

to the member or his estate upon surrender of the certificate of deposit.

It is the Atlanta Athletic club idea that if a club has popular prices it will draw the members. They state it like this: "You have a fixed overhead and if the members do not use the club the overhead is the same. Therefore the club can afford to sell for lower prices than a hotel or restaurant because the overhead has to be cared for, business or no business. We fight for volume and in getting the volume we manage to offset practically all the overhead together with the cost of the goods."

This club believes in a small directorate and in small committees. There are only five directors, one of whom is the president and another the vice-president and treasurer of the club. These small bodies have to function. Responsibility is too sharply defined for denial or side-stepping and only men who are workers will undertake to serve.

The Atlanta Athletic club is committed to a policy of every department being as nearly as possible self-sustaining. It is the executive aim to give each department what it asks for but if the requests seem out of line the judgment of the directorate rules.

New Members for Financing

At Austin (Texas) the country club worked its way out of the financing dilemma that confronts many clubs of high standards by taking in more members. Unavoidable higher costs due to the more exacting requirements of members have hit a number of the older clubs especially hard and the simple and sane relief, when practical, is to take in more members. There are comparatively few cases in the smaller cities where new members can't be handled with slight alterations in the locker-room and perhaps the addition of a practice area near the first tee to care for those who are compelled to wait for starting time. If enough ground is available put in an approach practice space, as well as the putting practice green, or if possible, allow wood club practice facilities.

Due to golf's great growth in the last several years older clubs generally will not have much difficulty in getting the number of good new members necessary to good financing and operation that escapes red figures.

A. T. Knies, president of the Austin

Country club outlines the organization's operations in telling GOLFDOM:

"We work on a budget having found this is the only sane way to operate our club.

"We have had financial difficulties like many other clubs. We try to maintain our club on a high plane and found this spring that we were operating at a deficit of about \$2,000.00, so we had a meeting of the Board of Directors, increased our membership by putting on a campaign for new members that secured about 70. This has put us in first class financial condition and we hope to operate during the next year without a deficit.

"We have some 400 members, and a great many who do not attend the club except at rare intervals but want to retain their membership so they may entertain their friends at their pleasure.

"I am glad to state that we very seldom call a directors meeting but what we have a full quorum, and generally a full directorate present.

"We do not try to make any money out of the house end of the club. This is a college town and we have a great number of sorority and fraternity houses, both giving many large parties during the year which generally are held at our club. We try to give a splendid entertainment and good food at nominal price at as nearly cost as possible, so that at the end of the year with probably from \$10,000 to \$15,000 cafe account, we make anywhere from \$500 to \$1,000, which does not more than cover the wear and tear on equipment.

"Regarding course maintenance, we are very liberal in the maintenance of our course and try to keep it up in first class condition. The golf playing members realize that the course itself is receiving all financial assistance possible from the club."

Is New Building Fireproof? Ask Fire Department

BEFORE erecting the new clubhouse, or in fact any building on the grounds, take the local fire department into your confidence. Many valuable suggestions can be obtained from a wide awake fire-chief, suggestions that may save the club hundreds of dollars in insurance premiums later. Don't assume the building you are putting up is a fireproof structure—take the plans to the fire-chief and let him pass on the matter.