



SPORTING GOODS® INTELLIGENCE

News and analysis of the international market

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LABOR ORGANIZATIONS STEP UP PRESSURE IN RUSSELL DISPUTE.

Various non-profit labor organizations, including the United Students Against Sweatshops (USAS) and the non-profit U.S. Labor Education in the Americas Project (USLEAP), are attempting to end a six-month standoff with Russell Corp. by contacting retailers, sports leagues and professional teams with their concerns about Russell's alleged "severe violations of labor rights" in Honduras, the labor groups confirmed to *SGI*.

The letters, dispatched earlier this month to retailers JC Penney, Sears, Kohl's, Dick's Sporting Goods and The Sports Authority; the NBA, NCAA and Little League Baseball and the NFL's St. Louis Rams, Washington Redskins, Atlanta Falcons and Carolina Panthers asking that they individually condition their business with Russell "on the company fully respecting worker rights."

Thus far, there has been no official response to the April 8 correspondence from any of the addressees or Berkshire Hathaway-owned Russell, but USLEAP Executive Director Stephen Coats says the letter's intent is clearly asking the parties to exert some pressure on Russell. Russell Executive VP Gary Barfield was traveling and couldn't be reached for comment.

The impact of Russell's Oct. 2008 announcement that it would shutter its own Jerzees de Honduras factory has been bubbling up for months. In early Oct., a month before issuing a 36-page report on its findings and recommendations on the matter, the

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Russell's dispute with labor groups heats up as groups pressure major retailers.

Columbia Sportswear sales, net exceed expectations but outlook remains difficult.

Deckers still powered by Uggs as net grows on 38% sales gain.

Jarden operating net falls 28% in Outdoor Solutions on 10% sales decline.

Gander Mountain cuts loss and tops \$1 billion sales mark.

Head offers debt exchange to bondholders to improve liquidity.

Wolverine Worldwide sees sales shortfall in Outdoor, but sales better than planned.

DeLong Sportswear shuts its factories, and seems headed for Chapter 7.

Retail: Footstar, Sport Chalet, West 49.

Companies: Dynastar, Nike.

Stocks & Earnings: Broder Bros., Cybex International, Delta Apparel, Lacrosse Footwear, New Wave Group, Phoenix Footwear, Puma, Sport-Haley.

Legal: CPSC Recalls, Dick's Sporting Goods.

Obituary: Clifford Cornhall.

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The Workers Rights Consortium contacted college and universities with its concerns and evidence that the Caribbean factory was more likely being closed due to union organizing by workers and less with the economic factors cited by Russell. To date, that report has prompted 32 U.S. colleges to terminate their business relationships with the brand, up from 19 earlier this month. The pro labor organizations says Russell has had a long history of problems in the Caribbean region that allegedly include illegal firings, failure to pay millions in legally-mandated severance to workers in El Salvador and Honduras and a two-year campaign “to crush any unionizing efforts by workers.”

USLEAP, Sweatfree Communities, Maquila Solidarity Network and USAS, which signed the letter to retail and pro sports business leaders, contend Russell has “refused to take meaningful remedial action” to the issue despite the “university community’s strong stand and the scrutiny this case received.”

For its part, Russell has publicly tried to organize a fact-finding trip to Honduras, where it’s said to be the country’s largest private employer in the garment-making segment. But its critics counter that isn’t helping the fate of the workers from Jerzees de Honduras, who are said to be facing blacklisting and dire economic consequences with some worker leaders facing death threats. “Given the history of violence against labor rights advocates in Honduras, where a senior leader of the labor movement was assassinated just last year,” the letter closes, “these threats must be taken seriously, and the Inter-American Commission on Human Rights and the U.S. Dept. of State have become involved in this case.”

From a business perspective, meanwhile, one has to wonder if Russell’s prolonged labor issue in Honduras will have any hangover effect on the region’s vast apparel making industry in the months ahead.

COLUMBIA RESULTS FALL ON INTL. SOFTNESS, FOREX HEADWINDS.

Net income fell 65% to \$6,898,000 from \$19,931,000 for the three months ended Mar. 31 on a 9% sales decline to \$271,966,000 from \$297,363,000, including a 5% negative impact from the stronger US\$.

U.S. sales in the period were essentially flat at \$156.3 million vs. \$155.8 million; however, European sales fell 24% to \$49.8 million, Canadian sales fell 26% to \$19.8 million and Asia/Latin America sales fell 6% to \$46.1 million.

By brand, Columbia sales fell 10% to \$241.6 million while Mountain Hardware rose 6% to \$23.2 million. Sales of Sorel, Montrail and Pacific Trail were \$3.0 million or less and combined were down 14% to \$7.2 million. The category breakdown showed gains of 10% for both outerwear to \$76.8 million and accessories/equipment to \$17.0 million; however, sportswear sales fell 14% to \$138.2 million; footwear sales fell 22% to \$40.0 million.

Backlog declined 15% to \$608.0 million, including a 4% hit from currency with apparel orders down mid-teens and footwear down low single-digits. U.S orders were down low double digits but both Europe and Canada were off in the mid-twenties. COLM remained cautious on the outlook, noting that it was continuing to invest in direct to consumer stores that should bring full year sales in at a mid-teens decline in wholesale and low double-digits overall. Operating margin for the year is expected to decline 300-350 basis points due to deleverage of fixed costs. This indicates an operating margin of 5.5-6.0% vs. last year’s 9.0% which included an impairment charge of \$24.7 million. Q2 is expected to see a significantly larger loss than last year in a seasonally slow period, in part because of a timing shift of shipments to overseas distributors.

COLM expects a slightly lower gross margin for the year as a result of promotional activity and higher input costs. These input costs are expected to moderate because of the slowdown; and COLM said it was studying whether to use any price declines in Asia to grow its margins or be more competitive in pricing. Meanwhile, a decrease in variable selling costs in SG&A will be offset by increased retail investment, which includes seven more stores scheduled to open in the U.S. this year.

COLM noted that it had experienced some major hits in the credit market. Two major customers, Sportsman’s Warehouse and Joe’s Outdoor, filed for Chap. 11 in Q1 which significantly impacted backlog. It has increased its reserve on accounts receivable by 4% because of the current conditions.

COLM said it was planning for business conditions to remain about at their current depressed state right now, and said it was taking a cautious approach in terms of speculative inventory for H2. It also noted that Spring cancellations have been up somewhat from normal levels. On the plus side, it said retail inventories are extremely clean right now.

DECKERS' BIZ CONTINUES TO BE DRIVEN BY UGGS.

Motivated by continued strong demand for its UGG brand in the U.S. and abroad, Deckers Outdoor slightly adjusted its full-year outlook as it reported Q1 results. DECK is now forecasting FY revenues to be 7-9% higher versus prior guidance of 6-9% and EPS to be flat to slightly up (from \$7.27) versus prior guidance of flat to slightly down. In Q2, historically the slowest period for the company, revenues are seen as growing 10% and EPS coming in at a \$0.10-.15 (\$1.3-2.0 mm) loss.

As for Q1, net income grew 9% to \$12,340,000 from \$11,294,000 on top line expansion of 38% to \$134,226,000 from \$97,535,000. By brand, UGG sales were 67% higher at \$91.4 million; Teva fell 6% to \$35.6 million; Simple was off 13% to \$4.4 million and Other brands (Tsubo, Ahnu) generated \$2.9 million in revenue. By region, domestic sales rose 30% to \$102.0 million; international was up 71% to \$32.2 million. Deckers' e-commerce business generated a 3.5% increase to \$16.2 million and own retail store sales were 162% higher at \$13.9 million with comparable door sales 29% higher. Management confirmed the Q1 Teva business was negatively impacted by three regional bankruptcies in the U.S. although it has seen some encouraging sell-through signs in early April, and the Simple business had a "more challenging" business than predicted with a higher level of U.S. cancellations and lower sales in Japan and Europe.

But the UGG brand didn't suffer any meaningful order cancellations in Q1 and continues to gain market share in the current retail environment. According to Deckers' management, retailers today are reticent "to invest in the unknown. They want to bank on things they can get turns and margin on." Among its smaller brands, Deckers has decided to slash a planned \$10 million in incremental marketing spend for its Simple and Tsubo brands by

half. The Tsubo brand is being relaunched in the Fall.

JARDEN OUTDOOR SOLUTION RESULTS IMPACTED BY CURRENCY.

Overall, JAH management was pleased with the segment's results in the period ended March 31, a seasonally slow quarter for the company. The Q1 sell-in of Coleman, fishing and team sports gear "met expectations" and margins were flat, excluding currency effects. The company's key objectives in 2009 include gaining more market share at retail through its various brands, continuing to drive costs out of its various businesses, maintaining a focus on cash flow (expected to be \$250 million from operations after Capex), and preparing for H209 or 2010 when retailers are expected to begin increasing their open-to-buys again.

Q1 operating earnings fell 28% to \$26.6 million from \$37.0 million in Outdoor Solutions, including the impact of \$9.4 million in charges related to the continuing integration of K2. Segment earnings were down 12% to \$51.9 million from \$59.2 million. Outdoor sales were down 10% to \$591.3 million from \$658.3 million, but the segment accounted for 65%, or \$35 million, of an estimated \$54 million in negative foreign exchange effect.

Jarden continues to work diligently to lower its overall inventory levels across all segments. At Q1 end, inventory was down \$113 million year-over-year and \$59 million from the end of Q4. On the financial front, the company has sold an additional 12 million common shares and secured an amendment to a \$100 million senior credit facility due June 2012. Also, Jarden says it will move to reduce its \$1.7 billion Term B facility to \$1 billion before re-financing the package.

GANDER MOUNTAIN TOPS \$1B IN ANNUAL REVENUES, CUTS LOSS.

Fourth quarter net income rose 124% to \$13,037,000 from \$5,819,000 for the period ended Jan. 31. Final period sales, as previously reported, were 5% higher at \$334,114,000 versus \$317,604,000. Retail segment sales were 3% higher at \$322.0 million as comparable store sales slipped 0.2% versus a 6.5% decline in the year-ago period. But excluding a

negative 2.9% drag from boats, ATVs and power sport services, Q4 same store sales were up 2.7% on strength in firearms, ammunition, seasonal hunting and footwear categories. GMTN experienced a 69 b.p. increase in retail initial margin. Meanwhile, Q4 direct segment sales were \$12.1 million versus \$5.6 million, bolstered by a new internet business and the inclusion of Overton's. The Q4 loss for the direct segment was \$3.5 million against a loss of \$1.2 million.

For the year, Gander Mtn. shrunk its net loss 51% to \$15,497,000 from a loss of \$31,814,000. Annual sales were 10% higher at \$1,064,569,000 versus \$969,403,000. The annual retail segment loss was \$9.4 million versus a loss of \$30.7 million in FY07. Meanwhile, Gander continues its efforts to reduce SKUS and clearance inventory. Year-end retail inventory was down 13% and off 18% on a sq. ft. basis to \$50.87 from \$62.19.

In FY08, the 118-door retailer improved its operating cash flow by \$90 million on the operating results and lower retail inventory levels. During the year, Gander lowered its debt level by \$38 million and ended Q4 with \$205 million owed under its revolver. CapEx spending is forecast to fall in FY09 to less than \$15 million from \$23 million last year.

HEAD OFFERS DEBT EXCHANGE TO IMPROVE LIQUIDITY.

Faced with liquidity issues from seasonal working capital needs in the second half and its leveraged balance sheet, Head is offering its bond holders a new secured bond at a higher coupon rate in return for taking a serious haircut on the face value of the bond. The company also said that in Q1, it now expects revenues to decline by more than 10% in constant currency and added that visibility on a rebound in the sporting goods sector for the rest of the year is limited, but it expects full year sales to be down.

Head warned that the cash squeeze will force it to manage working capital more aggressively, but that if it is unable to fund operations in Q3 and Q4, it will have to generate additional cash or secure additional credit facilities. Like other winter sports companies, Head has a significant amount of working capital tied up in winter sports inventory, and accounts

receivable in the second half in advance of the usual late Q4 payment terms.

Under the terms of the exchange, holders of Head's 135 million 8.5% senior notes due in 2014 would get a new note that would pay a 10.0% rate and be due in 2014. The catch is that for each existing note with a principal value of 1000, the new notes would have a principal value of only 350. However, the new notes would be secured by the parent company and certain subsidiaries, including some of its inventory and trade receivables. As part of the deal, bondholders who accept the exchange will have to change the covenants on the existing deal that will reduce the security that note holders who don't exchange. Those note holders will then be offered 300 face value in exchange.

OUTDOOR GROUP REVENUES FALL AT WOLVERINE WORLD WIDE.

Softness in its major markets held down Merrell sales as the Outdoor Group had a low single digit revenue decline in the first quarter ended Mar. 28, but management said the brand was performing well at full price despite the slowdown. Overall WWW net fell 56% to \$10,495,000 from \$23,701,000 in the quarter on an 11% revenue decline to \$255,324,000 from \$288,238,000, which included one-time restructuring costs of \$14.5 million as part of WWW's previously announced restructuring plan.

WWW characterized the Q1 results as strong, given the challenging environment, and noted that sales exceeded plan due to strength in at-once business. Gross margin fell to 40.3% from 42.2% as a result of inventory charges from the restructuring and higher input costs. Operating margin fell to 6.1% from 12.6%, but would have been 11.7% excluding the restructuring charges. Some brows were furrowed over the 16% increase in inventory, which seemed at odds with annual sales guidance of \$1.07 to \$1.15 billion, a decline from the \$1.22 billion in 2008. WWW said the inventory increase represented the Chaco acquisition, higher input costs from China, a pre-buy of Merrell in advance of price increases and a strategic buy of leather (as it outsources the manufacturing process). It also noted that at-once sales, historically 45-50% of sales, are running about 5 points higher now in light of retailers' inventory concerns.

WWW made it clear that it intends to remain aggressive with the Merrell brand despite the soft sales, noting that apparel sales were above plan and it is hiring a dedicated sales force. It also said its footwear was performing well at retail and it would continue to push to have 100 concept stores and 1,000 shop-in-shops by year end. WWW sees direct-to-consumer sales exceeding 15% in five years. Patagonia footwear, meanwhile, had a low single digit increase, and Chaco was successfully integrated. WWW added that it would continue to look for acquisition opportunities like Chaco where it can leverage its operational capabilities.

DELONG SPORTSWEAR LIKELY PREPARING FOR CHAP. 7.

The clock appears to be winding down for family-owned DeLong Sportswear, an institutional sports apparel provider for 150 years, following the abrupt closure of its three Iowa factories on April 20. Employees were told the plants would not be re-opening.

An Iowa Workforce Development official, who was slated to meet with displaced DeLong workers regarding their unemployment benefits and insurance options, said the state government organization

had been notified of DeLong's intentions but that she was not at liberty to disclose them. She confirmed that more than 100 DeLong factory workers had lost their jobs but wasn't sure yet how many corporate personnel would be added to that total.

DeLong has been owned by the Lannon Family since 1923 it was bought from the founding Morrison family. DeLong re-organized under bankruptcy protection previously with a Chap. 11 filing in Nov. 1997. That petition, which followed an extended period of liquidity issues for the team jacket maker, listed \$26 million in fixed, secured debt and suggested the company was securing minimal credit from its trade partners at the time.

Presently, there are reports that DeLong, likely being prompted by its principal lender, will be forced to file for Chap. 7 and liquidate. If so, the scenario would likely play out much like Fab-Knit, a Waco, TX maker of team uniforms that began in 1907. Fab-Knit, the Reebok Team Uniform supplier for its last nine years, was forced to convert a Chap. 11 into a Chap. 7 liquidation in March 2005 after lender Wells Fargo Credit terminated post-petition financing. That action occurred nine months before the company's strategic plan to shift all of its production offshore from a 50/50 mix.

RETAIL

FOOTSTAR declares a \$2 per share cash distribution to shareholders as the company moves toward completing a liquidation and dissolution. The proposal will be voted on May 5 during a special meeting of shareholders. If approved, the shareholder payout would be the following day and the company would subsequently file a certificate of dissolution with Delaware authorities. Since March 27, the company has declared cumulative distributions of \$9 to shareholders.

SPORT CHALET named investment banking veteran Kevin Ventrudo to its board. Besides his stints with SG Cowen Securities, Salomon Smith Barney, Sutro & Co. and Merrill Lynch, Ventrudo previously served as CFO for L.A. Gear, Inc. Since leaving the banking industry, he has been an independent consultant involved with a number of entrepreneurial ventures.

WEST 49 reported a Q4 net loss of C\$8,467,000

(\$6.8 mm) for the period ended Jan. 31. Total sales, benefiting from an extra week, rose 4% to C\$64,759,000 (\$52.3 mm). Comparable store sales declined 0.5% in Q4. For the FY, the net loss grew to C\$12,341,000 (\$10.0 mm) on 3% top line growth to C\$210,417,000 (\$169.9 mm). Meanwhile, the Canadian retailer has decided to exit its four-store Duke's Northshore test format. One Duke's has already shuttered. The company took a C\$700,000 non-cash provision in Q4 on the remaining doors that will either be closed or rebranded this fiscal year. West 49 has obtained a retroactive waiver on a Jan. 31 default on one of its bank covenants, but the company faces the possibility of violating an additional covenant in Q1. West 49, which has seen its lenders reduce its credit facility to C\$6.0 million from \$C10.0 million and term loan capped at C\$6.8 million (versus C\$8.5 million prior), has begun negotiating a renewal on its credit facility with the bank. The deal should close in Q2.

ON THE MOVE: Forzani Group inks a two-year sponsorship agreement with The Canadian Soccer Association (CSA) and will sponsor the organization's Mini Soccer Festival Program.++++
Urban Sports, doing business as Glen Runner's Supply, filed for Chap. 7 bankruptcy protection earlier this month. The San Jose, Ca business, according to court documents, has seen a steady decline in annual operating income over the last three years. FY08 operating income was \$133,515 versus \$281,776 and \$302,963 in FY07 and FY06, respectively. Unsecured creditors are owed \$313,474. Top trade creditors include: Mizuno USA (\$14,610), Asics (\$7,435), Brooks Sports (\$3,811),

Avia/American Sporting Goods (\$3,754), Pearl Izumi (\$2,600) and Intersport (\$1,231). The business was operated from June 2004 and closed in June 2008.++++**PB Surf, Ltd.**, of Gulf Breeze, FL, filed for Chap. 11 on April 6. First meeting of creditors is slated for May 28, but the business has yet to file complete schedules.++++**Hockey Enterprises**, of Grand Ledge, MI, filed for Chap. 7 on April 7. Business is headed by Charles E. Pantera, president. All inventory was transferred to Capitol National Bank of Lansing, MI in Oct. 2008. Remaining unsecured creditors include Montreal Hockey Co. (\$7,257), Graf Canada (\$3,605), Maximum Edge (\$2,082) and Infinity (\$1,249).

COMPANIES

DYNASTAR is being re-organized by Groupe Rossignol. The effort includes an injection of 38 million (\$49.2 mm), the elimination of approximately one-third of Dynastar's 272-person staff and a shift to a shared R&D department with Rossignol. Officials at Dynastar in Sallanches, France have expressed concern about the brand's identity going forward following the re-organization. A few days ago, meanwhile, more than 1,500 reportedly marched in the streets of Sallanches, calling for the preservation of "the Dynastar legend."

NIKE executive Maria Eitel has been nominated to serve as CEO of the Corp. for National and Community Service. She is now president of the Nike Foundation and a former deputy director of media under Pres. George H.W. Bush. Eitel's selection by President Obama requires confirmation by the U.S. Senate. The president intends to sign a bill that will triple the size of AmeriCorps and grow other programs administered by the Corp. for National and Community Service.

STOCKS & EARNINGS

BRODER BROS., in the midst of a exchange offer for \$225 million in 1 1/4 senior notes, says it will file for Chap. 11 if it doesn't secure 98% participation from current note holders. Terms call for them to receive \$444.44 in new exchange notes for each \$1,000 in old notes and a pro rata share of no less than 95% of the apparel firm's new common stock.

costs. Cybex, which expects steel costs to come down in Q2 to lower overall manufacturing expenses, continues to reduce its cost structure to be more in line with sales levels.

CYBEX INTL. Q1 net loss was \$1,407,000 against a profit of \$1,318,000 for the period ended March 28. Revenues fell 27% to \$28,922,000 from \$39,780,000 and gross margins were down 830 b.p. to 27.3% on lower volume and higher raw material

DELTA APPAREL reported Q3 net income of \$1,163,000 against a loss of \$385,000 for the period ended March 28. Total revenues were 14% higher at \$85,685,000 versus \$75,364,000. Sales of the Softe and Junkfood labels within the Retail-Ready Apparel segment declined 8% to \$32.3 million. But sales of the Delta and FunTees brands comprising the Activewear unit rose 32% to \$53.3 million.

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WE UNDERSTAND YOUR POSITION

LACROSSE FOOTWEAR suffered a Q1 net loss of \$692,000 against income of \$779,000 for the period ended March 28. It was LaCrosse's first quarterly loss since 2004. Results were impacted by corporate investments, including spending on a new Midwest distribution center. Total revenues grew

5% to \$25,910,000 from \$24,732,000. Work footwear sales were 6% higher at \$19.0 million, fueled by U.S. government sales but negatively impacted by two bankruptcies. Outdoor footwear sales, meanwhile, were essentially flat at \$6.9 million versus \$6.8 million. Q1 gross margins declined 280 b.p. to 37.9% on investments on higher sourcing costs, investments in a Portland, OR factory and higher markdown sales. The company said its continued to gain market share in Q1 despite overall retail demand that was “at historic lows.”

NEW WAVE GROUP's sports and leisure segment, which consists of Craft and Cutter & Buck, suffered a 40% drop in operating income to MSEK 12.8 million (\$2.3 mm) in Q1 ended March 31. Segment revenues were essentially flat at MSEK 413 million (\$49.3 mm). C&B, which continues to be negatively affected by a weak U.S. market, took a MSEK 7.1 million restructuring charge to its direct-to-consumer division.

PHOENIX FOOTWEAR widened the Q4 net loss from continuing operations to \$14,205,000 from a loss of \$12,790,000. Results included a non-cash impairment charge of \$10.8 million in the period ended Jan. 3. Revenues fell 15% in Q4 to \$16,479,000 from \$19,409,000. For the FY, the net loss from continuing operations, including the Q4 impairment charge, was \$18.8 million versus a loss of \$16.6 million. Annual revenues declined 9% to \$75.1 million from \$82.9 million. PXG continues to take steps to return to profitability and eliminate its bank debt. The company terminated its Tommy Bahama license in Feb. (The division incurred an operating

loss of \$2.4 million in FY08) and intends to use the \$2.5 million in working capital from the division to reduce debt. Additionally, Phoenix underwent a further restructuring in Q1 to save another \$2 million annually in payroll expense and has divested its Chambers accessories business. Those proceeds, along with receivables from the Wrangler licensed business being wound down, would be earmarked for debt extinguishment.

PUMA Q1 sales rose 3.6% (-3.3C\$) to 697.4 million (\$902.5 mm) from 673.3 million, according to data released by French parent, PPR. Puma will formally release in Q1 results during the first week of May. Sales in the Americas increased 11.2%, fueled by a good performance from U.S. footwear, PPR said. Asia-Pacific sales were down slightly and lower in the EMEA region against a difficult comparison due to the number of major sporting events in the year-ago period. Footwear and accessories were said to show “good resistance,” while Puma’s apparel sales were described as down, “particularly in the EMEA region.”

SPORT-HALEY forms a special committee of its board to consider whether it should take steps to relieve it from public reporting obligations under securities laws. A decision is expected by April 30. Sport-Haley believes its size and the significant cost of complying with SEC reporting requirements outweigh the benefits. Daily trading volume for its common stock in market-negotiated transactions is described as “relatively insignificant” when compared to other public companies.

LEGAL

CPSC RECALLS: SportsPlay Equipment, of St. Louis, is recalling approximately 540 pieces of playground equipment due to high levels of lead paint on the handrails and posts. In two separate actions, Specialized Bicycle Components is recalling approximately 3,000 2004 Roubaix Pro bicycles due to a faulty cable that can loosen and cause the rider to lose control. The company has received two reports of falls that resulted in fractures. The recalled Taiwanese-made bicycles are the Roubaix 18, Roubaix 27, Roubaix Pro 18 and Roubaix Pro. In a separate action, Specialized is recalling approximately 14,000 Model Year 2009 bikes due to faulty

handlebars. The recall involves HL handlebars on the Cross Trail Comp, Myka HT Comp, Myka HT Elite, Rockhopper, Rockhopper Comp and Rockhopper Comp 29. The China-made models were sold from June 2008 through Feb. 2009.

DICK'S SG former SVP of Real Estate Joseph J. Queri, Jr. agrees to pay a \$218,026 civil penalty levied against him to end a seven-month case against him by the Securities and Exchange Commission (SEC). Queri Jr. agreed to the fine without admitting any wrongdoing in the case filed against him on Sep. 30, 2008. The SEC alleged that 16

named defendants in the case profited by more than \$620,000 from Queri Jr.'s tip that Dick's would be announcing its acquisition of Galyan's Trading Co. on June, 21, 2004.

SHORT STOPS

Zoot, the triathlon apparel maker recently acquired by K2, names Jeff Cunningham as U.S. sales manager. He had been with Mammut and The North Face prior.++++**Anvil Knitwear** and **Fila** use the annual celebration of Earth Day to announce some related projects. Anvil introduced a T-shirt that uses less energy and water during production, has a net zero carbon footprint and is made from 69% pre-consumer recycled cotton. Fila, meanwhile, announced a tree planting collaboration with AmericanForests.org. The partnership complements the brand's use of sustainable and recycled fibers in its women's personal performance collection such as soy, bamboo and recycled polyester.++++**Under Armor** strikes a five-year partnership with Cal Ripken, Jr. and Ripken Baseball. Among the terms: The Ripken Baseball complex in Aberdeen, MD will be the official home of Under Armor Baseball and the minor league Aberdeen Iron Birds will become the first pro team to wear Under Armor uniforms.++++**Callaway Golf** signs reigning U.S. Amateur Champion golfer Danny Lee to an endorsement contract. Terms weren't disclosed.++++**TaylorMade** Performance Labs opens its sixth U.S. location in Boston on April 27 for custom fitting.++++**Quiksilver** is preparing to enter the branded footwear business next month with the launch of the Capri, a high-top classic for \$65 retail.++++**Reebok** is honored with the Best Use of

Mobile at the Festival of Media 2009 for its "You Got Rondo'd" marketing campaign last May as the Boston Celtics made their first trip to the NBA Finals in more than 20 years. More than 500,000 viewed a Reebok-created website for the campaign and 200,000+ downloaded a "You Got Rondo'd" ringtone.++++**Wolverine World Wide** will be honored with the *Excellence in Lifestyle Branding Award* at the American Apparel & Footwear Association's (AAFA) 31st Annual American Image Award on May 12 in New York.++++**Gap** adds its new women's sports and active apparel brand, Athleta, to its online store.++++**Jarden**, parent of Coleman, K2 and Rawlings among other brands, rises 50 positions on the Fortune 500 annual ranking to #442.++++**Element 21** reports that it has doubled distribution points for its biofiber fishing rods over the last six months to over 860 doors in the U.S.

OBITUARY

CLIFFORD H. CORNHALL, the longtime Big 5 camping buyer, who retired after 38 years with the retailer, died suddenly on April 15. He was 72. Born in Brooklyn, NY, he moved to the Golden State in the 1940s and always considered himself a Californian. He is survived by his wife, Jo; a son, Clayton and niece, Karen Christensen-Lang. A memorial service took place April 22 at the ShoreLife Church in Huntington Beach, CA followed by a picnic lunch celebration in the city's Butterfly Park. Memorial donations in Cliff's name may be made to the Clifford Cornhall Memorial Fund, 4701 Rhapsody Road, Huntington Beach, CA 92649. All proceeds will be donated to Cliff's favorite organizations.

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