

WRITE FOR FREE CATALOG Master Lock Company. Milwaukee 45. Wis. World's Largest Padlock Manufacturers tion of their club and the excellent quality of the "product" the members had to offer to others desirable as club members.

Keenly interested reaction of members' wives was one favorable result of the report. Another one was that simply the publication of the report showed management character with which a good businessman likes to be associated.

Recommendations, in general, following the study of the club's conditions as reported were:

- 1. Make an effort to attract younger members. (They use the club more!)
- 2. Accomplish this, in part, by setting a budget and living within it so as to allocate costs in a manner that will eliminate assessments.
- 3. Make it financially possible for younger people to join. (The club has a ten-year, no-interest arrangement for paying the \$1,200 initiation fee.)
- 4. Ask potential new members to join. A lot of people would if they were asked.
- 5. Spread the glories of the club through word-of-mouth advertising by such things as inviting important small golfing groups to hold one of their outings here and inviting the officers of clubs in this part of the country to play the course.
- Consider such devices as cancelling part of initiation fees or dues of members who get other members to join. (The "stock dividend" idea.)
- 7. Explore the nature and amount of savings that might be effected by shutting down the clubhouse in winter months.
- Limit number of new members who can join in one year to get the psychological effect of "do it now" on likely prospective members.
- Get local manufacturers to persuade their suppliers to take out non-resident memberships.

Dest Is A Thinking Man

William M. Dest, supt. of Wethersfield (Conn.) CC, has devised an inexpensive cleaner for keeping rollers free of clippings. It consists of a discarded bedknife attached to the roller bracket with angle iron and bolts. Held against the drum with a minimum of clearance, it constantly cleans the roller. Dest points out that accumulated clippings either change the height of cut or cause it be uneven.