

per month per member and his family.

The ——— Country Club necessarily has expenses which must be met. It regularly derives its revenues from two sources only: (1) dues and transfer fees, and (2) house accounts. Dues and transfer fees are not designed in themselves to meet expenses. The house and the course must yield an income to pay the major portion of the outgo. When there is a deficiency in regular revenue, an assessment on the membership is inevitable.

Two-thirds of the members have contributed less than their share of the operating revenue necessary to meet operating expenses. The burden of giving adequate support to the club activities has fallen on one-third of the membership.

Bad weather has, without doubt, been a major deterrent to patronage of the club; it cannot, however, be given all of the blame. If other factors, in your opinion, have contributed or if there are now any reasons for restricted interest, your constructive criticism and suggestions will be welcomed. They may be directed to the undersigned secretary of the club, for reference to the appropriate committee chairman.

Some seven or eight weeks remain. The situation here brought to your attention may be ameliorated if appropriate response is made to the clear import of this letter.

By order of the board of directors.

Is Monthly Minimum Charge Legal?

Editor,
GOLFDOM,
Chicago.

Sir:

I have discussed with several people the matter of eliminating most annual deficits through developing larger house business, and have had suggested that the only practical solution would be a billing of \$50.00 per month in advance for six months commencing May 1st, with tickets to be charged against the billing with the privilege of accumulating through the season; in other words, a seasonal charge of \$300.00 billed monthly. A procedure of this kind would not only provide a volume of house business

which would either eliminate the annual deficit or go very far in that direction and would automatically provide a working capital for carrying the accounts receivable.

There is some question of the legality of this procedure from the standpoint of confiscation of the member's interest.

My own suggestion was that golf shop tickets would not be included, and one director made the suggestion that caddy tickets also should be eliminated. Every one to whom I have suggested this matter has agreed to it for himself. Some are concerned about the hulabaloo which the inactive members would make, and, of course, the inactive members are the ones the plan is after.

A plan of this kind might be put over if an early start were made as the directors of many clubs are thinking along the lines of getting action from the inactive members.

Very truly yours,

C. T. (Chicago).

Golf Ball Manufacturers Form Association

NINE of the makers of golf balls recently completed the organization of the Golf Ball Manufacturers' Association, having as its purposes placing the golf ball manufacturing industry on a sound, economic basis; adoption of a code of ethics and establishment of such confidences between manufacturers of golf balls as shall tend to maintain a high standard of fairness in competition. The new organization also aims to bring into the industry good fellowship and eliminate all unfair trade practices; to provide a reasonable exchange of credit confidences; and to work as a group with the U. S. G. A. on all matters having to do with the standardization of golf balls.

The companies forming the association are: Burke Golf Co., Dunlop Tire & Rubber Co., Huntingdon Mfg. Co., A. G. Spalding & Bros., St. Mungo Mfg. Co., Silvertown Co. (represented by John Wanamaker), United States Rubber Co., Wilson-Western Sporting Goods Co., Worthington Ball Co.

L. W. Crandall of Burke Golf Co. was elected president, the other officers being: Vice-president, R. B. Caverly of Huntingdon Mfg. Co.; and secretary and treasurer, E. C. Conlin of United States Rubber Co.