

"PEG"

REG. U. S. PATENT OFFICE



FOR PROFIT

Undoubtedly the kind folks who give away golf tees rob you of your market.

Fortunately there is abundant proof that "PEG" sells even where free tees are available.

"PEG" has been introduced in every golf playing country and everywhere golfers are enthusiastic about it.

They find it so easy to use.

The long taper and smooth point goes into the ground easily.

The shape of the head fits snugly between the fingers. The ball spills off the shallow fan when you are ready to spill it—not before.

"PEG" sold well last year. It is a better tee this year. Everything indicates that it is going to have a very heavy sale this season.

The number of tees to a box gives you a quick turnover and the price allows you a splendid profit—you just try it.

All white or assorted. Always packed in yellow boxes.

If your jobber has not got them write us.

GRANBY MFG. CO., Inc. - KEENE, N. H.

Topeka Pro's Sales Plan Features Advertising

C. M. "CHICK" TROUT, pro at the C. Topeka (Kan.) Country club, is planning to use advertising on a carefully planned basis in making his 1929 sales volume a record-breaker. Trout has set aside money for his season's advertising appropriation and is launching his advertising during the first week in March with the accompanying letter, which is to be mailed to all of his members.

About the twentieth of the month Chick will send out a card telling of the arrival of his new stock, and possibly, information about club-cleaning and instruction. He is repainting his shop and installing new showcases, having found that a few dollars spent in this way pay big dividends.

Women's business is getting to be quite an item, Trout notes. At Topeka Country club "Ladies' Day" is every Tuesday morning. At various times he gives a demonstration to the crowd of women; showing the different strokes, answering instruction questions and interpreting rules. The feature has been enthusiastically received, and has indirectly and directly resulted in a lot of business.

C. M. "CHICK" TROUT
Golf Professional
Topeka Country Club
Topeka, Kans.

March 4, 1929

Dear Mr. Bullis:

It gives me great pleasure to have been retained as your golf professional for the coming season. I have selected as my assistant, Earl Bonebrake, who has served me faithfully as a caddie, and in the shop for the past years. I hope we may be of a real service to you during the coming season.

My shop is stocked with merchandise which I have personally selected and purchased from the highest grade manufacturers in the world—the selected P. G. A. models woods and irons, the Walter Hagen woods and irons, the A. G. Spalding & Bros., the Crawford, McGregor & Canby Co., the Burke Golf Co., the Kroydon Co. and the Vulcan Co., the Beckley-Ralston stroke savers, Geo. Nicholl irons, Spence irons, Hendry and Bishop irons and the Butchart-Nicolls clubs.

Should you desire any article not carried in my stock I will be pleased to order same for you. While at the club you are cordially invited to inspect my excellent display of merchandise.

I shall conduct regularly, as I have done in the past, classes of instruction for caddies, and I shall appreciate your reports to me of their conduct.

My thirteen years of experience as an instructor and player qualify me, I believe, to be your Golf doctor, lawyer and merchant. I sincerely hope my assistant and I may assist in making this your most enjoyable golf season.

Very truly yours,
(Signed) C. M. "CHICK" TROUT.