Manager Names Holes in House Operation

PETER HAUSEN, manager of the Edgewater G. C., operates the "closest in" private golf club in the Chicago district. Hausen has one of those operations that is surrounded by the homes of members and gets a good volume of meal business. It isn't just as easy as it sounds for although the members live so close to the club that one might think casually they would be moved to run to the club for many of their meals, the handiness of their homes would work it out the other way were it not for a notably high standard of food and service.

In commenting on his own successful operation the Edgewater manager picks out the two major handicaps that so many managers have to battle through no fault of their own; a price scale that is too low and an enforced policy of buying from members. Even a cursory study of many golf club menus will show that they are charging too little for their meals. Managers and house chairmen who have revised the scale upward in line with costs have found there is considerably less howl about the slight increase in prices than there is about a substantial dining room deficit at the end of the year. The manager is supposed to encourage patronage at the club and does but what's the use of the club fooling itself that increased volume can mean anything but an increased deficit if the prices of food served lag hopelessly behind the food cost and operating items:

In Business for Health?

While golf club members are at their clubs for their health and pleasure there is such a thing as the club being led into the red by the notion that it is in business for its health, Hausen points out. He tells GOLFDOM:

"It appears that kitchen and dining room in a good many clubs are the sore spot. Why this should be so I do not know.

"There is of course a vast difference between the operation of a restaurant or hotel kitchen and that of the culinary department of a club. While hotels are not in business for their health and must depend on the profit in their restaurants, a club does not necessarily have to show a profit in the kitchen, for quite a few first class country clubs are in business for their health.

"This does not mean, however, that wasteful, careless or injudicious manage-