

. . . special resident . . . special non-resident . . . senior . . . intermediate 30-34 . . . junior 25-30 . . . junior 19-25 . . . social . . . honorary . . . associate . . . junior family . . . sustaining . . . house . . . transient . . . winter sports . . . stock.

Many of the classifications were added during depression years as attractions for income from sources ordinarily beyond the clubs' scope.

In about  $\frac{3}{4}$  of the replies the elimination of initiation fees was revealed. However, the replies, for the most part, were from smaller clubs. The larger clubs reduced initiation fees sharply from the 1929 figure, and in some cases waived initiation fees altogether. However, fees, although in some cases rather nominal, have been restored in almost all cases of the larger clubs.

All clubs replying had reduced dues from the 1929 figure. The reduction averaged 20%. Interval of dues collection most favored is monthly, then quarterly.

Average of 1938 membership of reporting clubs was 278 against 343 average in 1929.

Number of clubs for and against slot-machines was even. Of the clubs permitting slot machines about  $\frac{3}{4}$  of them owned the machines, and  $\frac{1}{4}$  allowed their operation on a percentage basis.

Inasmuch as the majority of the reporting clubs were in smaller cities, despite the quite substantial membership figures, there were 2/5 of them reporting bars and restaurants let out on concession basis; a practice not so popular at the larger clubs.

A tendency toward keeping the clubs open 12 months of the year was reported, more than half the reporting clubs now operating the year around.

Strange to say, although mixed affairs were reported as popular in the house activities, mixed golf affairs were infrequently scheduled during the season by the clubs answering.

Almost unanimously the clubs reported greatly increased activity by the women members.

Profitable operations by clubs were reported as being on the increase, although the answering clubs had not reached 1929 profit showings. Club bar profits increased in 1938 over 1937.

During the past three years a substantial increase in club membership was reported, particularly among the younger people. Club activities increased at  $\frac{3}{4}$  of the reporting clubs. Tennis led as the sports facility supplied most frequently, after golf, at the clubs. Swimming came next.

## "If I Were a Club President"

PETER HAUSEN, competent and beloved veteran manager at the Edgewater GC (Chicago district), quite frankly admits being "one of the old school." Those with acquaintance with artistry in cuisine know that despite all the merits of modernity in some fields, being of "the old school" in food and beverage service is certainly no rap.

Peter, as many club managers know, is a fellow who puts sound thought forth in an easy, light manner. He has no arguments; he seems to get along with everybody. If he doesn't agree he does it gracefully. One great thing that Hausen can contribute to the younger club manager who may be distressed and confused by the positive assertions of uninformed and enthusiastic club officials, is to take it easy. These officials and the manager have one thing in common; both are sincerely working for the good of the club,

first, so there's really nothing to get upset about.

GOLFDOM asked Peter what he'd do if he were president of a club.

Here's what Hausen replied:

"There was, is, and always will be, a lot of disagreement as to what administration methods are best adapted to the welfare of a club. You will agree with me that these methods do vary greatly in most every golf and country club.

"I have now been with Edgewater for 13 years and while one administration may have differed from another in various respects, I can truthfully say that not one president of those who have been at Edgewater's helm during those years, has had anything but the best interests of the club and its members at heart.

"Ways and means to achieve these results may be different, but in the end the objective in view was the same. Even

you, with your limited knowledge of geography, should know that there are different roads leading to Paris and as long as you get there you may climb up the Eiffel Tower and watch the French dolls from way "up in the air" where you generally are anyway. (*Pete, you got me there! Ed.*)

"Problems must be met and solved as they are presented and it is pretty hard to state in a letter what I would do if I were president. I would want to work in harmony with the other officers and directors of the club. I would place my confidence in the manager and would expect him and his organization to respond to this 100%. If I could not have confidence in the management, I would keep on changing until I had a man who would be worthy of the job. I have always been striving to justify the trust put in me. When I came to Edgewater, our present president was the chairman of the house committee. He engaged me, and now, when he is president, I will even add 1% and make it 101% cooperation with him, for the success of the club. The president, the board and the management working together can never fail to bring success.

"If I were president of Edgewater, I'd just try to fulfill the aspirations of my predecessors, who have been so successful in weathering all the storms of adversity in the past less affluent years and in making "good old Edgewater" the outstanding club it is today. I love it."

## New Oak Park Lounge Proves Money-Maker

ONE of the outstanding examples of how to wisely revise a clubhouse interior for member service and revenue is that of the new lounge for ladies at the Oak Park CC (Chicago district). Formerly in the space was a small bar and a store room. The bar was dark and cramped. It adjoined the men's locker-room but was seldom used, even by the few people it would accommodate.

C. R. Bangs, Oak Park's manager, worked out a plan for making a cocktail lounge out of this unproductive space on the clubhouse ground floor. The job was done during the winter at a cost of \$2,500, and was completed without having to bring in any outside labor except the carpet men.

Part of a wall was removed to bring the former two rooms together. The room was completely panelled, including two of the former doorways. By putting vents above the back-bar and installing a large suction fan excellent ventilation was secured.

Selection of furniture and colors was particularly happy in brightening the room and providing several intimate groupings. Rose, a powder blue, beige and yellow are the colors used in the room. The job of interior decoration has been



Plenty of light, smart grouping of furniture, and a swell job of interior decorating by Mrs. C. R. Bangs, make this women's lounge a most popular meeting place at Oak Park CC.