



Women have this attractive lounge of their own at the palatial new home of the Make-tawah C. C. at Cincinnati.

when seeking lower prices. Always back up your arguments with sound reasoning and straight facts. Again, let me emphasize that the steward must study market conditions, consult produce market reports and out of town price lists which are submitted by numerous dealers, and then talk them over daily with the firms with whom you are doing business regularly. Thus you can usually arrive at the lowest price possible on the quality purchased.

Diversify Purchases

Competition is still the guiding force in the business world today. This important fact should not be overlooked in food purchasing. Do not do all your business with one or two firms, but select several reputable dealers in the different branches of food lines, and let them bid against each other for your patronage. Thus, the various dealers will be very anxious to secure your business, especially so since the patronage of a high class golf club will greatly help to augment the prestige of the firm in the community. These different dealers will consequently make certain concessions, which the firm that has a monopoly on your business would never consider. Of course with some items, you will have to trade mainly with one or two concerns, but these must be constantly checked to insure lowest prices.

The food purchaser should study intelligently the daily menu, and know the requirements and usages for which the food is to be employed. Accurate data should be kept on the food inventories. The steward should study the trend of his

business, and know what the patrons want, and when they want it, forecasting and estimating the future necessities of the food department. Special care should be taken of perishables, as most clubs are situated some distance from town, necessitating the transporting of this particular group of foodstuffs by truck, consequently increasing the hazard of spoiling.

What Test Scores Tell

Wherever possible the use of test scores is advocated, as they are of great assistance in bringing about a successful food business. The test score is simply an analysis of what can be obtained, its eating qualities, its suitability for the purpose purchased, and a basis for arriving at profits. For example, test scores made on meat, showing the shrinkage after cooking, and the portion yield, have definitely proven that quality products will always give a greater percentage yield, as well as being far more pleasing to the patrons. However the problem of purchasing meat and fish products, is one of such great scope and importance that it will merit a detailed discussion in a later issue of GOLFDOM.

Tips on Buying Canned Goods

In the purchasing of canned goods, an extensive knowledge of the requirements and usage is vitally necessary, especially so since considerable money outlay is involved in this line of food. Canned goods should not be purchased in any quantity until after a very accurate study of market conditions, government surveys, crop reports, dealers' reputation, and