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IRRIGATION

DOM agree with me. But I think it might be interesting to all of us, if we get together and make some architect sift and select our different ideas (if he has enough patience) and let him design the perfect clubhouse.

How Do You Buy? Two Good Buyers Tell Their Way

ONE of the surest signs that golf is setting business principles into operation is evident in the studious interest being given the highly important subject of buying. Not only do the clubs have much to gain, obviously, from informed and through buying operations, but the manufacturers and salesmen of proper equipment and supplies for golf courses are rejoicing; they know that the more thoughtful consideration given to buying means that the unscrupulous salesmen will not continue to victimize golf clubs, as

they have done so frequently in the past.

A. G. Chapman, green-chairman at Audubon Country club, Louisville, Ky., has given a two-year trial to a method that he has found eminently satisfactory. A couple of years ago he began asking every greenkeeper with whom he came in contact, the different kinds of equipment and supplies they used. He found that the judgment of the greenkeepers varied considerably, but he took the majority opinion of those he talked with.

Mr. Chapman says: "If I were in the market today for a fairway mower, for example, and were in doubt as to what to buy, I think I would make inquiry of prominent greenkeepers in a confidential way as to what they are using and what experience they have had. Then, of course, we would study the strong points and the weak points of the several models presented and make our selection.

"Generally speaking, I believe that any golf course is better off by sticking to one



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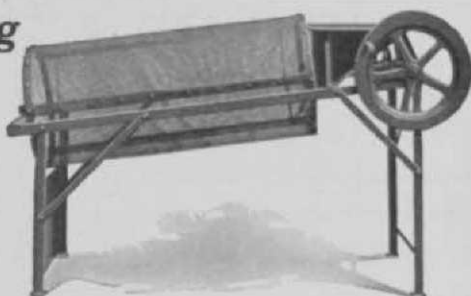
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house for their major equipment. This gives them a little better chance for straight-forward sales talks about their equipment and is much better than going in the open market with every salesman realizing that the sale at hand is the important thing.

"In the beginning I made many inquiries as to the kind of equipment used and took the majority opinion in the purchase of my greens mowers and fairway mowers. I was influenced to some extent by local conditions in purchasing a tractor and as for the minor equipment I took advantage of the services of GOLFDOM, making known my wants to them and they notified a number of dealers, from whom we selected the purchases.

Erich Pahl Gets Money's Worth

Erich W. Pahl, greenkeeper at Interlachen Country club, Hopkins, Minn., gives the product submitted to him for purchase a strenuous going-over and subjects the salesman's talk to an exceedingly critical analysis. If he finds, after his able, thorough and hard-boiled consideration, that the product will give the club its money's worth, the deal is closed.

Mr. Pahl tells of the progress in buying methods, and of his practice, in stating:

"In years past, there has been a lot of loose buying which was largely the fault of the greenkeeper. It seemed that any company having anything that might have a little use on a golf course was praised very highly and the greenkeeper, believing it all, would fall for it and place an order. Especially was this true of fertilizers and so-called humus.

"Thank the Green Section for putting us all wise on that subject. We now know what our grass needs in the line of fertilizers, and know what to get in the line of equipment.

"In my buying here, I first want to know all about the equipment being sold. Then, I try to reason it out and find the good qualities and bad of said machine. If there are enough good qualities to make it worth while on a golf course, I then figure the price and if I can get the right amount of value out of it, I may purchase. If it is something new on the market, I must be shown where it is superior to the old in doing the same work and whether it will do it cheaper. Considering the money in-



One of the smaller machines at work.

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vested, I figure out whether it will stand up under the work to get our money's worth out of it and if it will do the work faster and better. If these things cannot be shown clearly to me, I do not want it on the course.

"If all greenkeepers would make a point of looking for and demanding these things, there would be less humbug in equipment."

Educate Members to Report Minor Course Defects

AN EIGHTEEN hole golf course covers a lot of ground. As a result, no matter how alive and observant are the green-chairman and the greenkeeper, certain minor upkeep work develops and is overlooked in the maze of more important duties. We refer to such jobs as filling in gopher holes in fairways, removing stones liable to injure the mowers, spotting clogged drain tiles, and the like.

Somehow the members seem to notice these little matters as soon as they appear. As a rule they notice them day af-

ter day, curse their presence on the course, and yet fail to report the matter to the green-chairman!

The clever chairman will capitalize on this ability of the members to see defects on the course by having a box erected in the locker room where the member may report by note. Put a sign on the box, saying, "If you notice anything wrong with the course today, drop a note in this box and the trouble will be promptly attended to. Thanks, John Saunders, green-chairman."

Such wording will be seized upon by would-be wits of the locker room and the chairman will get such notes as "The cups aren't large enough"—or "Too many traps and not enough fairway!" but this opportunity to joke is a good thing. The members will remember the box, and when some real detail of upkeep is noticed they will report promptly.

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