

dry tend to crack, shrink and fracture. The result is deep aeration of a kind not achieved with mechanical devices. Drying tends to release nutrients which become readily available to plants when the soil is rewetted. The fresh green color of grass after a drought has been broken is good evidence of the released nutrients.

Diseases that require ample moisture fail to develop during dry periods. Little or no mowing is required. Poa, the foe, is wiped out. All of this may sound as though we "advocate" periodic droughts. What we are trying to say is: When drought hits, let's make the most of the advantages, count the blessings and observe what factors provide good playable turf in spite of lack of water.

Little solace is offered here to those who suffered through periods of excess rain, high temperatures and very high humidity. That is a subject in itself to be discussed another time.

Robert F. Pollick, 73, supt. at Llanerch CC, near Philadelphia, from 1931 until he retired in 1956, died in Sept. He was a former pres. of the Philly GCSA. He is survived by his wife and three sons.

## Planned Purchasing Saves Time, Money for Courses

BY CLINTON KENT BRADLEY

Golf course maintenance, in making the country aware of high turf standards, has created buying problems for the supt. and club officials. The turf market, developed from the course, is in many ways competitive with golf operations. At one time, courses were the largest users of grass seed and mowing machinery. Now, they make up only a fraction of the nation's fine turf area although they continue to set the standards for maintenance.

This change in market dimensions has required supts. to plan, get their purchases authorized, and order golf course equipment and supplies well in advance of the dates when they are needed. Otherwise, the machinery or material may go to other users. In course maintenance, a week's delay may be costly and mean the loss of a good part of a season's expected benefit from the purchase.

The active, productive golf playing season is all too short in a large part of the

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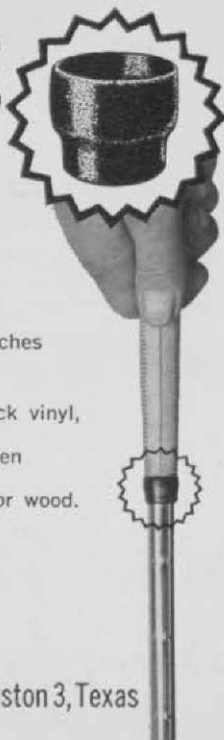
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country. No loss of this time should be risked by failures to arrange for desired delivery dates. Supts. who run their courses like well operated factories, know what they are up against in ordering and getting deliveries and have a pretty fair idea of the problems of producers and distributors of course equipment and supplies.

## **Don't Grasp the Situation**

However, club officials sometimes are inclined to think of course maintenance as a simple farming operation instead of an expensive and complex one. Due to this misunderstanding, buying often is poorly timed.

Along in September, the supt. and his chairman should schedule the routine and unusual work they expect to do in the fall and winter and in the coming year. They should decide what they will need for doing this work. Such planning may mean that the supt., through this thoughtful procedure alone, is saving a good part of his salary, or justifying a raise.

Much of the early ordering can be the basis for a program to keep course help profitably employed at the club in the winter working on repair, painting and "housekeeping" jobs.

What club officials may not realize is that there is heavy expense involved as well as uncertainty in training men each new season for golf course work. Any good man who can be kept profitably employed at the club all year generally is worth a whole lot more to the club than his paycheck indicates.

There are times when convenient dating of bills can be arranged with manufacturers and dealers if the club's purchasing policy requires it. A good credit record earns a good profit in more than cash.

In our business we keep records of the special items our customers usually buy from us each year. We list these on special pool order sheets with the notation that the items be ordered in advance for the coming year. In this way we can fill short notice shipping orders.

With labor accounting for 65 to 80 per cent of maintenance costs, and equipment and supplies for seldom more than 15 per cent of the budget, it isn't the amount of money involved that primarily calls for planning to buy well in advance of date the merchandise is required. It's the large amount of labor expense that properly timed buying saves.