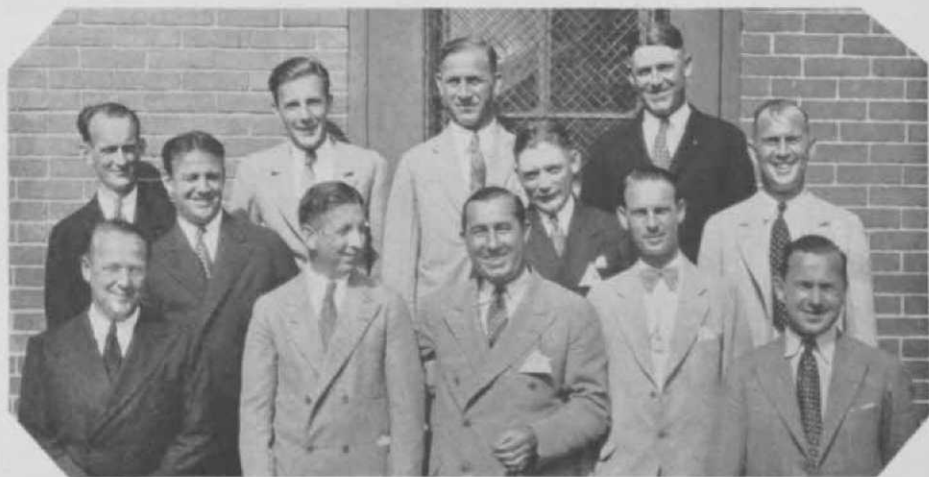


Walter Hagen and His "Gang" Line Up at Annual Sales Meeting



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

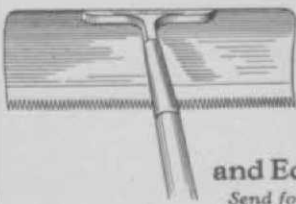
L. A. FERGUSON, who for the past ten years has been factory Sales Manager of the Ideal Power Lawn Mower Company at Lansing, Michigan, on September 1st

The Peerless Mower Sharpener

The Peerless Lawnmower sharpener grinds all makes of Power, Horse and Hand Mowers in 20 to 30 minutes, with razor-like edge, giving any desired clearance or bevel. Mowers run easier, less power required, hence more speed. One owner reports they have dispensed with one man. Another writes: "The Peerless Sharpener saves us \$700 to \$800 annually." Write for Catalog and list of users.



The Fate-Root-Heath Co. 888 Bell St., Plymouth, O.



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Hovey's Reliable Golf Course Grasses and Equipment.

Send for a copy of our latest illustrated catalog

The Hovey Rake "a very efficient worker"

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G P M
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.

ATKINS & DURBROW, INC.

Burling Slip—Near Front Street
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Used Golf Balls Bought

Check sent 48 hours after
their receipt. *Any Quantity.*

GOLF BALL SUPPLY

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MY STOCK OF GOOD NO. 2 PRO-FINISHED GOLF SHAFTS, GOING FOR FIFTEEN CENTS, IS LARGER AND BETTER THAN EVER. YOUR ORDERS, CASH OR C. O. D., WILL RECEIVE PROMPT ATTENTION.

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MEMPHIS, TENN.

MAY FAIR GOLF BALLS

Noted for their Longer Flight, Accuracy and Durability

\$3.60 per dozen—C. O. D. Prepaid

Repaints—All Makes—All Grades

MULHERIN RUBBER CO.

1311 Chestnut St. St. Louis, Mo.

Dealers write for our prices

Waterweeds removed easily and effectively from any lake, pond or river. Write for particulars.

*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



L. A. Ferguson at Chicago for Ideal.

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.