Easier to Handle and Control

Easier steering, greater speed and better control are all insured with the PENNSYLVANIA "New" Fairway Quint or Trio because of:

(1) The flexible PULL-FRAME. Since this is attached to the tractor by a single bolt, it also permits greater use of the tractor.

(2) The CLOSELY COUPLED FRAME AND UNITS. The frame is specially designed for quick handling and short turning.

(3) The WHEEL-TYPE UNITS, which are capable of making shorter turns without digging the turf. They also permit lighter weight with no sacrifice of strength.

Write for new GOLF CATALOG containing full details of the "New" Fairway, the Super Roller and New Aristocrat greens mowers, and the other PENNSYLVANIA Quality Mowers for Golf Courses.

PENNSYLVANIA LAWN MOWER WORKS

Will Exhibit at Annual Grounds Keepers' Convention and Golf Show, Louisville, Ky., February 4 to 7.
No "out-of-bounds" on this course!

Every place there's a live pro playing his "shop shots" in par with the Hagen line you are certain to see a pro who is making good money.

Here are Fred Newnham in North Carolina, Ed White in Iowa, Fred Ford in Michigan and Al Collins in Missouri—four masters of the golf profession. Their knowledge of the player market and their success in serving it profitably should tip off other thinking pros that the Hagen Ultra line is the right answer to each selling problem that can prevail at a club.

We are happy to present the testimony of these four well-known solid business men of the profession as an inspiration to other pros who are planning for a new sales record in 1930.

Walter Hagen

No. 14 of a series "PROS WHO MAKE THEIR SHOPS PAY."

Fred Newnham
Greensboro C. C.

Al Collins
Indian Hills C. C.

Ed White
Hyperion F. & M. C.

Fred Ford
Red Run G. C.
The main thing that interests us in handling a line of clubs is a legitimate profit and the Walter Hagen line offers both this and quick turn-over. Your sales help are outstanding. I have been agreeably surprised by the compliments on my display since adding the Hagen line. The timely suggestions of your representative, G. F. Goyette are always helpful.

Ed White.

To me Walter Hagen equipment is my silent advertiser. The photograph of my shop shows a Hagen display... long ago I learned that Pros must buy the right merchandise and arrange it attractively on display. Your prompt and courteous deliveries are a valuable asset.

Fred Newnham.
The old adage, 'Clothes make the man' aptly applies to present day golf clubs. This, combined with your sales helps and excellent service, has made Hagens one of my most profitable items."

AL COLLINS.

"The Hagen line really deserves the prominent position it holds in my shop. The prompt service I have received from the factory has been one of the desirable features in dealing with the A. Young Company. The attractive Hagen cartons have materially aided in selling more clubs."

FRED FORD.

This bright young Al Collins at Indian Hills C. C., Kansas City, Mo., makes his shop an inviting spot for the golf fan. When they sit down to gossip about golf Al has them looking right at his striking display of Hagen goods. He knows, from experience, the Hagen line does a good part of the rest of the selling work.

Fred Ford has a commanding knowledge of golf playing equipment and his members at Red Run G. C., Royal Oak, Mich., know that what this dean of pro golfdom puts before them are the picked prizes of golf merchandise."
A Statement by
CRAIG WOOD

I believe the new "International" Hagen stainless steel irons have improved my game. I used a set of the "International" "compact blades" in winning the recent $6,000 Hawaiian Open Championship and believe them to be the leading clubs of today.

* * *

Introduced late last season these new Hagen "Compact Blade" matched irons have made the following records to date:

Finished first and second in WESTERN OPEN. Won GREAT LAKES OPEN. Used by five of first seven, including the winner, in OREGON $6,000 OPEN. First and second in HAWAIIAN $6,000 OPEN. Won the BERKELEY $4,000 OPEN and finished in the money in the P. G. A. CHAMPIONSHIP and the CATALINA OPEN. Won PASADENA $4,000 OPEN and used by six of the first eight.

Hundreds of expert pros from all sections of the country, including a large number now playing the winter circuit, have purchased Hagen matched clubs for their own use and feel just as Craig Wood does about them.

The fact that so many leading pro and amateur stars are using these sets of matched clubs is certain to create an unprecedented demand among your members.

If you haven't already a set of these new matched stainless steel irons in your bag, it will pay you to get them now—remember "The club members style their games and their equipment after their pro."

THE L. A. YOUNG CO., DETROIT, MICH.
Makers of Walter Hagen Golf Equipment
ALSO SALES OFFICES AT
NEW YORK, 1270 Broadway   CHICAGO, 14 E. Jackson Blvd.   SAN FRANCISCO, 153 Kearny
LOS ANGELES, 730 S. Grand Ave.   SEATTLE, 912 Western Ave.
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THE McCORMICK-DEERIN is acclaimed as the answer to the need of golf courses for mobile power.

It is designed and built primarily for the construction and maintenance of golf courses. The FAIRWAY is the all-around tractor for the construction and maintenance of golf courses. The FAIRWAY is completely satisfactory for the power and speed on the level, for flexibility, and for accessibility. When drawing up your budget for the construction and maintenance of your course, consider the FAIRWAY tractor and other equipment available from McCormick-Deering.

Scores of FAIRWAYS are at airports the country over, on fields, and in estates, and for a variety of other uses. The FAIRWAY and the power machines it handles are sold by 174 Company-owned branches in the United States and Canada. McCormick-Deering equipment is yours for sale by our manufacturers and dealers.

Write for special catalog on golf tractor and other equipment. It is your responsibility to maintain proper maintenance of your equipment. McCormick-Deering is the manufacturer of the FAIRWAY tractor and other equipment. McCormick-Deering. Tell us any idea for making golf courses work better.
WATER at high pressure—all over the course

Pioneers in the building of complete water systems for golf clubs, private estates and subdivisions, there is a chance that will completely solve your water problems, whether in the club house, on the greens or all over the ways and give you ample pressure for complete fire protection.

Most of the leading clubs—Searsdale, New York; Chevy Chase and Congressional clubs at Washington; Olympia Fields, Chicago and dozens of others—use Kewanee Systems.

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90 Models and sizes from which to choose.

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Greens and House Committees, Greenskeepers, Managers are invited to put their special problems up to our Engineering staff. During 30 years devoted to building supply systems we have met and solved similar problems. No obligation for this service.

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TIME—THAT TOUGH OLD TESTER...

Meet Time, that tough old tester of everything in this world. To his aid, Time calls all the destructive forces of the universe. Years come and go, storms and sunshine, heat and cold make their accustomed rounds, while Time, the tough old tester, broods over the world, trying, testing, destroying.

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There is a vast difference in seed. Most authorities will agree that the purest seed is not only the best to sow, but the cheapest in the long run. We invite a comparison of Scott's Seed with any on the market. Write or wire for quotation.

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Smooth operation is permanently assured with F. & N. TITAN Fairway Mowers because they are equipped with the patented F. & N. Self-Adjusting Device in the revolving reel. It eliminates troublesome adjusting of these bearings.

**The F. & N. Putting Green Mower**

For producing those velvety smooth greens so essential today, greenskeepers say the F. & N. Putting Green Mower is the finest ever produced. Lighter and easier running than ever. It embodies self-adjusting SKF reel bearings, alemite oiling, etc. Rubber-tired carriage for transporting is furnished with it.

**YOU CAN OFFER** more in the new F. & N. Mowing Equipment for Golf Fairways for many reasons. Among these are: F. & N. TITAN Mowers designed and built especially for this rugged service. The patented interlocking frame and cutter bar construction which keeps the mowers in rigid alignment. Drop-forged steel gears with cut teeth and heat-treated, revolving on Timken Roller Bearings in a constant bath of oil. Five blades made of special analysis chrome vanadium steel. Every part is mathematically machined and fitted as precisely as the parts in finest automobiles. Best of all, is the self-adjusting device. The new all-steel gang frame is stronger, lighter, more flexible, more convenient and efficient in operation. It handles mowers in gangs of three or five for any tractor.

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