

fundamental soil fertility studies; insect and disease identification and control; drainage and irrigation; course planning, and record keeping. A corps of nine instructors, specialists in these fields, will conduct the classes.

Enrollment will be limited to the first fifteen applications received from qualified men. Detailed information can be had

upon writing Prof. H. B. Musser, State College, Pa.

Plans are being completed for an anniversary celebration this year to mark the tenth annual Pennsylvania Fine Turf Conference, to be held at the college from February 22-25. It is hoped at least 200 Pennsylvania greenkeepers will attend the meetings.

MANAGERS PLAN BUSY CONCLAVE

KEYNOTE of the twelfth annual convention of the Club Managers Association of America will be 1938 program building for golf and city clubs. Association officials have been conducting extensive investigations into club policy and operation problems that managers believe will figure as major factors in 1938, and returns to questionnaires widely circulated among managers will determine subjects of convention talks.

The convention will be held at Hotel Peabody, Memphis, Tenn., January 18, 19 and 20. Elmer M. Ries, manager of the Colonial CC, Memphis, and chairman of the 1938 Managers' Convention committee, has been engineering business and social schedules which promise a new high in convention interest. James A. MacGoogan of the Youngstown (O.) club, is president of the association, Wayne D. Miller of the Cincinnati (O.) CC, secretary, and Charles C. Dyer, Houston (Tex.) club, treasurer.

Here's List of Problems

Among the major program sections on which the manager members of the association have suggested the loud pedal be applied are:

Membership (A) How to hold the ones we have. (B) How to get new ones of the right sort. (C) What to do to make them club users. (D) Should this be a year around job? (E) Should we have membership drives?

Beverages (A) Production. (B) Buying. (C) Selling to members.

Food (A) Production or origin. (B) Preparation. (C) Selling to members.

Town-Country Clubs (A) Difference. (B) Competition of town club and country club. (C) How could one help the other? (D) What can they learn from hotel management?

Among questions to be considered at the conferences on January 18 and 19 are:

What creates additional initiative in a club chef? What makes a head waiter rate maitre d' hotel in service? When does a club member order with an educated note for food and drink? Where does all inspiration originate in the clubhouse? What is the outstanding difference between a club and hotel?

What does a club member get for his dues? Should all departments of a club operate at a profit or should they be partially subsidized in dues? Should club entertainment be self-supporting or must it be subsidized? Is direct music or cover charge practical in a club having dues? Do you have any ideas to make the public more club minded or club conscious? When are we going to establish a clearing house for club managers to better employment at better salaries and discontinue the practice of many destructive turnovers in personnel?

Is there not some way we, as an association, can help select better managers for these vacancies? Should we not recognize men with college training in our profession? Is not an important function of this association keeping the flow of experienced managers before those who hire managers? What to do about the dues and admission tax. What to do about the wisdom of passing direct taxation on to the members in a form they will recognize as a tax and not blame the management for increased cost over which they have absolutely no control.