

cards at a dime each or three for a quarter, and the management deducts 10 per cent of each purse, awarding the balance of the pot to the holder of the lucky card. The weekly Friday night keno game at a Chicago district club last summer attracted over 100 players on several occasions, and the club's 10 per cent rarely ran under \$20. At the end of the season, this "take" was sufficient to schedule an extra party beyond that the entertainment budget would have allowed.

Ping-pong is rapidly coming into the good graces of the public after being neglected as a game for many years, and the smart club will make no mistake to invest in one or two tables and the necessary playing equipment. There is a fascination to the game that appeals to players and onlookers as well, and the younger patrons of the club will be especially enthusiastic. Buy a croquet set and set it up on a level piece of lawn in front of the club porch. In some clubs they have installed one or two horse-shoe pitching courts.

Other devices for expanding the attractions of the club and thereby increasing patronage will readily occur to officials, and provided the installation of the necessary equipment calls for little or no investment of club funds, the move will generally prove well worth the effort. Member interest will be aroused, member appreciation of the club will be improved, and the specter of wholesale resignations because the club is not giving the members their "money's worth" will disappear.

## George Stumpp, Stumpp & Walter Chief, Is Dead

New York City.—George G. Stumpp, pres. of Stumpp & Walter Co., prominent golf course equipment and supply house died in a hospital here, Feb. 8, at the age of 59. Up to two weeks prior to his death he was at his desk supervising his large business and details of Stumpp & Walter's move to its new building.

Mr. Stumpp was born at Union Hill, N. J., the son and grandson of seedsmen. He grew up in the business and was one of its outstanding leaders at the time of his death. He started business in his father's seed store, now owned by his brother Otto. Later he worked for Peter Henderson and F. E. McAllister. Almost 35 years ago, on the discontinuance of the

McAllister business, Mr. Stumpp, his pal, Julian H. Walter and Henry Eicke, another McAllister employe borrowed money and opened the Stumpp & Walter Co. business which steadily flourished under able management until it became one of the largest enterprises of its kind.

The company maintained a steady growth since its start, enlarging office and warehouse quarters and taking on branch offices and nurseries as a result of a vigorously progressive policy that was an inherent part of George Stumpp's make-up. By one of those sad tricks of fate Mr. Stumpp died just a few days before the company moved into the splendid new building that long had been his ambition.

Mr. Stumpp is survived by his widow, formerly Emma Kohlmeyer; a son, George O. Stumpp, who is v. p. of Stumpp & Walters; a sister, Mrs. Charles Hahn; and his brother Otto.

## Group Instruction Is 1932 Feature

**S**UCCESS of free group lessons for women and children during 1931 was so pronounced that the idea promises to be adopted by the majority of alert professionals during 1932.

Rarely do the circumstances prevent scheduling these classes as part of the pro services and the proposition works out to the advantage of the club as well as of the pro. In only a few instances have these classes failed to arouse and maintain lively interest. In those cases, the pros say, the group lesson idea was not presented and pushed properly by either the club or the pro.

Group lessons in 1931 were credited with having much to do with the continued growth of women's golf and satisfactory sales to women. Group lessons to the youngsters did not produce much actual business so far as the pro was concerned, but it helped considerably in getting the whole family out to the clubs for house business. One place where the kid classes did help the pros was in making the parents reluctant to buy elsewhere than at the pro shop because the pro was being enthusiastically boosted by the kids.

Free group lessons weekly for women and children were used effectively in membership campaigns last year and undoubtedly will be pushed in getting new members during 1932.