

HOUR METERS CAN PAY OFF



The use and the value of an odometer in automobiles is unquestioned. They have become the universal tool for scheduling checkups and servicing. And it would be unthinkable for anyone to purchase a used car without first checking the odometer to see how many miles the car had been driven.

As commonplace as these practices are in the automotive field, it is surprising how much pure guesswork goes into scheduling routine service for expensive turf maintenance equipment. Of course, the rule of mileage does not apply here. But the matter of engine running time does, and this can be measured by an hour meter. However, relatively few pieces of sophisticated powered equipment in the past have been sold with an hour meter to record continuously and reliably the operating time of their gasoline engines, nor have hour meters been installed often by the owner after purchase, according to Dacton Instrument Company, a major manufacturer of hour meters. And to compound that problem, one major manufacturer of maintenance equip-



Superintendents might consider adding hour meters to their list of equipment purchases. They can avoid the twin concerns of wasteful overservicing and damaging underservicing

ment reports that some superintendents do not even effectively use the hour meters that are standard on certain pieces of their equipment. If an accurate log of hour meter readings is not kept, then the superintendent is not reaping the full benefits of the device.

The price of a single major piece of equipment can range anywhere from \$1,000 to \$10,000. An hour meter, which could help protect that piece of equipment from costly underservicing, overservicing and breakdowns, generally costs from \$22 to \$25. In relative terms that's a bargain, when considering that overservicing alone can amount to an unnecessary \$30 a year and underservicing can reduce the life expectancy of a \$1,000 piece of equipment as much as one-third that of the properly serviced equipment. As for breakdowns, their cost depends on the cause of mechanical failure, the course operation and the number of direct labor people inactivated because of the breakdowns, but the cost can be considerable. And although it cannot be measured in dollars, the attendant disruption of a course maintenance program can create inconvenience for the club's members and, of course, additional problems for the superintendent.

Robert G. Johnson, president of Illinois Lawn Equipment, Inc., Orland Park, Ill., is a strong advocate

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of hour meters on powered equipment. In the last 10 years riding equipment has grown greatly in size, cost and complexity, yet, says Johnson, "we still have the same old-fashioned thinking when it comes to maintaining it." Three years ago, Illinois Lawn Equipment began installing hour meters on all of the electric-starting tractors in its shop that sell for \$1,000 or more.

Hour meters have a long history of valuable performance as an aid to maintaining construction and materials handling equipment, such as forklift trucks that cover relatively few miles for the amount of running time they get, and aircraft engines.

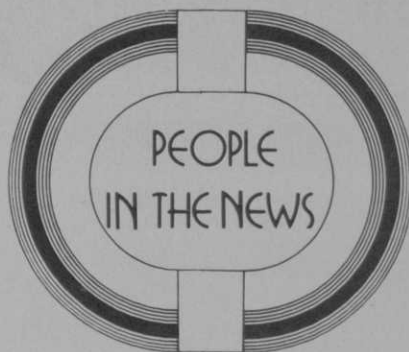
Maintenance equipment today is more expensive, automatic and productive than it used to be, and the emphasis has shifted from a manpower-oriented activity to an equipment-oriented activity.

To illustrate. A golf course formerly used a \$500 walk-behind greensmower. Three men took three hours a day mowing greens. Then a \$3,500 riding greensmower was bought. Now one man can do the whole job in the same amount of time. The saved cost of the other two men's wages, including overtime for off-hours work, went a long way toward paying for the new machine in its first season.

Now the mechanical equipment at this course represents a larger investment, with labor costs shrinking in proportion. This is why greater emphasis must be placed on the problem of equipment maintenance. That savings in labor could go down the drain, if the equipment is improperly serviced or neglected.

Equipment maintenance and purchasing decisions, if they are to be valuable, must be accurate; the hour meter provides the accuracy. The superintendent will then know exactly the number of hours of use he got out of his equipment and will be able to tell whether he got his money's worth.

In the final analysis, the hour meter takes the guessing out of maintaining and planning. Superintendents know where they stand and where they are headed and are better equipped to protect their investment—which is considerable. □



WILLIAM H. BRICKER has been named president of Diamond Shamrock Chemical Company, Cleveland, succeeding Dr. G.G. PIRRONE, who has been elected an executive vice president of Diamond Shamrock. Also moving up are CHARLES H. GILBERT, to vice president, responsible for the Agricultural Chemicals and Fine Chemicals operations, WAYNE KINCANNON, to general manager, Agricultural Chemicals Div., and STEVE PUSCHAUVER, to executive vice president, responsible for the company's industrial chemicals operation. Other appointments: JOHN P. HYDE, vice president and general manager, Soda Products Div., and C. ROBERT POWELL, vice president and general manager, Electro Chemicals Div.



Gilbert



Kincannon



Bricker

FRANK V. BUSCHINI Sr. has been named marketing manager for New England and New York State of the Turf Products Div. of The Toro Company.

DUANE UNKEFER moves up to the position of marketing communications manager for Harley-Davidson Motor Company. BARRY HAMMEL

has been appointed advertising/promotion coordinator.

WILLIAM FAULHABER has been promoted to director of professional golf and tennis sales for Spalding Sporting Goods, a Division of Questor Corp., Chicopee, Mass. He replaces JIM SHEA, who becomes manager for professional golf business planning.



Shea



Faulhaber

JAMES JOLLEY has been appointed general superintendent of construction for Venerable Sprinkler Sales, Inc., Irving, Tex.

EVERETT W. HANSON has been named president of W.A. Cleary Corp. as part of that company's expansion program.

DAVID WHAN is O.M. Scott & Sons' new ProTurf technical representative in northern Indiana.

HOWARD J. BRUNS has been named vice president, planning of Victor Comptometer Corp.'s Recreation Products Group.



Bruns

WADE SMITH has joined the sales staff of PGA-Victor Golf; he is responsible for the Texas and Arkansas territories.



Smith