



Clothing, shoes and golf equipment from the surplus stock of members of the Pine Lake (Mich.) CC are gathered near the end of each season and passed on to the caddies. The affair, tactfully and pleasantly handled, is a timely and helpful expression of sportmen's consideration for the kids.

bers, particularly non-resident members, we still maintained our high standards, such as not lowering the green fees, and maintaining the same excellent service and quality in our dining room."

Price Raise Threat Brings Prospect Action

The Meadowbrook Country Club (Detroit district) used several methods in adding 65 new members to its roster this year. E. E. Prine, secy., reports:

"The first method we tried was dividing the locker-room—the east side against the west. We appointed a chairman for both sides, and then a captain for each row of lockers. This made about 10 men to a team, and about 20 teams all working for new members.

"Memberships which sold for \$1,000 prior to the depression came down as low as \$50. In 1935 we raised the membership fee to \$100, and after we had our membership campaign well organized this year, without making a lot of noise about it, we notified all of our members that on July 1st the membership would go to \$300 without any exceptions. This caused a rush of applications for membership in order to get in on the \$100 basis, and brought us in short time to our 300 closed membership figure."

A new swimming pool, plus diligent work by the membership committee, was responsible for a gain of 105 new members at the Lehigh (Pa.) Country Club. A full account of this club's progress is found elsewhere in this issue.

The Fox Chapel Golf Club, (Pittsburgh district) increased its membership by taking in a group of players who pay dues but pay no initiation fee and have no vote in club affairs. Included in this list of

new members, are a few former members of the club who were forced to drop out during the depression.

All of the ideas and methods of obtaining new members presented above have proved effective and successful in building up club memberships. Increase in golf play, golf interest, revival of country club atmosphere, and the generally improved business conditions everywhere, point to sustained building up of club memberships for next year. Certainly no sound club should have to rely hereafter on trick offers to increase its roster.

Open Cup Is Safe—The National Open Cup, reported in an Associated Press dispatch from Greensboro, N. C., as having been lost in the ruins of a jewelry store fire, was recovered and fortunately needed only minor repairs.

Managers Meeting — Eleventh annual convention of the Club Managers' Association will be held at Brown Hotel, Louisville, Ky., February 16, 17 and 18. Preliminary plans call for emphasis on clubhouse rehabilitation in keeping with the pronounced revival in house activities during 1936. Modernization details that effect old clubhouses and a discussion of ideas that call for consideration in new clubhouse construction will be featured in the managers' program.

Milwaukee Wants Greensmen — Milwaukee intends to put in a bid for the 1938 convention of the National Association of Greenkeepers. Ample and first-class hotel space for exhibitions and convention attendants is available at moderate rates. Central location of the city has been an important factor in making Milwaukee famous as a convention city.