use caddies we cannot expect caddies to come to our golf course, and if a man cannot afford a caddie he cannot afford a membership in a golf club.

"Another point which many members do not suspect is that a good caddie can or will take from three to eight strokes from the player's score by conferring with him on the proper club, the length of shot and analyzing the player's swing. A caddie is worth the price of his services every time he tells a player what caused the last slice or why he topped a ball, and very few players know so well as the caddie just what causes the poor shots.

**Set Monthly Charge**

"We have in mind, or rather our board is considering, right now the idea of charging each member $20.00 per month during our seven months' season for house and caddie account. Should the member's bills exceed this amount, the $20.00 advance charge will be deducted and the member will pay his regular monthly bill, but should the member's house and caddie account amount to less than $20.00 during any month, the member shall be asked to pay the $20.00. It is our idea that when, and if, this plan is approved and put into practice, there will be no occasion for assessments on account of the clubhouse, and the dining room will perhaps make a little profit which will be applied toward paying the interest on the mortgages on our property.

"We, too, have now started checking the expenditures of our membership as well as the number of times the members use the club, with the idea of getting down to cold facts and have the member decide whether or not he is in the frame of mind to pay his logical and proportionate share of the expenses of our institution.

"Yours very truly,

"A. C."

(New York City)

**Sock the Slacker**

"Editor,

"GOLFDOM,

"Chicago.

"Sir:

"It appears to me that the average member of the country club of today is paying about as much attention to his obligation as a member of the club as so many people are doing with their right to vote at school elections, municipal elections, etc. There are too many of them that are 'letting George do it.'

"If any article ever hit the nail on the head it is that in July GOLFDOM entitled 'Who Pays?' I wonder how many secretaries have read that. Surely every one of them should read it and send a copy to their entire membership.

"The 'slacker' member is the first one to criticize the food, the showers, the tees, the greens and the poor caddies. He doesn't use a caddie, he never uses the café, he merely pays his dues and then expects the club to get along without the bottle of red ink at the end of the year.

"There is a direct obligation with every membership card and the sooner the new member realizes that or the 'old slacker' is told that truth plainly, just that soon will clubs show better statements, provide
more privileges and maintain a larger
waiting list.

"Who Pays?" is what every member
should know. Keep up the good work.
K. L. (Iowa)

Business Must Warrant Operation

"Editor,
GOLFDOM,
Chicago.
Sir:

The article, 'Who Pays?' is excellent
and will bring home particularly to mem-
bers that if they want a club and club-
house to really be prepared to meet their
every want at any time, they must patron-
ize the institution so that it may be able
to cater to its members efficiently.

The rules applying to a business apply
to a club. You cannot expect your neigh-
borhood store to be able to supply your
every need unless business warrants carry-
ing a varied stock.

The article will make members think
before they kick—let us hope.

"Sincerely,
"E. W."
(New York)

"Finest and Most Complete"

"Editor,
GOLFDOM,
Chicago.
Sir: We have read with intense inter-
est the article, 'Who Pays?' in the July
issue of GOLFDOM. In my opinion this is
the finest and most complete article ever
written on the subject.

We are desirous of securing 350 re-
prints of this article. Will you please ad-
vice if you will be able to furnish them
for us and what the cost will be.

Thanking you, we remain,
Very truly yours,
J. R. (Detroit).

Too Cold-Blooded

"Editor,
GOLFDOM,
Chicago.
Sir:

"When it comes to printing real up-to
the-minute golf club articles, GOLFDOM bows
to no competitor. The direct cause of this
sweeping statement is the article 'Who
Pays?' in your July issue. It is a ten
strike at the fundamental weakness in
present day club organization.

"My only criticism is that few clubs can
afford to be as cold-blooded as your au-
thor says his club became. If we asked
our relatively inactive members to re-
sign, we couldn't replace them—we are in
a small town and all the golfers in town
belong to this club.

"I hope 'Who Pays?' encourages further
contributions to your excellent pages on
this same subject. Surely somewhere in
America, some golf club has met this prob-
lem and licked it. Why don't you issue
a special appeal for succor? There must
be an answer.

"Cordially,
"G. N. P."
(Kansas)

Thinking Backward

Editor,
GOLFDOM,
Chicago.
Sir:

"I congratulate you on your good for-
tune in getting the house-chairman who
wrote 'Who Pays' to tell of his club's
procedure in securing an equitable dis-
tribution of club costs among its members.

"We have been thinking backward in
the financial operation of golf clubs. We
pay far more attention to spending the
money than we do to getting it. While
golf clubs customarily are organized 'not
for profit' they are not organized for the
deficits that are far too common, and nine
cases out of ten are the result of lack of
expected patronage from members who
shirk their club responsibilities.

"I think the day will come when the
better golf clubs will establish a quota of
club patronage per member and in taking
in new members require a deposit suffi-
cient to cover this quota for a few months
in advance. I recall mention made in
GOLFDOM some time ago of a 'certificate
of deposit' idea being used in the financing
of a new clubhouse. A combination of this
idea and the establishment of a set mini-
imum annual house account, as a require-
ment for membership, would relieve us of
the financial problem that is so serious
with many clubs at the present time.

"Assessments are not the answer. The
equal participation of each member in the
club's activities is obviously the rational
solution."

Sincerely,
W. R. (Pennsylvania).