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It's as long a ball as you have ever known and more durable than any distance ball you have ever played—and we mean it.

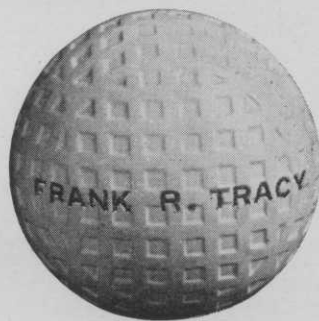
It's acceptance was immediate but it took a long while to build it. It's a new ball, yes—but the tremendous volume of repeat orders prove that it is making good on all claims. You have only to try it and you will add your endorsement to the list of prominent Pros who are telling us that we have "rung the bell" with this new aristocrat of the tee and green. If you're interested in offering the best to your following—then you are interested in Hol-Hi.

White — Orange — Yellow  
\$1.00 each — \$10.75 per dozen.  
Dura-Dist guaranteed for 72 Holes  
White — Orange — Yellow  
75 cents each — \$9.00 per dozen

# Wilson

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New York Chicago San Francisco



To the advantages gained by every player using it—games speeded up, mistakes obviated, lost balls recovered and ownership permanently established without the slightest injury to the ball—is **added** a **club** asset of incalculable value in prevention of golf ball bootlegging and the promotion of frictionless golf. The advantages begin with the free marking service, which should be available to every player in every club shop.

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Machine is  
**FREE**

under the simple  
conditions, easily  
met by any club  
or pro. Write to-  
day for free  
booklet.

The Fulname Co.  
So. R'way Bldg., Cincinnati, O.  
Also Manufacturers of the Fulname  
Golf Club Marker

and diversity of tees is something which is very much in its infancy."

This north course at Los Angeles is due for a lot of comment as the Thomas design provides four separate courses, with other combinations being possible, if desired.

The yardage and arrangement of the regular and championship courses, from long and from short tees, is given by Mr. Thomas as follows:

Hole	REGULAR COURSE				CHAMPIONSHIP COURSE			
	Short Tees		Long Tees		Short Tees		Long Tees	
	Yds.	Par	Yds.	Par	Yds.	Par	Yds.	Par
1	470	5	480	5	470	4	515	5
2	420	4	430	4	450	4	470	5
3	330	4	360	4	370	4	380	4
4	175	3	190	3	200	3	205	3
5	360	4	360	4	455	4	455	4
6	300	4	320	4	330	4	330	4
7	225	3	245	3	265	3	360	4
8	505	5	510	5	515	5	530	5
9	170	3	175	3	180	3	180	3
<hr/>								
	2955	35	3070	35	3235	34	3425	37
10	400	4	400	4	400	4	400	4
11	165	3	180	3	200	3	210	3
12	260	4	320	4	330	4	340	4
13	400	4	410	4	420	4	435	4
14	530	5	540	5	550	5	570	5
15	130	3	140	3	145	3	145	3
16	425	4	435	4	440	4	445	4
17	360	4	400	4	410	4	420	4
18	420	4	440	4	450	4	490	5
<hr/>								
	3090	35	3265	35	3345	35	3455	36
<hr/>								
	6145	70	6335	70	6580	69	6880	73

The sequence of yardage:

Hole	Long Tees		Other Tees	
	Yds.		Yds.	
14	570		530	
8	530		515	
1	515		470	
2	470		450-420	
18	490		450-420	
5	455		360	
16	445		425	
13	435		400	
17	410		360	
10	400		...	
3	380		340	
7	360		265-240-225	
12	340		260*	
6	330		300	
11	210		165	
4	200		175	
9	180		...	
15	145		...	

\*(2 shots) up hill into wind.

One detail concerning the No. 5 hole concerns playing comfort and ease. From

the long tee to the green there is quite a long and fairly steep hill and by dividing this hill by the short tee the player has a rest after walking part way up the steepest rise which runs from the back tee to 220 yards.

With reference to the yardage arrangement, Mr. Thomas remarks:

"You will note that in some instances we play a hole as a one-shot and again as a

two-shot; No. 7 being played from four tees—the short tee of the regular course of 225 yards, the long tee 245 yards and on the championship course there is one tee of 265 yards with a par 3 and another tee of 365 yards with a par 4. On another hole, No. 5, we play the regular course with a distance of 360 yards with a par 4 and on the championship course we have a tee which gives a distance of 455 yards with a par 4.

"This arrangement is different from the methods used on various eastern courses, the National, for instance, where different tees give different yardages, because with our work we are arranging the green and trapping on the hole so that the same will play properly as a 360 yard or a 455 yard hole.

"You will note that the short tees give something over 6100 yards while the long ones give close to 6900, and this is from the middle of the green so that if we wish we may increase the distance on the long championship course to over 7000 yards."

# How My Job Looks

—to me

By "THE NATIVE SON"

IN JUNE GOLFDOM there were some interesting comments on the California professional golf situation, wherein certain obviously knowing writers commented on the situation confronting capable California pros who are having difficulty in getting not only the cash, but the cooperation that they merit. The condition is not one that should be unduly alarming to those pros farther east who have the present and future good of the entire pro cause at heart, for it is being worked out satisfactorily in two ways; in one, by a representative and unified group of professionals who are trustworthy business men, and in the second way by a better understanding of the pros' position and ambitions on the part of club officials who are cordially and definitely helpful to us.

The fellows back east have troubles of their own I hear, in the horde of half-baked so-called pros who beat able pros out of jobs by taking jobs for little or no money—just so they can be called pros.

In California the club officials have had their "burning" on the cheap pro business and from what is told me many of the clubs in the central states and east still have this hot whirlwind to reap.

California has been done an injustice by the tales going back east that it is a low wage country. The damage has extended far beyond the pro golf field. It has spread to practically all lines of endeavor, but like all generalities it is open to debate.

California naturally attracts to its confines more people than those to whom it can give work. This can be readily understood—you know that no one can be blamed for longing to live in this land of sunshine.

Don't get me wrong—this is not a propaganda letter but is absolutely a plain statement of facts. There are more people in California and more coming in than there is generally work for and consequently fields are always over-run so that the pay in practically all lines of work is much less, but good, intelligent workers are one hell of a long way from going hungry.

Being sort of a golfing paradise there is more of an influx of pros, assistants, caddies and all that goes with it so that the golfing condition is bad, as a rule.

## Need for Sifting

There naturally are many more applicants than there are positions with the result that there is more or less a tendency on the part of some of the boys to take jobs for anything at all, in other words it reduces itself to a question of self preservation.

That is a natural state of affairs.

On top of that the golf situation has been dominated here in Southern California for many years by a real dictator. God bless him, he was a great boy at that (he died about three months ago) but he apparently did not have much use for the pros, or didn't see their viewpoint, so he did a lot in making things tough for some of the pros—in fact he was one of the first to take concessions away from the pro—and put him on a straight salary basis.

Try and get along and give what you want to give, and should give, to your members on that basis.

## Weather and the Ego

Then we have here another condition—one that is having a far reaching effect on the pro and his future. California weather is quite reliable. They can golf here practically 340 days out of 365 and that's conservative. In fact, they can golf every day of the year.

Then we have the tourist or vacation golfer who comes here to play.

The weather plus the tourists looking for a place to play make the field for pay as you play courses seem attractive.

On this score, of course, Chicago leads the world, but when a group of fellows start a club as a business venture they are out to secure every nickel immediately in sight. So they put every body on a salary basis and then they have complete control of everything. Of course in a commercial proposition a well known

## "Get Into The Groove"

By Gene Sarazen



Gene Sarazen

IT GOES without saying, that in order to become great in any athletic line of endeavor, it is necessary and imperative that one follow a careful, well-laid out plan of daily practice, and adhere to it religiously. That old maxim, "Practice makes Perfect," never held more truth than in the athletic field. Some of the world's greatest athletes could never have risen to the high standard of athletic perfection without the continuous practice grind.

"The object of continuous practice is to get into the so-called 'groove,' and no athlete, no matter what particular field of endeavor he follows, can be

great unless he falls into that groove and strives to stay there.

"There is no club in the bag that calls for a more perfect rhythm, evenness of swing and accurate timing than the driver. The greatest difficulty, as I see it, for one to perfect this most important stroke, is the failure of the majority to get the proper and uniform tee up of the ball at all times.

"Up to the present time, too little attention has been given to the proper tee in teeing each and every time you drive.

"One can readily see and appreciate that by varying the height of the tee each time they drive, they are unable to follow the circle of the club and meet the ball at the same point of contact consistently.

"In my opinion, a tee that will give you a uniform height of the ball, at all times, is the logical tee for best results."

## "RITE-HITE TEES"

are used by

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Harry Cooper,  
Johnny Farrell,  
and many others  
exclusively be-  
cause they have  
the right prin-  
ciple—



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pro is of considerable value as a drawing card but the situation works around to the fact that people play golf because of "A chance to work their ego" (an angle I personally feel is quite true).

Golf is a popular game because unlike any other sport or game it gives the individual complete control of the situation—the club is in his hands—he alone is master, and if he *does* he's satisfied and if he *don't* he tries again. No one takes the play away from him and no one takes credit for the success. In other words it's a chance for self expression.

By getting back to the idea of securing prominent pros as drawing cards at the clubs means that we are going back to where the game started in this country—the pro was a necessity then—they had to have some one at each club to attract people to the club—some one to encourage people to play—some one to coach them how to play. But things are somewhat different now, people understand golf or at least they are becoming more familiar with it each day.

### A New Pro's Day

Where one time the game needed the pro it is now getting to the point where the pro has to be "up and at them" or they will forget that there ever was such a thing as a "pro"—of course there will be caddie master, and the club cleaner and the man who instructs golf, in other words as the game gets better organized it will outgrow the old "pro" as we used to know him. This is another of my personal conclusions, that the game is really outgrowing the old idea of a pro. I believe our American born and Americanized boys are much alive and will keep pace with the development of the game and it sure is bound to develop.

Naturally any pro is going to take more interest in his own business than he is in some one else's so it logically is better for the club to let the pro run the shop. The pro will actually make more money because he will work harder.

Of course we have had many incompetent pros who have made quite a mess of things but then that's the fault of any young profession. Things are changing. The national P. G. A. is becoming far more strict regarding memberships but in the past almost anyone with the ability to smack a ball could readily secure a job as a pro. The game is outgrowing that. The clubs want some one first of all with

a personality and responsibility, some one who can teach so as to be able to help the members, and last of all some one who can play because most people join a country club not to watch someone play but to play themselves, so it all works out alright after all. The pro who delivers the goods is bound to get the reward.

So let's work and wait and don't worry.

## Woolley's "Tee Topics" Fine Pro Business Getter

TED WOOLLEY, pro at Maple Hills Golf club, Kalamazoo, Mich., gets out a business building booklet for his members that is one of the best things of its kind we have seen. Woolley's booklet, known as "Tee Topics," has been cited before in GOLFDOM as a shining example of what can be done by a pro who is overlooking no opportunity for serving his members and increasing his shop sales and instructions.

The summer issue of "Tee Topics" starts out with some concise instruction tips that Ted has written after watching his members. He writes these tips on driving, the mid-iron, the mashie and on putting. There are a number of personal items concerning club members given space in the booklet.

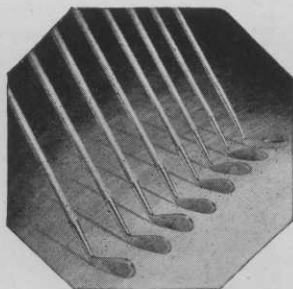
He also gives space to his free group lessons for women every Tuesday evening—this stunt, incidentally, should be a good boost for Tuesday restaurant business at the club. He also gives free group lessons for the children every Saturday morning.

Woolley has some practical and helpful copy on the choice of clubs and on instruction that we reproduce from "Tee Topics" as being worthy of much use among the pros. Woolley says:

When the majority of golfers begin to play golf, they make the mistake of buying a cheap set of clubs, consoling themselves by saying that they will buy better ones when they learn more about the game. This is, of course, false economy.

Instead of handicapping yourself with clubs that don't suit you and never will, start this season right. Let me inspect your clubs and match them up. An important thing is to have a matched set of clubs, so made that, when you swing one you have swung them all.

I have procured the finest and largest stock of golf supplies in Kalamazoo for your benefit, and I want to impress you with the fact that *I guarantee to please you*. When you buy a club from me, you



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# Walter Hagen says

"IF you haven't shot my ball yet I'd like to have you give it a try.

I've used it now in four major events—the Western Open, the P. G. A., the British Open and in the National Open—and it has served me as no ball ever served me before.

"It seems to me to have everything that can be put into a golf ball. I know of no other ball so high-powered off the woods, or so responsive from the irons, that will take the punishment that this ball does.

"Now that we have this ball developed to its present stage I can see no reason why your members should continue to buy foreign made balls at any price. My ball at seventy-five cents is either equal or better than any dollar ball ever sold.

"Furthermore, the Hagen ball is sold only by the better stores who maintain the price. You have no jobbers, mail order houses or cut rate concerns taking business away from you because we won't sell them. You'll find no Hagen balls in the corner drug or radio stores either. We protect the Professionals—and I think you'll agree with me—that's something."



Walter Hagen  
GOLF EQUIPMENT  
Made by The LAYOUNG COMPANY  
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are just trying it out. If it does not suit you, I want you to bring it back. Sometimes it takes a lot of time and money to please people, but I get a lot of satisfaction and, at the same time, make lots of friends.

Before I sell you a club, I like to see you swing. Quite often, a well-balanced club will correct a slice or a hook. I have been making clubs for over fourteen years, and, during that time, I have combined the best ideas obtainable. For instance, a stiff-shafted club is most often the cause of your slice; but, at the same time, a fast swinger should use a stiff shaft, and a slow swinger a whippy shaft. Get a good set of clubs in which you have confidence, and see how much easier the game is!

Relative to practice and instruction, Woolley writes in his "Tee Topics":

## PRACTICE MAKES PERFECT

This adage is very old, but it is true in all sports. Bobby Jones climbed to supremacy by means of constant practice. We cannot all become golf champions, but we can at least attain a skill that will make this game enjoyable. So the thought at the outset of the season is that a little early practice will put you in shape for the coming tournaments. You cannot learn by reading golf books, although you may derive a little benefit from them. *Golf is an applied science.* It is pitiful to watch some golfers play without any knowledge of the mechanics of shot-making. Start the season right! Take a few lessons in order to get some good ideas to work on. Then practice. We have constructed for your benefit a wonderful practice green and two practice fairways. Use them and improve your game.

Should you need any advice or service at any time, please remember that it is my wish to do all that is possible to make your golfing days at Maple Hills the most enjoyable days of your life.

## WINN BRINGS "WHEEL-LESS" WHEELBARROW TO U. S.

E. L. Winn, Inc., 355 Jersey Ave., Elizabeth, N. J., is putting on the American market the "Wheel-less" wheelbarrow. It is claimed for the "Wheel-less" that it will carry a full load over the softest ground without leaving a mark, that it is light and easy to push, and that it has a self-cleaning track that does not require lubrication.

Instead of a wheel the "Wheel-less" has a "caterpillar" device, 3½ inches wide, spreading the load over a ground surface of 36 square inches. The tracking device is self-locking and has a convex curve equal to that of a wheel 10 feet in diameter.

# Evanston's Fairway Water System Described

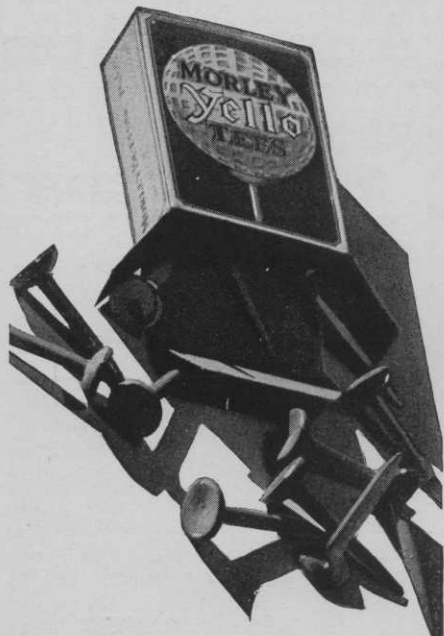
By PAUL E. GREEN

EVANSTON Golf club is located on Dempster Street about two miles west of Evanston, in the Chicago district. It consists of approximately 200 acres of land on which is laid out an eighteen hole golf course with the usual accompaniment of tennis courts, croquet grounds, etc. The land is very flat, considerably wooded, and much of the sub-soil generally is a tight clay with very little top soil. The west or first nine has a decidedly poorer quality of soil than the east or second nine. The fairways are very wide as would be expected from the acreage in the club, and there is no crowding of the holes. The course is 6500 yards long and was built about ten years ago, the club having moved from a previous location at that time. The property was purchased at an average cost of about \$700.00 an acre, and due to

the growth of the city of Chicago and the surrounding communities it is now valued at about \$10,000.00 an acre.

Due to the soil condition and extreme variations in temperature which are prevalent in Chicago and vicinity, there have been long summer periods when the fairways, particularly on the first nine, burned very badly. The grass and turf has never been very good. The club is a popular one and play is heavy so there naturally have been many complaints as to the condition of the fairways. Because of the value of the property, three or four years ago there was a demand by a considerable percentage of the membership that the club sell and rebuild on more desirable ground, but the convenience of the club to the north side of Chicago, it being possible to reach it in from 30 to 40 minutes from downtown, induced the majority of

## Good Sportsmanship and Darned Good Profits



It is good sportsmanship for the Pro to push the sale of Morley Yello Tees—

Because the Morley Yello is the tee that does not and cannot injure the Golf Club's expensive lawn mowers.

And it is also good business common sense for the Pro to push the Morley Yello Tee—

Because he will find that Morley passes along to the Pro a larger profit than he gets on any other high quality tee.

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the members to refuse a flattering offer for the property which would have netted them several times what they had invested.

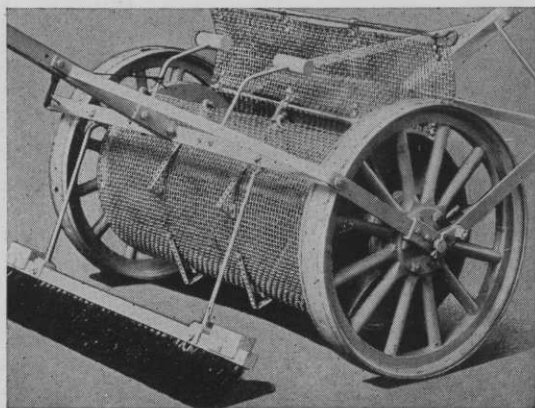
There are approximately one hundred and fifty golf courses in what is known as the Chicago district. Several of them had experimented with sprinkling fairways and three or four of them had constructed systems. The expense of these systems as commonly reported, however, was very high, one club reporting that it spent nearly \$100,000.00 in such investment. (Including well and house watering system—Ed.) The directors and members of the Evanston club hesitated at such an expenditure and the writer was called in to advise them as to their hydraulic problem, and to estimate the cost.

### Present System

A study of the problem developed that the watering system for their greens was good; it consisted of a complete system of circulating mains varying in size from four inches at a maximum near the clubhouse, to one and a half inches in diameter as a minimum at the farthest point from the source of supply. The source of supply was a twelve inch well some 1,500 feet in depth which penetrated the water bearing Potsdam sandstone and the water stood normally about 70 feet from the surface. A test showed that it was good for 500

gallons per minute. The machinery, however, was not adequate to pump such an amount nor were the mains of sufficient size to distribute this amount of water without so reducing the pressure as to render them practically useless for fairway sprinkling. The sprinkling of greens requires from five to seven gallons per minute per green. The sprinkling of fairways was found to require from 100 to 200 gallons per fairway per minute and on the basis of normally sprinkling three fairways at one time, and in cases of emergency still more, it was decided that the mains and the pumping machinery should be of sufficient capacity to pump and distribute not less than 750 gallons per minute, though not necessarily all through one main.

The cost of pumping the water is a large factor in the operation of a fairway sprinkling system. Deep well pumps are not and cannot be from their nature, the most efficient type of pumping machinery, and the calculation showed that the cost of water so pumped would be not less than 15c per thousand gallons, and that in order to be safe it would be necessary to install much larger pumps and enlarge the pump house. Such a layout together with the distributing mains would cost in the neighborhood of \$50,000.00. It



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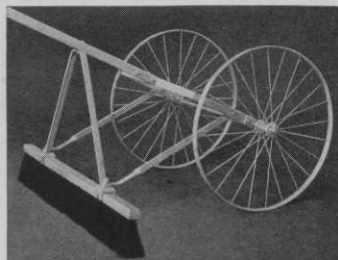
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further developed that the surrounding community of Niles Center, Illinois, was enlarging its water system in an adequate manner, that the club property was surrounded by mains ranging in size from 12 inches in diameter down to six inches, and that the water could be purchased from the village on a sliding scale which would average about 13c a thousand gallons. By properly designing the distribution system, using all of the old mains which would be of any use and reinforcing certain lines, a satisfactory distribution system adequate to sprinkle the eighteen hole golf course which was distributed over a 200 acre tract could be built for less than \$20,000.00 as against about \$50,000.00, by using their own plant, building, and installing the necessary new machinery.

### Greenkeeper Supervises

On receipt of this report the directors of the club immediately authorized the expenditure and the writer was authorized to enter into the necessary contracts for the work. The plans were made in great detail, so that the greenkeeper could supervise the work with a minimum of effort, all material was purchased direct, and a contract was let for the ditching, laying, testing, backfilling, and connecting of the old distribution system to the new one. This contract was entered into about November 1st, 1927, and in spite of adverse weather conditions, was fully completed by May 15th, 1928, and is now in operation. The mains are four feet deep. The total cost of construction was \$17,500.00.

### Results Apparent

Before the system was completed there was an insistent demand for its use. The spring of 1928 was an exceptionally dry one and the results are already apparent. One very noticeable result of the installation is the demand on the part of the membership that the property be sold has practically ceased. Members are much better satisfied and the grass and turf is rapidly developing. The greenkeeper estimates that much less seed, sand and fertilizer will be required than has ever been used before and the water bill has, on a unit basis, been materially reduced.

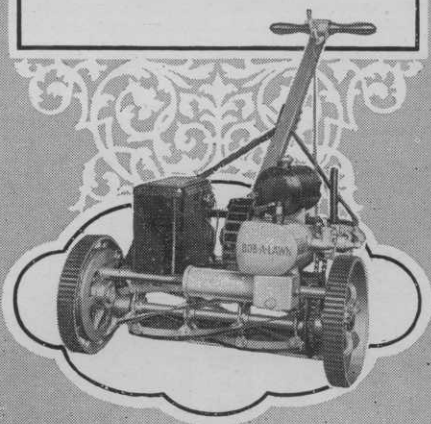
While the system has as yet been in operation too short a time to get the full benefit yet some features stand out very strongly. One of these is that the pressure at the main shall be approximately 75 pounds and about 45 pounds at the sprinkling nozzle. A second is that it is not

# BOB-A-LAWN

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"Puts the finishing touch to the course," writes the president of a mid-west club. "BOB-A-LAWN cuts the hard spots which were neglected before. It follows the big mowers cutting the aprons surrounding the greens, the bunkers and around the traps. It's a real investment."

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Lincoln, Nebraska



Cushman Motor Works,  
Lincoln, Nebraska

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Signed .....

.....

necessary to spend exceedingly large sums to build a fairway sprinkling system, but that it is necessary to have one completely and adequately designed. The Evanston club was fortunately situated as regards water supply and it is not probable that many representative clubs can install such a complete system at so low a price, but unless the situation is very adverse no fairway sprinkling system should cost more than \$35,000.00 or \$40,000.00. The third feature is that night sprinkling seems to work best. One and one-half inch hose is used, and nozzles of about 35 gallons capacity.

One man, in addition to the one man needed for sprinkling the greens, is the labor required. Finally, there is a lot of difference in the various types of sprinkling nozzles. Some will cover fifty per cent greater area than others. Simplicity is desirable, and showiness is not a factor.

### Systematize Expense and Show a Profit

ONE of the few clubs in this country that can boast it has never had an assessment since its incorporation and in-

variably shows an operating profit each year is the Lakewood Country club of Denver. It was organized in 1908 and its no-assessment, no-loss record is remarkable.

How this pleasant state of affairs has been maintained is described in a letter from Howard H. Mehlman, assistant secretary of Lakewood. He says:

"Out of our \$8.80 monthly dues, one dollar goes into a sinking fund to retire our mortgage indebtedness. With 450 members, this means we pay \$450 on any amount that we have borrowed from the banks. On an estimated valuation of between \$400,000 and \$500,000, we have at present a debt of only \$48,000. On this indebtedness we apply each and every month \$450, or \$5,400 per year, so that you can see how we keep our debts low and continually being paid off.

"Under this business-like method of running the club, when, as an example, it comes time for fall purchasing of seeds, we do not find ourselves worrying over necessary funds. Instead, we have anticipated these expenditures in our budget, and have the money on hand to discount the bill upon delivery of the seed. You see, we discount our bills just the same

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