The concept for Turf Supply Company was spawned by an idea Jerry Commers dropped on the writer while following him on his rounds of fertilizing greens at Minneapolis Golf Club. The gist of the comment implied that it was easier to sell fertilizer than to spread it, especially when you are looking at advanced stages of aging.

Turf Supply Company was incorporated January 1, 1970. It is an enigma of small business growth in an industry which seemed already crowded with four other golf course service companies.

Being on both sides of the industry does give one the advantage of understanding not only the technical or agronomic problems of the industry, but also how it feels to stub one's toes. Turf Supply Company is dedicated to empathy with the Superintendent and has devoted its whole existence to the success of the golf course superintendent.

The two most frustrating words in a superintendent's dictionary are "budget" and "committee". Andrew Bertoni always said, "God so loved the world that he did not send a committee." How often have you seen a fellow superintendent in jeopardy of his job only because he is operating his golf course within an inadequate budget? Instead of asking questions the writer is supposed to explain the operation and philosophy of his company. There isn't much more that can be said except that a successful operation has to have friends and support. One of the genuine pleasures in business is the friendships that are developed with clients and competitors. Turf Supply Company is grateful for those friendships.

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