



**IT'S ON  
THE HOUSE**

By TOM REAM,  
Manager  
Westmoreland CC

The manufacturer's trade mark label on goods assures high quality of the article so marketed.

*A good club employee: One who cooperates without intruding.*

Every good club is a directing post to other good clubs.

*Coming out on top in the club business is largely a matter of starting at the bottom with that determination.*

Radiator valves? It pays to pack them, now, before the steam goes on. Your grates, and so on, have of course, been attended to long ago.

*The employee who goes fast enough in the club business will go ahead fast enough.*

A member should never be handed a glass of water in the hand—a plate or small tray under the glass, of course. Exceptions, naturally, are at a bar or a table.

*Tact—the lubricating oil of social contacts.*

Good health is a prime requirement for everyone employed in the club.

*The best work of the best club kitchen with the best materials available will come to naught if soapy utensils are used or if the various pots and pans need retinning.*

**GOLF'S MARKET PLACE**

Al Link, extensively known for his work in manufacturing and selling good golf clubs, becomes a member of the Hillerich & Bradby Co. staff Sept. 1. Al will handle exclusively pro trade in the Chicago district for H & B, and will spend some time at the company's Louisville factory assisting in the design and construction of the line.

His wide experience in association with the pro trade fits in well with the H & B policy of making a strong feature of the professional models and policies.

British "Golf Monthly," June, 1938, comments: "An elaborate check was made at two parallel holes at Troon of the carry of the golf balls in the first three days of the Amateur championship. Posts were driven at short intervals, official observers noted every ball which carried over the

**King's  
Ransom**

'round the world  
Blended **SCOTCH**  
WHISKY



● Rich as its name sounds, King's Ransom has that "round the world" taste connoisseurs know. A favorite at golf clubs.

Sole U. S. Agents  
ALLIANCE DISTRIBUTORS,  
INC., N. Y.