

# What's New?

## Replacement of Defective Products

To assure customer convenience and satisfaction, The Black & Decker Manufacturing Company has announced a new plan to replace defective products with a direct over-the-counter exchange at retail outlets or at company factory service centers.

If the customer happens to buy a defective tool, he takes the unit back to the retailer with his sales slip which shows that the Black & Decker product was purchased within the last 90 days. The retailer verifies the 90-day guarantee period and checks the tool for abuse, sees that all original standard equipment is included and accepts the tool for replacement.

The customer will be given a new tool right out of stock—or, if a

new tool is not in stock, the customer gets a claim check so he can then pick up a new tool as soon as one can be ordered and obtained. The retailer then takes or sends his "Rapid Exchange warranty return" to his nearest Black & Decker service center where at no charge, a new tool replacement is arranged. The customer also can deal directly with the B&D service center.

The Rapid Exchange Service system covers all home products portable tools and lawn and garden tools, except for lawn mowers. Stationary tools, accessories and tools used in rental service are not eligible. The Black & Decker one-year guarantee covering defective materials and workmanship is applicable to tools not included in the 90-day Rapid Exchange Service.

All original standard equipment included in the initial purchase must be returned with the defective tool (i.e., chuck, chuck key, side handles, circular saw blades, etc.). Expendable equipment is excluded from this provision (i.e., sanding sheets, belts, discs and jig saw blades). In kits and assortments, only the basic power tool (jig saw, drill, etc.) will be replaced.

## Farm Disinfectant has Hog Cholera Approval

Environ, a commonly used farm disinfectant, has now been confirmed to be effective against the Hog Cholera Virus.

The new research work on Hog Cholera Virus recently completed by Dr. R.F. Solorazano, veterinary science researcher at the School of Veterinary Medicine, University of Missouri at Columbia, demonstrated once again that the Environ products act as highly effective disinfectants for animal production facilities. The Missouri scientist who earlier developed a laboratory test for the diagnosis of hog cholera, and has worked on a number of animal viruses, believes it is especially significant to know a commercial disinfectant is available today that will destroy the Hog Cholera Virus. Even though an intensive hog cholera eradication program is underway in the United States, many other animal and poultry diseases are caused by viruses.

Vestal Laboratories, Div. of Chemed Corporation, St. Louis, Missouri, manufacturers of Environ, reports that it is a permitted general disinfectant by

the Veterinary Services Division of the USDA for use in disinfecting programs of animal health and disease eradication and quarantine work.

Antibiotic restrictions, larger confinement production units, and costly diseases have all placed greater demands on thorough cleaning and disinfecting of livestock buildings and equipment. Choosing the most effective product for this purpose is a vital management decision for today's livestock and poultry industries.

Leon Hallberg, agribusiness

marketing director, Vestal Laboratories of St. Louis, pointed out that cleaning and disinfecting procedures in hog, cattle, poultry and other animal facilities will increase ten fold in the next five years. Hallberg further stated that this will come about as a result of emphasis for improved sanitation standards by regulatory agencies and consumers. This emphasis on higher sanitary standards will probably affect meat, milk and egg producers everywhere.

(Continued On Page 24)

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15H114 Kilinsdale Ivanhoe Jack--VG & GM	1,574	+798	2	+\$21	98 per cent
15H144 Howacres Stylemaster Prince--VG & GM	29	+750	+14	+\$33	52 per cent
15H141 Sterlingdale Pioneer Admiral--EX & PQ	23	+745	+9	+\$28	28 per cent
26H81 Skokie Duke Medalist--VG & PQ	151	+612	+5	+\$21	88 per cent
15H100 Mookown Optimist--VG & PQ	496	+562	+5	+\$20	96 per cent
15H133 Staffordshire Ivanhoe Jerry--GP & PQ	29	+406	+29	+\$35	36 per cent
15H121 Eagle Point Design's Bonus--VG & GM	329	+375	+3	+\$13	93 per cent
15H148 Penn-Octo Kenny--EX & TQ	13	+330	+13	+\$20	19 per cent
15H142 Diamond Grove Idol--VG & TQ	24	+263	+10	+\$16	26 per cent
G130 Welcome Flash's Hollirex--GS	88	+795	+39	+\$54	80 per cent
21G228 Roes-Mor E. Distinction--GS	181	+633	+27	+\$40	87 per cent
15G108 Grain Meadow D. Fortune--SS	78	+411	+9	+\$19	38 per cent
15G104 Spring Ridge G. Falcon--SS	17	+380	+24	+\$30	38 per cent
1G107 Woodacres Emporer's Jupiter--GS	23	+368	+17	+\$24	29 per cent
15G105 Mulhocaway Butterfat Halyard	28	+326	+18	+\$24	26 per cent
1J100 Vaulcuse Sleeping Surville--EX & SM	68	+800	+34	+\$51	71 per cent
1J93 Secret Baronet--VG	94	+701	+37	+\$50	71 per cent
1J110 Pixy's Kelly--VG & GM	64	+510	+16	+\$28	42 per cent
A73 Mar-Ral Commander's Pride--VG	52	+806	+10	+\$31	70 per cent
9A76 Milaway Albi--EX	30	+420	+15	+\$24	56 per cent
BS409 Norvic Prince Beau--Sup.	328	+618	+5	+\$22	92 per cent
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