

necessary to spend exceedingly large sums to build a fairway sprinkling system, but that it is necessary to have one completely and adequately designed. The Evanston club was fortunately situated as regards water supply and it is not probable that many representative clubs can install such a complete system at so low a price, but unless the situation is very adverse no fairway sprinkling system should cost more than \$35,000.00 or \$40,000.00. The third feature is that night sprinkling seems to work best. One and one-half inch hose is used, and nozzles of about 35 gallons capacity.

One man, in addition to the one man needed for sprinkling the greens, is the labor required. Finally, there is a lot of difference in the various types of sprinkling nozzles. Some will cover fifty per cent greater area than others. Simplicity is desirable, and showiness is not a factor.

Systematize Expense and Show a Profit

ONE of the few clubs in this country that can boast it has never had an assessment since its incorporation and in-

variably shows an operating profit each year is the Lakewood Country club of Denver. It was organized in 1908 and its no-assessment, no-loss record is remarkable.

How this pleasant state of affairs has been maintained is described in a letter from Howard H. Mehlman, assistant secretary of Lakewood. He says:

"Out of our \$8.80 monthly dues, one dollar goes into a sinking fund to retire our mortgage indebtedness. With 450 members, this means we pay \$450 on any amount that we have borrowed from the banks. On an estimated valuation of between \$400,000 and \$500,000, we have at present a debt of only \$48,000. On this indebtedness we apply each and every month \$450, or \$5,400 per year, so that you can see how we keep our debts low and continually being paid off.

"Under this business-like method of running the club, when, as an example, it comes time for fall purchasing of seeds, we do not find ourselves worrying over necessary funds. Instead, we have anticipated these expenditures in our budget, and have the money on hand to discount the bill upon delivery of the seed. You see, we discount our bills just the same

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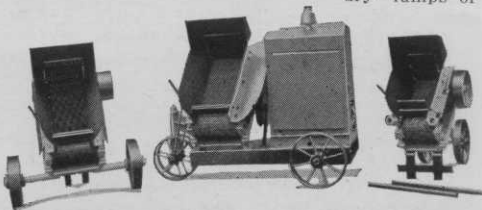
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Pay-Play Members Take Over St. Louis Course

WESTBOROUGH COUNTRY CLUB is the new name of the old Westwood Country club property at Webster Groves, Mo. (a St. Louis suburb). Westwood has moved into one of the district's new show-places, leaving its old plant to be operated on an interesting combination membership and daily fee basis until the inevitable subdivider steps in.

Louis Gund, formerly connected with Glen Echo at St. Louis, is operating the Westborough plant for Walter Pfeffer, the owner. Gund also managed Westwood for three years in its old location.

Westborough has 900 members at \$30 a year. These members pay \$1 week-days and \$2 Saturday, Sundays and holidays for their golf. Other charges are: 50 cents for tennis, 50 cents for swimming, 25 cents for handball, 25 cents for horseshoes and 25 cents for archery. Everything is on a cash basis.

The plant has a swimming pool 40 feet by 120 feet, surrounded by a terrace seating 300 people and with dance space for 200 couples. The dance floor surrounds a fountain and gold-fish pool that is brilliantly illuminated with multi-colored lights. The dining room has seating capacity for 500, giving the whole operation a feeding capacity of 800. This summer Gund is making a play on buffet lunches with the club's own bakery goods as specialties. This detail should get a great play for about 400 of the members live within a mile of the Westborough club. Gund also is making a bid for delicatessen business. He figures that even if some of the nearby members are not eating at the club, the operation can profit by supplying some of their home food requirements.

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