

Espoma Brand Poultry Manure

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BRADLEY & BAKER, 420 Lexington Ave., NEW YORK, N.Y.

Sales Agents for Eastern State Poultry Manure Corp.

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HOW many things golf clubs are doing wrong just because a precedent was established years ago and has been allowed to ride along on the new conditions, heaven only knows. There are some favorable indications that this worshipful adherence to the policy of the so-called good old days is gradually coming to an end. Probably one of the factors that established so many precedents was the general practice of electing a complete new set of officers at the clubs each year. The newcomers of course would have the attitude of playing safe and continuing the old ideas until they learned "what it's all about." By that time their terms would be up and the next whirl of the vicious cycle would be in order.

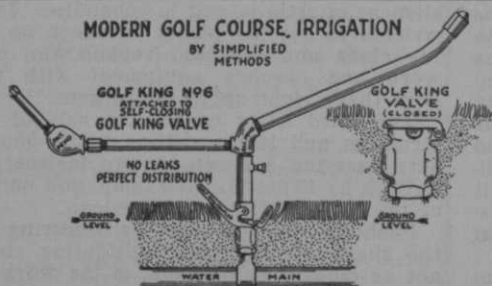
During the last few years there has been a decided development of keeping in office each competent and active official who would accept the continuance of the responsibility. Under these administrations that became thoroughly acquainted with

the working of the club, there naturally grew up a healthy curiosity and plenty of decisions that the old way was not necessarily the right way.

In many clubs the matter of delinquent accounts is serious. The club may have to borrow money to pay its bills because of the delinquents and they, especially if the club has no waiting list, take their own sweet time in paying. Many of them are immune to the punitive gesture of posting. This practice of posting, by the way, is one of the old ideas that is being questioned by many thoughtful students of the new day in club management. Readers may recall an interesting comment on the effectiveness and propriety of posting contributed to GOLFDOM some months ago by a noted Detroit district club manager.

Some of the clubs are adopting the gas company policy of handling delinquents. A charge of, say, \$3 a month, is added to the monthly statement of every member. If the bill is paid by a certain announced date the \$3 may be deducted. Otherwise it sticks. This is one of the ideas that seems certain to become widely adopted.

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