A good bartender, good food and adequate air conditioning are the three musts that turn a golf club into a profit-making enterprise. That's the philosophy of Tiny Pedone, golf pro and part owner of the Edgmont Golf Club, situated on Route 3 near Edgmont, Pa.

"Take air conditioning, for instance," Pedone says. "A man comes off the course after 18 holes hot and tired. What he wants right away is a cool place to sit down for a few minutes. But nobody can relax in a hot, sweaty locker room. So he decides he might as well drive home to shower, and that's the end of him until the next golfing day. Except for golf, he doesn't spend a dime, and a club can't operate on that basis.

"Now look at the way things are here. Our golfer comes into the locker room, and it's cool. He sits down on a bench to rest and right away he's relaxed and comfortable. Why bother to go home when
the club has everything he needs? So he showers, changes clothes and wanders over to the air-conditioned bar-room—it's never smoky, no matter how many people are in there—and has a few drinks with his cronies. Maybe he decides to phone the wife to bring the kids over and have dinner. But he's not likely to do that if she's crabbed about the food, so you've got to keep up the quality. Now add them all together—good food, good bar and air conditioning—and you've got an unbeatable combination."

Edgmont, opening in the fall of 1964, has been able to climb to a total membership, golfing and social, of 700 in little more than three years. For more than two of those years, the club has been air conditioned.

"Our social membership has doubled since we put in air conditioning," Pedone reports. "All our dances and other summer events are sold out well in advance. Air conditioning paid for itself in the first year. Looking at the way things are now, the club

Continued on page 41
Play it cool
Continued from page 27

wouldn’t be able to run without it.”

The club has a remarkable system of air conditioning. The installation wasn’t quite completed but was ready for operation for the first dance of the 1965 summer season. The outside temperature was around 100 degrees and there were over a hundred dancers. But no sweat—and that’s meant literally. On the glassed-in veranda, the thermometer never rose above 75 degrees, this under heavy loading. Generally, the clubhouse is kept close to 70 degrees, regardless of outside temperature.

The secret of the major cooling is closed-air circuits. When large amounts of fresh air, hot from outside, are not being continually introduced, it takes relatively little horsepower to keep the temperature at comfort level. But doesn’t that mean breathing stale air? Not if you plan for it.

Each of the three systems cooling the bar and dining areas includes air cleaners and filters. The electrostatic air cleaners take the smoke out of the air, and the filters remove odors. The latter will retain their virtue indefinitely if regularly replenished with odor-destroying pellets, a simple maintenance job that anybody can handle.

Some fresh air has to be brought in, naturally, but that can be done late at night or early in the morning, when the outside temperature has dropped and inside cooling is no longer important.

The bar is cooled by one, the two dining rooms by two, York Model CA91 ‘‘Champions.’’ Each unit is rated at 88,000 Btu, nominally 7½ tons of refrigerating capacity, and each is a field-charged, split unit. Its heavy-duty compressor and the dual-coil condenser are mounted outdoors within a weatherized housing of zinc-plated steel coating with baked-on enamel.

The mating evaporator-blower sections are inside the clubhouse. The two sections for the dining rooms are on the second floor, in a room above the area they service. Since it wasn’t possible to place the air handler for the bar

Continued on page 58

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Play it cool

Continued from page 41

overhead, it went down in the basement.

By utilizing the wine closet adjacent to the bar for air delivery and return, visible ducts were avoided. The unobtrusive wall grilles don't spoil the beauty of the beamed ceiling, as unsightly ducts would have done. Nor are there ducts in the two dining rooms, but you can see the air diffusers in the ceilings if you look hard enough.

"Air conditioning," says Arthur Goulette, the club steward, "should be felt but not seen."

For better control with varying occupancy, two independent cooling systems were installed for the dining rooms. One is enough to handle weekday luncheon loads, but the second is there to cut in when needed. During hot summer evenings when a club dance is in progress, both systems are operating.

The office is air conditioned separately by a York "Pathfinder," an air-cooled package tucked in a nook under the eaves. This is factory-charged and requires only installation to outside air. It is rated at 23,000 Btu, a nominal two tons. Air conditioning of the card room is also separate. For this a very large window cooler, rated at 24,000 Btu, is used.

The locker rooms, located in the former barn, have another 7½ tons of air conditioning, supplied by a unit in a weatherized housing outside. The mating evaporator-blower section is upstairs.

The demand for lockers grew so steadily after air conditioning that another 56 had to be installed in space that had once been a hay loft. When the club opened, only 75 members had bothered to rent lockers, leaving 50 vacancies out of the original 125. But the situation was completely reversed by air conditioning.

"Right now we could rent another 200 lockers if we had the space to put them," Pedone says. "That is our next project. It's good business. A locker pays for itself in about five years, after which it's almost pure profit."