

### The High Cost of Credit

In the BULLETIN for February, 1925, page 30, were published the wholesale prices of turf seeds as quoted in the market January 31. These prices were spot cash, the terms on which seeds are usually purchased wholesale. The prices there published were on an average 60 percent of the lowest prices then being quoted by seed houses to golf clubs, indicating a possible saving of 40 percent to golf clubs had they been in position to buy their seeds in the market spot cash. Of course, a golf club is hardly organized so that it can enter the wholesale seed market and compete with experienced seed dealers in their seed purchases. Furthermore, in certain cases it seems desirable to exact from the seed seller some guaranty that the seed he ships on an order will be the same in kind and quality as the seed ordered; and such guaranty as a rule can be secured only by making the purchase on credit. To some, but perhaps less, extent this same need of a guaranty applies to purchases of other kinds of material and equipment needed by golf clubs. It is nevertheless true that if golf clubs could so organize their buying machinery that reasonably prompt, if not spot cash, payment could be made for purchases, the cost of material and equipment to golf clubs would be much reduced.

Unfortunately golf clubs have earned the stigma "slow pay." Perhaps this condition is, however, being slowly corrected. It would certainly pay any club to look itself over in this respect and take steps to arrange some machinery whereby bills could be paid with reasonable promptness and, when possible, spot cash payments could be made. When entering the purchase market on this basis, unquestionably great savings can be effected. It would be interesting to receive suggestions from golf clubs as to what their experience has been in the matter of securing savings in cost prices by arrangements for prompt payment of bills. Perhaps some clubs have already satisfactorily solved this problem, having devised machinery whereby bills can be O. K.'d and passed for payment promptly. Details of such arrangements would be valuable information to publish for the benefit of clubs with less experience in the matter, and should go a long way toward removing the discrediting reputation which golf clubs in general bear in the trade when it is a matter of selling them goods. Suggestions in this matter will be welcome from member clubs of the Green Section.

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### Gorse and Broom

Gorse, or whin, and Scotch broom are two shrubby plants that are common on golf courses in Britain. Everyone who has been to St. Andrews is familiar with the thickets of gorse, a spiny shrub which lines many of the fairways, and bearing a profusion of beautiful yellow flowers when in bloom. Scotch broom is very similar, but is not spiny. Both of these shrubs are introduced in America. Gorse and broom are common shrubs on the northwest Pacific coast from Vancouver Island to southern Oregon. Gorse occurs in the same area and also on the Atlantic coast from the vicinity of Nantucket Island southward to Virginia. Scotch broom is introduced abundantly in Virginia and Massachusetts, and also occurs in Nova Scotia. In these two regions a few golf courses have one or both