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on course maintenance? If fungicides or flags can be bought a few cents cheaper, the greenkeeper who passes up this immediate saving to pay a dealer a price sufficient to warrant the maintenance of service facilities, will be required by his chairman and board to give a long explanation.

Frequently such explanations are unsatisfactory to club officials. They cannot be expected to be out at the course shortly after daybreak and discover an urgent need for fungicides not in the club's stock. Nor can the officials be expected to be in the equipment barn after nightfall and listen to the greenkeeper telephone the supply dealer's home on a hurry call for repair work that may take until the early hours of the next morning.

Not knowing the vital character of the dealers' service the club officials insist that the greenkeepers bear down on the dealers and place no business with dealers unless the quotations are lower than can be obtained elsewhere, even though other sources of supply may lose interest in the club the moment the bill is paid, or the C. O. D. charges collected.

Dealers' credit experience with golf clubs during the boom days was none too happy. In the last few years, however, the dealers have been too near to the end of their financial ropes to take a chance on credit. Frequently manufacturers dealing direct with golf clubs have no credit data on clubs and even those clubs of strongest financial rating pay premiums on purchases in the inconvenience of delay of shipments.

Realizing that it is physically impossible to have the lowest prices on everything, but careful to have a price range that represents economy and responsibility, dealers are beginning to get near the end of the line. Some are considering enforced price rises on staples to make up for the lack of income on specialties where they now are losing sales to those who quote a few cents less.

In summing up their case, dealers maintain that seldom can a metropolitan district club save more than $50 a year by experimental and tedious shopping around among unknown, inexperienced sources of supply, and if the clubs can't see this amount as a bargain in the service the supply dealers are accustomed to give to the clubs, the dealers would be better off out of this field.

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