

on the general opinion members have of the pro.

"Over-aggressiveness" in selling isn't a common fault of pros but it does happen enough in normal times to get some members shying away from the pro and his shop. That fault of "inability to see my side" which buyers noted in the Stone and Forsyth survey also isn't the cause of many complaints at clubs where pros have held their jobs for more than 2 or 3 years. But I have noticed that the younger generation of professionals generally don't have the knack of the representative veteran in seeing the member's "side".

## JOE VALENTINE SPEAKS ON TOPDRESSING AT GSA MEET

Joe Valentine, golf course supt., Merion GC, Ardmore, Pa., at the GSA meet said, "Considering all the work and material required to maintain a golf course, I feel that the topdressing operation is one of the most essential steps in the acquisition and the preservation of a satisfactory putting surface on greens. More than 75 per cent of the game is played on the putting greens. That is why they should always be in a satisfactory condition to meet the demands of the golfers. The topdressing material is a necessary cover to create the demanded surface which you cannot otherwise obtain.

"Topdressing is a material that is usually used to foster a proper germination of the seed. Topdressing will encourage the expanding of nodes and buds of all the grass plants and it will promote beneficial bacterial action. The topdressing material should be used largely in the spring of the year after either the first or second rolling has been performed and when the grass is beginning to come back to life. It may also be necessary after adverse weather in late spring or early summer to use a small amount of topdressing in order to re-activate the bacteria.

"During the latter part of the summer, when all the weeds have been removed from the grasses, the surface of the green often becomes imperfect. The best method to regain the lost surface is to use another dose of topdressing material coupled with nitrogen. This will fill in the imperfection created by the weeding operation.

"Topdressing material should not be used as a nuisance to players but should be judiciously applied for the good of the plants whenever necessary with minimum interference with play. The topdressing material creates a wealth of food for the grasses regardless of where it is used, particularly on putting greens, tees, and fairways.

Looking over the pros I have known I think as a class they rate rather high in qualifications as salesmen. Each year their standard as businessmen seems to be improving. But to protect themselves and continue their advance I think it would be wise for a number of them to sit down in deep, frank thought and compile score-cards on themselves as salesmen. Some of them may find they are not coming up to their own idea of par for the salesmanship course. They'd better do this job and improve their scoring in this respect for their own profit, whether or not the club officials ever get the idea of making this sort of a detailed rating.

"It would be an impossibility to smooth out a rough surface without using topdressing.

"The topdressing material should contain a good portion of organic matter, granular sand and well prepared topsoil. In our club, we have been rather fortunate in that we have been able to purchase a spent mushroom soil. Our mixture has been 40% mushroom soil, 40% sand and 20% prepared soil. This mixture has been calculated by volume and not by weight.

"The method of application is simple. We have obtained our results by using man-power instead of a distributor but it does not matter what method is used as long as the topdressing is smoothly distributed in the right amount. The only recommendation that I make is: work the topdressing into the crown of the grass as evenly as possible by using either a drag mat or a drag brush. Take out the debris by using available implements, follow up with the roller, and finish with an application of gentle watering."

### *GSA Convention Talk*

#### **MANY TITLES FOR COURSE BOSS—**

Fred V. Grau, director, USGA Green Section, said that of the many who visited the Green Section exhibit at the GSA convention 210 registered. Among titles listed by registrants were 65 supts. and 47 who identified themselves as greenkeepers. Other titles included green supts., supt.-greenkeeper, asst. greenkeeper, labor supervisor, greenkeeper-pro, pro-greenkeeper, turf supt., manager-greenkeeper, groundskeeper, turf supervisor, grounds supt., supt. of grounds and bldgs., and owner-supt. Landscape architects and one green-chairman also signed the book. There were 96 member clubs of the USGA represented by signatures.