All play is at match play but players must hole out all putts and play the full 18 holes to determine medal scores.

Complete details of the Industrial Golf Leagues of America plan will be furnished on request by Waldron.

Winter Social Program Keeps Members Sold on Club

A $25 war bond is the jackpot at the weekly keno games of the Woodmar CC, Hammond, Ind. Club membership is about 280, and party attendance runs from 180 to 250 during the winter.

Close contact of members maintained by these winter parties and by frequent letters from club officials to members has

Organize Industrial Golf Leagues For Chicago Area

INDUSTRIAL Golf Leagues of America have been organized by Lew Waldron, well-known pro golfer. Headquarters of the organization are at 72 W. Washington St., Chicago; Tel. Randolph 7868. Leagues will play on fee courses in the Chicago area, where the plan is catching on rapidly with golfers in offices and factories of many organizations. It is expected that the plan will expand to a national basis this summer.

Newspaper promotion tie-ups are a feature of the plan.

Teams consist of four players with two alternates. There is one league for men and another for women. There are three classes of teams in both leagues. Men are handicapped in 15 or less, 16-22, and 23-30 handicaps, and women in classes of those shooting 105 or less, 106-120 and 121 and up.

April, 1942
Woodmar in condition for a brisk season. This spring it puts into service its recently completed fairway watering system.

Like many clubs Woodmar was threatened by a "whispering campaign" rumoring membership losses, assessments, and the usual items of alarm. Letters from Bert Steelman, Woodmar's president, took up the "whispers" in detail, told the facts, and protected membership against a stampede of resignations. Hammond being in a zone of many war plants, and executives and workers at the plants being under heavy pressure, Woodmar accentuated the wartime conditioning service of the club in keeping its membership roster in good shape.

Steelman believes that inability of many executives to get away for needed vacations this year will keep golf clubs in manufacturing areas busy this summer.

Postcards Do Effective Member Selling Job for Kildeer

Kildeer CC (Chicago district) is conducting an effective associate membership solicitation campaign with a series of mailings of ordinary postcards on which the message is mimeographed.

Although the cards are inexpensive and certainly not fancy-looking, the appeal of the copy and the frequent mailing of the cards in the series is being favorably received by membership prospects. The simplicity of the cards also makes a good impression on prospects.

One of the cards, mailed prior to the date the income tax payment came due, read:

Dear Sir:

Times are difficult. You may be in a quandry about your golf; you may be wondering if it's going to be sane to play at a public course.

It won't be necessary. If you like us, if we like you (and we believe we will) you can own an associate membership at beautiful Kildeer.

You, and your family can play golf all year, at will, on two great courses, out in the hills, with a grand group of people, for about the price of public golf.

Kildeer Country Club, Prairie View, Illinois

JERRY GLYNN, Knollwood Club pro, and a plenty smart golf businessman and instructor, gives his pupils a Lesson Reminder on a sheet 4 in. by 7 in. Glynn writes on the reminder the principal points of advice suggested by the lesson just finished and writes the date and time of the next lesson appointment on the bottom of the sheet.

The highspots of the lesson are briefly summarized, such as: "Left hand over more. More pivot on backswing. Left wrist under grip more securely at top of backswing."

Glynn keeps a carbon of the sheet so he is sure to give continuity to the instruction and concentrate on a few points until the pupil gets them under control.

Another phase of his record-keeping concerns the equipment in each player's bag. He lists woods, irons, balls, practice balls, and miscellaneous items.