

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
 1628 North 23rd Street Philadelphia, Pa.

*Will Exhibit at Annual Grounds Keepers' Convention
 and Golf Show, Louisville, Ky., February 4 to 7.*

N o "out-of-bounds" on this course!



FRED NEWNHAM
Greensboro C. C.

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."]



AL COLLINS
Indian Hills C. C.



ED WHITE
Hyperion F. & M. C.



FRED FORD
Red Run G. C.



Ed White, presiding genius of Hyperion Field and Motor Club, Des Moines, Ia., sets his selling stage for quick response from a lively and large membership. He must put his best selling feature in the foreground to avoid missing sales. See how he features Hagen goods.

At the Greensboro (N. C.) C. C. Fred Newnham runs a real golf store for his members. Fred is one of the leading figures in the P. G. A. of his territory and a fellow who knows his "stuff" as a pro business man. Note how the Hagen line fits perfectly into the attractive display scheme of his shop.

"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 helps 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.

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.

"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."

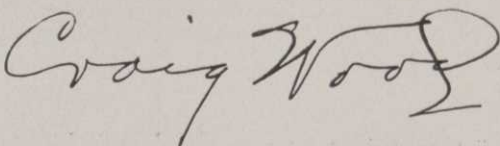
FRED FORD.

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.

Here's the E Power for a Golf Course Work

THE McCORMICK-DEERING
is acclaimed as the answer to
the need of golf courses for mobile

It is designed and built for
the construction and maintenance
of golf courses. The FAIRWAY is the
machine that completely satisfies the need for
power and speed on the level and
hills; for flexibility; and for easy
accessible construction.

When drawing up your budget
for real economy to recommend
the purchase of a McCormick-Deering FAIRWAY
the all-around tractor for
parks, and estates, and for a variety of
fields. Scores of FAIRWAYS are in use
at airports the country over.
In every field, its economical power and
versatility make it the machine
of choice for every mobile power job.

The FAIRWAY and the power
machines it handles are sold
by 174 Company-owned branches
in the United States and Canada. Its
manufacturers and dealers in
equipment.

Write for special catalog
of FAIRWAY tractor and other equipment
for proper maintenance of a

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606 So. Michigan Ave.

*The Golf
Tractor*

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Tell us any idea for making



ATER at *high* essage—all over e course

pioneers in the building of complete
 er systems for golf clubs, private
 ates and subdivisions, there is a
 vantee that will completely solve your
 er problems, whether in the club
 use, on the greens or all over the
 ways and give you *ample pressure for*
plete fire protection.

ost of the leading clubs—Scarsdale, New
 k; Chevy Chase and Congressional clubs at
 hington; Olympia Fields, Chicago and
 dreds of others—use Kewanee Systems.

KEWANEE HIGH PRESSURE **WATER SYSTEMS**

00 Models and sizes from which to choose.

Your Problems Up to Us

reens and House Committees, Greens-
 pers, Managers are invited to put their
 icular problems up to our Engineering
 f. During 30 years devoted to building
 er supply systems we have met and solved
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 ice.

Manufacturers of a complete line of
 water, electric light and sewage disposal
 system, reciprocating and centrifugal
 pumps and deep well turbines for wells
 up to 36" diameter.

ANEE PRIVATE UTILITIES CO.

Franklin St.

Kewanee, Ill.

field; they'll help you



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.

Yet Time, the tough old tester, does have his troubles. Against one material devised by man, Time and his serving-men falter. That material is genuine Puddled Wrought Iron—the metal of which Reading 5-Point Pipe is made.

READING IRON COMPANY, Reading, Pennsylvania

For Your Protection,
This Indented Spiral
Forever Marks



Science and Invention Have Never Found a Satisfactory Substitute for Genuine Puddled Wrought Iron

Let GOLFDOM advertisers help you. They are golf field experts.

Seed that lives up to your Expectations



Mr. H. G. Peterson, who has the worries of the Corey Creek Golf Course at Mansfield, Pa., on his shoulders, writes:

"We seeded our greens with a 50-50 mixture of R. I. Bent and German Bent. In six weeks we had a wonderful stand of grass. I have never seen a more uniform seeding. The grass came up thick as could be and we used about five pounds per one thousand square feet. The writer personally supervised the building of the greens and you may refer to me any time you please."

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.

O. M. SCOTT & SONS
COMPANY

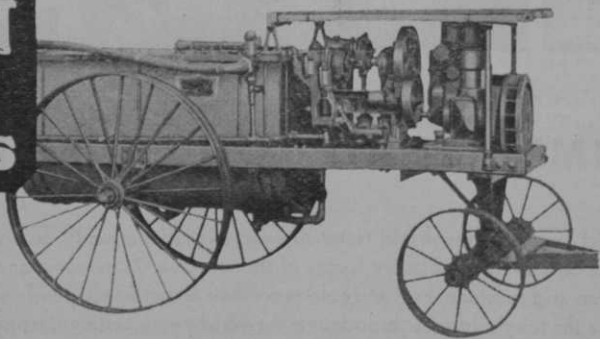


MARYSVILLE
OHIO

More than 1000 Golf Clubs sow Scott's Seeds

BEAN GOLF SPRAYERS

These outfits are specially adapted for golf course spraying. Brown patch control fungicides and various liquid fertilizers which are apt to have an injurious effect upon spraying equipment, do not affect BEAN outfits in any way whatsoever, because of BEAN construction designed to eliminate these troubles. Built in sizes to meet every course requirement. Send for 1930 catalog.



Years Ahead in Design

Nearly 50 years of experience are built into every BEAN—every year a year of improvement. Indestructible porcelain-lined cylinders, trouble-less ball valve, Adjustable Timken-Tapered Roller Bearing, Automatic Lubrication, and many other advantages.

JOHN BEAN MFG. CO.

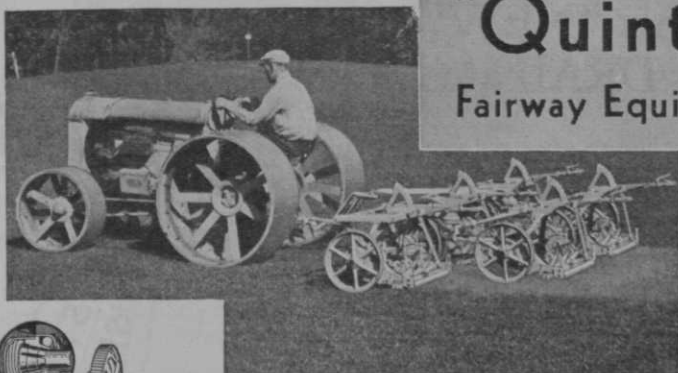
Division of Food Machinery Corporation

70 Hosmer St., Lansing Mich.

170 W. Julian, San Jose, Cal.

The F. & N. "Quintet"

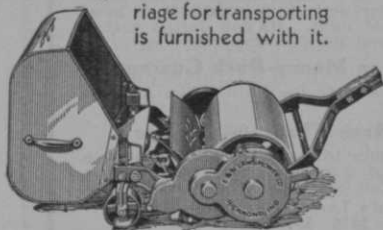
Fairway Equipment



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, ale-mite 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.

**WRITE FOR CATALOG, SPECIAL PRICES
AND DISCOUNTS**

The F. & N. LAWN MOWER CO.
RICHMOND, IND., U. S. A.

No More Casual Water with this "NEW" TYPE of DRAINAGE



NO more need to put up with casual water, wet spots or washouts after rains.

The solution is—proper sub-drainage with Armco Perforated Pipe.

Golf course architects and greenkeepers are coming more and more to the use of Armco Perforated Pipe. Just below the surface . . . does not interfere with the growth of the turf or the greens . . . but ready always to take off the rain just as soon as it falls. Rain in the morning—good golf in the afternoon.

There's another reason why drainage experts prefer Armco Perforated Pipe. It's the only pure iron drain pipe on the market today—the only corrugated metal pipe which has been "Nature Tested" for 24 years.

Armco Engineers have prepared interesting and valuable information on golf course drainage, which is yours on request. Use the coupon.

**ARMCO CULVERT MFRS.
ASSOCIATION**

MIDDLETOWN

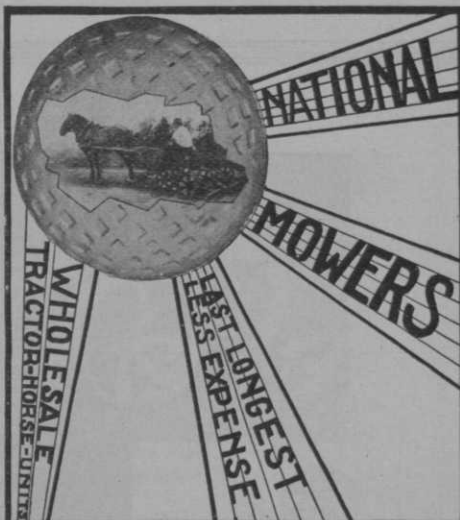
OHIO

ARMCO *Perforated* PIPE

Name

Address

TitleName of Golf Club.....G.I



NATIONAL MOWER CO.

(Moved to our New Factory)

839 CROMWELL AVE.

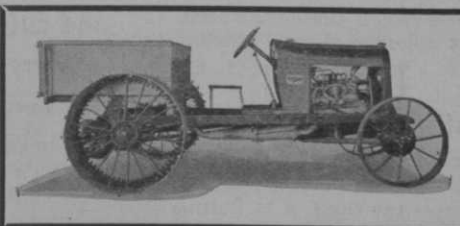
ST. PAUL, MINN.

The finest type Fairway Mower built with double sets of tempered steel, cut gears in oil tight cases.

Standard types of our mowers we sell wholesale to clubs.

Wholesale cost on best, far less than retail on cheapest.

(Write for prices and catalogue)



Stude Golf Course Tractor Fills Every Requirement

NOTHING BETTER AT ANY PRICE

Meets every requirement. Built especially for golf club work. It is powerful, yet light. Its low initial cost is but one of its economies.

Sold on Money-Back Guarantee

We back it to the limit. You must be satisfied.

More Than 1000 in Use

Thousands in satisfactory use over a period of more than ten years.

Write for large list of golf club users.

World's Lowest Price Golf Tractors

\$475 \$545 \$645 \$695

Sold on Easy Terms

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