

# IT'S ON THE HOUSE

By TOM REAM  
Mgr., Westmoreland CC

Material progress will not be made in safeguarding health until the individual worker is imbued with the idea that the well being of his family depends in part on his personal cleanliness.

*The manager of the club has achieved something if the member thinks and speaks of it as "my club."*

The loyalty of old employees makes club operation a pleasure.

*"Getting by"—the two shabbiest words in the vocabulary.*

New pieces of equipment, carefully designed and manufactured, can take out many kinks in a busy club kitchen.

*A club employee should be happy. He is paid to be where other people pay to be.*

Saving space and steps count much toward efficient service in any club kitchen.

*The employee who is easily insulted hasn't fully learned the club business.*

Earning the pay one gets is the world's best way to receive the pay one would like to get.

*A tip: members don't mind your making money on them but they do resent your saving on them.*

Buying cheap merchandise to save money is like stopping the clock to save time.

*Let restfulness, beauty and dignity characterize your club.*

## GOLF ATMOSPHERE

Your clubhouse or golf shop 'has it' when you decorate walls with photographs of all the great golfers, past and present. Golfers like nothing better than 'browsing among the greats.'

Photograph prices: 8 x 10 glossy or dull finish, mounted on 11 x 14 inch cardboard all ready for framing—\$12 per dozen.

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For further particulars write to

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