The result was that thirty-six holes of
golf were completely finished, four tennis
courts were built, and instead of the elab-
orate club house, a temporary frame
structure was erected, very simple in char-
acter, but adequate in so far as locker
room, shower bath and restaurant facilities
are concerned. The club then settled down
to be a golf club rather than a country
club, although an outdoor dancing pavilion
was also erected and dances and bridge
parties are held with a considerable
amount of success. Among the 850 mem-
ers, about 400 of them had joined with
the idea of a large and elaborate club
house, and for this and other reasons
they gradually dropped out until the mem-
bership was reduced to about 450. This
resulted in an increased cost to the re-
main ing members for the operation of the
thirty-six holes and about fifty more mem-
bers resigned on account of higher dues,
thus reducing the membership to about
400, at which figure the membership was
closed.

"The board of governors and members
then decided to put into execution a plan
which had been under consideration by
the officers and board of governors of the
club for the past couple of years, namely,
opening up one of the two 18-hole courses
as a public or fee course. This step was
taken about the middle of June and it
would appear that the plan will be very
successful. July 23 (Saturday) there were
206 players on the east or public course.
The fees we are charging are $1.00 per
day for week days and $2.00 for Saturdays,
Sundays and holidays. Additional charges
are made for use of locker and showers,
and a separate restaurant is conducted for
the players who desire to lunch at the club.

"If no unforeseen complications arise, it
is easily possible that the net revenue to
be derived from this course will be suf-
ficient in time to purchase the North Hills
grounds free and clear, to erect a com-
modious club house for its members and,
if it is decided to make the pay course a
permanent feature of the club, to con-
tinue to provide a net revenue which will
result in materially decreasing the dues
paid by the club members."

It's an instructor who is missing a lot of
good business who doesn't sell his pupils
all the clubs they use. When you're in-
structing don't ever lose sight of the fact
that instruction is the best feeder for pro
shop sales. "Two time" them. They like
it, and it's good for them.