

guest, and to nurse along club boosting so the membership situation will be favorably influenced. He sees to it that the caddies are made a part of the club's selling force so that each member and guest is never immune from exposure to the club's attractions while they are on the grounds. "If you handle your job so you make the members like you, you are making them like their club," is the way that Canausa defines his policy for making the pro a substantial asset to the organization. "Don't wait for the members to come to you. Go after them in a nice way with some sincere show of interest in their games, their equipment and their enjoyment of the club. Your officers have plenty to do in taking care of their own business burdens so if the pro will keep in mind his opportunities for lightening the club work of his officials and making their terms of office successful, he is doing exactly what the club wants done and what pays the pro greatest in the long run. It takes experience and tact to know just what to do in this respect without being considered presumptuous or nose, but a fellow has to have good judgment anyway before he is going to get anywhere as a pro business man."

These representative professionals have a real place in the array of assets boasted by their clubs and they are constantly on the job to make their worth to each member a tangible factor. That's what makes the pro picture bright these days. The merit of the good men is so obvious when officials really sit down and think it out that there is no lure to the false economy of a so-called pro who is not qualified by experience, temperament and ability.

There is only one real danger in today's situation and that is the tendency of clubs that have let themselves in for some sad experience with one of the false alarms, to get the erroneous impression that all pros would mishandle their job the same way. Even a little investigation of part of officials of these unfortunate clubs would show that the good pro is the rule and the "punk" the exception.

JACOBSEN HAS NEW CATALOG

Racine, Wis.—Jacobsen Mfg. Co., has issued a new catalog describing in detail its power green-mower. The book is a thorough job of presenting the features of the Jacobsen equipment, both in type and illustration, and makes interesting reading for those concerned with the purchase and operation of power mowers.

Stopping House Losses by Garbage Check

TO PREVENT glassware from breakage and loss, no glasses are placed in the same tray with china and silver. Special small trays are kept on buffets and on side stands and on which glasses must be placed when carried to the glass washers, separately.

Second, in stacking dishes on trays in the dining room, silver is separated from china and placed on one side of the tray. When the tray reaches the dish-washing room the layout is such that before it reaches the scrapping hole over the garbage can, the silver is taken from the tray first and placed in baskets for the silver washers. The tray with the china is then passed on for scrapping.

Third, it is absolutely essential that every bit of silver be separated from the china before it reaches the scrapping hole.

Fourth, a guard is always kept at the scrapping hole to prevent any items of china dropping through accidentally when there is a great volume of traffic.

Fifth, linen containers in the form of long baskets, more or less in the shape of those used on tally-hoes with a greater diameter and painted to match the wood-work or other color scheme of the room are distributed at different points in the dining room near service tables or buffets. No linen is ever placed on a tray of soiled china or silver, but must be deposited immediately in these baskets, which are emptied frequently into linen hampers located near the exit of the dining room.

Sixth, in whatever place your garbage is stored before it goes out of the building, a trough, similar to that used by contractors for mixing cement is provided. All garbage is emptied into this by an employee of the club who examines it minutely with rake or pitchfork, picking out any items which might have accidentally gotten by the garbage hole guard.

Seventh, after the garbage has been thoroughly raked over it is again placed in barrels and by this time the opportunity for any silver going out in it is very small.

Eighth, it is, of course, best to do business with a reliable concern when disposing of garbage and have an arrangement with them whereby your silver is returned to you in the event that any slips by.—*Club Managers' Assn. Bulletin.*