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Jacobsen Has Greens Brush
As the latest in accessories on their power mowers, the Jacobsen Mfg. Co. of Racine are introducing a wire brush attachment which roughs up the flat-lying blades of grass, thus exposing them better to the action of the mower blades. With the nation-wide use of creeping bent, some method has been needed to overcome the tendency of bent to lie flat, and the brush accomplishes this job in good style.
The brush, which can be purchased separately for attachment to Jacobsen mowers already in service, is the same width as the mower blades and is held a few inches in front of the reel by two arms extending from the body of the mower. It rests, tilted slightly forward from the vertical, of its own weight on the turf.
When not needed the brush may be turned back out of the way; it is not necessary to detach it from the machine. Or it may be used for brushing-in top-dressing, by idling the mower blades, with the brush in operating position.

Hagen Announces Allied Bag Tie-Up at Sales Meet
The annual sales convention of the L. A. Young Company, makers of Walter Hagen golf equipment, was held in Detroit August 3, 4 and 5, at the general offices of the company. The convention was attended by all of the Walter Hagen salesmen with the exception of the company's representatives on the Pacific Coast, T. G. Philpot and Ralph W. Kinzer.
During the convention the salesmen reviewed the Walter Hagen line for 1929, were made acquainted with the advertising and sales plans for the forthcoming year, spent considerable time with Walter Hagen in the factory getting acquainted with new manufacturing developments, and participated in a golf tournament.
The principal place on the program was occupied by Walter Hagen, who went over the new line with the salesmen, model for model, explaining all of the features of design and construction. Hagen also explained the improvements in the Walter Hagen golf ball and told how this ball and Walter Hagen clubs helped him in winning the P. G. A. and British Open championships. Prior to the sales meeting Mr. Hagen had visited the proving ground at Providence, R. I., where Walter Hagen golf balls are made and gave a detailed report.
Walter Hagen and fellow executives and sales representatives of the L. A. Young Company, who attended the annual sales convention held in Detroit, August 3, 4 and 5, on tests made with the Hagen ball on the new perfected driving machine.

One of the most important announcements that was made during the sales meeting was the fact that the L. A. Young Company had been appointed the exclusive selling agents in the United States for the complete line of Allied Hookless Golf Bags made by the White Manufacturing Company of Chicago.

This line is one of the best known in the field and the announcement was met with a great deal of enthusiasm. James White, President of the White Manufacturing Company, and James Beattie, the Allied Sales Manager, addressed the convention and went over the entire line of Allied bags with the Hagen salesmen.

This line of golf bags gives the L. A. Company a complete line of golf equipment, the Company prior to this time having concentrated all of its efforts on its line of golf clubs and the Hagen balls, and handling only a limited number of bags.

L. A. Ferguson Heads Enlarged Chicago Ideal Operations

L. A. FERGUSON, who for the past ten years has been factory Sales Manager of the Ideal Power Lawn Mower Company at Lansing, Michigan, on September 1st
PEAT MOSS

Its use Now gives double value

If you want those soft, velvety greens, G P M should be used for a top dressing every time a dressing is needed. Its use now will put the greens in condition to make them perfect next spring. That gives you double service and double value. Let us quote you.

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Aschert Bros.,
309 East 36th St., Los Angeles, Calif.

withdrew from his duties at the manufacturing plant to assume charge of the company's branch office at 413 West Chicago avenue, Chicago, Illinois.

Under Mr. Ferguson's management the sales territory of the Chicago branch is to be considerably enlarged to include the states of Indiana, Tennessee, Iowa, Missouri, Kentucky, Illinois, Minnesota, Wisconsin, and eastern Kansas and Nebraska.

Less than a year ago the Chicago branch of the Ideal company took over their present quarters to give more space and better facilities and during the past season the progress made in the Chicago district and territory handled from Chicago has warranted the enlarged territory arrangement and increased activities in this big, wealthy, fast growing middle west section.

In addition to the full line of grass cutting equipment built by the Ideal company the Chicago branch will carry a full and complete line of golf maintenance equipment. Not only will this apply to the matter of sales but also the factor of service is to be given still more careful attention as well as convenient sub-agencies and distributing points throughout the entire Chicago territory district.

Ferguson announces that the personnel of the Ideal Chicago branch will include Joe M. Egloff, Charles P. Dabbs, H. O. Erickson, R. E. Hebbeler and Ed Beuscher.

Charles S. Smith, Secretary of the Ideal Power Lawn Mower Company, will take over Ferguson's duties as Sales Manager, and will be assisted by William L. Austin, Assistant Sales Manager.

L. A. Ferguson at Chicago for Ideal.
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Decide NOW to get the greens you've been wanting

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Check by facts and you will follow the lead of the many clubs that have put in the Leesley and Riverside greens to the complete satisfaction of their members and to their greenkeeping authorities.

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Western Representative

Dwight H. Early
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HERB GRAFFIS

Advertising Manager
JOE GRAFFIS

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SEPTEMBER, 1928

No. 9

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