 494 601
8944335 ICE-SKATES, HAVING FOOTWEAR ATTACHED (PR)								
CANADA.....	8 969	367 892	378 586	348 628	109 256	3 893 186	3 705 344	3 934 577
MEXICO.....	-	-	-	-	7	435	435	435
SWEDEN.....	-	-	-	-	283	5 041	5 040	5 735
NORWAY.....	-	-	-	-	22	731	731	963
FINLAND.....	588	21 021	21 021	21 499	630	22 341	22 246	22 769
U KING.....	53	2 524	2 524	2 569	955	5 040	5 040	5 633
NETHLDs.....	-	-	-	-	85	3 985	3 985	4 353
FRANCE.....	-	-	-	-	276	5 462	5 462	5 975
AUSTRIA.....	-	-	-	-	142	4 421	4 421	4 763
CZECHO.....	-	-	-	-	60	1 271	1 271	1 334

**Table 2. Schedule A Commodity by Country of Origin,
Customs, F.a.s., and C.i.f. Values—Continued**

*See "Explanation of Statistics" for information on coverage, definitions of Customs, f.a.s., and c.i.f. values, sources of error in the data, and other definitions and features of the import statistics. Shipments valued less than \$251 are shown only under Schedule A commodity number 990.0000 and excluded from all other commodities.)

Country of origin	Schedule A commodity number, description and unit of quantity							
	Current month				Cumulative, January to date			
	Net quantity	Value (dollars)			Net quantity	Value (dollar)		
Customs		F.a.s.	C.i.f.	Customs		F.a.s.	C.i.f.	
ITALY.....	69	3 452	3 452	3 526	81	3 848	3 848	4 045
KOR REP.....	-	-	-	-	98 291	178 042	178 693	196 438
CHINA T.....	-	-	-	-	88 188	406 468	424 536	494 596
JAPAN.....	-	-	-	-	2 253	6 489	6 489	6 449
TOTAL.....	9 679	394 889	355 583	376 222	300 530	4 536 760	4 367 541	4 658 178
8944340	ICE-SKATES, WITHOUT ATTACHED FOOTWEAR							(IPR)
CANADA.....	704	1 148	1 191	1 191	14 232	45 592	45 572	46 121
U KING.....	7 797	47 252	47 801	48 443	109 603	490 322	493 836	502 799
JAPAN.....	-	-	-	-	289 036	394 438	410 231	476 977
TOTAL.....	8 501	48 400	48 992	49 634	412 871	930 352	949 639	985 637
8944345	ICE-SKATE PARTS, INCLUDING BLADES							
CANADA.....	-	74 343	74 778	74 811	-	1 151 077	1 158 372	1 158 197
U KING.....	-	19 454	19 454	19 769	-	243 256	243 300	243 710
W GERM.....	-	-	-	-	-	1 211	1 211	1 249
AUSTRIA.....	-	-	-	-	-	86 570	86 570	89 608
CHINA T.....	-	-	-	-	-	947	947	1 084
JAPAN.....	-	583	595	595	-	156 364	156 770	167 301
TOTAL.....	-	94 380	94 827	95 175	-	1 639 425	1 647 170	1 598 139
8944352	TOROBAGANS							(NO)
CANADA.....	12 469	79 731	82 626	82 626	64 536	305 130	315 753	315 763
TOTAL.....	12 469	79 731	82 626	82 626	64 536	305 130	315 753	315 763
8944357	SKIS AND SNOWSHOES							(PR)
CANADA.....	17 463	89 488	89 681	89 681	62 833	340 998	341 537	343 232
SWEDEN.....	1 070	14 513	14 495	17 417	18 068	260 152	260 133	284 065
NORWAY.....	8 541	178 240	178 243	194 479	129 812	2 702 085	2 702 356	2 840 358
FINLAND.....	10 661	170 354	170 482	192 445	44 816	835 704	841 590	906 679
DENMARK.....	367	11 059	11 063	11 988	3 342	64 036	64 040	69 686
FRANCE.....	9 727	451 471	451 472	491 260	158 505	8 321 298	8 309 470	8 499 526
W GERM.....	7 469	197 173	197 228	170 731	38 702	877 329	875 613	929 914
AUSTRIA.....	4 879	174 561	174 561	182 697	205 663	7 647 661	7 647 609	7 877 839
CZECHU.....	-	-	-	-	2 445	20 921	20 490	20 680
SWITZLD.....	307	21 684	21 684	23 195	13 125	540 522	516 297	534 959
POLAND.....	-	-	-	-	1 800	25 575	25 575	26 644
SPAIN.....	3 641	100 268	100 268	115 233	40 149	1 166 014	1 166 014	1 215 073
ITALY.....	1 121	16 718	16 710	18 408	32 737	1 114 329	1 114 329	1 157 935
YUGOSLV.....	3 901	58 921	60 484	64 874	43 655	792 509	798 767	813 284
CHINA T.....	600	8 400	2 400	2 474	600	2 400	2 400	2 474
JAPAN.....	267	12 093	12 093	12 694	45 123	796 392	771 755	807 593
AUSTRAL.....	-	-	-	-	5 017	215 529	215 529	219 429
TOTAL.....	70 014	1 458 934	1 460 864	1 587 576	846 192	25 723 384	25 673 074	26 569 370
8944360	SNOW SPORTING EQUIPMENT AND PARTS, NSPF							
CANADA.....	-	21 674	21 894	21 930	-	321 088	326 037	326 912
HAITI.....	-	54 279	54 279	56 923	-	125 441	125 441	131 939
TRINID.....	-	-	-	-	-	1 089	1 089	1 269
SWEDEN.....	-	29 638	29 638	33 832	-	172 044	172 112	189 576
NORWAY.....	-	52 574	52 578	58 942	-	736 139	733 270	780 891
FINLAND.....	-	11 835	11 835	13 095	-	149 455	149 971	161 365
DENMARK.....	-	16 051	16 058	19 771	-	24 620	24 627	30 541
FRANCE.....	-	1 435 405	1 438 405	1 555 488	-	10 579 954	10 496 054	10 988 880
W GERM.....	-	73 627	73 824	78 440	-	575 306	574 729	593 645
AUSTRIA.....	-	29 548	29 548	34 490	-	488 760	498 065	522 388
SWITZLD.....	-	6 015	6 015	7 050	-	213 069	213 069	221 227
POLAND.....	-	-	-	-	-	513	513	1 119
PORTUGL.....	-	-	-	-	-	463	463	414
ITALY.....	-	7 585	7 579	9 284	-	251 827	251 626	271 601
THAILND.....	-	-	-	-	-	2 076	2 092	2 092
PHIL R.....	-	159 758	158 644	176 482	-	1 088 785	1 050 658	1 197 546
CHINA M.....	-	-	-	-	-	12 564	12 564	13 116
KOR REP.....	-	52 562	52 562	62 995	-	838 857	849 628	932 486
HG KONG.....	-	190 289	190 259	210 005	-	1 114 348	1 114 637	1 174 256
CHINA T.....	-	33 596	33 670	35 772	-	681 782	681 931	730 075
JAPAN.....	-	170 004	170 004	188 720	-	3 174 684	3 166 642	3 389 191
TOTAL.....	-	2 344 410	2 343 792	2 563 219	-	20 552 864	20 445 228	21 665 599
8944365	BALLS FOR GAMES OR SPORTS NSPF							
CANADA.....	-	518	586	586	-	21 733	22 369	22 548
MEXICO.....	-	28 953	29 085	29 501	-	617 757	614 680	621 449
HAITI.....	-	-	-	-	-	3 330	3 330	3 364
BRAZIL.....	-	7 660	7 660	8 349	-	157 082	157 102	170 407
ARGENT.....	-	-	-	-	-	8 840	8 840	11 555
SWEDEN.....	-	-	-	-	-	1 741	1 741	1 918
DENMARK.....	-	49 022	49 022	53 733	-	312 318	311 044	331 796
U KING.....	-	27 257	27 257	28 795	-	270 431	269 724	292 345
NETHLD.....	-	1 205	1 084	1 171	-	1 205	1 084	1 171
BELGIUM.....	-	863	563	633	-	563	563	633
FRANCE.....	-	32 731	32 732	34 283	-	236 794	237 081	248 905
W GERM.....	-	-	-	-	-	74 122	74 426	78 241
CZECHU.....	-	-	-	-	-	5 977	6 033	7 217
SPAIN.....	-	8 369	8 369	9 668	-	47 452	47 452	51 926

Table 2. Schedule A Commodity by Country of Origin, Customs, F.a.s., and C.i.f. Values - Continued

(See "Explanation of Statistics" for information on coverage, definitions of Customs, F.a.s., and C.i.f. values, sources of data, OTH CTY, and other features of the report statistics. Shipments valued less than \$251 are shown only under Schedule A commodity number 9999999 and are not included in the totals.)

Country of origin	Schedule A commodity number, description and unit of quantity							
	Net quantity	Current month			Net quantity	Cumulative, January to date		
		Customs	F.a.s.	C.i.f.		Customs	F.a.s.	C.i.f.
PORTUGL.....	-	18 176	18 176	18 724	-	228 902	229 032	231 031
ITALY.....	-	35 886	35 886	37 122	-	503 033	503 033	517 951
PHIL R.....	-	174 935	174 935	181 980	-	2 181 694	2 164 039	2 229 271
KOR REP.....	-	308 122	308 122	336 879	-	2 755 997	2 752 559	3 028 421
HG KONG.....	-	4 792	4 792	5 649	-	159 669	159 914	175 351
CHINA T.....	-	52 374	52 374	59 084	-	871 948	872 389	925 081
JAPAN.....	-	376 105	376 780	394 711	-	3 770 952	3 770 622	3 954 525
AUSTRAL.....	-	-	-	-	-	156 645	156 655	169 926
N ZEAL.....	-	5 853	4 398	4 826	-	67 270	65 342	77 722
OTH CTY.....	-	-	-	-	-	11 107	11 107	12 075
TOTAL.....	-	1 422 976	1 418 517	1 493 276	-	15 360 796	15 340 218	15 267 524
8944320	HOCKEY EQUIPMENT AND PARTS OF, FOR FIELD AND ICE HOCKEY, EXCEPT SKATES							
CANADA.....	-	808 757	813 940	816 494	-	5 743 639	5 665 890	5 801 441
BARBADO.....	-	25 917	25 917	26 302	-	441 877	445 370	465 749
SWEDEN.....	-	72 697	72 697	88 216	-	339 676	339 676	372 707
FINLAND.....	-	216 292	216 292	222 869	-	1 760 922	1 761 583	1 808 647
U KING.....	-	10 231	10 231	11 052	-	327 521	327 032	349 721
CZECHMO.....	-	26 415	26 454	39 315	-	67 213	67 564	97 397
INDIA.....	-	17 129	17 129	18 938	-	116 223	116 328	133 451
PAKISTN.....	-	8 828	8 828	13 404	-	145 161	145 139	165 517
CHINA T.....	-	882	926	1 021	-	118 647	119 174	129 841
OTH CTY.....	-	-	-	-	-	75 047	75 070	83 814
TOTAL.....	-	1 187 148	1 192 414	1 237 611	-	9 135 925	9 092 795	9 388 201
8944325	LAWN TENNIS RACKETS, STRUNG OR NOT (NR)							
U KING.....	19 854	140 808	140 808	147 239	223 202	1 629 011	1 614 131	1 694 741
BELGIUM.....	23 746	354 455	352 130	371 625	526 071	3 935 446	3 933 233	4 175 973
FRANCE.....	20	279	279	312	5 067	87 134	87 281	91 477
AUSTRIA.....	1 729	24 608	24 608	24 933	6 301	142 431	142 376	146 029
ITALY.....	890	7 889	7 889	8 290	27 288	321 355	321 335	335 014
PAKISTN.....	40 200	47 278	47 278	57 654	758 686	989 730	991 251	1 158 721
KOR REP.....	-	-	-	-	101 751	536 000	539 893	572 621
CHINA T.....	409 528	1 053 141	1 054 776	1 131 064	5 110 697	13 274 387	13 322 815	14 152 541
JAPAN.....	34 878	416 417	416 779	433 678	465 180	4 558 638	4 561 131	4 822 083
OTH CTY.....	30	1 142	1 142	1 201	41 533	94 613	94 755	102 820
TOTAL.....	530 875	2 046 017	2 045 689	2 175 996	7 315 784	25 569 105	25 608 224	27 273 291
8944330	LAWN TENNIS EQUIPMENT AND PARTS, NES							
CANADA.....	-	47 708	48 666	48 666	-	682 499	676 578	696 570
SWEDEN.....	-	71 934	71 934	74 370	-	430 172	429 772	443 550
U KING.....	-	553 160	504 183	532 874	-	4 556 231	4 323 816	4 660 159
IRELAND.....	-	331 052	331 053	348 714	-	1 713 018	1 713 019	1 822 163
FRANCE.....	-	91 840	91 840	93 492	-	878 507	879 106	899 324
FR GERM.....	-	42 725	42 725	43 498	-	610 770	610 770	624 104
SPAIN.....	-	7 070	7 070	8 669	-	77 583	77 583	85 924
PORTUGL.....	-	22 872	22 872	24 625	-	61 344	61 344	72 173
PHIL R.....	-	-	-	-	-	73 178	72 783	87 423
KOR REP.....	-	129 586	129 669	143 078	-	1 241 352	1 242 623	1 344 557
HG KONG.....	-	29 792	29 792	31 737	-	213 664	214 934	231 379
CHINA T.....	-	104 537	104 537	123 101	-	1 890 725	1 897 011	2 132 854
JAPAN.....	-	100 600	100 864	106 462	-	1 307 565	1 308 520	1 394 847
AUSTRAL.....	-	16 657	16 657	17 149	-	508 852	506 214	545 401
OTH CTY.....	-	28 470	28 470	28 972	-	155 749	155 749	170 970
TOTAL.....	-	1 578 093	1 530 332	1 625 407	-	14 401 219	14 189 822	15 202 694
8944335	ICE-SKATES, HAVING FOOTWEAR ATTACHED (PR)							
CANADA.....	5 905	231 139	233 993	234 014	107 131	4 273 050	4 235 174	4 335 034
SWEDEN.....	90	1 725	1 725	1 881	4 514	85 922	85 922	87 667
CHINA T.....	12 792	64 361	67 579	74 939	55 446	242 757	254 321	280 718
OTH CTY.....	198	6 816	6 816	7 771	5 371	53 781	53 934	57 921
TOTAL.....	18 985	304 041	310 113	318 605	172 462	4 655 520	4 630 353	4 741 241
8944340	ICE-SKATES, WITHOUT ATTACHED FOOTWEAR (PR)							
U KING.....	13 388	62 179	62 179	63 538	91 760	425 172	425 298	434 407
CHINA T.....	21 540	38 307	38 307	42 170	40 548	72 498	72 498	81 046
JAPAN.....	-	-	-	-	368 020	463 428	470 353	503 259
OTH CTY.....	1 724	37 121	37 341	37 341	6 552	48 019	48 331	48 331
TOTAL.....	36 654	137 607	137 827	143 049	506 880	1 009 117	1 016 990	1 067 032
8944345	ICE-SKATE PARTS, INCLUDING BLADES							
CANADA.....	-	86 891	87 335	87 335	-	1 042 652	1 047 254	1 050 633
U KING.....	-	29 371	29 071	30 278	-	308 659	315 729	319 670
JAPAN.....	-	-	-	-	-	65 119	65 119	67 472
OTH CTY.....	-	-	-	-	-	3 190	3 190	3 441
TOTAL.....	-	115 962	116 406	117 613	-	1 419 620	1 431 292	1 439 216
8944352	TOBACCOGANS (NR)							
CANADA.....	25 025	151 408	149 629	149 629	43 940	238 620	237 312	251 174
FR GERM.....	150	12 804	12 804	13 949	910	78 842	74 641	87 124
OTH CTY.....	72	591	617	619	74	1 120	1 147	1 147
TOTAL.....	25 247	164 803	163 050	164 237	44 924	318 582	313 100	339 445

FAS Import Value

f.a.s. value represents the transaction value of imports at the foreign port of exportation. It is based on the purchase price, i.e. the actual transaction value and generally includes all charges incurred in placing the merchandise alongside the carrier at the port of exportation in the country of exportation.

CIF Import Value

c.i.f. value represents the value of imports at the first port of entry in the U.S. It is based on the purchase price and includes all freight, insurance, and other charges (including U.S. import duties) incurred in bringing the merchandise from the country of exportation and generally placing it alongside the carrier at the first port of entry in the U.S. If the merchandise was acquired in a transaction between related parties, the purchase price used in deriving the c.i.f. value is based on an "arms-length" equivalent transaction price, i.e.f., a price which would exist between unrelated buyers and sellers.

UNITED STATES **Hockey**
& **Arena** *Big*

APPENDIX 4.2.5.2

ARENA CONSTRUCTION & OPERATION TEAM MANAGEMENT & PURCHASING

Preliminary

Publishing and Editorial
Suite 12
2038 Pennsylvania Ave.
Madison, Wisconsin 53704

PREFERENCE RATINGS
AS EXPRESSED BY
REGISTERED
AHAUS TEAM REPRESENTATIVES

Helmets-

Brand A	8.26%	Mikita
Brand B	45.02%	CCM
Brand C	37.15%	Cooper
Brand D	3.35%	Johnsons
Brand E	1.00%	Jofa
Brand F	1.79%	Wilson

Skates-

Brand A	41.29%	Bauer
Brand B	17.87%	Lange
Brand C	35.8 %	CCM
Brand D	2.81%	Hyde
Brand E	.89%	Riedell
Brand F	.005%	Daoust

Sticks-

Brand A	13.41%	Titan
Brand B	18.26%	Koho
Brand C	18.26%	Northland
Brand D	10.54%	Christian Brothers
Brand E	4.41%	Canadian
Brand F	4.73%	Victoriaville
Brand G	4.15%	CCM
Brand H	2.81%	Louisville
Brand I	1.94%	Torspo
Brand J	9.83%	Sherwood
Brand K	7.92%	Cooper
Brand L	1.4%	Montreal
Brand M	1.92%	Sher-Wood

AHAUS TEAM REPRESENTATIVE PREFERENCE SURVEY

(Based on percentage for each place)

Nationally By Preference percentage of Market:

	<u>1st</u>	<u>2nd</u>	<u>3rd</u>
Helmet Manufacturer A	54.71%	26.16%	12.22%
" " B	33.43%	52.32%	15.55%
" " C	.91%	2.53%	14.44%
" " D	6.39%	7.18%	25.57%
" " E	.00%	2.53%	7.78%
" " F	3.04%	2.95%	15.55%
" " G	1.52%	6.33%	8.89%

THREE MAJOR MARKET BRAND PREFERENCES

New England:

Helmet Manufacturer A	59.42%	26.67%	22.22%
" " B	34.78%	55.00%	11.11%
" " C	.00%	1.67%	5.55%
" " D	2.90%	5.00%	16.67%
" " E	.00%	3.33%	11.11%
" " F	2.90%	5.00%	27.79%
" " G	.00%	3.33%	5.55%

New York, New Jersey,
Pennsylvania, D.C.,
Maryland, Virginia:

Helmet Manufacturer A	55.56%	32.43%	7.14%
" " B	33.33%	51.34%	28.57%
" " C	.00%	.00%	14.29%
" " D	5.56%	5.41%	21.43%
" " E	.00%	.00%	.00%
" " F	3.70%	5.41%	21.43%
" " G	1.85%	5.41%	7.14%

Minnesota, Wisconsin
Dakota, Iowa:

Helmet Manufacturer A	58.11%	18.64%	5.88%
" " B	29.74%	62.71%	5.88%
" " C	2.70%	5.09%	35.30%
" " D	4.05%	5.09%	23.53%
" " E	.00%	.00%	.00%
" " F	2.70%	.00%	23.53%
" " G	2.70%	8.47%	5.88%

AHAUS TEAM REPRESENTATIVE PREFERENCE SURVEY

(Based on percentage for each place)

Nationally By Preference percentage of Market:

	<u>1st</u>	<u>2nd</u>	<u>3rd</u>
Skate Manufacturer A	37.20%	43.00%	17.54%
" " B	51.28%	29.90%	16.37%
" " C	7.60%	20.85%	43.85%
" " D	2.12%	2.40%	14.62%
" " E	.30%	1.75%	1.75%
" " F	.60%	1.05%	1.75%
" " G	.90%	1.05%	4.12%

THREE MAJOR MARKET BRAND PREFERENCES

New England:

Skate Manufacturer A	45.90%	36.06%	9.76%
" " B	47.50%	37.70%	14.63%
" " C	3.30%	18.03%	39.02%
" " D	3.30%	3.30%	31.71%
" " E	.00%	4.91%	2.44%
" " F	.00%	.00%	.00%
" " G	.00%	.00%	2.44%

New York, New Jersey,
Pennsylvania, D.C.,
Maryland, Virginia:

Skate Manufacturer A	34.61%	.00%	.00%
" " B	57.69%	52.63%	22.22%
" " C	5.77%	26.32%	77.78%
" " D	1.93%	21.05%	.00%
" " E	.00%	.00%	.00%
" " F	.00%	.00%	.00%
" " G	.00%	.00%	.00%

Minnesota, Wisconsin,
Dakota, Iowa:

Skate Manufacturer A	45.94%	30.23%	10.71%
" " B	45.94%	46.51%	14.28%
" " C	4.07%	18.60%	53.58%
" " D	2.70%	2.33%	3.57%
" " E	.00%	.00%	.00%
" " F	1.35%	2.33%	.00%
" " G	.00%	.00%	17.86%

HAUS TEAM REPRESENTATIVE PREFERENCE SURVEY

(Based on percentage for each place)

Nationally By Preference percentage of Market:

	<u>1st</u>	<u>2nd</u>	<u>3rd</u>
Helmet Manufacturer A	54.71%	26.16%	12.22%
" " B	33.43%	52.32%	15.55%
" " C	.91%	2.53%	14.44%
" " D	6.39%	7.18%	25.57%
" " E	.00%	2.53%	7.78%
" " F	3.04%	2.95%	15.55%
" " G	1.52%	6.33%	8.89%

THREE MAJOR MARKET BRAND PREFERENCES

New England:

Helmet Manufacturer A	59.42%	26.67%	22.22%
" " B	34.78%	55.00%	11.11%
" " C	.00%	1.67%	5.55%
" " D	2.90%	5.00%	16.67%
" " E	.00%	3.33%	11.11%
" " F	2.90%	5.00%	27.79%
" " G	.00%	3.33%	5.55%

New York, New Jersey,
Pennsylvania, D.C.,
Maryland, Virginia:

Helmet Manufacturer A	55.56%	32.43%	7.14%
" " B	33.33%	51.34%	28.57%
" " C	.00%	.00%	14.29%
" " D	5.56%	5.41%	21.43%
" " E	.00%	.00%	.00%
" " F	3.70%	5.41%	21.43%
" " G	1.85%	5.41%	7.14%

Minnesota, Wisconsin
Dakota, Iowa:

Helmet Manufacturer A	58.11%	18.64%	5.88%
" " B	29.74%	62.71%	5.88%
" " C	2.70%	5.09%	35.30%
" " D	4.05%	5.09%	23.53%
" " E	.00%	.00%	.00%
" " F	2.70%	.00%	23.53%
" " G	2.70%	8.47%	5.88%

STICK PREFERENCES

A 1976 Market Survey

Hockey sticks are purchased continuously throughout the season and a number of different brands in varying proportions may be purchased. It is appropriate to weigh the market, both by order of preference and in evaluating choice on a 3-2-1 basis.

Nationally By Preference % of Market:

	<u>1st</u>	<u>2nd</u>	<u>3rd</u>
Stick Manufacturer A	14.24%	13.16%	16.53%
" " B	15.86%	22.70%	16.53%
" " C	16.83%	14.14%	17.34%
" " D	12.94%	8.88%	4.03%
" " E	5.50%	1.97%	6.85%
" " F	5.82%	6.91%	5.65%
" " G	2.59%	4.61%	5.24%
" " H	2.59%	2.96%	2.02%
" " I	.003%	.099%	.081%
" " J	10.03%	10.20%	9.27%
" " K	.08%	8.88%	11.29%
" " L	1.94%	.197%	2.42%
" " M	2.27%	.099%	.081%
" " N	.006%	.164%	.29%

Nationally by Weighed Preference:

Stick Manufacturer A	14.17%
" " B	18.26%
" " C	15.97%
" " D	10.31%
" " E	4.48%
" " F	6.16%
" " G	3.64%
" " H	2.63%
" " I	0.62%
" " J	9.97%
" " K	8.96%
" " L	2.02%
" " M	1.62%
" " N	1.18%

THREE MAJOR MARKET BRAND PREFERENCES

Buy Percentage

<u>New England:</u>			<u>1st</u>	<u>2nd</u>	<u>3rd</u>
Stick Manufacturer	A		30.19%	12.73%	20.93%
"	"	B	18.87%	32.73%	11.63%
"	"	C	16.98%	7.23%	16.28%
"	"	D	1.89%	16.36%	2.33%
"	"	E	5.66%	.00%	6.98%
"	"	F	1.89%	5.45%	11.63%
"	"	G	.00%	1.82%	2.33%
"	"	H	.00%	.00%	.00%
"	"	I	.00%	1.82%	.00%
"	"	J	11.33%	5.45%	4.65%
"	"	K	1.89%	9.09%	9.30%
"	"	L	9.43%	3.64%	13.95%
"	"	M	1.89%	3.64%	.00%
"	"	N	.00%	.00%	.00%

New York, New Jersey,
Pennsylvania, D.C.,
Maryland, Virginia:

			<u>1st</u>	<u>2nd</u>	<u>3rd</u>
Stick Manufacturer	A		22.45%	10.71%	26.32%
"	"	B	18.37%	25.00%	15.79%
"	"	C	6.12%	10.71%	15.79%
"	"	D	.00%	1.80%	5.26%
"	"	E	8.16%	5.36%	7.89%
"	"	F	6.12%	10.71%	5.26%
"	"	G	2.04%	1.80%	7.89%
"	"	H	2.04%	3.60%	2.63%
"	"	I	.00%	1.80%	7.89%
"	"	J	18.37%	16.07%	.00%
"	"	K	10.20%	7.14%	2.63%
"	"	L	2.04%	3.60%	.00%
"	"	M	2.04%	.00%	2.63%
"	"	N	2.04%	1.80%	.00%

Minnesota, Wisconsin,
Dakotas, Iowa:

			<u>1st</u>	<u>2nd</u>	<u>3rd</u>
Stick Manufacturer	A		1.45%	18.03%	13.21%
"	"	B	10.14%	19.67%	16.98%
"	"	C	17.39%	22.95%	30.19%
"	"	D	44.93%	19.67%	5.66%
"	"	E	7.25%	1.64%	1.89%
"	"	F	.00%	.00%	3.77%
"	"	G	2.90%	1.64%	1.89%
"	"	H	1.45%	1.64%	1.89%
"	"	I	.00%	.00%	1.89%
"	"	J	2.90%	9.84%	5.66%
"	"	K	11.59%	3.28%	16.98%
"	"	L	.00%	.00%	.00%
"	"	M	.00%	.00%	.00%
"	"	N	.00%	.00%	.00%

STICK PREFERENCE SURVEY

Michigan Illinois
Indiana Ohio

	<u>1st</u>	<u>2nd</u>	<u>3rd</u>
A Titan	19.06	10.87	14.82
B Koho	9.53	32.61	14.82
C Northland	28.57	19.57	14.82
D Christian Brothers	4.76	4.35	3.69
E Canadian	4.76	.00	14.82
F Victoriaville	2.38	4.35	.00
G CCM	.00	4.35	14.82
H Hillerich & Bradsby	7.14	4.35	3.69
I Torspo	.00	.00	.00
J Rawling (Sherwood)	7.14	2.17	.00
K Cooper	7.14	4.35	14.82
L SherWood	.00	.00	.00
M Montreal	9.52	10.86	3.69
N Other	.00	2.17	.00

BRAND PREFERENCE SURVEY

HOCKEY STICKS

	New England		Mid-West		Central Atlantic		Total	
	%	Rank	%	Rank	%	Rank	%	Rank
B Koho	22.8	1	14.1	3	20.5	1	18.1	1
C Northland	13.5	3	20.9	2	9.1	4	16.8	2
A Titan	22.8	1*	8.3	5	18.5	2	16.5	3
D Christian Bros.	7.1	6	31.4	1	1.3	11	14.2	4
J Rawlings (Sherwood)	8.3	4	5.5	6	16.1	3	9.2	5
K Cooper	5.4	7	9.6	4	8.1	5	7.6	6
E Canadian	3.8	9	4.7	7	7.0	7	5.0	7
F Victoriaville	4.5	8	0.5	10	7.7	6	3.8	8
L SherWood	8.0	5	-----		2.7	8*	3.2	9
G CCM	1.0	11	1.6	8*	2.7	8*	1.7	10
H Hillerich & Bradsby	-----		1.6	8*	2.3	10	1.3	11
M Montreal	2.2	10	-----		1.3	11	1.1	12
I Torspo	0.6	12	-----		1.0	12	0.5	13
N Other	-----		1.8	--	1.7	--	1.0	--
	100.0%		100.0%		100.0%		100.0%	

*Tied

Based on Weighted totals: 3 for 1st, 2 for 2nd, 1 for 3rd

Survey covered AHAUS Team Representatives

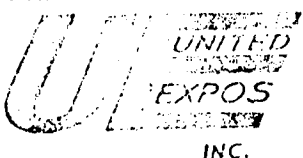
Midwest: Minnesota, Wisconsin, Iowa, Dakotas

Central Atlantic: New York, New Jersey, Pennsylvania, District of Columbia, Maryland, Virginia

APPENDIX 4.3.4

EXTRACTS FROM A PROMOTIONAL BROCHURE FOR
A HOCKEY TRADE SHOW IN AUGUST 1977 IN THE UNITED STATES

PRESENTED BY



NATIONAL
HOCKEY

EXPO

P.O. BOX 13
GREEN BAY, WISCONSIN 54305

United Expos, Inc. is proud to announce our second National Hockey and Arena Expo, to be held in Minneapolis August 12-14. National Hockey and Arena Expo is a trade show exclusively planned for the sport and business of hockey and arenas. It is the only exposition of its kind in North America!

The first show, also held in Minneapolis, attracted a total registered attendance of over 4,000 persons. They came from throughout the United States and Canada, and the follow-up correspondence which continued after the event, has extended the show's influence into several foreign countries.

WHAT TYPE OF ATTENDANCE? The following registration categories provide samples of the types of buyers who attended the first show:

SPORTING GOODS STORES
ARENAS
WHOLESALE/JOBBER
DEPARTMENT STORES
COLLEGES/SCHOOLS
MUNICIPALITIES
TEAMS
ASSOCIATIONS
PRESS/PUBLIC RELATIONS

More than eighty exhibitors participated in the first National Hockey Expo, and they represented a variety of hockey and arena industry interests. Hockey equipment...from skates to sticks and pucks, to protective equipment. Arena equipment... from the ice surface to seating and concession equipment, scoreboards, and even the ticket office. There were also displays featuring coaches aids, arena construction, hockey fund raising, publications, and much more.

The first National Hockey Expo also presented an informative series of seminar sessions, conducted by leaders from within the hockey and arena industries. These programs were professionally produced and offered valuable information to those persons attending the new trade exposition.

The first National Hockey Expo was a success for both the participants and the thousands of registered visitors!

BUT...the SECOND National Hockey and Arena Expo promises to be even better. And there are several NEW reasons why...

NEW DATES:

The pre-fall dates of August 12-14 offer several advantages over the previous spring dates. The show will be staged at a time when pre-season interest and enthusiasm is high. Dealers, arena management, teams, and representatives will be thinking about the up-coming season. They will be ready to make decisions and place orders! And the August dates still provide sufficient time for show exhibitors to follow up on leads and orders placed at the expo.

NEW - EXPANDED EXPO FACILITIES:

This year the National Hockey and Arena Expo moves to the main level of the modern Minneapolis Auditorium and Convention Hall. This means street level convenience for those attending the show. It also means more exhibit space and a larger exposition. A total of 46,000 square feet of space will be utilized in the expanded Hockey and Arena Expo.

IMPROVED SEMINAR SESSIONS:

Several of the key seminar programs created some of the best reaction to the first National Hockey and Arena Exposition. Our goal again will be to provide sessions packed with information of value to those attending. We'll tackle the controversial topics, and send the registrant home with material and ideas that will improve his business in the coming season.

INDUSTRY MEDIA PARTICIPATION:

Several hockey and arena publications were involved and supported the first Hockey Expo. Among them were U.S. Hockey/Arena Biz, the Hockey News, Amusement Business, and Let's Play Hockey. Expanded participation can be expected for the second expo.

U.S. HOCKEY/ARENA BIZ provided important show involvement with the exhibitors message center and daily show bulletins. They will be offering this service to exhibitors again next August, and they RECOMMEND the National Hockey and Arena Exposition.

For their reactions and comments you are invited to contact either the Publisher, Fenton Kelsey; or Associate Publisher, Mary Hofer, at U.S. HOCKEY/ARENA BIZ, 2038 Pennsylvania Avenue, Madison, Wisconsin 53704. Phone: 608/249-0186.

LOCATION:

Minneapolis continues to offer the ideal location for this important trade exposition. It is in the heart of one of North America's finest hockey markets.

Minneapolis is easy to reach with air, rail, bus and truck services that meet every schedule.

The 16 million dollar Minneapolis Auditorium and Convention Hall is within walking distance of downtown hotels and motels, with more than 5,000 accommodations nearby.

The Minneapolis convention hall offers a "no hassle" exposition facility, with ease of show set-up and operation. Every service is available at a price that is reasonable.

NOW IS THE TIME...

to reserve your space in the second National Hockey and Arena trade exposition. Get an early start and see how our special show promotional programs will help you generate early season sales and good will.

A complete exhibitor packet, containing floor plans, price information, contracts and other details, is available now. Simply complete and return the enclosed postage paid reply card.

We hope to see you at the most important selling event in the sport and business of hockey...

THE SECOND NATIONAL HOCKEY AND ARENA EXPO....
August 12-14, 1977 -- MINNEAPOLIS, MINNESOTA.

NATIONAL HOCKEY/ARENA EXPO

SHOW FACTS:

LOCATION — Minneapolis' new 16 million dollar Auditorium and Convention Hall is the ideal place for the annual NATIONAL HOCKEY/ARENA EXPO.

Minneapolis is geographically located in the center of North America's fastest growing hockey market. It is easy to reach with air, rail, bus and truck services that meet every schedule. A growing system of highways serves those who choose to come by car.

The Auditorium and Convention Hall is within walking distance of downtown hotels and motels, with more than 5,000 accommodations, ranging from single rooms to luxury suites. There is a choice of superb restaurants, good entertainment, shops and department stores nearby.

SHOW HOURS —

Friday, August 12: Noon — 6:00 pm
Saturday, August 13: Noon — 5:30 (Trade) 6:00 — 10:00 (Public)
Sunday, August 14: Noon — 6:00 pm
Show set-up: Thursday, August 11th — begins 8:00 am.
Show tear-down: After the show closes August 14th and again Monday, August 15th.

ATTENDANCE —

All persons attending the show during trade hours will be screened and registered for admittance. Firm name, address, and title will be registered, and printed lists will be available to exhibitors only, after the show has been completed.

FREIGHT:

Trailer trucks have direct access to the floor of the Exhibit Hall. Canopied loading docks 360 feet long also provide all-weather protection at other loading zones.

UTILITIES:

Services to the show include electricity, hot-cold water, gas, drains and telephone connections. Provided are 115/208, three-phase, five-wire, up to 100 Amp circuits. The latest and most efficient type of illumination is used throughout the hall, with special lighting effects available. The entire area is air conditioned, and ventilating systems provide a constant flow of fresh air and controlled temperature.

MOVE-IN AND BUILDING SERVICES —

Each exhibitor will be provided with a complete move-in packet, with easy to follow instructions and general show information. Packets will be mailed well in advance of show dates, to permit sufficient time for exhibit planning.

APPENDIX 5.1
TARIFF STRUCTURE FOR HOCKEY AND ICE
SKATING PRODUCTS IN WESTERN EUROPE

mc 18/3/77

TO: U. Christian,
Leather and Footwear Division,
Textiles and Consumer Products Branch.

FROM: Western Europe I Division,
European Bureau.

SECURITY-CLASSIFICATION - DE SÉCURITÉ
Unclassified
OUR FILE - N/ RÉFÉRENCE
22/637-EEC
YOUR FILE - V/ RÉFÉRENCE
TCP 0123
DATE
March 16, 1977

SUBJECT: ACCESS FOR HOCKEY EQUIPMENT IN
OBJET: WESTERN EUROPE

As mentioned during our telephone discussion of today, this Bureau has the resources to offer up-to-date access information concerning imports of Canadian products into the E.E.C. and other Western European countries.

In this regard, I have attached a series of tariff statements covering the complete range of hockey equipment enumerated in your telex of February 17, 1977, when imported into the Community and various member states of the European Free Trade Association (EFTA).

A.L. Stevenson.

TARIFF STATEMENT

WESTERN EUROPE I DIVISION, EUROPEAN BUREAU

EUROPEAN ECONOMIC COMMUNITY

DATE March 17/77

(Belgium, France, Germany, Italy, Luxembourg, Netherlands)
Denmark, United Kingdom, Ireland

Duties shown hereunder apply to the best of our knowledge and belief, to products imported into member states from all countries which are not members of nor associated with the EEC.

<u>TARIFF ITEM</u>	<u>RATE OF DUTY</u>
97.06C Ice Skates)	
Hockey Skates)	
Hockey Sticks)	9.5%
Ice Skate Blades)	
65.06 Hockey Helmets	9.5%
64.06 Shoulder, Elbow and Knee Pads	9.5%
64.01 Hockey Pants	17%
42.03BII Hockey Gloves	11%
84.59E Training Machines	6%

VALUE FOR DUTY PURPOSES

Duty is levied on the C.I.F. value.

The C.I.F. value of the goods is the cost, insurance, freight and all charges and expenses up to:

- (a) on importations by sea - the port in which the goods are discharged or trans-shipped;
- (b) on importations by air - the point at which the goods cross the Community frontier.

TAXES

In addition to the duty shown above, importations of these products are subject to the following sales tax which is calculated on the duty-paid value, i.e., the C.I.F. value plus the amount of the duty. (Domestic production is subject to the same rate of tax).

Denmark	15%	France	20%	Ireland	16.4%
Germany	11%	Belgium	18%	U.K.	10%
Italy	20%	Holland	16%	Luxembourg	10%

IMPORT CONTROLS

This product ~~xxx~~ is not subject to import control.

AUSTRIA --

<u>Tariff Item</u>	<u>Commodity</u>	<u>Duty</u>
97.06.A/B/C	Hockey Skates	12%
	Hockey Skates & Boots	12%
	Hockey Sticks, Pucks	12%
	Protective Helmets, Face Guards	12%
64.06.	Leg, Elbow & Shoulder Pads	
	Shin Guards, Goalie Pads	
	Knee Pads	
A.	of leather	12%
B.	of other materials	15%
42.03.A.2	Hockey Gloves	12%
61.01.	Hockey Pants - Men's	
C.(1)	of synthetic textile fibres	34% (but not less than 11,000 Schillings per 100 kg)
D.	of cotton	33% (but not less than 8,400 Schillings per 100 kg)
84.59.B	Automatic Puck Throwing Machines	14%

Value for Duty: Duty is levied on the c.i.f. value.

Taxes: 18% This tax is levied on the c.i.f. duty-paid value.

FINLAND --

<u>Tariff Item</u>	<u>Commodity</u>	<u>Duty</u>
97.06.B.200/500/900	Hockey Skates	7.5%
	Hockey Skates & Boots	7.5%
	Hockey Sticks & Pucks	7.5%
	Protective Helmets, Face Guards	7.5%
64.06.A/B	Leg, Elbow & Shoulder Pads	
	Shin Guards, Knee Pads	
	Goalie Pads	
.010	of textile materials or felt	18%
.090	of other materials	15%
42.03.A.200	Hockey Gloves	8%
61.01.702	Hockey Pants	35%
.902/905	Nylon or Cotton	35%
84.59.A	Automatic Puck Throwing Machines	7.5%

Value for Duty: Duty is levied on the C.I.F. value.

Taxes: 12.4% This tax is levied on the c.i.f. duty-paid value.

NORWAY --

<u>Tariff Item</u>	<u>Commodity</u>	<u>Duty</u>
97.06.D.209	Hockey Skates	7.5%
C.201	Hockey Skates & Boots	12.5%
D.500	Hockey Sticks, Pucks	7.5%
D.909	Protective Helmets	7.5%
D.909	Face Guards	7.5%
64.06	Leg, Elbow & Shoulder Pads Shin Guards, Goalie Pads Knee Pads	
.001.A	of leather or composition leather	4 Kr. per k.g.
.009.B	of other materials	20%
42.03.A.2.209	Hockey Gloves	16%
61.01	Hockey Pants	
.C.083A	(of synthetic textile fibres)	30%
.D.084A	(of cotton)	20%
84.59.B	Automatic Puck Throwing Machines	10%

Value for Duty: Duty is levied on the c.i.f. value.

Taxes: 20% (V.A.T.) This tax is levied on the c.i.f. duty-paid value.

SWEDEN --

<u>Tariff Item</u>	<u>Commodity</u>	<u>Duty</u>
97.06.200	Hockey Skates	4%
.500	Hockey Skates & Boots	4%
.909	Hockey Sticks	2.5%
	Protective Helmets	6%
	Face Guards	6%
64.06	Leg, Elbow & Shoulder Pads Shin Guards, Goalie Pads	
.001	of textile materials	13%
.009	of other materials	7%
42.03.201	Hockey Gloves	11%
61.01.70	Hockey Pants	
.2	of synthetic textile fibres	13%
.5	of cotton	13%
84.59.809	Automatic Puck Throwing Machines	5%

Value for Duty: Duty is levied on the c.i.f. value.

Taxes: 15% (V.A.T.) This tax is levied on the c.i.f. duty-paid value.

SWITZERLAND --

<u>Tariff Item</u>	<u>Commodity</u>	<u>Duty</u> (Swiss Francs per 100 k.g.)
97.06.49	Hockey Skates (not fitted to boots)	40
48	Hockey Skates c/w boots	150
50	Hockey Sticks, Pucks	80
	Protective Helmets, Face Guards	80
64.06.01	Leg, Elbow and Shoulder Pads, Goalie Pads, Knee Pads	150
42.03	Hockey Gloves	
.20	Weighing more than 250 grams per pair	300
.22	Others	700
61.01	Hockey Pants	
.21	of synthetic textile fibres	1300
.50	of Cotton	330
84.59	Automatic Puck Throwing Machines	Rates range from 8 Francs per 100 k.g. to 30 Francs per 100 k.g. depending upon the weight of the machine.

Value for Duty: Duty is levied on the c.i.f. value.

Taxes: 8.4% This tax is levied on the c.i.f. duty-paid value.

PREPARED BY: R.J. AUGER

APPENDIX 5.3.1
MAIN MANUFACTURERS, WHOLESALERS
AND DISTRIBUTORS IN FRANCE

● **Hockey sur glace**
**(Buts et filets, crosses, palets, poteaux,
clôtures, etc.)**

● Eishockey (Tore, Netze, Schläger, Scheiben, Pfosten, Feldabgränzungen) ● Ice-Hockey (Goals, nets, sticks, pulcs, goal-posts, enclosures) ● Hockey sobre hielo (Porterías, redes, cachavas, tejos, postes, vallas) ● Hockey sul ghiaccio (Pali, reti, bastoni, dischi, porte, spallacci)

F.J.T.I.P., S.A., 56, avenue Albert-1^{er}, 14005 Caen Cedex. Tél. (31) 82-03-20 et 82-61-15. Buts et filets.
GES (Général d'Équipement Sportif), 9, rue Notre-Dame, 69006 Lyon. Tél. (78) 52-68-19. Téléx : 34.834 F. Groupe des Ets : DARROUY, Tél. (81) 42-50-44 ; KESSLER, Tél. (76) 09-17-09 ; THOMASSON, Tél. (76) 52-03-19.
LELLUCH (Ets), 21, rue des Quatre-Cheminées, 92100 Boulogne-Billancourt. Tél. (12) 04-19. Crosses de hockey sur glace. Agents exclusifs pour la France de Kaho International (Finlande) et Cooper (Canada).
MONTANA-SPORT PARIS, 71, rue Raymond-Ridel, 92250 La Garenne-Colombes. Tél. 782-02-75, 242-29-67. Téléx : EURTEL 29.163, code 110. Articles Importés du Canada.
NOUANSPOURT, S.A., 37460 Nouans-les-Fontaines. Tél. (47) 94-22-32, 22-52, 22-53. But de hockey et clôture en polyester moulé.
PLIHAL S.A., (Ets), 33, rue Boutropaire, 75010 Paris. Tél. 203-97-65 +. Téléx : 22.647 F. Agent général pour la France de la Société Union (R.D.A.).
RADIER SPORTS, 20-22, rue A.-Thomas, 94500 Clamart. Tél. 706-40-22. Crosses, palets, poteaux, etc.
SPORT-FRANCE, 17, rue de Précy, 60520 Boran-sur-Oise. Tél. 456-80-40 +. Magasin Paris : 80, rue de Maubeuge, 75010. Tél. 878-47-37.

⑤ Vêtements, équipements, coiffures
pour patinage et hockey sur glace

• Bekleidung, Ausstattungen, Kopfbedeckungen für Schlittschuhläufer, Eishockeyspieler • Dresses, Equipment, head-gear, for skating, ice-hockey • Vestidas, articulos, cubrecabezas por patinaje, hockey en el hielo • Vestiti, articoli, per hockey su ghiaccio, pattinaggio

CHAPONIK. Coiffures ski et sport • Chaponik •

CHATEL. (Voir Hélène Chatel.) (*)

DANDURAND (G.) et Fils, D.P. 73, 85200 Fontenay-le-Comte. Tél. (30) 69-03-31 et 69-18-32. Casquettes grande visière (genre U.S.) pour sports et loisirs : Ball-trap, golf, yachting, tennis, ski, pilotage, chasse, pêche, etc. Modèles déposés. Marque « TORPEDO ». (Voir annonce rubrique « Coiffures de skieurs »)

HAASE (Sous-vêtements sports, Tee-shirts, Pull ski FFS, FIFAS), 74230 Thônes. Tél. (50) 02-09-17 ; 11, boulevard de Sébastopol, 75001 Paris. Tél. 508-59-56. 4 pattes. Combinaisons sous-vêtements une seule pièce. (Voir publicité à Sous-vêtements.)

HELENE CHATEL, B. P. 22, - 38 - Allevard-les-Bains. Tél. (76) 97-51-70. Equipements (maillots, coiffures, bas et chaussettes) pour équipes de patinage et hockey sur glace. Pulls et coiffures, haute fantaisie et classique, pour sports de glace. (*)

JACQUELINE COUTURE, 7, allée Victor-Hugo, 93340 Le Raincy. Tél. 927-07-60. Robes, jupettes, collants pour hommes et femmes, fournisseur de l'Équipe de France de patinage artistique. Sous-vêtements en coton pour hockey.

LELLUCH (Ets), 21, rue des Quatre-Cheminées, 92100 Boulogne-Billancourt. Tél. 603-04-19. Agents exclusifs pour la France de Cooper, Toronto (Canada) et Koho (Finlande). Blousons et sous-vêtements de hockeyeur. Spécialisés pour l'équipement de hockey sur glace.

PLIHAL S.A. (Ets), 33, rue Beaurepaire, 75010 Paris. Tél. 208-97-85 +. Téléc : 22.047 F. Agent général pour la France de la Société Union (R.D.A.).

RADIEH-SPORTS, 20-22, rue A.-Thomas, 94500 Champigny. Tél. 706-40-22. Agent de Daigrault et Rolland (D. et R.) (Canada) et de Titan (Finlande) : blousons et tout l'équipement pour le hockey sur glace. Revendeur Masko (Canada) : maillots et bas de hockey.

⑥ Vêtements, équipements, coiffures
pour patinage et hockey sur glace
(Suite)

REPETTO, 22, rue de la Paix, 75002 Paris. Tél. 073-77-83 et 742-47-88. Tuniques et collants.

S.I.C. (Société Industrielle de Chapellerie), rue Martouret, 42140 Chazelles-sur-Lyon. Tél. (77) 54-20-68. Téléc : 30.628 DEVISC. GD. CHX. Coiffures pour patinage.

SOFIC (Société Française des Industries de la Chapellerie), Montazels 11.190 Couiza. Tél. (64) 69.70.70. Téléc : SOFIC 49.626 F. Coiffures pour patinage.

THOU-LAINE, 67, boulevard Bischoffshelm, 06300 Nice. Tél. (93) 89-44-23. Coiffures pour patinage.

YEFITA - CREATIONS - (Mme Roussner)

⑦ Matériel pour patinoires

• Ausrüstungen für Eislaufbahnen • Skating equipment
• Material para pista de hielo • Materiale per pista di pattinaggio

GES (Général d'Équipement Sportif), 9, rue Notre-Dame, 69006 Lyon. Tél. (78) 52-09-19. Téléc : 34.934 F. Groupe des Ets : DARROUY. Tél. (61) 42-50-44 ; KESSLER. Tél. (76) 09-17-09 ; THOMASSON. Tél. (70) 52-09-19.

LELLUCH (Ets), 21, rue des Quatre-Cheminées, 92100 Boulogne-Billancourt. Tél. 603-04-19

② Lames de patins à glace

• Plättchen Schlittschuhen • Ice skate blade • Laminas para los patines sobre hielo • Lamina per pattini da ghiaccio

LELUC (Ets), 21, rue des Quatre-Cheminées, 92100 Boulogne-Billancourt. Tél. 603 04-19. Agents exclusifs de Bauer (Canada) et revendeurs des principales marques mondiales de lames hockey et figures.
RADIÉ SPORTS, 20-22, rue Albert-Thomas, 94500 Champigny. Tél. 706-40-22. Revendeur de toutes les grandes marques.
RIVAL et Cie (Ets), Fures 38210 Jullins. Tél. (76) 07-01-50. Le seul fabricant français de lames de patins à glace ; en acier traité spécialement ; de très haute qualité technique et de finition parfaite. Exportation dans tous pays.

③ Protège-lames patins

• Kufenschutz für Schlittschuhe • Blade-protectors for skates • Protege-cuchillas patines • Salvalame pattini

CENTRE DE DISTRIBUTION SPORTS UNION, 7, passage Dubail, 75010 Paris. Tél. 206-86-34, 44-54, 72-65, 88-59. (Voir annonce verso Index - Distributeurs -.)

CORBIN (Ets P.). En caoutchouc extensible « modèle déposé », en bois et en cuir.

LELUC (Ets), 21, rue des Quatre-Cheminées, 92100 Boulogne-Billancourt. Tél. 603-04-19. Agents exclusifs de Bauer (Canada) et Koho (Finlande). Protège-lames plastique 3 tailles, différents coloris, protège-lames en cuir pour patins de vitesse. Protège-lames en bois et en caoutchouc. Fabrication française.

PLIHAL S.A. (Ets), 33, rue Beaurepaire, 75010 Paris. Tél. 208-97-85 + Téléx : 22.047 F. Agent général pour la France de la Société Union (R.D.A.).

POLAUD (Ets), rue Gambetta, Saint-André-le-Gaz, 38490 Les Abrets. Tél. 6 et 57. Téléx : 30.604 POLAUD SANDG.

RADIÉ-SPORTS, 20-22, rue Albert-Thomas, 94500 Champigny. Tél. 706-40-22. Pour figure et hockey.

S.P.C. (Société Production et de Commercialisation), 29 bis, rue Colonel Dougault, 38100 Grenoble. Tél. (76) 87-36-54. Fabricant de protège-lame en matière plastique souple, permettant la marche.

④ Coquilles, coudières, jambières, épaulières pour hockey sur glace

• Eishockey-Puck, Ellenbogenschützer, Schienbeinschützer, Schulterenschützer • Ice hockey guards, knee pads, leg pads, shoulder pads • Conchas, coderas, cubrepiernas, cubre-hombros para hockey sobre hielo • Conchiglie, gomitiere, gambali, spallacci per hockey sul ghiaccio

LELUC (Ets), 21, rue des Quatre-Cheminées, 92100 Boulogne-Billancourt. Tél. 603-04-19. Modèles pour autres sports.

RADIÉ SPORTS, 20-22, rue A. Thomas, 94500 Champigny. Tél. 706-40-22.

ZINSZNER (Ets), 6, rue de la Paulée, 12100 Millau. Tél. (65) 60-01-16. - Z -.

⑤ Sacs de patins à glace

• Schlittschuhbeutel • Ice-skates bags • Saco de patinas de hielo • Borse per pattini da ghiaccio

BELIARD (Ets), 35290 Saint-Méen-le-Grand. Tél. 09-61-15.

CENTRE DE DISTRIBUTION SPORTS UNION, 7, passage Dubail, 75010 Paris. Tél. 206-86-34, 44-54, 72-65, 88-59. (Voir annonce verso Index - Distributeurs -.)

CORBIN (Ets P.). Sacs patins à glace et à roulettes.

GUY

PHILIPPE & MAURICE, 4, rue Charles-Baudelaire, 06100 Nice. Tél. (93) 84-60-01. Spécialiste de sacs pour chaussures de patins à glace et sacs spéciaux pour chaussures de skis.

SOCIÉTÉ ALSACIENNE DE MAROQUINERIE, rue de Dachstein, 67120 Molshelm. Tél. 38-16-44.

VOSSAC, S.A., 210, avenue Pierre-Brossolette, 94170 Le Perreux. Tél. 871-07-09. Sacs à patins à glace et à roulettes.

⊙ Patins à glace

• Schlittschuhe • Ice-skates • Patines para hielo • Patini da ghiaccio

- ALVIERA S.A., 38630 Le Grand Lemps. Tél. (76) 06-82-00. Chaussures et patins pour figures hockey, danso, vitesse - Alviera -.
- BORSUMI SPORT FRANCE - DÉPARTEMENT BORSUMI WERRY (FRANCE) S.A., 8, rue Buffon, 94370 Sucy-en-Brie. Tél. 902-22-97 +. Patins à glace figure et hockey, modèles en cuir et en vinyl, marque "Freestyle".
- CENTRE DE DISTRIBUTION SPORTS UNION, 7, passage Dubail, 75010 Paris. Tél. 205-96-34, 44-54, 72-65, 98-59. (Voir annonce verso Index - Distributeurs -)
- JEANNEAU et Cie. A griffes et de figures (importation).

⊙ Patins à glace (Suite)

- LELUCH (Ets), 21, rue des Quatre-Cheminées, 92100 Boulogne-Billancourt. Tél. 603-04-19. Agents exclusifs de : Bauer (Canada) patins à glace, hockey, figures et vitesse. Chaussures Lutra (fabrication française) hockey, figures et location.
- LITTMANN (S) ET DE MASCINI (R). Patins à glace - Mitchel & King - à South (Angleterre).
- MONTANA-SPORT PARIS, 71, rue Raymond-Nidel, 92250 La Garenne-Colombes. Tél. 1-2-62-75, 242-29-67. Téléc: EURTEL 29.163, code 110. Patins CCM (Canada).
- PLIHAI S.A. (Ets), 33, rue Beaurepaire, 75010 Paris. Tél. 208-97-85 +. Téléc: 22.047 F. Agent général pour la France de la Société Union (R.D.A.).
- POLAR WENKE, 563, Remscheid Hasteid (Allemagne). Agent: EUMARCOM-NORD, 50, rue Stendhal, Paris (20^e). Tél. 636-68-35. EUMARCOM-SUD, 12, rue Rivarol, - 30 - Nîmes. Tél. 21-94-28. Patins à glace, machines à affûter et riveter les patins. (*)
- POLAUD (Ets), rue Gambetta, Saint-André-le-Gaz, 38490 Les Abrets. Tél. 8 et 57. Téléc: 30.604 POLAUD SANDG.
- RADIER-SPORT, 20-22, rue A.-Thomas, 94500 Champigny. Tél. 706-40-22. Représentant Fest: patins figure et hockey; chaussures Rad: figure et hockey. Revendeur des Patins Vitesse Ving et des chaussures de hockey à coque plastique Titan (Finlande).
- RIVAL et Cie (Ets), Fures 38210 Tullins. Tél. (76) 07-01-50. Le seul fabricant français de lames de patins à glace, en acier traité spécialement; de très haute qualité technique et de finition parfaite. Exportation dans tous pays.

⊙ Chaussures de patinage et hockey sur glace

• Eislaufschuhe, Eishockeyschuhe • Skating boots, ice-hockey footwear • Calzados de patinaje, de hockey sobre hielo • Stivaletti da pattinaggio, scarpe per hockey sul ghiaccio

- ALVIERA, S.A., 38630 Le Grand Lemps. Tél. (76) 06-82-00. Patinage sur glace: figures, danso, vitesse, hockey, curling - Alviera -.
- EUMARCOM-NORD, 50, rue Stendhal, Paris (20^e). Tél. 636-68-35. EUMARCOM-SUD, 12, rue Rivarol, - 30 - Nîmes. Tél. 21-94-28. Polar (Allemagne fédérale). (*)
- HUNGA (Ets A.J. et M. PRADET et Cie), rue de Bagneaux, 45140 Saint-Jean-de-la-Ruelle. B. P. 27 Saint-Jean-de-la-Ruelle. Tél. 87-13-19.
- LANGÉ, S.A., 20, rue du Béai, Z.I. Sud, 38400 Saint-Martin-d'Hères. Tél. (76) 25-61-54. Chaussures de hockey, coque en "Lange-Flex".
- LELUCH (Ets), 21, rue des Quatre-Cheminées, 92100 Boulogne-Billancourt. Tél. 603-04-19. Chaussures hockey et figures, curling, Bauer (Canada). Chaussures patinage Lutra (fabrication française) hockey et figures, location.
- OURS, Le Chêux, 23300 La Souterraine. Tél. 03-82, 03-10. • OURS • chaussures patinage, hockey et figures, et location.
- PATRICK S.A., 85700 Pouzauges. Tél. 57-11-36. Téléc: 70.341. Bureaux et dépôts à Paris: 7, rue Alibert (10^e). Tél. 202-52-92.
- PLIHAI S.A. (Ets), 33, rue Beaurepaire, 75010 Paris. Tél. 208-97-85 +. Téléc: 22.047 F. Agent général pour la France de la Société Union (R.D.A.).
- POLAUD (Ets), rue Gambetta, Saint-André-le-Gaz, 38490 Les Abrets. Tél. 8 et 57. Téléc: 30.604 POLAUD SANDG.
- POWER, B.P. G2 Vernon, 27207 Saint-Marcel. Tél. (32) 51-17-91. Chaussures de patinage.
- RADIER SPORTS, 20-22, rue A.-Thomas, 94500 Champigny. Tél. 706-40-22. Agents de l'Ontario et du Québec (D. et R.). Canada.

