

was made I've talked with a lot of pros about it and have found that in so few cases are prices marked up so the pro is only pretending he's making a concession. I wonder if the suckers ever are fooled when they're buying and getting a discount which isn't a discount.

Generally the pro shops are giving such exceptional value in merchandise and service they have only one big problem which is the problem of making the prospective customers aware of the helpful character of pro shop merchandising.

Better check every phase of your pro department's operations right now. Do it completely and carefully and you'll get your good share of 1949 business.

Shot-making Turf Tests on North-South Mixture

Fred V. Grau, USGA Green section director, arranged with pro Rodger Peacock to hit balls with an 8-iron off grass plots at Green Section test field as one of the many interesting demonstrations for crowd of 200 at 1948 field day.

Grau's comment on the shot-making tests: "U-3 bermuda with B-27 bluegrass, one year old, cut $\frac{1}{2}$ inch. No replaceable divots removed. Scars fully healed with bluegrass on November 15, one month later.

"U-3 bermuda alone, cut $\frac{1}{4}$ inch. No replaceable divots. Scars not healed November 15 because bermuda is dormant.

"U-3 bermuda with mixed seeded bents, one year old, cut $\frac{1}{2}$ inch. Replaceable divots removed readily. Scars not healed on November 15. Replaced divots did not grow.

"Mixed bent grass alone, one year old, cut $\frac{1}{2}$ inch. Large divots removed. Healed poorly when replaced.

"Common Japanese lawn grass with mixed bents, cut $\frac{1}{2}$ inch, one year old. Replaceable divots removed which did not heal when replaced. Scars still bad November 15.

"Common Japanese lawngrass with B-27 bluegrass, one year old, cut $\frac{1}{2}$, $\frac{3}{4}$ and 1 inch. No replaceable divots removed. Scars were slight and have healed completely with bluegrass on November 15.

"Common Japanese lawngrass alone, cut 1 inch. Divots removed, not replaceable. Scars still evident November 15 and will not heal until Spring 1949 when Zoysia resumes growth.

"Each shot was made so that the club

hit the ball first on the down stroke and pinched it against the turf. Roger said the bermuda and the Zoysia with bluegrass represented the most perfect turf for hitting controlled shots.

"Zoysia cut at 4 inches presented a rough that would fill the pros with dismay if it were on a course where a championship were being held.

"Roger Peacock was asked to intentionally take a divot from the Zoysia-bluegrass and bermuda-bluegrass turf. He succeeded on the third try but nearly succeeded in breaking his club and his wrist.

"Believe it or not we were as amazed as the crowd was. It was unrehearsed and we were ready for anything. As it turned out it was the hit of the day. Surely a turf that tough would be good not only for tees and fairways, but for lawns, athletic fields, ball diamonds, school grounds, drill grounds, polo fields, tennis courts (maybe), and other places where resistance to wear and rapid healing come first.

Research in North-South Mixture

"Now what we have to do is to prove (1) that we can maintain a balanced mixed turf of southern and northern grasses, (2) that any turf professional can grow the mixture, (3) that it will give the same results at Beltsville as at Kankakee and Kalamazoo. This ought to give the cooperating stations something to shoot at and it ought to lick the Poa annua problem.

"Best of all, this mixed N-S turf is weed-free. No insects or Jap beetles have hurt it and it has thrived with no irrigation. No diseases have hurt it. One reason for our success, I am sure, has been the deep thorough tillage with the Aerifier, adequate timely fertilization to favor the "underdog grass", and MINIMUM IRRIGATION.

"Seed of B-27 bluegrass is becoming available. It is in commercial production in Oregon and acreage is being increased.

"Seed of Zoysia is not yet available. It, and U-3 bermuda, still must be planted vegetatively. Of the two, the U-3 bermuda spreads and heals more rapidly. Both have been winter hardy at 32° below zero for several years."

Western Open Dates Set

The dates for the 46th Western Open Championship of the Western Golf Assn., originally scheduled for June 16-19, at the Keller Golf Course, St. Paul, Minn., have been changed to July 28-31.