

# IT'S ON THE HOUSE

By **TOM REAM**  
Mgr., Westmoreland CC

A wise manager doesn't shut off a member's complaint. He realizes that to let the member fully state it and get it out of his system is half the battle of mollifying the member.

*Keep on talking terms with undesirable competitors, if possible. Then you can still talk them into being the desirable kind of competitors.*

Many a club is a success solely because a good club man refused to be licked.

*A club is mightily advertised when members and guests speak of it as serving the best food in the district.*

Some can learn the club business in any sort of a club. Others couldn't learn the club business in any club.

*One can learn more about running a club from a cranky member than from a crack club man.*

Getting to be somebody in the club business usually calls for being nobody in it for a few years.

*Let's remember that a smile has a way of creating things to smile about.*

The club employee who likes his job only on pay day won't have it long.

*Say "Good Morning" in a way that calls attention to the fact it is a nice day, if it is that, or that makes it seem brighter, if it isn't.*

No work is dishonorable that is necessary.

*There's no use figuring on getting to the top in the club business unless one is reconciled to working hard.*

Part of the club's success depends on keeping up to date.

*If members demand "service" let's blush for putting them to the necessity of doing that.*

Ever try a pocket note book to arrest the flight of really good ideas?

*It isn't the size of the manager in the fight, but the size of the fight in the manager, that counts.*

## Elyria CC Is Host to Annual "Peddlers" Tourney

A FIELD of 161 pros, asst. pros, managers, golf salesmen, and newspapermen competed in the second annual Golf Peddlers tournament held July 29 at the Elyria (Ohio) CC. Byron Nelson shot one of the finest competitive rounds ever recorded in the Cleveland district, a 65, to break Elyria's par by 8 strokes and lead the field by 5 shots. Tied for second position among the pros, 5 strokes behind, were Billy Burke, Country Club, Cleveland, Al Espinosa, Portage CC, Akron, and Albert Alcroft, Youngstown CC.

Best score shot by the club managers was a 77 by Fred Peters, Battle Creek, Mich. Prizes won by the managers, however, awarded according to a blind par, went to Park Thornton, Turkey Foot GC, Akron, Mel Harrison, Par Three GCse, North Olmsted, O., and Jack Taylor, Shaker CC, Shaker Hts., O., in that order.

Among the peddlers, Art Hagan, Hillerich & Bradsby, Louisville, led with 77. Art also won first prize in the salesmen's blind par group; second was awarded to Joe Gaynor, Lowe & Campbell, and third prize went to Jack Keefe, Wilson Sporting Goods Co. Dave Livie of Shaker Heights was properly proud of a 77 that won him the senior professionals' first prize of \$25. Following Dave in the senior's group were Dave Ogilvie, Bill Gordon and Jack Smith. Assistants who won money were Ed Brosky, Tony Spena, Will Simpson and M. Cislak.

Of the \$500 prize money, Nelson got \$100; Espinosa, Burke and Alcroft divided \$125; Herman Keiser and Marion Reid, who shot 71s, split \$25, and there were eight other prizes of \$10, and 10 more of \$5. The balance was distributed among the senior pros and assistants. The tournament, which was originated by the golf equipment salesmen in the Elyria locality, will be taken to the Western G&CC, Detroit, in 1941.

The Racine (Wis.) CC, instead of getting out a monthly club calendar that merely lists the club golf and clubhouse events for the month, boxes these events in a layout of the month's daily calendar.

In addition to informing members what day of the week certain events are to occur the appearance of the calendar shows there's a lot doing at the club.