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NEW PRODUCTS

(Continued from page 60)

homes, and office equipment. It is available in a variety of patterns, including simulated leather. The finished metal can be supplied in sheets or coils, ready to be slit, formed, crumpled or drawn.

Florida Associated Services, a subsidiary of American Heritage Life Investment Corp., announces the CompuSports golf handicap computer. It determines the handicap and then keeps an up-to-date record. For $5 a year, the golfer may submit up to 120 separate scores for computation on up to 24 different courses. CompuSports provides this service for the golfer who is not affiliated with a club. The golfer simply drops the score card in the mail and the handicap is returned to him on a wallet size card.

Roseman Mower Corp. announces a new three-Gang Park Challenger Mower for the International Harvester Cub 154 Lo-Boy Tractor. The entire attachment raises clear of the ground for transporting. Rear drive design permits overhang on curb and sidewalks. Available with rear roller or laminated rubber tire drive.

Febco, Inc., announces a two-way automatic electric valve for operating sprinkler lines. The valve features three openings and can be used as either an angle or globe valve, depending on slug placement. These diaphragm type valves are 150 pound WOG brass and come in four sizes from one to two inches.

Jacobsen Mfg. Company announces the Model F 133 a self-contained five-gang riding reel mower for commercial turf. The 18hp mower cuts an 11-foot swath and features height adjustment without tools. It has hydrostatic, foot-controlled variable mowing speeds and cutting frequencies for various turf and grass conditions. The short length of the unit, rear wheel steering, out-front mowing and a short wheel base give the operator positive control and easy maneuvering. The F 133 cuts from 40 to 50 acres per eight hour day.

Spectrum Systems, Inc., announces Varacontrol System. It combines a developed motor control unit with a fully automatic battery charger which can be applied to any electrically powered vehicle. Varacontrol uses high-speed on-off switching to pulse 100 per cent battery current to the motor. Variations are achieved by proportioning the "on" time to the "off" time. Varacontrol units use plug-in printed circuit boards and solid state electronics sealed in environment proof cases for lifetime protection.

American Cleaning Equipment Corp. announces the Astro-Vac 30-inch vacuum, which picks up grit, paper and other bulky debris. It is stored in an all-metal cabinet, which is designed for outside installation, and it can be anchored through the floor or a side panel. Less than five-square feet is required for storage.
to the club for the extra time it would take.

More important than getting the right-of-way clear is making sure no violation of property lines occurs when the fence is installed. Deeds, aerial photos and mosaics, maps and other descriptive land pattern materials which the club may have, or can be obtained from local or county engineering or assessment offices, should be studied carefully so that there is no chance that the fence, or any section of it, is installed beyond the club's property line. The company that makes the installation makes it very clear in its contract that it is not responsible for violations of property lines. If all or part of a fence has to be moved because of an encroachment, it is at the property owner's expense. Art White, who operates a fence contracting firm in Villa Park, Ill., which handled the Butterfield installation plus those of several other Chicago area clubs, points out that contractors are called back surprisingly often to make corrections because of property line violations when a fence is installed.

In a great many cases this is because allowance is not made for the barb wire overhang. If the overhang is offset, as it usually is, and angles over the adjoining property, correction had better be made or a lawsuit may result. Regulations regarding overhangs are stipulated in building codes.

The building code, incidentally, should be closely checked before installation is begun. Codes supposedly are fairly uniform, but some have exceptions that may confound the property owner who is constructing a fence. For instance, three strands of barb wire may be permitted in some places, but only one in others. If a chain link fence is only five feet high it is illegal to top it with barb wire. Another important point to be checked in the building codes is how close a fence can be built to an intersection without violation.

Westgate CC in Chicago, which is now completing fencing its two 18-hole courses, has taken no chances on property line violations. In the last seven or eight years it has put in approximately four miles of fences and before starting each new section, it has had the sectional property line surveyed. The final link, which runs to about 2,700 feet, was surveyed this spring at a cost of only $100. The inner fences at Westgate adjoin a county highway and are set back 20 feet on both sides of the county roadway.

How far a fence has to be installed from a street or highway is a point that should be checked while preparations for installation are being made.
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MAPLES

(Continued from page 53)

Healthy trees can be protected
by trenching between diseased and
healthy trees using a small trench-
ing machine of the kind used in
laying irrigation and telephone
lines. It is desirable to trench about
half way between a diseased oak
and all contiguous healthy trees.
Such trenching should be done as
soon as the disease is discovered.
The trench should be from two to
three feet deep in most soils. By
severing the roots, the natural
pathway for the fungus to pass
through is destroyed. Once the
roots are severed the trench can be
immediately filled.

After the trenching has been ac-
complished, the diseased tree
should be removed to prevent in-
sects from transmitting the fungus
to healthy trees. The entire trunk
and branches should be removed
and burned. The wood should
not be stored for firewood unless
all bark has been removed.

The oak wilt fungus forms a
fungus mat between the bark and
wood. Cracks in the bark form
over these aromatic fungus mats,
and insects, often referred to as
picnic beetles, are attracted to the
fungus. This type of insect is also
attracted to fresh wounds made on
healthy trees. When the insects
have eaten the fungus growth, they
leave and carry microscopic spores
to other tree wounds they may vis-
it. For this reason, immediately
paint all natural or man-made
wounds with a tree-wound dressing
to prevent infection. Oaks in areas
where the disease may be prevalent
should be pruned when the trees
are dormant and there is no insect
activity.

Dr. Himlick has been a research
pathologist at the Illinois Natural
History Survey in Urbana for the
past 18 years. Much of his research
has been on vascular wilt diseases,
leaf diseases and various physi-
ological problems of forest and
shade trees.

BACK UP

(Continued from page 41)
to this “account” arrange-
ment. Periodically, he must bill
them for the merchandise. This,
of course, is not good for the pro-
fessional, because it doesn’t pro-
vide him with the ready cash when
he needs it. What might the pro-
fessional do to break down this
traditional system at country clubs
without offending the members
whose good will is necessary to
the success of his business?

McCullough: I think there is a
prestige problem. If it’s a private
club, there is little likelihood that
the pro can break traditional cus-
tom down. He can introduce a
banking credit card plan and tact-
fully publicize it, but he cannot in
any way imply that he prefers not
to extend credit to his member cus-
tomers. But I think the charge card
is particularly suited to public,
semi-private and resort courses.
It also could work well at private
clubs where there might be many
guests.

GOLFDOM: Actually, the bank
credit card may be new to the pro
shop, but to their customers, it
probably is common.

McCullough: That’s right. Some
50 million people carry one or the
other, or both, of the major bank
credit cards—among them many
golfers. They already are accus-
tomed to using them. In pro shops
that accepted the cards, these peo-
ple might be more inclined toward
impulse buying or purchasing
more expensive items than they
would if they had to pay cash.

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David R. McLaughlin is president and chief operating officer of Toro Mfg. Corp., taking over from board president and chief executive officer David M. Lilly. Lilly has been acting president since the resignation of E.S. Conover last December. McLaughlin resigned as president of Champion Packages Company, part of the Paper and Allied Products business group of U.S. Plywood-Champion Papers, Inc., to take on the Toro position.

Elwood I. Lentz, who was recently made vice president and general manager of Stauffer Chemical Company’s Fertilizer and Mining Div., was elected a corporate vice president. Also elected corporate vice presidents were: Vernon C. Pierce, vice president and general manager, Plastics Div. and Harold L. Straube, vice president and general manager, Agricultural Chemical Div. Joseph P. Monte Leone was named corporate vice president of purchasing.

Sidney W. Woodall, division vice president and general manager of American Machine & Foundry Company’s Western Tool Div., has been named deputy group executive of the Recreation Vehicles Group, which includes Harley Davidson Motor Company.


Howard C. Heffron moves up to market development manager, international, of Velsicol Chemical Corp. In this newly-created position he is responsible for developing international marketing and sales promotion plans for the company’s agricultural and pest control and industrial chemicals.

Gerry N. Letourneau moves up to vice president of Fuqua Industries, Inc.
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<tr>
<td>Other Duties</td>
</tr>
<tr>
<td>City</td>
</tr>
<tr>
<td>State</td>
</tr>
<tr>
<td>Zip</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Professional</th>
</tr>
</thead>
<tbody>
<tr>
<td>Other Duties</td>
</tr>
<tr>
<td>City</td>
</tr>
<tr>
<td>State</td>
</tr>
<tr>
<td>Zip</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Turfed acreage of Golf Course and Club Grounds regularly maintained:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Course Acres</td>
</tr>
<tr>
<td>Grounds Acres</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Is your course new?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Size of Course:</th>
</tr>
</thead>
<tbody>
<tr>
<td>9 holes</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Is your Golf Course:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private</td>
</tr>
<tr>
<td>(city, state or county owned)</td>
</tr>
<tr>
<td>School</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Facilities at Course:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bar</td>
</tr>
<tr>
<td>Tennis Courts</td>
</tr>
</tbody>
</table>

If Private Club check No. of members. If semi-private or Public indicate No. of players per week: |
<table>
<thead>
<tr>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>100 or less</td>
</tr>
</tbody>
</table>

Your Signature Date