

ment that the pro who figures he is making \$2.50 on a club usually is doing normally if he nets \$2. A store doesn't give this service, many times because it won't, and other times because it is inconvenient for the customer to request this adjustment.

The costs of doing business in the pro shop are greater than they used to be before the advent of the steel shaft, colored clubs, plated finishes, etc., due to the necessity of larger stock investments. That factor often is overlooked by both pro and manufacturer, Ogg said.

He brought out an interesting point that this writer has noticed in a number of high class pro shops when he said that it baffled him why he could buy nationally advertised golf apparel and other golf accessories and where they had no fixed retail price, undersell the most active leading men's stores in his territory, whereas with much strictly golf merchandise the clubs and balls could be sold by stores in his district at a price that wouldn't even allow him to get by.

The entire subject is still wide open for discussion by pros and manufacturers, Ogg vigorously maintains, and instead of there being any reason for manufacturers' nervousness at the prospect of the pros going off half-cocked with some wild and woolly idea there is the utmost hope on the part of the pros that the manufacturers will accord their committee all possible constructive criticism and co-operation that the pro shop continue to maintain and extend its position as the golf goods outlet of greatest profit, security and market development for the manufacturer.

A Reasonable Program of Top-Dressing

By MAJOR HAFF

Supercintendent, Blind Brook Club, Port Chester, N. Y.

FOR some time I have been wondering about the benefit to be derived from constant top-dressing of putting-greens. It seems to me that after a good growth has been established and the putting surface trued up that further top-dressing is useless, if not injurious. This would apply only where greens have been properly constructed. It would seem that proper fertilization is all that would be required to maintain the turf after it is once estab-

lished. There are any number of good commercial fertilizers on the market today, the use of which is much easier and more economical than the usual compost.

The advantages of a good balanced commercial fertilizer are freedom from weed seeds and less probability of brown-patch.

It now is fairly generally conceded that more damage has been done by over-fertilization than by almost any other cause. It seems quite logical that turf can be overfed and develop some, if not all, of the ailments that afflict the human being under the same conditions.

In this connection it is interesting to note some of the articles in condemnation of ammonium sulphate. This fertilizer has been used at this club for the past six years without the least injury to the turf. When used in light applications about two weeks apart it acts more as a plant food than as a stimulant. During the trying periods of the year all that is necessary is to maintain life in the turf. It does not require, and will not take too much nourishment.

Maintaining a golf course is a constant struggle against nature. Nature never intended that grass should be cut as close and she is asserting her displeasure at the practice in numerous ways.

Breakfast Tourney Is Lure for Early Birds

AT Alderwood Country club, Portland, Ore., the breakfast golf tournament is the curtain raiser of events. Breakfast is served at 6 o'clock throughout the spring and summer. Prizes are awarded on net scores for nine holes. The entry fee is \$1, half of it going for the breakfast and the other for prizes which are, for the most part, balls.

Buy Service, Not Bargains

Did you ever stop to consider that if you buy a golf club from a club's professional, that you are entitled to some service on it?

You are also assured of having the right club. If you buy one club or a whole set down town, you may save a little on the original investment. But if your club or clubs are faulty in construction, or not suited to your needs, then where are you?

Think it over. Alderwood has a professional who knows his business. Patronize him—*From Alderwood Country Club Magazine.*