

so long as the fee charged by a golf club is a true 'green fee' and is not a charge for admittance or entry to the golf club area, no admissions tax would be payable."

Junior Championship committee reported that nine competitors in the 1950 National Amateur had played in either one or all three of the USGA Boys' Junior Championships.

The financial report, audited by Price, Waterhouse & Co., presented as part of the Executive Committee and sub-committees showed the USGA to have a surplus, including reserves for championships, of \$91,919. The financial report is an example of what the PGA should do in informing all its members of its operations and financial status.

USGA cut the field for the USGA Amateur by 10 players to 200. Slow play has made it impossible to get 210 field through first day's Amateur play even if the championship was held in the Land of the Midnight Sun.

Nominating committee's ticket as listed in January GOLFDOM was formally elected. It was re-election for James D. Standish, Jr., Country Club of Detroit as pres.; Isaac B. Grainger of Montclair (N.J.) GC and Totton P. Heffelfinger of Minikahda Club, Minneapolis, as vps; Richard S. Tufts of Pinehurst (N.C.) as sec. and John D. Ames of Glen View Club, Golf, Ill., as treas.

Pre-Season Pro Letter That Got Business

Warren Orlick, pro at Monroe (Mich.) G&CC, is one of the most successful advertisers in pro golf for the simple reason that Warren keeps informing his members about what services and playing supplies he has for them.

He doesn't get flowery or press. He tells them what they want to know.

Last year Warren's pre-season letter was especially effective. He sent it out with a prepaid postcard for ordering club-cleaning service.

The Orlick letter, which was printed, follows:

Dear Member,

Welcome to another golf season. From point of memberships sold this winter and golf interest in general this should be a bang-up year at the club.

The season club-cleaning service will again be seven dollars, payable in advance. This service includes cleaning of clubs, storage, minor repairs and issuing of clubs to caddie. Same service for juniors is five dollars, payable in advance.

Extended club-cleaning service for season is eight dollars, payable in advance. This service insures set up to \$150.00 while they are in my custody in addition to

regular service. To the many members having sets valued above \$150.00 I recommend you see your insurance agent for coverage.

My free junior golf program of last year went off so well that I will continue classes this season. Details on time, age, equipment and other information will be mailed to you at a later date.

Every year the golf equipment manufacturers offer something new to save you a few strokes. This season to go along with the highly successful shafts of last year they have designed heads that will minimize hooks and slices. The heads carry more weight toward the toe and behind the hitting area of club without increasing over-all weight of club. I had a preview of all the leading sets on the winter tour in Texas and without fail all the leading players were more than pleased with the new improvements. Without obligation of any kind you may try out any one of three 1950 demonstrator sets I have available. New sets may be tried out before purchase. You may use my extended payment plan and I accept trade-ins toward club purchases.

My stock includes clubs, bags, balls, carry-all grips, sportswear, shoes and accessories to meet any budget.

Take advantage of these points when thinking of equipment and supplies. Here is what I can offer you:—

1. Professional experience to aid you in selecting proper equipment.
2. Extended payments.
3. Trade-ins accepted.
4. Service before and after sale.
5. Modern repair service.

Lessons are by appointment.

Cart rates are as follows: 9 holes and under 25c; 10 holes and over 50c.

The tournament committee has a fine schedule for all classes of golfers this season. Any member not having a game is requested to see me or any member of my staff and you can be sure we will find a golfing partner for you.

May all your drives go straight and all your putts fall in this season.

Tunis Revises "Sport for the Fun of It"

John R. Tunis, one of the top ranking sports writers and authorities, has revised his excellent book, "Sports for the Fun of It," which gives the history, rules and highlights of playing information on 19 popular sports. The book is published by A. S. Barnes Co., 101 Fifth Ave., New York 3 and sells for \$3. It's an entertaining and helpful handbook for the man, woman or youngster who just wants to play for enjoyment and doesn't aspire to a career as a rich and famous pro.