



# Jacobsen Power Putting Green Mower and Greens Brush Making Friends Everywhere

These letters contain noteworthy evidence regarding the practical economy and efficiency of America's most popular Power Putting Green Mower. The Jacobsen Greens Brush Attachment keeps the grass from matting, aerates the turf and helps prevent brown patch.

## Hawthorne Valley Golf Club

CLUB OFFICE HAWTHORNE, MICH.

November,  
Twenty eighth,  
Nineteen hundred twenty eight.

Jacobsen Manufacturing Co.,  
Racine, Wisconsin.

Gentlemen:-

We brought our third eighteen hole course into play last June. It was equipped with three Jacobsen nineteen inch power mowers. From watching results this past season the writer is inclined to believe we will equip our other new course next spring with the same kind of machines. If they continue to perform as they did this season it is quite evident that we will have to equip our six courses with these devices for the reason men like to work with them at any time, while with the old type push mowers men hate to handle them, particularly on hot days of summer.

It is the writer's belief that our new bent mowers are as good as the best in the country and they were in wonderful shape with this new type mower, and I have a just share of the credit must go to the mowers, at our workmen say so.

Yours truly,  
HAWTHORNE VALLEY GOLF CLUB

by

*A. D. Thompson*  
Vice President and Manager.

## THE CLEVELAND DISTRICT ASSOCIATION OF GREENKEEPERS CLEVELAND, OHIO

August 21, 1928.

Jacobsen Manufacturing Co.,  
Racine, Wisconsin

Gentlemen:

Your 19 inch putting green mower with brush attachment is without a doubt the best power putting greens mower I have ever used.

At present we have twenty-three greens to mow, eighteen regular greens and five practice greens. A few years ago four hand mowers mowed the twenty-three greens in three and one-half hours. The grass was thin and shoving a hand mower was not such a hard task, but today our stand of grass is heavy and it is almost impossible to expect a man to shove a hand mower through at the same speed. The only solution was power mowers and Jacobsen 19 inch mower has done the work.

We have some bent greens that are on sloping ground, the grass seems to run on these slopes and we had to brush it very often to keep it short and standing up. With the brush attachment this is done in one operation, saving time and money.

For my work I want the Jacobsen 19 inch putting green mower with brush attachment.

Yours truly,

*J. A. Burkhardt*

## Valuable FREE Booklet

Send for your copy of  
"Modern Equipment for  
Putting Green Upkeep."  
Wire or write for actual  
demonstration at our  
expense.

**Jacobsen Mfg. Co.**  
Dept. 12, Racine, Wis.

New York Office: 507 West 56th St.

wrecks our entire price structure," this manufacturer stated.

One of the leading manufacturers who is widely known in the pro field picked out one bond of sympathy with the pros that he considers well worthy of pro thought. Let's have his own words:

### Penalty of Reputed Riches

"A serious handicap to the pro is the public belief that his annual income ranges from \$10,000 to \$50,000. There is no need detailing to the pros how this erroneous impression is cramping his chances for financial growth. The manufacturer in the golf field suffers from the same mistaken idea and strange to say the professional is the one who is most vehement in picturing the manufacturer as one who rolls in huge stacks of his gains.

"Golf is a grand and growing business but it is by no means of the vast dimensions it is loosely credited with. GOLFDOM's survey showing around 1,600,000 active golfers I believe is the soundest estimate of the golf market, not the four million figure frequently heard. There are no fabulous fortunes being made in the manufacture of golf goods. There may be some day, I hope, but during the past ten years the story has read the other way for a good many. In our own case, were it not for the volume we have on one of our popular products we would lose money on it. You hear the wild statement that "a fellow on the inside told me straight that it costs only a dime to make the best golf ball." In some golf balls there are approximately 70 operations. In making highest quality clubs the manufacturing process steps run up around 100. Those facts don't jibe with the fairy tales about the long profits in golf goods manufacturing. Still you hear claims made that collective buying would save the pros 20%. I don't see how in the hell it could when that is double what we make and we pride ourselves on being as thrifty and fair as is humanly possible and maintain the superior character of our merchandise.

"We've all progressed in this business so the pros and manufacturers can pat each other on the back for our work in getting a new business quickly and correctly grounded, and now what we all need most of all is intensive and intelligent market development that will increase our sales to present golfers and promote the continuously rapid growth in the number

of players. The way the outlook seems to me, none of us have any idea of the tremendous size the golf market will reach in the next decade. Look what it has done since the close of the war when it really got going, and then plan for the bright future by being better prepared to sell."

You can take it or leave it. This man simply offered the statement as his contribution to getting the pros and manufacturers thinking together for combined advancement.

### Pro Credit Rates High

Now here is one of the strange aspects of the group buying proposition that was presented to GOLFDOM's editor. One manufacturer said any pro group's guarantee of credit would not be such a great inducement for reduced price from manufacturers for the simple reason that pro credit right now is so nearly 100% O.K. that if any manufacturer gets stuck on a pro account it is either his own fault or an act of providence. That was one of the best backhanded tributes to the pro business standing this writer ever has heard but it is absolutely in accord with the facts.

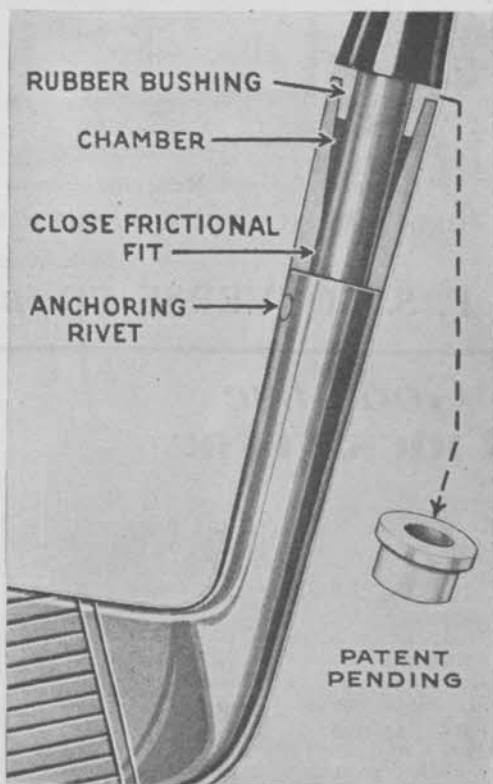
One manufacturer who probably is known personally by more than a third of the established professionals in the U. S. told GOLFDOM that the credit loss on the last \$5,000,000 of pro business done by his company was only \$18,000. Of this amount practically a half was accounted for by three pros who were discounting their bills for five or six years prior to their tail-spins. Two of them went broke on the market and the other dropped his in an unfortunate speculation. Of the remaining half of the credit loss this man believes that a greater part will be paid to the company eventually.

Another maker whose company ranks high in its volume of golf goods business said that the pro credit loss percentage was well under the general percentage for his company which is one of the country's giant institutions and does business with a widely diversified list of retailers.

So the old credit curse that used to be laid on the pros is entirely bunk in the light of the present day. The manufacturers give the P. G. A. a lot of credit for this and now generally express the hope that the P. G. A. will jump into the development of pro selling with the same sagacity, thoroughness and success.

# Wilson

puts the PRO in  
PROFIT



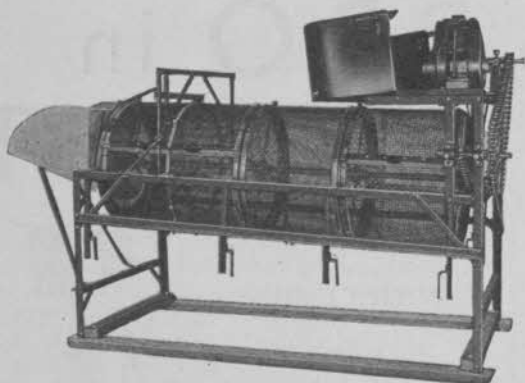
A good indication of Wilson's attitude toward the pro can be found in the pro prestige campaign which has appeared throughout the year in leading golf publications. Now, in an even greater way, Wilson is backing the pro . . . helping him develop more profitable contacts. Wilson men are now on the road with a remarkable new line. Don't fail to see the representative in your territory. He will break the news to you . . . startling news.



Men whose judgment is greatly respected on both sides of the Atlantic have told us that the new Wilson pro line is the finest ever presented. Passing up an opportunity to see and learn about it is much the same as closing your shop doors to a most desirable volume of business. It is a line which fills a definite need of the pro . . . and its popularity will not be denied. Every progressive shop owner will be greatly interested in the PRO'S OWN NAME LINE developed by Wilson.

WILSON-WESTERN SPORTING GOODS COMPANY  
NEW YORK CHICAGO SAN FRANCISCO

# COMPOST-<sup>CONVERSE</sup>Rotary Screens-SOIL



*"Converse Screens Make Par Greens"*

ORDER DIRECT FROM MANUFACTURER OR FROM YOUR JOBBER

Manufactured by

**F. S. CONVERSE CO., Box B, JOHNSON CITY, N. Y.**

The most efficient method of preparing top soils or mixing or screening compost for top dressing.

Model illustrated is driven by small gasoline engine mounted over discharge end.

Additional models for tractor or hand power.

Four grades of material at one operation—

Capacity 2-6 cubic yards per hour—

Mounted on skids for easy transportation—

The Converse Rotary Soil Screen has been adopted by clubs, large and small, throughout the United States.

## "Good-bye CHICKWEED!"

**C**HICKWEED—despoiler of beautiful greens—used to be the most difficult of all weed growths to destroy. It **still** is to those who resort to the slow and costly methods of hand-pulling, patching and re-digging.

There's only one **sure** way—simply spray on **PURFECK CHICKWEED ELIMINATOR** and in a few days "good-bye, Chickweed!" Simple, effective — saves time, money, labor. Can be used even when ground is entirely frozen. Today—send for trial can.



**ADALINK CHEMICAL CO.**  
8 Laurel Pl., Upper Montclair, N. J.

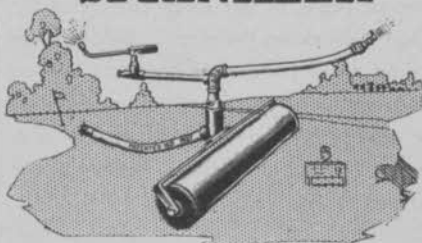
I enclose \$1.00 for which please send me prepaid one quart can Purfleck Chickweed Eliminator.

Name \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

## THE LARK SPRINKLER



"Better than rain," say greenkeepers throughout the country, when discussing The Lark Sprinkler, "because it sprinkles as evenly and gently, and is **ALWAYS** on hand when needed." The Lark is dependable for night sprinkling, too. A trial will convince you that The Lark deserves the popularity its performance has won.

Detailed Information on Request

Trial sprinkler sent prepaid. Price \$15.00 each.



**L.R. NELSON MFG. CO.**  
PEORIA, ILLINOIS



If you don't see what you need advertised in GOLFDOM, write us.

"FOLLOW THE LEADER", BUT WHY?

# Summary of Turf "Eras"

SHOWS NEED OF SCIENCE GUIDE

By Wendell P. Miller

**I**DEAL fairway, tee and putting green turf is rarely ever developed merely by letting nature take its course. The main effort in large scale turf production and maintenance is toward keeping the turf plants in the same stage of growth throughout the year—a procedure in direct opposition to nature—for nature has intended that her plants shall pass gradually through cycles, from the seedling and active vegetative stage, to seed production and maturity of the plants.

On this side of the water we have gone a long way from the original spirit of the game as it was played on Scottish heaths where every player expected, and even now still expects, to play the ball as it lies, whether the lie be good, bad, or on bare ground. Today, our players demand weedless fairways, perfect brassie lies, dry fairways in spring, and soft springy turf in August.

## The Greenkeeper's Burden.

The demand for perfection is made on every greenkeeper regardless of whatever turf situation he has inherited from the golf course builder and previous committees, regardless of soil types, soil fertility, drainage, water supply and distribution, kinds of turf plants on the courts, or what not. Naturally, every greenkeeper has struggled to supply this demand and overcome the untoward conditions existing on his course.

This has resulted in various remedies, some of which, successful where originally tried, have swept through the land in cycles or waves of cure-alls or panaceas. Within recent memory we have enjoyed four or five of these cycles, a nice but expensive game of following the leader.

Some fifteen years ago most golf courses were white-washing their fairways and greens with lime and applying no fertilizer to replenish the plant food supply which was rapidly exhausted by the high rate of availability induced by the liming.

This panacea proved a failure and it was decided that liming was the cause of all turf troubles, and especially the cause of weeds. About that time some experiments in Rhode Island showed that certain fine turf grasses thrived best in acid soils and that the weeds which usually accompanied these particular grasses did not thrive in acid soil.

This was widely advertised and the result was an epidemic of heavy applications of ammonium sulphate.

## The Stolon Era.

A few years later the difficulties of securing pure seed of the bent family in practical quantities caused the discovery that pure strains of creeping bent could be propagated by stolons and in the next few years after this discovery thousands of putting greens were torn up and planted to stolons. The stolon cycle is lasting well but it has brought on difficulties in the form of brown patch, matting, high cost of maintenance, and difficulty of securing a uniform putting texture. Under the method of using German mixed bent seed, the weak strains and those susceptible to disease are gradually eliminated by natural causes, but when greens are planted with only one strain, the entire green is at the mercy of the fungi which attacks the particular strain. Where a particularly weak strain of bent is planted by the stolon method, the ultimate complete loss of the green turf is not unusual.

## The Mercury Era.

In the five years from 1922 to 1927 stolon greens were planted in every State in the Union and to a considerable extent in Canada, with a result that the use of mercury compounds for the control of fungus diseases became the chief topic wherever turf problems were discussed. Stolon bent greens are particularly susceptible to disease and, of course, as long as we have these greens with us, the greenkeeper must carry in stock a supply of highly poisonous chemicals to combat

situations in which it is possible to lose an entire green in one or two days.

### The Arsenate Cycle.

Several years ago the lead arsenate treatment arrived as the result of discoveries made in New Jersey that the lead arsenate treatment had other merits besides killing the grubs of the Japanese Beetle. This year, perhaps half of the clubs of the United States have used more or less lead arsenate for worms, grubs and weeds; and here again we have an increase in the cost of golf up-keep dictated by the relentless effort toward perfect conditioning.

### Liming Returns.

The last plunge has been made this last season in the return to the use of hydrated lime or ground limestone on both fairways and greens, in the hope that its use will reduce brown-patch and other troubles; this trend has been accompanied by frequent expressions during the year that maybe we have been using too much fertilizer for the good of our golf course turf.

### Irrigation.

Recently there has developed a pronounced trend toward fairway irrigation. There is no question as to the efficacy of fairway irrigation, but it is quite certain that fairway irrigation is not a cure-all and that the application of artificial irrigation to large turfed areas must be ac-

companied by careful attention both to fertilization, seeding and, of course, to drainage, which is prerequisite to irrigation. Unless fundamental conditions are favorable for artificial irrigation of the fairways and the factors mentioned have been properly cared for, the steady dosing of the fairways with water may produce weeds and clover instead of maintaining the proper turf plants.

### A Changing Art.

These cycles or general application of cures and remedies have been mentioned to show that while the growing of golf course turf is an old art, that it is also a changing art.

A given treatment seldom shows identical results on two different golf courses because conditions of soil, climate and other numerous factors are seldom the same. Further, a given treatment frequently does not show the same results on all of the areas of a single golf course. But very few clubs have the personnel, the money, or the patience to do the experimenting that is necessary under trial-and-error methods to find out what program will produce and maintain the maximum quality of turf at minimum of cost. These same clubs which perhaps could not be induced to do any experimenting deliberately, nevertheless, carry on, from year to year, large experimental operations, not realizing that their turf program is based on opinions rather than

Some Outstanding

## Golf Courses

Under Construction

or Recently Completed

*Beloit Country Club*  
Beloit, Wis. (18 holes)  
*Municipal Golf Course*  
Beloit, Wis. (18 holes)  
*Woman's Country Club*  
Waukegan, Ill. (36 holes)

*Lake Anna Golf Club*  
Palos Park, Ill. (18 holes)  
*Burnham Woods Golf Club*  
Burnham, Ill. (18 holes)  
*Walnut Hills Golf Course*  
Chicago, Ill. (18 holes)

*Oneida Golf and Riding Club*  
Green Bay, Wis. (18 holes)  
*Garden of Eden Golf Club*  
Mokena, Ill. (9 holes)  
*Surprise Park G. & Boat C.*  
Cedar Lake, Ind. (18 holes)

**We will Design or Contract  
according to your appropriation**

**UNITED STATES GOLF ARCHITECTS, Inc.**

310 SOUTH MICHIGAN AVE.  
CHICAGO

STANLEY F. PELCHAR  
Golf Architect

JAS. J. PRENDERGAST  
Consulting Engineer

OTTO CLAUSS  
Landscape Architect



facts and hence is experimental in its entirety.

The establishment of experimental turf gardens in the larger centers of golf, under the control of trained scientists, is helping to answer the question of what constitutes proper turf maintenance procedure more accurately than this question has ever been answered. But how can the golf course located even twenty miles from the experimental plots be sure that it is proceeding wisely in using over the entire course the methods that appear to show results on 10x10 plots in the test garden?

The answer to a large extent lies in knowing how definitely all of the facts about the particular soil and grasses and comparing them with the same definite facts obtained from the experimental plots or from other courses where positive results have been obtained under *known* similarity of conditions.

Nowhere in the literature of golf course maintenance has there appeared specific or authoritative programs giving the treatment which is necessary for the course located on the sand dunes as compared to the course located on clay soil or the grasses, fertilizers, fungus control methods, irrigation and other remedies to all alike, with a result that most of these methods are incorrect when applied to particular situations and with the definite result that most clubs have difficulty in securing any material improvement from year to year.

We know of but few clubs which have a definite history of past treatments, and analyses of the factors which control the turf growth for each individual green, tee and fairway. Practically every club treats all of its greens alike and all of its fairways alike, and it is not uncommon to find two golf courses situated on entirely unlike soils using exactly the same methods and wondering why the results are not the same.

### Wide Soil Variations.

To show how widely the soil conditions vary between putting greens on a single course, and why, for instance, the use of lime on all eighteen greens of this course might prove injurious, the following analyses of soils on the greens of Sunset Ridge C. C. Club is given:

Sample	% N-trogen	Available phosphorus	% Organic matter	Reaction P. H.
Green No. 1...	0.23	High	4.6	7.3
Green No. 2...	0.30	High	6.0	6.9

Green No. 3...	0.34	Medium	6.8	7.3
Green No. 4...	0.25	High	5.0	7.0
Green No. 5...	0.29	High	6.8	6.9
Green No. 6...	0.25	High	4.9	7.0
Green No. 7...	0.19	Medium	3.9	6.9
Green No. 8...	0.23	Low	4.7	6.9
Green No. 9...	0.24	Low	4.9	7.2
Green No. 10...	0.24	High	4.8	7.0
Green No. 11...	0.24	Medium	4.9	7.3
Green No. 12...	0.18	High	3.6	7.2
Green No. 13...	0.25	High	6.0	6.9
Green No. 14...	0.20	High	4.0	7.2
Green No. 15...	0.26	High	5.2	7.4
Green No. 16...	0.24	Medium	4.9	7.2
Green No. 17...	0.19	High	3.8	7.0
Green No. 18...	0.24	High	4.9	7.3

These analyses were made by Professor George McClure, soil technologist at Ohio State University, from accurately collected composite samples taken by him of the top-soil of each green.

The above soil survey also included mechanical analyses of the top-soils and sub-soils on all of the greens, which threw considerable light on the drainage characteristics and the water-holding capacity of each green. While the top-soil on all of the greens was classed as sandy loam, there was still a considerable difference in texture between the different greens, which was enough to account for the difference in rapidity of drainage and water requirements, and in the varying putting qualities of the greens.

### What the Survey Showed.

Only two of the greens contained an adequate supply of nitrogen, while twelve greens had sufficient available phosphorus. Five of the greens were just slightly acid, four were neutral in reaction and nine were fairly alkaline. Prior to the survey the opinion was positive that the greens were being maintained in an acid condition. However, at the time of the survey, clover and chickweed were present in large quantities on five of the greens which proved to be particularly alkaline.

As a result of this particular survey, this course has been able to make material improvement in its fairways and greens and has been able to eliminate the chickweed and most of the clover from the greens. These improvements in the turf have been secured on a very tight clay soil—there being a number of different kinds of soil on this course—without irrigation of the fairways and where there is not any too much drainage.

The soil survey is the fundamental basis for a continuing program of turf development. When the program is started on the basis of definite knowledge of existing conditions, the old urge to try every new fertilizer or panacea, and to keep in step

"The Talk of the Golf World"

## Carrier Fertilized Turf



When You Make Out Your  
1930 Budget Include

# LECCO

the world's best balanced scientific fertilizer for fine turf. Old traditions are giving way to science in turf maintenance as well as in everything else. Lecco produces perfect turf. The expense of a compost pile is wiped out by the regular use of Lecco.

If you ever have tested Lecco you will include this remarkably complete grass food in your 1930 budget.

Certified Cocoas  
Seed. New harvest  
now ready. Limited  
supply. Wash-  
ington creeping bent  
stolons available.

1000 pounds ample for  
two applications on  
18 greens.

LYMAN CARRIER  
Granger, Ind.

Read what one of the leading Green-keepers in Canada has to say regarding the MacGregor Compost Distributor.

Long Branch, Ontario, Canada.

June 8th, 1929.

MacGregor Compost Distributor

Company,

Wheaton, Illinois, U. S. A.

Gentlemen:

I am pleased to state that I am using one of your Compost Distributors this season. I find it a great labor saver in top-dressing my greens. One great feature of the machine is the evenness of distribution.

I am getting another machine so that I will be able to get my greens top-dressed within two days.

My opinion is that no Golf Club can afford to be without one of these machines.

Yours truly,

W. J. Sansom, Greenkeeper,  
Toronto Golf Club.

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LITERATURE AND PRICES

MacGREGOR COMPOST  
DISTRIBUTOR COMPANY  
P. O. Box 717, Wheaton, Illinois



## AT EAST LAKE, Atlanta

McWANE

Cast Iron Pipe with Precalced Joints was unanimously chosen because it will never rust. And **only** McWane makes the **full** range of golf course sizes in cast iron pipe. Catalog.

Ask for names of other users

# McWANE

## CAST IRON PIPE CO.

Chicago Dallas Birmingham Philadelphia  
San Francisco Los Angeles Portland, Ore. Denver

## Planting Time is still here....

Perfect ball control and ease of upkeep on your greens are the big points.

Our true

### Washington and Metropolitan

Strains are propagated only from stock secured from the U. S. G. A. Greens Section.

We specialize on carload shipments and are equipped to handle your orders promptly, large or small.

We have many acres of newly grown stolons now ready and earnestly invite your inspection.

Our prices are right.

### LAKE GENEVA CREEPING BENT NURSERIES

Lake Geneva, Wis., or Mather Tower,  
Chicago, Ill.



with every new fad and cycle, is completely eliminated.

The turf program based upon the soil and turf survey deals effectively with the question of what turf plants are best suited to the property, what fertilizers and chemicals are needed, and when, where, and how much of each, what drainage steps are necessary, what weed-eradication methods will prove successful, how proper top-dressings are to be combined, to what extent irrigation is necessary, and what the results of irrigation will be. In fact the proper turf program outlines the procedure for three to five years, thus removing all guess work from a large number of golf course operations.

### **Arming the Greenkeeper.**

The greenkeeper who is armed with a complete knowledge of all of the factors he is dealing with is able to dispense with opinions and deal in terms of facts. The greenkeeper in this position is able to anticipate his difficulties and forestall them with proper methods. He is able to carry on the development of his turf under a definite continuous program which outlines in advance what the requirements are and how to deal with every factor.

Golf clubs which are operating under definite turf programs are able to keep down the high cost of up-keep and at the same time secure definite, positive results from all their efforts devoted to the development of the turf.

## **Club Managers Plan New York Convention**

IT is expected that the report of the standardized accounting committee will be one of the features of the annual convention of the Club Managers' Association of America which is to be held at Hotel Astor, New York, November 12-13.

This committee has the job of working out a system that can be adopted with modifications by any club and permit a close watch and comparison of operations. It took the Hotel Managers' association five years to work out the standardized system of accounts now so generally and profitably in use in that field so the task undertaken by the Club Managers' organization is by no means a small one. The managers' convention will be held while the Hotel Exposition is on, November 11-16, so the visiting managers will have an opportunity to inspect and study the

exhibits of hotel equipment suitable for club operations.

The convention program is being handled by the Metropolitan Club Managers' association and the Association of Club Managers of the City of New York. John L. Keenaghan, Beach Point club, is chairman of the convention committee of the New York managers' group and William Norcross, Garden City C. C., chairman of the Metropolitan's committee. These committees, working together, have decided upon the following program:

#### *Monday, November 11th*

Hotel Exposition opens. Grand Central Palace.

1:00 P. M. Luncheon to visiting Hotel men, Hotel Pennsylvania, courtesy Hotels Statler Co., Inc. Registration—Booth No. 462, Hotel Exposition.

#### *Tuesday, November 12th*

9:00 A. M. Registration—Foyer Convention Hall. Hotel Astor.

11:14 A. M. Convention called to order, Frank H. Murray, President.

11:30 A. M. Reading of minutes of last meeting.

Appointment of Special Committees.

1:00 P. M. Buffet Luncheon. Hotel Astor.

2:00 P. M. Meeting called to order. Address.

3:00 P. M. Discussion of General Business.

8:00 P. M. Theater and Supper Party.

#### *Wednesday, November 13th*

10:00 A. M. Group Meetings.

(a) Town Clubs.

(b) Country Clubs.

#### *GENERAL CONVENTION SESSION*

11:00 A. M. Meeting called to order. Addresses, subjects and speakers to be announced.

12:00 M. Buffet Luncheon. Hotel Astor.

1:00 P. M. Meeting called to order. Shop Talks.

2:00 P. M. Election of Officers.

Selection of meeting place for next convention.

3:00 P. M. Open Forum.

8:00 P. M. Dinner and Dance. Hotel Astor.

#### *Thursday, November 14th*

Luncheon and Golf, Winged Foot C. C., the scene of the last National Open Championship. Courtesy of William Austin, Manager.



## ..... Here's a Message for the Pro Who Is Planning for 1930!

**Y**OU don't need a lot of high-pressure optimism to foresee a big year ahead in golf sales—just study the facts. There are literally hundreds of thousands of new golfers who will be ready for new clubs and there are many more veterans than that who will discard their old woods and irons and switch to matched sets.

We are planning for 1930 to be our biggest year to date—based on new business already on the books—orders that have been placed during the past few weeks by alert Pros.

The new **VULCAN** Catalog for 1930, now on the press, will be ready for distribution during November. It lists and illustrates what we believe to be the finest line of golf clubs ever offered to your members. There are just the right number of wood and iron models, to be sold singly or in matched sets, and priced so that you may take advantage of every opportunity to make sales.

If you are planning for 1930 you'll want your copy of the **VULCAN** catalog as quickly as possible. The coupon is for your convenience. Mail it today, while it's on your mind.

**Vulcan Golf Company**  
Portsmouth . . . . . Ohio



# VULCAN

*Clubs of Character for Every Golfer*

**VULCAN GOLF COMPANY.**  
138 Second Street.  
Portsmouth, Ohio.

Gentlemen:—Send my copy of your 1930 catalog just as soon as it is printed. I want to study your line in connection with my plans for next year.

Name .....  
Country Club .....  
City..... State.....

You save time and money by answering GOLFDOM ads.

## NEW! A Profit Maker for Pros! The FULNAME JUNIOR

An individual golf ball marker (supplementing the regular Fulname Balmark Service). Write The Fulname Company of Cincinnati, Ohio, for price, description and photograph. The Fulname Junior will be ready for delivery in time for Christmas . . . and it is a gift *par excellence*.

## ALLERTON HOUSE

701 N. MICHIGAN AVE.

Official Chicago Residence 102 Colleges

25 Floors—1000 Rooms

No Surrounding Buildings

R. C. A. Radio Speaker in every Room. World's greatest receiving installation.

An Outstanding Residence  
of Executives

Route Your Staff to the  
**ALLERTON**

14 floors exclusively for Men.  
7 floors exclusively for Women

\$12.50 to \$20.00 Single  
8.50 to 15.00 Double  
2.50 to 4.00 Daily