

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 members that if they want a club and clubhouse to really be prepared to meet their every want at any time, they must patronize 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 neighborhood store to be able to supply your every need unless business warrants carrying 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 interest 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 reprints of this article. Will you please advise 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 author says his club became. If we asked our relatively inactive members to resign, 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 problem 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 fortune in getting the house-chairman who wrote 'Who Pays' to tell of his club's procedure in securing an equitable distribution 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 sufficient 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 minimum annual house account, as a requirement 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).