

be given every attention needed if the manager wants good advertising.

When a new name is added to the membership list, it should be the duty of the manager to immediately acquaint himself with this new man. Make him feel at home, show him the various departments of the club, show him the advantages the club offers such as the dining rooms, pool, gym or reading room. Get his early interest and you will have a friend as well as a booster.

Many factors are necessary in the attainment of one hundred per cent membership co-operation and each one of these factors must be one hundred per cent in itself. Literally it is not possible to expect such co-operation, but that is what we all strive for and we should not overlook any factor in its attainment.

### Indiana Greenkeepers Start State Association

INDIANAPOLIS, Ind.—Victor George of the La Fayette C. C. was elected president of the Indiana Greenkeepers association at the organization meeting held here Nov. 10. Other officials elected: Vice-president, Carl Bretzlaff, Meridian Hills C. C., Indianapolis; secretary, Edward Updegraff, Indianapolis C. C.; treasurer, George Hawkins, Avalon C. C., Indianapolis.

The organization was effected at a dinner given by Clarence Griener, local equipment dealer.

John MacGregor, president of the Midwest Greenkeepers' organization, steered the Hoosiers through the details of organization in his experienced and successful fashion. As a result of his guidance the Indiana organization was launched as a thoroughly organized and going concern. The Indianans start out with a program of indoor monthly meetings during the winter and plan to hold outdoor meetings and inspections during the summer.

Boston, Mass.—Hovey & Co., 19-20 South Market St., have issued a new catalog of golf implements which is of timely interest to those making up maintenance budgets. The book will be sent free on request.

New York City—Nieblo Mfg. Co., makers of Reddy tees, have opened an office and factory in Bremen, Germany. This factory will manufacture for all foreign trade except Canada.



## Cup Winners

Champions appreciate the right water system in a golf course, although they may express it as "splendid greens."

### Brook-Lea Country Club Rochester, N. Y.

recently installed McWane pipe because it is rustproof and ends watering troubles—and at a smaller cost per year of service.

Ask for Names of Other Users

## McWANE CAST IRON PIPE CO.

Chicago      Dallas      Birmingham  
Philadelphia      Los Angeles

## To Golf Club Officials

It is often folly, when a golf architect turns over a new course to a club, to employ an inexperienced greenkeeper.

Why not employ one with all the necessary qualifications? He will know how to bring the course up-to-date and with less cost than an inexperienced man.

We have a number of greenkeepers seeking new courses. If you desire practical men of this type address:

### EMPLOYMENT COMMITTEE

The National Association of  
Greenkeepers of America

405 Caxton Bldg.      Cleveland, O.