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facturers will again meet at dinner in the Tavern Club in company with suppliers. The latter, at the meeting in Palm Beach Gardens, expressed willingness to participate in the AGCMA program.

Complete information about the Golf Car Manufacturers organization can be obtained from David Metcalf, secretary, c/o Versal, Inc., 1626 Werwinski st., South Bend, Ind.

Houghton Increases Sales

(Continued from page 58)

To handle all of the various bookkeeping tasks, Al originally had his records set up by an accountant. "Books set up in this manner are certain to include all the necessary figures used in year-end profit and loss statements and tax returns. It's simply good business to start off with an adequate record system," Al advises.

50 Years in Golf

Al's success at Prince Georges is based on 50 years in golf. Starting out as a cad-dy, he has moved up the line. During the 35 years he has been a member of the PGA, Houghton has served seven

years as president of the Mid-Atlantic section and three years as national PGA vice-president. During the '20s and '30s, Al made a name for himself on the circuit and four times won the Maryland Open and twice took honors in the District of Columbia Open.

"Over the years, I've seen this business become more and more complicated," Al comments. "Today it takes more than ability on the teaching tee to break even as a home pro. It takes long hours and very few days off, service and plenty of it, plus skillful promotion, careful book-keeping and sound business sense. It wasn't always this way. Sure, a lot of the glamor has disappeared but today a home pro can make a pretty decent living if he plays the game by the revised rules."

Heads Ladies Auxiliary

Mrs. Massie Miller, Howell, Mich., is the new president of the PGA Seniors Ladies Auxiliary. Other officers are Mrs. Todd Houck, Fort Knox, Ky., and Mrs. Clarence Doser, Gaithersburg, Md., vps and Mrs. Paul E. Erath, Ligonier, Pa., secretary-treasurer. Mrs. Miller succeeded Mrs. William Taylor, Hyde Park, Mass.