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“ALL GOODS WORTH PRICE CHARGED”

Well, here we are wading our way into the new season. By now most Golf Course Superintendents have finished the rigors and tedium of purchasing consumables for use on the golf course. Our own mini-warehouses are full of those items that the turf related purveyors supply for use as a part of managing and confronting the obstacles to a successful season. Chemicals comprise the vast bulk (in dollars spent) of these consumables. Many of these chemicals as well as fertilizer and tee & green equipment are offered for sale in direct competition with themselves - different purveyors offering the same item by the same manufacturer at an often times widely variant price. I often use this price variance to advantage in purchasing large quantities of chemicals for the season.

Beginning sometime in October or November I review the season results regarding pesticide performance plus assess newly introduced products. Several lists soon form - new requirements, new & varied possibilities, tentative application scheduling, and who supplies what. Where possible, the opportunity to procure more than one quote for a particular item is used to dual advantage:

- accurate budget preparation and
- competitive price comparisons.

When submitting requirements for quotations an attempt is always made to keep everything equal, always asking for same materials and considerations. To insure the best possible quotations I follow a few but very important guidelines. It is important to note that I may begin the new seasons purchases as early as November - a month after the beginning of the new fiscal year.

My guidelines are: early ordering; quantity discounts; end of season “buys”; specific material & specific quantities; payment month of delivery; no “terms”; delivery at leisure but before a set date; NO “premiums”; bulk containers if possible and don't confuse me with “free goods” programs. I want the best price.

A few examples follow listing the material and the range of the quotes (all for fiscal '83).

Daconil 2787 WP.....	\$135-\$160/cs.
Oftenol.....	\$57-\$75/bag.
Round Up.....	\$75-\$87/gal.
Actidione TGF.....	\$99-\$120/cs.

Since the price variance for most chemicals is quite wide, I believe the only defensible approach is to “shop around”. In my chemical account for the Grounds budget every dollar will be spent, my thought is simply to increase the return for every dollar in that account. If for “x” amount of dollars 10 units of material from a supplier vs. 12 units of material for the same dollars from a second supplier - I will spend those dollars with the second supplier for the increased return. What normally happens during the season is that I have some latitude regarding on hand material availability. That sometimes needed extra case for spot or emergency use is normally available. A small inventory carryover from one season to another is not a serious concern, a serious concern is having it there when it is needed.

This is especially true while most of you are languishing in the “stress” of dollarspot, I'm suffering another 30% hair loss over the first incidence of Pythium. Those extra cases of fungicide for those stingy dollars come in to real importance on unforeseen and unplanned days of disease stress. Careful forethought eliminates the unnecessary frantic calls for immediately delivery of materials. No matter how customer aware a vendor is - by the time the needed material is

(cont.)

delivered to the frantic customer - the SP, Subdue, or Banol (for instance) it's too late.

Plan ahead and buy ahead, shop around and take a longer look at the bottom line. Sure - loyalties, service, "friendship", track record, intangibles, as well as price can and should carry weight in any decision of purchase. But the only defensible position is the decision based on return for the spent dollar. The goods BEING worth THE price charged.

Al Fierst, Oak Park Country Club

FOUNDATION HONORS HERB GRAFFIS

LAS VEGAS, Nev. — The National Golf Foundation's Herb Graffis Award has gone to some very familiar names in the past six years.

The award, which honors those who have made "long-time and outstanding contributions in preserving the true spirit of the game - but specifically, for keeping golf as it was meant to be: for recreation, good fellowship and health" has been won by, among others, Arnold Palmer, Bob Hope, Patty Berg and Jack Nicklaus.

This year's winner is also a familiar name to those in the golf industry.

The 1983 winner of the Herb Graffis Award is ... Herb Graffis.

"After a lot of thought, we decided that no one in golf better represents what the award stands for than Herb Graffis," Joe Much, NGF acting executive director announced.

Graffis was honored with a testimonial dinner at the Foundation's recent Golf Management Workshop at the Desert Inn in Las Vegas, Nev.

Many of Graffis' long-time friends attended, and representatives of all of golf's major organizations were also in attendance. Among those making speeches at the dinner were Frank Hannigan, senior executive director of the USGA, John Laupheimer, commissioner of the LPGA, and Mark Kizziar, president of the PGA of America.

Graffis, without question the most famous golf writer of our time, co-founded the National Golf Foundation with his late brother Joe, who also has an NGF award named for him.

"Herb Butler Graffis, at 90, continues as the acknowledged poet laureate of golf journalism," Much remarked. "While his last published effort was a comprehensive history of the PGA in 1975, he continues to favor countless friends throughout the golf community with priceless prose in the form of letters pounded out at his trusty typewriter. For many of us, they are the Gospel of God."



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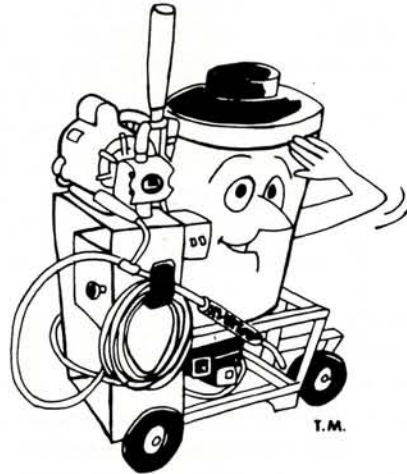
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