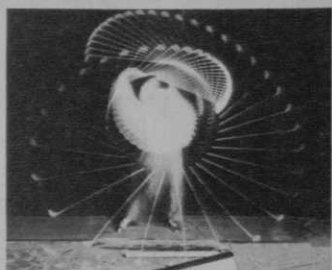


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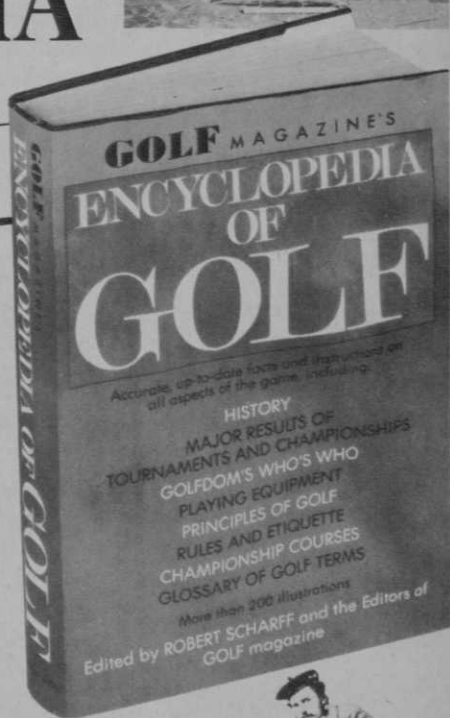
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NEW PRODUCTS

(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.

Circle No. 118 on reader service card

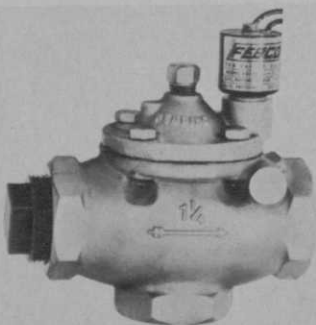
Florida Associated Services, a subsidiary of American Heritage Life Investment Corp., announces the CompuSports golf handicap computer. It determines the handicap and then keeps an up-to-date record. For \$5 a year, the golfer may submit up to 120 separate scores for computation on up to 24 different 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.

Circle No. 119 on reader service 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.

Circle No. 120 on reader service card

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.

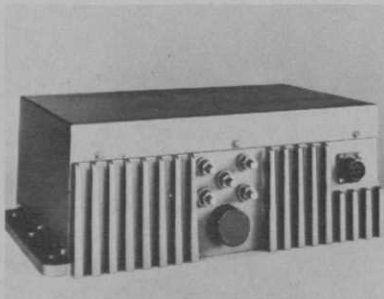


Circle No. 121 on reader service card



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.

Circle No. 122 on reader service card



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.

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.

Circle No. 123 on reader service card



Circle No. 124 on reader service card

FENCING

(Continued from page 38)

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 trenching 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 accomplished, the diseased tree should be removed to prevent insects 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 visit. 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 physiological problems of forest and shade trees.

BACK UP

(Continued from page 41)

tomed to this "account" arrangement. Periodically, he must bill them for the merchandise. This, of course, is not good for the professional, because it doesn't provide him with the ready cash when he needs it. What might the professional 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 custom down. He can introduce a banking credit card plan and tactfully 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 accustomed to using them. In pro shops that accepted the cards, these people might be more inclined toward impulse buying or purchasing more expensive items than they would if they had to pay cash. □

PEOPLE IN THE NEWS



LENTZ PIERCE



STRAUBE MONTELEONE

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. Monteleone** was named corporate vice president of purchasing.



McLAUGHLIN

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.



STEFFY

K.S. Steffy is marketing manager, PVC piping, for Certain-teed Products Corp.'s Piping & Plastics Industries.



WOODALL ROONEY

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.

Robert E. Rooney is Midwest district sales representative of the Pennsylvania Athletics Div., The General Tire & Rubber Company.



HEFFRON

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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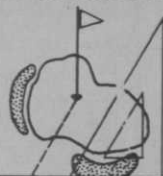
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RATES: Minimum insertion \$10.22 for 20 words or less; additional words 66¢ each; in boldface type 80¢ per word. ALL CLASSIFIED ADS ARE PAYABLE ON PLACEMENT OF ORDER.

NO CLASSIFIED ADS ACCEPTED AFTER THE 10th OF MONTH PRECEDING DATE OF ISSUE. NO CLASSIFIED ADVERTISING OFFERING NEW MERCHANDISE OR EQUIPMENT WILL BE ACCEPTED.

Please mark all envelopes containing correspondence or checks for classified ads. ATT: John Kane, GOLFDOM Classified. Under no circumstances are we permitted to divulge the names or addresses of those placing blind advertisements.

Response to all box number ads should be addressed to the BOX # — c/o GOLFDOM, 235 East 45th St., New York, New York 10017. Replies are promptly forwarded to the advertisers. When replies to blind ads require more than 10¢ postage, the additional proper postage for forwarding must be supplied.

Buyers' Service

For information on products listed, check appropriate box. Mail page to:
GOLFDOM—235 E. 45th St., New York, N.Y. 10017

GOLF COURSE

MAINTENANCE EQUIPMENT

- Aerifying machines
- Blowers/Sprayers
- Edging machines
- Hole Cutters
- Lapping-in-machine
- Mowers
- Mower grinders
- Pumps
- Rakes (trap)
- Rollers
- Sod cutters
- Soil screeners
- Soil shredders
- Spikers
- Sprayers
- Spreaders
- Sweepers
- Sweepers-mulchers (turf)
- Thatch cutting machines
- Thatch cutters and vacuum removal
- Tractors
- Trailers (utility)
- Trucks (utility)

CHEMICALS

- Algae killer (ponds)
- Turf color spray
- Crabgrass control
- Fertilizers
- Fungicides
- Herbicides
- Insecticides
- Wetting agents

FURNISHINGS

- Ball washers
- Benches
- Comfort stations
- Course shelters
- Drinking fountains
- Flags
- Flag poles
- Refreshment stands
- Score Card Box (metal)
- Signs: yardage and direction
- Tee markers
- Vending machines

CONSTRUCTION AND SUPPLIES

- Humus and peat
- Irrigation systems and equipment

- Lighting equipment
- Matting-seedbed protection
- Pipe
- Sand
- Seed
- Soil conditioners
- Stolons
- Trees and shrubs
- Tree care service

GOLF COURSE ARCHITECTS

GOLF COURSE CONSTRUCTION

- Stone Pickers

PRO SHOP

APPAREL AND ACCESSORIES

- Blouses
- Caps and hats
- Golf shoes (men's)
- Golf shoes (women's)
- Rain jackets
- Rubber spiked overshoes
- Shirts
- Shorts (ladies' and men's)
- Skirts
- Slacks
- Socks
- Sport jackets
- Sunglasses
- Sweaters
- Trophys
- Windbreakers

GOLF EQUIPMENT AND ACCESSORIES

- Bags
- Bag carts
- Bag tags
- Balls (regular)
- Bath slippers (paper)
- Clubhead covers
- Clubs
- Golf gloves
- Golf practice devices
- Grips
- Grip slip preventative
- Locks for golf bags

FIXTURES AND EQUIPMENT

- Bag storage racks
- Ball washer detergents
- Club cleaners and polishes

- Club repair supplies
- Floor covering (spike resistant)
- Handicap racks
- Handicap cards

RANGE SUPPLIES AND EQUIPMENT

- Balls (range)
- Ball dispensers (coin)
- Ball strippers
- Ball washers (range)
- Ball washers (counter & dispenser)
- Clubs (range)
- Mechanical range ball retrievers
- Miniature course obstacles
- Miniature putting lane material
- Practice driving nets
- Range mats

GOLF CARS

CARS, ACCESSORIES

- Batteries
- Battery chargers
- Golf cars, new
- Golf cars, reconditioned
- Tires

CLUBHOUSE

FOOD, LIQUOR AND SERVICE EQUIPMENT

- Soft drinks, mixers
- Beer and ale
- Liquor
- Wines
- Prepared meats and poultry
- Prepared fish and seafood
- Fats and cooking oils
- Cooking equipment (mixers, slicers, juicers, sharpeners, scales, carts, table tops, peelers)
- Sanitation and maintenance equipment (dishwashers, disposals, steam cleaners and floor maintenance equipment)
- Holding equipment—hot and cold—(refrigeration, freezers, cold plates, steam tables, beverage coolers, ice machines)
- Supplies (china, glass, plastic, paper, pots and pans, cutlery, tools, flatwear, locker-room)
- Furnishings (furniture, wall coverings, floor coverings, lamps, decorative accessories, interior design consultants)
- Locks for lockers (combination—built-in-key-type padlocks)

Is your golf course:

- | | | |
|--|--|--|
| <input type="checkbox"/> Private | <input type="checkbox"/> Resort | <input type="checkbox"/> Par 3 |
| <input type="checkbox"/> Semi-private | <input type="checkbox"/> Public | <input type="checkbox"/> Military |
| <input type="checkbox"/> Municipal (city, state or county owned) | <input type="checkbox"/> School | <input type="checkbox"/> Pitch & Putt |
| | <input type="checkbox"/> Company owned | <input type="checkbox"/> Driving Range |

Size of course:

- 9 holes 18 holes 27 holes 36+ holes

Turfed acreage of golf course and club grounds regularly maintained: _____ acres.

Send information on products checked to:

Name _____

Title _____

Club _____

Address _____

City _____ State _____ Zip _____

IMPORTANT—SEE REVERSE SIDE FOR MANAGEMENT SUBSCRIPTION FORM

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GOLFDOM

OFFICIALS AND MANAGEMENT MAILING FORM

IMPORTANT: Your cooperation with the information below will bring **GOLFDOM** to those responsible for your club's successful operation . . . and keep them up-to-date on the latest and most practical ideas on Administration, Management, Maintenance and Services. Complete and mail this post-free card—**TODAY**—to **GOLFDOM CIRCULATION DEPT.**, 235 East 45 Street, New York, N.Y. 10017. We'll see that those who qualify receive **GOLFDOM** monthly, without cost.

Club or Course Name _____
 Mail Address _____
 City _____ State _____ Zip _____
 Owner _____
 Other Duties _____
 Street _____
 City _____ State _____ Zip _____
 President _____
 Other Duties _____
 Street _____
 City _____ State _____ Zip _____

Manager _____
 Other Duties _____
 Street _____
 City _____ State _____ Zip _____
 Superintendent _____
 Other Duties _____
 Street _____
 City _____ State _____ Zip _____
 Professional _____
 Other Duties _____
 Street _____
 City _____ State _____ Zip _____

Turfed acreage of Golf Course and Club Grounds regularly maintained:
 Course Acres _____ Grounds Acres _____
 Is your course new? Yes No
 Size of Course: 9 holes 18 holes 27 holes 36+ holes
 Is your Golf Course: Private Semi-private Municipal (city, state or county owned) Public Par 3 Military School Company owned Resort
 Facilities at Course: Bar Restaurant Hotel Pool Tennis Courts Pro Shop
 If Private Club check No. of members. If semi-private or Public indicate No. of players per week:
 100 or less 100-200 200-300 300-400 500-1000 Over 1000
 Your Signature _____ Date _____