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"A PATCH OF GREEN"

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After Market Parts a Threat? To Whom?

Art Wick
Lakeshore Equipment & Supply Co.

Golf Course Superintendents, as a whole, are definitely getting better educated, more sophisticated, and frequently, well traveled. Being responsible for the expenditure of their employers' funds, most golf course and grounds superintendents have learned that judicious expenditure is quite important to stay within one's budget. It has been suggested that "will fit like original" parts and accessories are a threat to the "superintendents continued progress". It has been suggested by Mr. J. Wayne Goodwin, Vice President of Lawn & Turf, that "will fit suppliers did not share in product development costs" and that "superintendents have a responsibility to act wisely in carefully selecting companies that will help rather than hinder progress", that the "purchase of parts and supplies from the local stocking distributor of the original manufacturer will ensure you of continued products, and with parts supply as required to do your job".

NOW — let's look at the facts and face a little reality. The "after market" parts business has been around in the automotive and agricultural equipment business for years, but only recently have a few suppliers in the turfgrass industry taken the time and

invested the money to develop a significant line of replacement parts. It is quite interesting that the "after market" parts business is readily accepted in the automotive industry, with the giants - GM (Ac-Delco), Ford (Motorcraft) and Chrysler (Mopar), as well as such well known chains as NAPA, aggressively encouraging this concept. Apparently it has not retarded progress at these levels - why then would it in the turf industry?

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Let's talk a little more about product development costs. Who developed

CONTINUED PAGE 21

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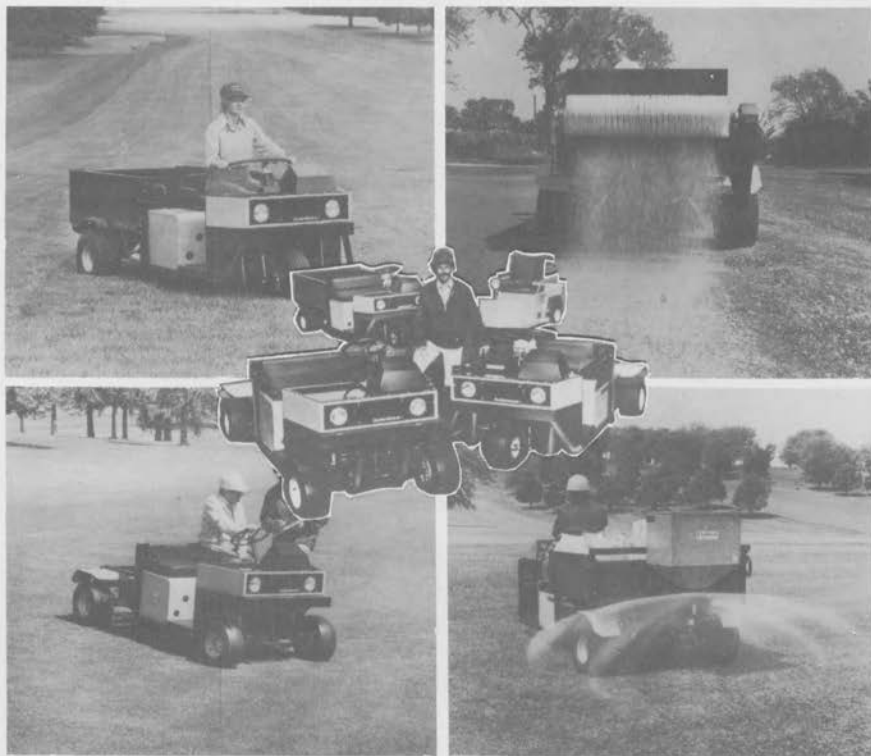
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SUCCESSFUL CHAPTER EDITORS MEETING HELD AT NATIONAL HEADQUARTERS OF GCSAA

(Pictures included with this article were placed on the final text page of last month's (February) Roster issue of the Patch of Green.)

The first ever Chapter Editors was a historical event to say the least. Even as a Past President of GCSAA I was impressed with the entire program. The first day consisted of meeting the Headquarters staff in Laurence Kansas.

Executive Director Jim McLoughlin, is to be congratulated for acquiring such an energetic and enthusiastic group of people. He has set some realistic goals that are attainable as long as the membership desires the same bold dreams that have been set forth. It will only take money.

An introduction of Staff members - John Schilling in charge of Planning & Production of the Conference and show, reports that we are in the top 20 shows of 10,000 trade shows in America. The show is our biggest source of revenue.

We may change the time of week that the show is held. In 1985 there is a strong possibility that the conf. and show may start on Wednesday and end on Tuesday instead of starting on Sunday and ending on Friday. There are many advantages for doing this. Diana Green - In charge of membership services. Her goal is to double the membership in the next five years. She needs help and feels that the new computer will help to keep her records more meaningful. We have to get the message about GCSAA to the non-

members and sell them on joining our association.

Mark Kerlyn - He runs the marketing and Sales Department. His main task is the promotion of GCSAA to the golfing world. Through selling and buying advertisement and floor space at the show. He has made good contacts with the Media which will benefit our image in the future.

Jim Prusa - an energetic vibrant addition to the staff. His responsibilities are directing the Education Department, he feels we must Promote the Product (the Superintendent) for the Price and help Place the production in the market place. He is developing a whole new concept in the education of the Superintendent. There will be something for everyone regardless of previous education. He is also expanding our seminar program. We must turn around the image of the Superintendent to reflect his importance in the overall management picture of the Golf Club. He is also in charge of the Certification Program (scheduled for revamping)

Zohid Iqbal - Editor of Golf Course Managment. To achieve our dreams he needs us to help. The magazine needs more interaction with its readership. One of the main reasons for the Editors meeting was to establish a network of news. He shared the Editorial Calen-

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1983 Annual Elections held at Maple Lane Golf Club

The annual elections of the Michigan and Border Cities Golf Course Superintendent Association were held on October 19, 1982, at the Maple Lanes Golf Club with the following results:

President - Bruce Wolf from, G.G.C.S. Superintendent, Barton Hills C.C. of Ann Arbor, was reelected to his second term.

Vice President - Michael Edgerton, Superintendent, meadowbrook C.C. of Northville, Mich. elected to a one year term.

Secretary-Treasurer - Keven Dushane, Superintendent, Bloomfield Hills C.C., Bloomfield, Mich. for a one year term.

Newly elected Directors elected for three year terms are:

Charlie Gaige, Superintendent of Lakelands Golf and Country Club and Craig Roggenman Superintendent of

St. Clair Shores Country Club.

Thomas Mason Superintendent, Birmingham Country Club was later appointed by President Wolf from to fill the unexpired term of Mike Edgerton. Remaining members of the Board are: Clem Wolf from, Superintendent, Detroit Golf Club for two years and Ted Woehrle, Superintendent, Oakland Hills C.C. and Daniel Uzelac, Superintendent, Dominion Golf Club, Ontario, Canada - Serving their last year on the Board.

James Timmerman Superintendent Orchard Lake C.C. is serving as Ex Officio member of the Board as the immediate Past President.

Retiring from the Board is Walt Trombley G.G.C.S. - Superintendent, Arrowhead Golf Club of Pontiac who served as a director and as Vice President last year.

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Some Considerations on Thatch & Watering

Don Taylor, Assistant Professor
Department of Soil Science,
University of Minn.

The development of thatch is a normal consequence in intensively cultured turfgrass. Due to the nature of golf green culture, thatch development can be particularly rapid. Superintendents have devised several methods of controlling excessive thatch accumulations such as frequent, light vertical mowing; aerification; topdressing; light applications of lime; and reduced nitrogen application. Despite control efforts, seldom, if every, it there a green with not thatch, nor in our opinion would that be a desirable situation. A small amount of thatch protects the soil surface and provides resiliency and increased tolerance for the turf. Realizing that we will normally be working with some thatch on the greens, whether excessive or not, it is important to know some of the effects thatch may have on the water relations of a golf green.

Studies have shown that thatch contains very large pores as compared to soil, even after compaction. Due to these large pores, the water holding capacity of thatch is low. This can cause problems in cases where the majority of the root system is in the thatch layer and the grass plants are not able to extract significant amounts of water from the soil below the thatch. In such cases irrigation must be inordinately frequent and the thatch is excessive. Reduction of thatch or improvement of soil to encourage root development below the thatch layer is extremely important in order to sustain growth between irrigations. If, on the other hand, roots are down into the soil in sufficient quantity to extract water there, the lack of water holding capacity in the thatch should not present a critical problem. The amount of water available to the plants will then be determined by the water holding

capacity of the soil and the depth of roots into the soil.

The effect of thatch on water infiltration may be different than its effect on water holding capacity. In the past it has generally been felt that thatch reduces the amount of water getting into the soil. Studies done at several Minnesota golf courses as well as laboratory studies at the University of Minnesota suggest two important aspects concerning thatch and water infiltration rate: 1) for a short period of time, dry thatch can reduce severely the rate of water infiltration, and 2) once the thatch is wet with water flowing through it, the thatch will not reduce the rate of water infiltration. In laboratory profiles of sand without thatch and with a thatch layer at the surface which had been allowed to dry, initial water infiltration rate was much different for the thatch-covered profiles and the profiles without thatch (Fig. 1). After a short period of time during which water was constantly kept ponded on the surface of the profile, the infiltration rates changed until there was no difference between the thatch-covered profiles and those without thatch. The period of time during which thatch restricted water infiltration was always less than ten minutes. It appeared that this reduction was due to a hydrophobic quality of the thatch.

Infiltration rates, after establishing a constant rate, were measured at six golf greens, one athletic field and two turfgrass roof gardens with the surface thatch layer present. The surface thatch was then removed and the infiltration rate measured again. Removal of thatch did not significantly increase the steady-state infiltration rate at any of the sites. Evidence indicates that

CONTINUED PAGE 17

Why the difference in color?

How close is the grass observed on the golf course? If a close observation were made through out the year, there would be quite a difference in the texture and the color of the grass. If a color meter were used regularly to record the color, it would show more of a contrast than by eye observation.

It has been observed that regardless of how well and regularly the grass is watered by irrigation water from a well, there is a definite difference in color of the grass after a rain. The grass usually has a darker green color after a rain. Why should there be this difference? How many golf courses have tested their irrigation water supply? It might be said there should not be too much difference in the analyses of water. However when these analyses of water are compared there is a variance.

A study was made in 1966 and 1967 by testing the well water supplied for irrigation and samples of rain water. Starting in February 1967 with a snow sample, March rain, May thunderstorm, June, August and September regular rain, a very interesting comparison was observed in these different samples of water. All the samples were tested for dioxide, carbonates, sulphates, chlorides, fluorin, total solids, parts per million, the pH, nitrogen, phosphates and potash.

It was observed that in total solids the samples of rain water were from .118 to .115% more total solids than the water from the well used for irrigation. The snow sample testing the highest (.155% higher). Total hardness of the May thunderstorm rain sample tested

CONTINUED NEXT PAGE



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Why Color Difference, Cont.

.118% less than the well water. Parts per million, the thunderstorm rain also was the lowest of all samples (.157% lower). All the rain samples were lower in Parts per Million than the well water. The pH of all the samples was very interesting in their great variances. The well water had a pH of 6.9, practically neutral. The remainder of the rain water samples were as follows. The February snow-pH was 3.5; the June rain-4.2; likewise for the August rain; the September rain was 5.0.

The nitrogen samples were also extremely interesting since all the rain samples contained more N than the well water. These test results were as follows: the well water, 8.6%; February snow, 11.2%; March rain, 9.8%; May thunderstorm, 12.8%; the June, 10.0%; the August was the same as June; the September, 9.8% nitrogen. The great difference in the percent of N found in the rain water compared to the well water irrigation supply would account for the darker green color in the grass after a rain. Especially when considerably more water is supplied at

one time when it rains, thus adding more nitrogen. It was always stated a thunderstorm produces more nitrogen than a regular rain fall. Note also that the snow sample ran a close second to the thunderstorm.

The phosphate in all the samples ran a higher percent than the well water. The tests showed the following: the well water, .85% phosphate; the February snow not much higher at .98%; the March rain at 1.95% (note over twice that of the well water); the May and August rains 1.13%, the June 1.60%; and the September 1.65% phosphate (note that the June and September tests were about twice that of the well water).

All the potash samples were very uniform including the well water. The well water testing, the highest in potash with a 3.0% potash; the February snow 2.41%; the march rain, 2.4%; the May rain, 2.5%; the June and August samples-2.8%; and the September 2.4% potash. Since it is potash that gives a plant more strength and a stiff stronger stem, the fact that the

CONTINUED PAGE 20

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MGCSA Official Survey Report

by Nick Dunn

58 FORMS RETURNED: Questions 1 and 2 pertained to the noon luncheon meeting and the evening dinner meetings of the past. The response was as follows: 38 prefer the noon luncheon meetings . . . 16 prefer the evening dinner meetings . . . 4 did not respond to either question.

Question 3 pertained to the membership being satisfied with the direction our association is taking. 51 responses were satisfied . . . 5 responses were not satisfied . . . 2 did not respond to the question.

Question 4 asked if members thought the employment referral letters were a valuable service provided by the association. 56 responses said the letters are valuable . . . 1 response said no value . . . 1 did not respond to the question.

Question 5 asked if people liked the summer family picnic. 40 responses

like the picnic . . . 6 responses do not like the picnic . . . 12 did not respond to the question.

Question 6 asked for comments or suggestions if Question 5 was answered no. I will not put the comments in the article until a complete analysis of suggestions can be made.

Question 7 asked if the HOLE NOTES is a valuable tool for tying our association together. 58 responses said yes.

Question 8 asked if members were satisfied with the contents of the HOLE NOTES. 47 responses are satisfied . . . 10 responses are not satisfied . . . 1 did not respond to the question.

Question 9 asked for comments to a no answer for Question 8. I will not put the comments in this article until a complete analysis of suggestions can be

CONTINUED PAGE 17



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Stanley Rachesky

Dormant oils are designed to be mixed with water. The rates vary depending upon the pest in question. In some cases, an insecticide is added to the oil to improve the effectiveness of the treatment.

Consider the temperature before applying an oil. It should not be applied if the temperature is below 40 degrees Fahrenheit or will go down to freezing shortly after applying the oil. On some evergreens, injury may occur if freezing temperatures appear within three weeks after treatment. Oils applied after October 1st, may increase cold damage to some trees. An oil may also cause plant burning if applied when the temperature is 90 degrees Fahrenheit plus during or immediately before hot, dry weather or on plants suffering from drought.

Oil sprays should not be used on certain plants because the result will

be burning. Sugar maples, hemlock, larch, Cryptomeria, Japanese maples, beech, hickory, walnut, butternut, mountain ash, maidenhair, ferns, Cocos palms and African violets fall into this category. Oil will also injure Douglas fir flower bud and will remove the blue color from blue spruce. Oil applied in August or September on fruit trees may affect fruit color and solids content.

Do not use oils with or following the application of certain pesticides: dinitro compounds, sulfurs, captan, Folpet, Pyrene, Karathane, Morestan, lime sulfur, wettable sulfur, Dichlorone, Phaltan, or Sevin. Read your labels carefully for additional instructions.

Chec your oil to see if it is still good before you use it. The mixture of water and oil should be uniform and milky-white after shaking. If it doesn't emulsify, don't use it.

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MGCSA Official Survey, Cont.

made.

Question 10 asked if the members like the format of education at the annual conference. 56 responses said yes... 1 response said no... 1 did not respond to the question.

Question 11 and 12 asked if members preferred the banquet on Thursday or Friday evening. 30 responses like the banquet on Thursday... 21 responses like the banquet on Friday... 7 did not respond.

Question 13 asked if the membership felt the association has something to offer its membership. 55 responded yes... 2 responded no... 1 did not respond to the question.

The board will be taking some time to analyze the comments made by the membership and we thank each of you who took the time to complete the survey. I think the numbers do indicate one thing and that in all questions relating to membership services, all questions were answered on a positive note by an excess of 87% respondents.

Thatch & Watering, Cont.

thatch, even thin layers of thatch, can have significant effects on the water relations of greens, particularly if the thatch dries out. Though the thatch-water relations are complex and much remains to be learned, the following suggestions seem appropriate.

1) from the aspect of water relations, thatch is excessive whenever the majority of the plant roots are not growing through the thatch and down into the soil to an acceptable depth.

2) A syringe irrigation cycle to wet the thatch prior to an expected thunderstorm or irrigation when the thatch is excessively dry will probably increase the amount of water that gets into the soil.

3) It is important to set the irrigation schedule to apply water long enough to wet the thatch. Once the thatch is thoroughly wet it will not restrict the rate water enters the soil.

4) If the rate of water infiltration is excessively low even after the thatch is wet, alleviating soil compaction by aeration will probably improve water relations more than thatch reduction.

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MEETINGS OF 1982

Once again, the Michigan & Border Cities GCSA presented a busy and fruitful year of activities, arrangements. Chairman Mike Edgerton and his committee were busy.

DATE	PLACE	HOST SUPT.	SPEAKER OR ACTIVITY
January 12	Bay Pointe G.C.	Don LaFond	National Elections
February 23	Salt River G.C.	Glenn Korhorn	C.P.R.
March	Detroit Golf Club	Clem Wolfrom	GAM and USGA
April 15	Dominion Golf Club	Dan Uzelac	Bill Lyons
May 17	Detroit Golf Club	Clem Wolfrom	Special Olympics
June 8	Chemung Hills C.C.	Ken Niblock	Karl Danneberger
June 29	Meadowbrook C.C.	Mike Edgerton	Pesticide Disposal
July 13	Raisin River G.C.	Steve Vasher	Jm Timmerman
August 2	Edgewood C.C.	Ken McRae	Greg Cheek
August 12	Bay Pointe	Fuller Bros.	The Invitational
August 17	Stoney Creek Metro Pk.	Ken Debusscher	Picnic
August 23	Barton Hills C.C.	Bruce Wolfrom	Fred Warzocka
September 1	MSU Turf Plots	Hancock Center	Field Day
September 28	Forest Lake C.C.	Pete Evans	Jack Berry
October 4	Bay Pointe	Rick York	Golf Day
October 19	Maple Lane G.C.	Clarence Wolfrom	Elections
December 3	Edgewood C.C.	Ken McRae	Xmas Party

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Chapter Editors Meeting, Cont.

dar with us and asked for support. The magazine will now be published all 12 months instead of the customary 10 times per year. The progress of this magazine is outstanding and the credit must go to Zohid and his staff.

Chip Powell - The newest of the staff members. His duties will be to direct the informational services of the association. He will deal with the Supt. and his image and of course the GCSAA. He is the former Superintendent of Deerwood Club in Jacksonville, Florida. A bright new addition.

I've trod the links with many a man,
And played him club for club;
"Tis scarce a year since I began
And I am still a dub.

But this I've noticed as we strayed
Along the bunkered way,
No one with me has ever played
As he did yesterday."

It makes no difference what the drive,
Together as we walk,
Till we up to the ball arrive,
I get the same old talk:

"Today there's something wrong with me,

Just what I cannot say.
Would you believe I got a three
For this hole--yesterday?"

I see them top and slice a shot,
And fail to follow through,
And with their brassies plough the lot,
The very way I do.

To six and seven their figures run,
And then they sadly say:

"I neither dubbed nor foozled one
When I played--yesterday."

I have no yesterdays to count,
No good work to recall;
Each morning sees hope proudly
mount,

Each evening sees it fall.
And in the locker room at night,
When men discuss their play,
I hear them and I wish I might
Have seen them--yesterday.

Oh, dear old yesterday! What store
Of joys for men you hold!

I'm sure there is no day that's more
Remembered or extolled.

I'm off my task myself a bit,
My mind has run astray;

I think, perhaps, I should have writ
These verses--yesterday.

Edgar A. Guest

How to repair a ball mark

The Trouble With Ball Marks

The ball landed with a thud. The green was soft, and as the ball bounced forward it left a deep little crater in the turf, exposing brown earth at the back and grass blades pushed together at the front.

Ignoring the little crater, the golfer walked up to his ball, cleaned it, holed his putt and glowed with self-satisfaction.

Some hours later, after the exposed earth in the ball mark had dried out, another golfer found the damaged area in his line of putt. He attempted repairs, but the result was not very satisfactory. An unflattened bit of turf twisted his putt of line.

Next morning an inexperienced greenkeeper mowed the putting surface without repairing the ball marks. The result was a putting surface pock-marked, untrue and covered with bare spots where the mower scalped the grass from the turf.

What Happens

What actually happens when a ball mark is not promptly and properly repaired?

1. Soil is exposed, and so the area immediately surrounding the ball dries up faster than it would if the ball marks were repaired; and thus a blemish is left on the green.

2. There is a chance that the raised turf caused by the ball will dry quickly and may die out.

3. The open soil invites weed invasion, such as crabgrass, silver crabgrass, POA ANNUA, dandelion, plantain, or Pearlwort . . . seed of which could be brought in on the shoes of golfers, caddies or workers or on mowing equipment.

4. The improperly repaired or neglected ball marks leaves a bumpy spot in the green. If not corrected before cutting the next day, then the spot is scalped by the mower and the bruise

mark remains for several days.

William H. Bengueyfield, Western Director of the Green Section, says:

"From an agronomic viewpoint, a ball mark bruises the grass plant and severely damages or destroys the meristem or growing point. This means that turf recovery must take place from the perimeter of the damaged area, and this takes considerable time. Rapid drying of the damaged area is a major factor in delaying recovery. Some soil compaction also results from the ball's impact."

How To Make Repairs

There is a correct way to repair a ball mark and, simply stated, it is to stretch the turf back over the bruised area, then loosen the soil beneath so that the bruised turf is able to root again.

To loosen the soil, some sharp-pointed instrument is required, such as a golf tee. The instrument must be sharp enough to penetrate the soil easily, and strong enough to cut through soil laterally at a depth of one inch or less. In stretching the turf back over the ball mark area, try not to tear it loose. After the soil is loosened, the bruised and stretched turf must be firmed or pressed down to make contact with the soil again; otherwise, it may dry and die.

If a divot is taken when the ball hits the green and skids, the divot must be carefully stretched and replaced.

From the United States
Golf Association

Why Color Difference, Cont.

well water in this case tested the highest, naturally has the advantage to the grass on a golf course. The more strength and stiffer or firmer the stem, the better the golf ball will set up, like a ball on a billiard table.

by Harvey C. Dreibelis
GCSA of New Jersey Newsletter
Election Issue 1979

After Market Parts, Cont.

the engines, bearings, seals, air filters, hydraulic filters, hydraulic lines, tires, wheels, gear boxes, hydraulic motors, hydraulic cylinders, batteries, mufflers, tail pipes, nuts, bolts, belts, control cables, etc.? Certainly not the manufacturers of the vast majority of the turf equipment on the market today. Who paid for the development of the basic bedknife? Obviously someone back at the turn of the century, since they have not changed significantly since then. Many machines (gang mowers, greens mowers, triplexes) have not materially changed in design in 50 years. Are we to be led to believe that you are still paying product development costs when you buy parts?

Let's be realistic! Timken, Torrington, BSA, etc., make bearings, and a #36842 Timken bearing is the same whether you buy it from an "after market" supplier, a bearings distributor or a Toro or Jake dealer. In fact, many original equipment dealers buy bearings, seals, etc., from the true "original" manufacturers (Timken, etc.) and resell them at the prices suggested by the equipment manufacturers, often at 300% mark up. Let's take a hydraulic motor for the reel of a riding greens mower. If the model stamped on the manufacturer's motor housing is the same, why should you pay \$175.00 for a motor that went from the hydraulic motor manufacturer to the equipment manufacturer to the dealer, when you can buy it from an "after market" supplier for \$125.00?

The most surprising element in this whole scheme is that if the equipment dealer was really an enterprising businessman, long ago he would have been buying 50% of the wearing parts from the "real" original manufacturer, adding a reasonable mark up, and would have been saving the superintendents considerable money that could have been spent on additional labor saving equipment.

The allegation that after market parts are "slightly lower" is simply not realistic. Is 30-60% lower cost a slight reduction? These savings are standard, not exceptions. Are these type of savings worthwhile, when a typical 18

CONTINUED NEXT PAGE



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Stephen John Meyer, 5030 Cooley Lake Road, Pontiac Michigan 48054. Phone: (313) 681-2466. Age 25, Single, Health excellent. Received B.S. in Agriculture with a Turfgrass Management major from Michigan State University in December, 1982. College education financed mostly by Evans Scholarship program. Have five years experience at Orchard Lake C. C., Orchard Lake, Michigan, under the supervision of Mr. James Timmerman, Superintendent. Available immediately.

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After Market Parts Cont.

hole golf course may budget \$3-5,000 per year for parts? You be the judge. Now, let's consider the statement about "reputable manufacturers". What does it take to be reputable? I must assume it means a good reliable reputation in the business. Are Timken, Torrington, Champion, Motorcraft, Goodyear, etc. reputable? These are some of the many names that appear on "after market" turfgrass equipment parts. Possibly more importantly note that the two major "after market" turf part suppliers are buying American Steel and manufacturing in the U.S. not having bedknives and some bearings made in Japan. Who's local? Who is looking for the turf managers welfare? Who's reputable? You be the judge.

What "threat" does your buying "after market" parts really create? Possibly the threat to the equipment manufacturer that his parts supply chain needs overhauling. Possibly a threat that the local distributor had best reassess his buying habits and his pricing habits.

Last, but not least, is the term "local" inventory and delivery. How often have you ordered a basic part, only to find that the order has to be called into the factory. Too often? Delivery? Did you know that often UPS delivers a package from 1500 miles away as rapidly as it delivers one from 50 miles away? And how about the "after market" manufacturer who brings most of the parts to your door on his truck — how's that for being local with good delivery?

Yes, we very much recommend that you consider the TOTAL difference on your parts, and purchase parts from suppliers offering real savings; from the suppliers with "real" original manufacturer parts and the premium replacement parts that are equal to, or better than, that of the original equipment manufacturer.

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Vol. 22, March-April 1982, p. 448

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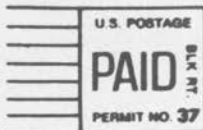
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