

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.

pronounced a gem by professional experts in this line, as well as by members. Mrs. Bangs was on the scene all the time and was the talented individual responsible for this phase of the job.

Additional business has been produced by the new lounge to the extent that Manager Bangs estimates that its cost will be offset by profits on the business it has created.

## Catastrophe Works to Club's Benefit

By Edward J. Butler

WHEN the hurricane of September 15, 1938, lashed the southern Rhode Island coast, taking a toll of 125 lives at the popular shore resorts of Watch Hill and Misquamicut, and wrecking over 300 summer homes, prospects for a successful 1939 season at the Winnapaug Hills GC in Westerly were far from favorable.

The 90 members of the club living in Westerly were all, to some extent, financially affected by the terrific storm, but their support in 1939 could be relied upon. The great loss would be the absence of summer residents, whose homes were destroyed, and without whose aid the club could not exist.

### Greens Damaged Unnecessarily

Then there were further discouraging features, for extra funds would be needed in 1939 to repair damage done to the course by the storm. Wreckage of houses and tons of debris of every description had washed across to the meadow holes from the wiped-out resort that was Misquamicut. Relief workers assigned to the area after the catastrophe had no realization of the value of turf to a golf course and in some cases rubbish was piled on the greens, regarded by the agricultural department of Rhode Island State College as among the best in New England, and there burned.

It was a sorry situation and even the club professional, Don Vinton, one of the country's leading instructors, feeling the future jeopardized, sought another position at a Massachusetts club.

But with the traditional Yankee spirit, the directors, led by President James W. McCormick, descendant of the canny Scots, lost no time in planning repairs to the course and devising a novel membership campaign. The four meadow holes which were the repository for the destroyed beach houses, were re-seeded and Green-

keeper Oscar Chapman gave them his closest attention. The other 14 holes, all located in the rolling hills just north of Westerly's Shore Rd., had not been damaged and the club members were satisfied to confine their play to this area during the early spring, with the assurance that the full 18 holes would be available before the end of July.

The services of Del Kinney, pro at the Ledgemont Club in Warwick, were secured for part time, and he opened his shop on Memorial Day.

How to increase the membership to make up for the loss of transient revenue in the summer was solved by a plan which actually made every member an active wheel in the campaign. The annual dues in 1938 were \$66, and as an incentive this fee was to be reduced to \$44, if the member could sign up a prospect.

And to make the proposition attractive for prospects, the first year dues were also set at \$44. Any member who failed to bring in a new member would have to pay the full \$66 fee.

### More Revenue from More Members

Officials of the club were hopeful that through the plan, the membership would be nearly doubled and that although there would be a resultant decrease in individual dues, the total revenue would rise from the \$5,940 received in 1938, to around the \$7,500 mark. And a larger membership, they felt, would also tend to bring in more guests at the usual \$2 green-fee, while the sale of food and refreshments at the clubhouse would gain in proportion.

Happily, the faith of the directors has been vindicated. The membership roll has advanced to 140, and is certain to reach at least 170 before the summer ends. The hurricane-scarred meadow links have been nursed back to their original condition