The High Cost of Credit

In the BULLETIN for February, 1925, page 30, were published the wholesale prices of turf seeds as quoted in the market January 31. These prices were spot cash, the terms on which seeds are usually purchased wholesale. The prices there published were on an average 60 percent of the lowest prices then being quoted by seed houses to golf clubs, indicating a possible saving of 40 percent to golf clubs had they been in position to buy their seeds in the market spot cash. Of course, a golf club is hardly organized so that it can enter the wholesale seed market and compete with experienced seed dealers in their seed purchases. Furthermore, in certain cases it seems desirable to exact from the seed seller some guaranty that the seed he ships on an order will be the same in kind and quality as the seed ordered; and such guaranty as a rule can be secured only by making the purchase on credit. To some, but perhaps less, extent this same need of a guaranty applies to purchases of other kinds of material and equipment needed by golf clubs. It is nevertheless true that if golf clubs could so organize their buying machinery that reasonably prompt, if not spot cash, payment could be made for purchases, the cost of material and equipment to golf clubs would be much reduced.

Unfortunately golf clubs have earned the stigma "slow pay." Perhaps this condition is, however, being slowly corrected. It would certainly pay any club to look itself over in this respect and take steps to arrange some machinery whereby bills could be paid with reasonable promptness and, when possible, spot cash payments could be made. When entering the purchase market on this basis, unquestionably great savings can be effected. It would be interesting to receive suggestions from golf clubs as to what their experience has been in the matter of securing savings in cost prices by arrangements for prompt payment of bills. Perhaps some clubs have already satisfactorily solved this problem, having devised machinery whereby bills can be O. K.'d and passed for payment promptly. Details of such arrangements would be valuable information to publish for the benefit of clubs with less experience in the matter, and should go a long way toward removing the discrediting reputation which golf clubs in general bear in the trade when it is a matter of selling them goods. Suggestions in this matter will be welcome from member clubs of the Green Section.

Gorse and Broom

Gorse, or whin, and Scotch broom are two shrubby plants that are common on golf courses in Britain. Everyone who has been to St. Andrews is familiar with the thickets of gorse, a spiny shrub which lines many of the fairways, and bearing a profusion of beautiful yellow flowers when in bloom. Scotch broom is very similar, but is not spiny. Both of these shrubs are introduced in America. Gorse and broom are common shrubs on the northwest Pacific coast from Vancouver Island to southern Oregon. Gorse occurs in the same area and also on the Atlantic coast from the vicinity of Nantucket Island southward to Virginia. Scotch broom is introduced abundantly in Virginia and Massachusetts, and also occurs in Nova Scotia. In these two regions a few golf courses have one or both
of these shrubs on the golf courses. The suggestion has often been made that they are very desirable for this purpose, giving, as it were, a sort of Scotch atmosphere to the golf course. Plants of Scotch broom can be secured from various nurseries, but none of them seem to advertise gorse plants, although seed of this is available.

Recently Mr. Bartlett Arkell, of Canajoharie, N. Y., has become interested in this subject, with the view to testing it out on the Ekwanok course at Manchester, Vt. There is some serious doubt whether either gorse or broom will survive the severe winters of that region; at least neither of them seems to have spread that far north. However, in the regions where these shrubs do survive the winter it is well worth while for any golf course to consider the planting of these at different places, both for their ornamental value and for the sentiment connected with them.

QUESTIONS AND ANSWERS

All questions sent to the Green Committee will be answered in a letter to the writer as promptly as possible. The more interesting of these questions, with concise answers, will appear in this column each month. If your experience leads you to disagree with any answer given in this column, it is your privilege and duty to write to the Green Committee.

While most of the answers are of general application, please bear in mind that each recommendation is intended specifically for the locality designated at the end of the question.

1. Winter and early spring work in improving fairways; utilizing manure; undesirability of ryegrass—The condition of our fairways during the past season led to a great deal of complaint by our members and ultimately to the appointment of a special committee to cooperate with the directors for the purpose of finding out what the trouble was and applying a remedy. After discussion we came to an agreement on all points but one, and that was the covering of the fairways during the winter with manure. One of our members was strongly in favor of giving the fairways a heavy covering of manure. Although it is not disputed that the manure will be good for such grass as we now have, it is felt by others that it will be detrimental to the bare spots which must be reseeded, in that no matter what care is used in raking the manure off of these spots in the spring sufficient coarse material will be left on the ground to make it impossible to get satisfactory results from reseeding these spots. In place of the manure, others favor an application of bone meal during the winter, reseeding where necessary in early spring, and using the manure mixed with compost later in the season, as a topdressing, after the new grass has made satisfactory growth. We are also inclined to advise against the use of much Kentucky bluegrass seed, as the soil does not seem rich enough to make it profitable to attempt to grow this grass, and some of us favor the use of ryegrass, on account of its rapid growth, which we seem to need. Our soil is clayey gravel and it was originally seeded with 80 percent redtop and 20 percent New Zealand fescue. During the last season the redtop apparently has died and we have bunches of fescue, which give cuppy lies. Would it help if we applied ¼ inch of sand during the winter and also used cow manure? (Massachusetts.)