

you will not have a single large plant, big enough to care for the whole club, running every time and all the time a single light is turned on. Of course, from the standpoint of care and service, one large plant will take no more time than one small one and if there were a continual large load demand the single large plant would be entirely practical.

Operating expense of individual electric plants are not high. When operating at full load a good plant will deliver three or four kilowatts of electricity per gallon of fuel. The cost of fuel and oil for operating will run safely under 10 cents per kilowatt-hour.

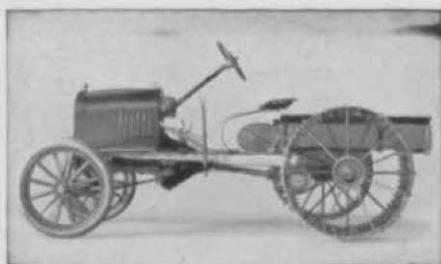
Nature can't do the job of entertaining the city visitor all by herself, however, and the country club, planned in whatever one of Nature's beauty spots it may be, must offer a lot of extras, in the way of lights and shower baths and properly refrigerated foods. It can all be done, today, thanks to the fact that electricity can be provided, safely, economically and dependably, in any location, no matter how isolated it may be.

Glen Brook's Story Has Good Organizing Tips

At Stroudsburg, Pa., where the population is approximately 6,000, according to the last available figures, they have the Glen Brook Country club, with a course that will compare favorably with many of the more pretentious metropolitan facilities.

Glen Brook had its start when E. P. Arbogast, a contractor of Stroudsburg, was engaged by Robert White, the golf architect, to superintend the construction of the Wolf Hollow course at Delaware Water Gap, a summer resort. After this work was done, Arbogast got the idea of interesting his own fellow citizens in organizing a golf club. He tells about the history of the Stroudsburg enterprise in answer to GOLFDOM's request so the moving factors in other new clubs will be able to benefit from the Glen Brook experience. He writes:

"My first operation was to find a piece of ground that I thought properly located



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and of sufficient size to build an 18-hole golf course. I then procured the services of Robert White, architect, to approve the location and the property as to soil and size, and he laid out the course, made a plan and specifications, indicating on the ground where each tee, green and fairway would be located.

"I made an estimate of the cost of construction for the first 9 holes, with a water works consisting of a 25,000 gal. concrete tank, with 3-in. mains from a spring on the property, located high enough to give us 40 lbs. pressure at the highest green. The cost of constructing the 9 holes, water works, club grounds, and a large practice putting green was \$31,600. The cost of the property was \$15,000, and I arranged a first mortgage on property of \$12,000.

"After this operation we were in a position to state to prospective members just how much it would cost each, and what they would get for their money. A meeting was called by me of five influential business men whose services I wished to enlist to organize a club. I stated to them that if they each would take a \$1,000 share, and sign their name on the dotted line of a contract setting forth everything as stated above, I would procure thirty more names that would take \$1,000 each, that would be paid up by charter members of the club, with non-assessable membership. My agreement with them was, if I could not get the additional thirty names within thirty days, the agreement was null and void. I fulfilled my contract, and payments on the 35 shares of \$1,000 each, were arranged so it took care of the construction as the work progressed. The work started Sept. 1, and my contract called for opening the club the following July 1, which was fulfilled.

"As soon as the work was started we got out an application card, which proved to be very attractive, and we added about 50 names to our membership on the card plan, which you will readily see was for operating expenses after the club had started. These card members and transient golfers, whom we charged \$2 per game or day, was sufficient to take care of the operating expenses.

"From your letter I take it that you want advice and confessions of mistakes, and therefore I think I should tell you that one of the most important matters connected with the starting of a golf club is the thorough understanding necessary

with your charter members, and all members that sign your cards, that until you have sufficient capital to build and operate for the first year, that they are signing a judgment note, or something that is equivalent to cash. We thought we were very careful, but we were embarrassed some in making our payments, and were forced to borrow from the bank and pay interest, which left us about \$3,000 behind the first year because we could not collect the money in time to take care of it. When the money was finally collected, we, of course, were only short the interest.

"I am chairman of the greens committee of the Glen Brook Country club and find time to look after the upkeep of the club as carefully as I do my own business. My experience has been that with most clubs there is useless expenditure of money in their upkeep, and clubs should have someone like our president, C. H. Palmer, who gets the dollar before he spends it.

"Regarding the above, there have been no statements made that are secrets. We are not out of debt, and few clubs are, but we are now contemplating building 9 additional holes this year."

If your club wants a manager, professional, or greenkeeper, advise **GOLFDOM**. We are in touch with competent men who are available for these positions, and will gladly serve in getting them to submit their qualifications to proper officials in clubs having vacancies.

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