



## The F. & N. "Quintet" Fairway Equipment

**T**HIS is the season for getting your fairways in proper condition. You can, of course, do this better with mowers designed and built especially for use in connection with the heavy tractor. F. & N. "Quintet" Fairway Equipment is so built—by the world's largest manufacturers of lawn mowers—and with identically the same construction and precision as used in building the highest grade automobiles. The gears are cut from drop forged steel, carbonized, and run in oil tight gear cases. Interlocking, rigid frame construction cannot be knocked out of adjustment. The five blades are made of special analysis crucible tool steel. The gear shifts are



They're  
Self-  
Adjusting!

automatic. But best of all, genuine heavy duty Timken Roller Bearings with the patented F. & N. Self-Adjusting Device keep the revolving reel bearings in adjustment throughout the mower's life. Write today for catalog and prices.

Supplied in gangs of three or five for Fordson, Stude, International and any other tractor, complete with attachments and flexible all-steel frame



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



say that I can hand the golf goods manufacturer much for his conduct in granting that discount and double-crossing a pro who had been a persistent plunger of his goods. In fact this pro's boosting created the demand for this particular brand in that locality. By what manner can you explain the ethics or the common business judgment of a stunt like this? Still it's being pulled too often. I respectfully suggest that some of the manufacturers who are inclined to think so very little of pro merchandising, give some attention to this discounting malpractice.

It's to call for a show-down on both sides that GOLFDOM calls attention to such errors of commission and omission. When the good pros and the good manufacturers get together and the union is blessed by the club officials, then you'll see much more money made out of the golf business. That day can't come too soon to suit anyone concerned.

## Mistake to Have Greenkeeper High-Pressure Salesman

**R**ECENTLY we asked the green-chairman of one of the noted eastern clubs his idea of the surest way to first-class course maintenance. He replied, "close and constant co-operation between the green-chairman and greenkeeper."

"You'll get results," he continued, "if you don't depend on the greenkeeper to sell you his idea. The more I see of greenkeepers the more I believe that they and the chairmen get along best when the greenkeeper is considered in the artist class, although my own man and all of the others with whom I have talked, certainly are fully conscious of the value of a dollar and on this count don't have an artistic temperament.

"During my first term as green-chairman, some years ago, I happened to notice that our club was paying more for the music furnished at the Saturday evening dances than it paid the greenkeeper and it dawned on me that this was positive evidence that the greenkeeper was no salesman for he should have been able to sell his services on more than an even basis with the music, considering the value of the two items to our club. Since that time I've worked on the plan of a sympathetic drawing-out of the greenkeeper's idea rather than put him in a position where he has to sell me with high-pressure talk."