

constructed of concrete or more costly tile. They may be lighted, and underwater lighted for night swimming, etc. Walks around the pool and planting can produce any degree of artistic effect desired, all depending on the size of the club's budget.

There is one factor, however, which cannot be neglected if a club is to consider a pool and the safety of those who use it; that is, the system for purification, filtration, and re-circulation. Such a system must be standard and approved by the State Board of Health. The dressing rooms for men, women and children are a matter which will vary considerably as to cost—depending on the finish and equipment.

Another source of revenue for the club during the summer months may be the tennis courts. No club should be without them. The number, type and cost of each unit must be determined by the location and the membership. They are as important as a health-giving exercise as golf or swimming.

Bowling on the green is probably the least expensive of summer sports to install. Room can always be found for it.

If provision for activities is made, in addition to golf, the bar and restaurant will of necessity become popular, and in this way, every member of the golfer's family will be paying tribute to his club, and at the same time enjoying the activities which the club affords during the summer months.

Don't Overlook Winter Sports

When the summer or warm season is over, clubs are usually forced to close or be faced with a deficit during the winter months. Dinner dances offer some returns, but that is not sufficient. There are many winter indoor and outdoor sports which the club should provide. Badminton is one of these. The area for this popular sport may easily be arranged in the living room, dining room, or locker-room, depending on the size or location of the club.

Skeet is another sport which can be enjoyed in the environs of the club, as well as skiing, coasting, and skating.

The center of activity for club members in winter and summer is the club's bar and the rooms it services. Many clubs are still handicapped by a prohibition bar, or a make-shift installation. The right type of bar, adequately equipped and correctly located to provide prompt and efficient

service to grille, locker-rooms, restaurant, pool terraces and cafe, can do a great deal to boost the revenue of a club.

If our clubs are to meet their obligations they must get their activities in line with the present day idea that their existence depends on serving the membership in several types of sport.

IT'S ON THE HOUSE

By TOM REAM
Mgr., Westmoreland CC

There are two kinds of clubs—those at which members think the food is good and those in which the management thinks the food is good enough.

More care in the hiring and there will be less firing.

The manager who thinks he would be better off in some other line of work, probably would be.

There is a difference between being proud of your club and being snooty about it.

The idea is to explain that the request is unreasonable in a way that will prompt the member to withdraw graciously, instead of doing it in a way which arouses him to fight for it as a matter of principle.

Getting noticed in a club is entirely a matter of doing the kind of work that gets noticed.

Don't complain that members require a lot of service. It's that demand for service that makes the club business such a good one to be engaged in.

Some club employees give so much of their attention to what other employees have to say that they have none to give to what a member requests.

If it's a good club, it should look the part.

What one member complains about, the rest of the members may not like either.