

## Municipal Lease

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or in a fair percentage of the invested capital in a period of stress.

16. Payment should begin at the point where estimated profits begin; a minimum payment may be desirable.

17. No payments should become due until income begins; a little extra time at the beginning of the lease costs little and may be a great factor in aligning cooperative interest.

18. Provisions for securing an operator should be based on operational experience, knowledge of the whole of golf course and club management, on character of the lessee; not primarily on price bids.

19. Time may be extended in the lease in place of capital outlay in any reasonable amount.

## Pro Has Obligations

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cheap as the few cheap members I've got.

When I reviewed my situation — my members and their attitude toward me and my business, and my own attitude toward them as customers — I recalled something said by an old Scot who gave me my first job as his assistant.

The great, old fellow remarked: "Blame somebody else for what is your own damn fault. It saves you the strain of getting smart."

The way I now look at this matter of members' loyalty in buying from me is to think first about what special things I have done to deserve and develop buying loyalty that makes mine such a good business. I'm emphasizing the importance of this attitude to my assistants.

I am confident that it will mean better business for me and for the club and more enjoyment for the members.

## Canadian Open

The Canadian Open Championship, scheduled for July 10-13 at Westmont G & CC, Kitchener-Waterloo, Ont., will be held in conjunction with the centennial celebration of the city of Waterloo and Joseph E. Seagram & Sons, Ltd. Seagram has raised the prize money to \$25,000 to keep the Open in the big tournament class.

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## Lean Over Backwards to Avoid Elimination in Flying Hills Blind Bogey Tournaments

There's a great deal of enthusiasm for the blind bogey tournaments Frank Rodia stages for his members at Flying Hills GC,

El Cajon, Calif. It isn't unusual for as many as 400 or 500 clubswingers to get into the events because it's tough to get eliminated, there is a lot of fun involved and Frank makes things even more interesting by offering a substantial supply of clubs, shoes, sweaters, etc., as prizes.

The blind bogey usually runs over a period of four weeks. Players pay an entry fee of 50 cents and choose their handicaps so that their net scores will fall between 70 and 80. At the end of each week a number between 70 and 80 is drawn and all players having the same net as the number drawn, qualify for the final playoff. A player may enter the tournament as many times as he wishes, taking a different handicap for each occasion if he cares to, in order to qualify for the playoff.

On playoff day survivors play an 18-hole blind bogey round. On this occasion, handicaps also are chosen before starting time, a number between 70 and 80 is picked out of the hat, and players with nets that match it become finalists. An 18-hole putting contest decides the winner among the finalists. There are plenty of consolation prizes to salve the wounds of those who don't quite reach the final putting phase and, of course, all finalists are handsomely rewarded.

## Housekeeping Hints

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Each green has its own border landscaping. Rises about the greens are gentle. The bunkers of yesterday are out of place. The harsh lines of old age have given way to the fine contourings of youth.

This contouring of the shoulders of the greens and traps is the essence of the modern course. It is the golfer's challenge. It directs his play, yet challenges his skill and determination to accept a problem and solve it as adroitly as possible.



Frank Rodia