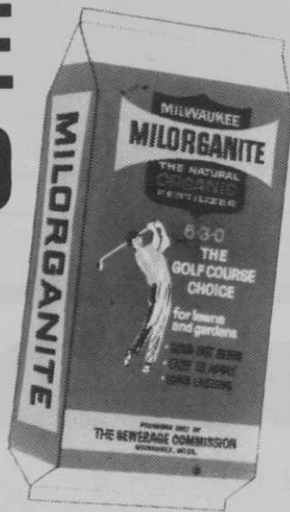


WHAT DO WE ADD TO



NOTHING!

Everything's Already There — Naturally

The Sewerage Commission, 8500 S. 5th Ave., Oak Creek, Wis. 53154

Circle 106 on free information card

Idea file

Remind golfers: repair ball marks

From the newsletter of the Maine Golf Course Superintendents Association comes this suggestion for a sign that might be profitably displayed around your golf course:

A fresh ball mark can be repaired by a player in just 5 seconds.

A freshly repaired ball mark will completely heal in just 24 hours.

A fresh ball mark left unrepaired for only one hour requires 15 days before the ugly scar has satisfactorily healed.

PLEASE REPAIR ALL BALL MARKS

Look out for built-in accident potential

Ever turn the right-hand faucet knob and scald your fingers because somebody reversed the water lines when installing the faucets? Ever flick a light switch up to turn on a light, only to have some other light go off? Ever turn a throttle to speed up an engine, but have it slow to idle because the control was designed "backwards"?

"Violate these and other human expectancies during design and installation, and human error and associated accidents become inevitable," says safety engineer Dr. Gary S. Nelson.

What can you do? First, be careful and thoughtful when installing control mechanisms yourself—whether it's a throttle on a mower or a faucet in the men's locker room. Second, when you find something improperly designed or installed, do something about it—fix it if you can, or write a letter to the manufacturer or installer if you can't change it yourself.

Letter to lender aids loan application

One key to securing a bank loan is a typewritten letter shortly after your meeting with the lender stating the points you discussed during the initial meeting, says Somers White, a management consultant in Phoenix, Ariz.

White says a study by the psychology department of a leading university says a banker has forgotten 64 percent of the information you told him the morning after the meeting and almost all of the information after one month. The letter, therefore, should contain a summary of your capital, earning capacity, cash flow, effect of the local economy on your operation, collateral, and character of your management (work for United Fund, etc.).

INCREASE EARNINGS, SERVICE & SPACE Remodel your present storage space, update with NEW *Stafford* VERTICAL BAG RACKS

- Wear and tear of golf bags is completely eliminated
- Damp bags dry faster — no mildew
- Faster, easier storage
- Provides a neat appearance
- Easy to install and add more as needed

Your members will like the extra convenience and care. Your pro shop profits from 40% more space these racks make available. Double unit shown holds 16 bags, size 2' x 4' x 6'-6" high, gives 12" x 12" space for bags. Single unit holds 8, size 1' x 4' x 6'-6" high. Sturdy steel. Bags set solid on tapered shelves. Send us your floor measurements, we will plan a layout and quote you — no obligation. U.S. and Canadian patents. Send for folder.

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