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Million-dollar transformation — from middle to upper class

by Grier Lowry

Hillcrest Country Club, Kansas City, Mo., is a sparkling example of how one million well-spent dollars can transform a dreary operation, suffering from a downturn in membership, into a class, upbeat operation.

Several years ago the club was at a crossroads. Grass on some of the greens in July and August was virtually nonexistent. The pro shop needed remodeling. The clubhouse was beginning to look dingy, both inside and out. The lockers and showers were out of date and rundown.

Too many people were joining the club in April and dropping their memberships in September after the golf season. As a result, the club was starving to death during the winter. The menu had become static and was creating heavy waste. The kitchen was creaky and inefficient. Labor costs were out of sight in the foodservice department. Some young members were sounding off about the absence of tennis courts.

"It was clear to me and the board of directors that we had no other choice if Hillcrest was to survive than to engineer a complete remodeling of the physical plant," recalled Harold E. Roach, manager of the club until early this year.

"We had the essentials for a good club to work with," he said. "The installation of a new link with an interstate highway made our club accessible to all of Greater Kansas City. Though the immediate area is peopled mostly with middle-income types, we were now easily accessible to more affluent income residency of neighboring Johnson County, Kansas, where a lot of young executive type families reside.

"So a decision was made to spend a million on improving the club," said Roach. "The prime objective: Bring the standards up to those of the finest

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James Pollock: “I like the idea of breaking the...”

clubs in Kansas City. As part of the effort to raise the improvement funds it was decided to raise the initiation fee to $1,250 and increase monthly dues to $85. The stipulation was also made that members spend a minimum of $10 on food and beverage each month.”

Before the full-scale upgrading program got off the ground, Roach and key members of the organization made a close study of other outstanding club facilities in the area. From this research, they mapped out a basic approach for the remodeling, and turned their recommendations over to a Kansas City architect.

Two years later, the benefits were evidenced from all sides. Dissent at the increase in initiation and dues came from some members and a total of 120 resigned when the decision was made. But today the membership is at an all-time peak of 450 golfing members and 175 social members. Significantly, the number of members who joined in the spring and dropped their memberships in the fall dwindled from 60 and 70 to only eight. Higher initiation fees had members thinking twice before canceling their memberships. Food labor costs were about 48 percent, the lowest they had ever been. And foodservice volume and the use of the facilities for group occasions was steadily climbing.

In planning the improvements, Roach said he and the Board kept several things about Hillcrest firmly in mind. First, it attracts conservative, closely-knit family types, some of them on fairly tight budgets. Which motivated the planners to accentuate features appealing to all members of the family, offspring included. Two, about 30 percent of the families who belong include working wives. Most working wives insist on a strong voice on how incomes are spent and are more active participants in recreation that costs money. In short, according to Roach, women equal attention with men in planning the remodeling was a prime consideration.

Thirdly, the game of golf is the life-blood, the heart of the operation, the raison d’etre, and all other activities play subordinate roles to the game.

Zoysia for the course

Improving the course was the first order of business. Five new greens were built and five new watering heads installed. Another new watering system was installed around the clubhouse. Two years ago the area was hit by a drought, and, with play as heavy as usual, the bluegrass all but burned out. Then a decision was made to go to zoysia grass and $65,000 was spent in getting the program under way.

“We started our zoysia program by researching the excellent course at the Alvamar Country Club in Lawrence, Kan.,” explained Roach. “This is one of the finest courses in the country and their zoysia covering is tremendous. We then made arrangement to buy zoysia strips from the club.

“In switching to zoysia we realized we were trading 60 days for 10 months, in other words bluegrass stays green 10 months of the year but fades during the heat and dry weather of July and August, while zoysia stands up to midsummer punishment but browns early in the fall and is slow to green in the spring.”

As a test, zoysia was initially installed on the aprons and approaches. Then extensive strip-planting was inaugurated using a custom tailored cutter for portioning the strips and another cutter for notching out the ground preparatory to laying in the strips.

By strip-planting, as opposed to using plugs, and slushing the strips in good and moist, it was necessary to hold off play only one day. The strips were wetted down and rolled thoroughly.

A good thing made better

Hillcrest’s golf program — men’s, ladies’ and juniors’ — is one of the best in Greater Kansas City. The 2-day, 18-hole Mens’ Invitational Tournament is outstanding and with a play of 74 teams at $200 per slot, is always a sellout.

Both the ladies 9-hole and 18-hole programs constantly pulsate with activity. There are an average of 60 in the 9-hole ladies’ program and 80 in the 18-hole category. About 80 juniors participate in that program.

“It’s a proven fact that if you get women in to play golf, they’ll also use your clubhouse, dining room, and cocktail lounge,” said Roach. “It worked out that way for us.”

The new look at Hillcrest includes four brand-new tennis courts, (cost: $70,000), two swimming pools, a wading pool, and a picnic area. The redecorated and expanded clubhouse embodies a main dining room seating 160 to 175 guests, a grill seating 60, a cocktail lounge accommodating 60, a ladies’ cardroom, and new locker rooms. A dozen new golf cars were ordered.

The new lockers are all identical in size. The old ones came in varied sizes and there was tug of war, generating bitter feeling, for the larger lockers.

The kitchen was rebuilt with additions of new refrigeration, two new ranges, two french fryers, steam table, new radar range, and a Hobart dishwasher and mixer. Instead of replacing them, which would have been costly, the old wooden worktables in the kitchen were sent to a restaurant.
supply house where they were covered with stainless steel. End result: Easier cleaning.

The pre-remodeled dining room was cold and uninviting. To add warmth walls were done in light pastel colors, new carpeting and drapery in warm earth tones added, and new chandeliers installed. Diners had a tendency to eat and leave quickly in the old setting. Now they linger and order desserts and after-dinner drinks.

A new club manager
James Pollock, who came to Hillcrest on January 1 from the Casper (Wyo.) Country Club and has managed private clubs for over 20 years, is aware that he inherited a sound operation at Hillcrest.

"The basic program is good," he said recently. "My efforts focus on encouraging higher usage of the facilities by membership. And in accomplishing this objective, we're adding some new features. The problem at any club is that you can move along in a set pattern too long and your program gets a bit stale around the edges.

"What you are doing is scheduling chicken buffet every Wednesday and a seafood buffet every Friday and nothing ever changes," he said. "I like the idea of breaking the pattern and sparking the interest of the membership. Of introducing a new feature designed to spur their use of the facilities."

In his first step in this area, Pollock introduced a Wednesday night International Cafe, a buffet featuring the food of a different country on each occasion. So far, food from Germany, Italy, France and the southern sector of the United States have been featured. The feature is priced at $6 and attendance averages 150 on each occasion.

"Don't let me create the wrong impression," the manager warned. "This club offers a number of good, traditional activities that we will retain. But now and then we'll implement with something new."

Another one of his objectives, the manager said, is to promote greater usage of the four tennis courts built last year. Activity on the courts was sparse last year and Pollock plans to push their use harder in club publica-

tions — the monthly newsletter is well read — and in personal encounters with membership.

He displays keen appreciation for one beneficial aspect of the operation: Low employee turnover. He points out that he inherited a nucleus of employees who had been with the club for over 10 years and a large percentage who have been on the staff for over 5 years.

Another step taken this year involved another increase of the initiation fee, from $1,250 to $2,000. Dues remain the same, and the manager hopes they can stay as they are until next year.

New pro, new look
The pro shop was the setting for another big changeover at the Kansas City since the 1st of the year. "Dutch" Stamberger, a fixture in the shop for 20 years, retired. He was replaced by Dale Howell, who had formerly managed the pro shop at the Hutchinson (Kan.) Country Club and was a former assistant at Crackerneck Country Club in Independence, Mo.

There has been a big shakeup in the pro shop since this young manager assumed control. First, he quadrupled the inventory, broadening the selection of name brands, expanding the offering of clothing, with special focus on the ladies' area, and completely reshuffled the physical layout.

In rearranging the shop the basic plan was to put staple items in convenient locations for members to inspect. For example, clubs, balls, and bags are displayed near the counter where members register for cars. It was also a goal in retailoring the physical setup to departmentalize all products, to put all ladies clothing together, all men's shirts together, etc. "In displaying all categories, whether clothing or clubs, our basic plan revolves around putting different brands together so members can make easy comparisons," said Howell. "Our heavier inventory includes a wider offering of brands," he noted. "We recognize the influence of national advertising on how our members buy. If they see a golfer use an iron in a new brand on the tour, they want it. "Proper display combined with variety in clothing and equipment are strong factors in successful pro shop merchandising," Howell believes. "We feel that we've upgraded this shop in both those areas and we're already realizing dividends from the program in the form of increased business."

The Kansas City pro shop operator gives one display as a sparkling example of how a single feature can boost volume. Golf clubs are displayed in a custom-built rack which he designed himself and which has been copied by other shops. This display rack shows 40 different sets of irons in a 12-foot span. This is the fourth such display he's had in his shops, said Howell, and he's had to make several alterations before it fit specifications. Each club fits into a groove and getting these holes the proper distance apart was a matter of trial and error. The display keeps the clubs orderly, it is accessible and is compact. A lot of the future potential of the shop, believes this pro, is tied to making it appealing to the feminine membership. This involves stocking a wider selection of women's clothing and showing it effectively. One revolving hanging rack holds five dozen pieces. "But the point isn't entirely selling the ladies items for themselves," he said. "They still select clothing for their husbands. You can stock a $10,000 cost inventory of women's lines and the attraction is has will produce $5,000 worth of sales in men's apparel. The ladies will select items for their husbands while looking over your offering of goods designed for them."

No other category gives a shop a fuller, more inviting look than bags, believes Howell. And looking well-stocked is of paramount importance in the business, he says. He will normally show between 90 and 125 bags on wall shelving — with a few new models shown by the entrance on the floor — and that's the kind of bag selection he feels is necessary to keep sales coming. Pollock, the club manager, and Howell, the pro, teamed up in playing hosts at an open house scheduled to get the new pro shop look off the ground. With champagne the featured refreshment, these two key members of management at Hillcrest were heartened by the good turnout of members and friends to view the changes.
American wines vs. European: a primer

by David C. Ludwig

While California produces about 75 percent of all the wine annually consumed in this country, most Americans know more about French, German, and Italian wines than those produced here.

The reason for this phenomenon may be that the word domestic on any product carries a somewhat negative connotation; more likely, however, this situation exists because in a sense California's wine industry is less than 40 years old.

Now it is certainly true that Franciscan monks were planting grapes in California over 200 years ago, and it is also true that many immigrant European vignerons established vineyards and experimented with various grape types in California throughout the 19th and the early years of the 20th century. Unfortunately, the prohibition of the 1920's forced the closing of all but a handful of California wineries and those who were able to remain open were forced to switch to the making of sacramental wines or the production of thick skinned grapes of the table and raisin variety to be used for home winemaking, which was still legal.

Although prohibition was repealed many years ago, the legacy of that period still haunts the wine industry in this country; for example, fully 60 percent of the wine presently produced in California is still made from table variety grapes.

Progress is being made, however, and through the efforts of such men as Agoston Harashy (who in the 1850's brought 100,000 vine cuttings from Europe to California and published the results of his experiments on them) and the research conducted at the University of California on the suitability of sites for the planting of various grape types, California now produces some outstanding wines.

Labels can lie

Table wines from California may be grouped into two general categories, according to the way they are marketed: generic wines, labeled with famous European place-names, and varietal wines, labels with the name of the particular grape from which each wine is primarily made.

Generic names have been used almost from the beginning of California winemaking to suggest, broadly, the kind of wine contained in the bottle. The most familiar generic names for red wines are Burgundy, Claret,
and Chianti; and for white wines, Chablis, Sauterne(s), and Rhine wine. These wines have only the vaguest resemblance, if any, to the wines that actually come from these specific places in Europe, and each producer will decide for himself which characteristics each of his generic wines will have. For example, a bottle of French Sauternes will contain a sweet, luscious white wine made in a special way; yet a bottle of California Sauterne will often be dry, making the use of this generic name especially illogical. It is not even unheard of for a winery to label identical wines as Chablis and Sauterne.

Even though this method of labeling wines leaves much to be desired, it is nevertheless at the level of generic wines that excellent values are to be found among the many offerings of California. If you experiment with the many varieties on the market, you are bound to find some brands that are less expensive and more consistent in many varieties on the market, you are bound to find some brands that are less expensive and more consistent in quality than many imported wines. It is interesting to note that many California generic wines are bottled with a small amount of sweetness in them, which may or may not be to your customers' tastes.

Vendemmia — a cross between the Cabernet Sauvignon and the Carignane that attempts to combine the quality of the former with the high productivity of the latter. The wines it produces, while agreeable, lack the style of the Cabernet Sauvignon.

Pinot Noir — this grape, used to make the great wines of the Cote d'Or, is generally considered less complex, less fine, and in general, less similar to the Burgundy original than is the Cabernet Sauvignon to red Bordeaux.

Red Pinot — is not a true Pinot but rather the Pinot St. Georges, and its wines are considerably less fine.

Zinfandel — one of the most widely planted of all the wine grapes in California. While of European origin, it has never been traced back to a specific European wine district. While Zinfandel has become the darling of many “wine authorities,” I find it to be somewhat heavy and cloying, especially when it has been aged in redwood.

Napa Gamay — the grape used to make the popular wines of southern Burgundy and produces light, refreshing, if somewhat less complex, wines in California.

Gamay Beaujolais — not a true Gamay at all, but is now thought to be related to the Pinot Noir. The wines produced from this grape are not considered to be on par with those made from the true Gamay.

Pinot Chardonnay — this varietal produces the best of the California white wines and while this is the true Chardonnay of Burgundy (the word Pinot has been dropped in Burgundy because recent studies have found that this grape is really not a true Pinot) it is unadvisable to make comparisons between the wines produced in California from this grape (or any other for that matter) and those produced in, for example, Chassagne-Montrachet or Meursault.

Pinot Blanc — the second classic grape used in white Burgundies is less widely planted in California than the Chardonnay, but it still produces some very good white wines.

Johannisberg Riesling — the true Riesling planted in the best vineyards along the Rhine and Moselle. It is also called, in California, the White Riesling. A Johannisberg Riesling has much of the flavor and fruit for which this grape is noted, and the wine is often a bit mellow in taste.

Riesling — on a California wine
label usually refers to a wine made from the Sylvaner and is less flowery, but often delightful in its own way.

Grey Riesling — not a true Riesling at all, but the Chaucer Gris, and often produces a wine of indifferent quality.

Emerald Riesling — a cross of the true Riesling and the Muscadelle and produces a mild, very agreeable wine.

Chenin Blanc — the grape used to make Vouvary in the Loire Valley. This wine can be more or less dry according to the style adopted by the individual wineries. Chenin Blanc is also marketed as White Pinot, which is obviously misleading. The name probably originated as a corruption of the Chenin Blanc’s local name along the Loire-Pineau de la Loire.

Savignon Blanc — the famous grape used in such different French wines as Graves and Pouilly-Fume, and in California too its excellent wines can be either dry or sweet. Normally relative mellowness of the wine will be noted on the label.

Semillon — the grape that gives Sauternes its special character when attacked by the noble rot. The dry climate of California prevents this beneficial fungus from forming naturally on grapes and consequently Semillon is often marketed as a dry wine.

Grenache Rose — the best-known varietal rose and is made from the same grape that predominates in the Tavel district of France.

Business considerations affect wines

One of the major problems that has faced those California wine-makers who are trying to produce the best varietal wines from the soil to which each variety is best suited is that the nature of commercial distribution forces each winery to market a complete line of wines. The best vineyards in Europe, however, produce only a single wine. What this means is that each winery in California is not permitted to concentrate on making those wines that it can do best. One result of this sorry situation has been the appearance in the past few years of small wineries that specialize in just a few varietal wines in limited quantities.

Another area where California and European vineyards differ concerns vintages. As you probably know, the French especially make a great to-do over the similarities or lack of similarities between one year and another, while in California little, if any, attention is paid to a wine’s particular vintage. This lack of attention given to California vintages, even for the best of varietals, is based on several factors. For one thing, a California wine marketed with a vintage year must be made up entirely from grapes grown that year. Many wineries would prefer to maintain their flexibility by blending wines of different years to produce a consistent wine for the public, rather than drawing the consumer’s attention to factors that will only complicate his wine selection. This attitude is certainly shared by wholesalers and retailers for whom vintages necessarily create problems with inventory and continuity.

A further problem in the marketing of vintage California wines is that the best of these red wines naturally need the same bottle aging as do the best wines of Europe. The California winemaker faced until fairly recently, however, a problem that his European counterpart did not share: if he decided to hold back his best wines until they had achieved a certain amount of age, they were subject to an annual California floor tax.

Despite these problems, there is an increasing tendency on the part of California wineries to market wines that state the year of the vintage. Some of them are actually putting a part of their annual production aside to be marketed only after these wines have achieved a certain maturity.

Apart from the year of the vintage and the varietal name, there are other specific indications on a California wine label that are useful to know. The geographical origin of a California wine can be stated on its label only if 75 percent or more of the grapes come from the named district, such as Napa. This is a useful guide to selecting some of the best varietals from the north coast counties, but you should also realize that some of the most respected winemakers have acreage in more than one district. Consequently, they can make excellent wines without being legally entitled to state anything more than the name of the winery and the grape used.

Made and bottled, when used on a California wine label, means only that 10 percent of the wine was produced by the winery itself. Bottled by indicates that all the wine may have been bought in bulk from other sources. The phrase estate-bottled on a California wine indicates, as it does in Bordeaux and Burgundy, that all of the wine was produced by the winery from grapes grown on its own property. This designation is rare, however, because it is traditional for even the best wineries to buy grapes from other growers.

Why N.Y. wines are different

While California is by far the largest producer of domestic wines, all the grape vines presently growing there had to be brought in from other states or countries. When the earliest settlers came to New York State, they found a variety of native grapes growing wild throughout the countryside. Encouraged by this profusion of vines, a number of colonists imported cuttings of the European vinifera grape varieties during the 17th and 18th centuries and tried to establish vineyards on the east coast. Invariably these vines died, and we now know that this was the result of the phylloxera fungus and temperature extremes to which vinifera vines were not resistant.

In the 19th century successful experiments were carried out with existing native varieties, notably the Catawba, and native American wines began to be produced commercially. These native grapes, made up for the most part of vitis labrusca, impart a pungent aroma and distinctive flavor to the wines made from them. This may make their taste seem strange to those who are accustomed to California or European wines. This flavor is described as foxy, and its tangy and grapey character is most typically exemplified by the Concord, which is also the most widely planted grape in New York.

The New York vineyards, then, are planted for the most part with native American grapes that are not grown in any other wine district in the world, and its wines should be approached with this fact in mind. In order to

“The French especially make a great to-do over the similarities, or lack of them, between one year and another . . .”
Grapes harvested in New York vineyards are mostly varieties native to American soil.

diminish this labrusca character, New York wineries are permitted to add a sugar-and-water solution to their wines during fermentation to reduce the natural acidity of native grapes, and the finished wine may be blended with as much as 25 percent of wines from California.

By far the biggest American wine-producing area outside of California is the Finger Lakes district of New York State, about 300 miles northwest of New York City. The region gets its name from several elongated lakes that resemble an imprint made by the fingers of a giant hand. Although the region is subject to great extremes of temperature, these lakes exert a moderating influence on the climate of the vineyards situated along their sloping shores.

The first vines were planted in this district in 1829 in a clergyman's garden in Hammondsport at the southern tip of Lake Keuka. A number of commercial wineries were established in the decades that followed, but four wineries established in the second half of the 19th century now dominate the production in the Finger Lakes district: Taylor, Great Western (Pleasant Valley), Gold Seal, and Widmer. Although the Finger Lakes account for less than 10 percent of the table wines consumed in this country, New York State fortified wines and sparkling wines account for a considerably bigger share of the American market.

As is the case in California, the least expensive New York State wines are marketed under generic place-names of European origin: Rhine wine, Chablis, Claret, etc. Because labrusca grapes are used to make up these wines, they do not bear any resemblance whatsoever to their French and German counterparts all of which are made from vinifera grapes. It is, therefore, not unfair to say that the enophile who normally imbibes European or California wines is in for a bit of a surprise upon tasting New York State Chablis or Burgundy. Nevertheless, many people who enjoy the distinct flavor of certain table grapes find these wines very pleasant indeed.

A number of New York State wines are made entirely from specific native grapes and are so labeled. The most common of these varietals are: Delaware, Niagara, Vergennes, Isabella, Diamond, Missouri Riesling (not to be confused with the Riesling of Germany), and Catawba. While all these wines naturally have the typical labrusca taste, their precise labeling makes it easier for the consumer to choose among them.

Some very worthwhile work has been done by Dr. Konstantin Frank, who has demonstrated that vinifera grapes can be successfully grown in the climate of New York State. Pinot Noir, Riesling, Chardonnay, and Gamay are some of the wines he has made, and the best of the white wines can be very good. As a result of his pioneering work, other wineries have also begun experimentation with viniferas.

In recent years, however, the most important trend in the Finger Lakes vineyards has been toward the French-American hybrids. These are crossings that combine the hardness of the American vines — their resistance to disease and extreme cold — with the more delicate flavor of the vinifera grape.

These hybrids were originally named after the men who developed them, along with the serial number of the original seedling — such as Baco 1, Seibel 5279, and Seyve-Villard 5276. These names and numbers, of course, lacked sufficient cachet to be used by themselves as varietal wine titles, so they are being adopted for use on wine labels. Thus, Baco 1 is labeled as Baco Noir; Seibel 5279 is now called Aurora, and Seibel 10878 is (happily) styled Chelois. While some of these wines in which the labrusca flavor is considerably diminished are blended with native wines, certain bottlings are now totally composed of wines from French-American hybrids.

Various other states have taken to planting these hybrids along with vinifera and native American grape varieties. Some of them are: Oregon, Washington, Missouri, Ohio, Maryland, Virginia, Pennsylvania, and New Jersey.

As more and more of these hybrids will be appearing on the market, it should be useful for you to have some idea of their names, encapagements, and characteristics. The following represent the most widely planted of these new varieties:

Baco Noir-Red — the driest of hybrids. Baco Noir is quite full and robust in character, with a deep red color somewhat reminiscent of Burgundy. This wine will continue to acquire complexity and mellowness with bottle age.

Chelois-Noir-Red (80 percent Chelois Noir, 1 percent Marechal Foch, 4 percent Chelois Noir, 7 percent Banco Noir, 2 percent Cascade Noir, 3 percent Rougeon Noir) — a smooth full-bodied wine with a rich finish. When aged in small oak casks, this wine acquires a bouquet many find comparable to a Cabernet Sauvignon.

Chelois-Noir-Red (55 percent Chelois Noir, 22 percent Cascade Noir, 17 percent Colobol Noir, 6 percent Marechal Foch) — a vinous, extremely dry red wine that will benefit noticeably from several years of bottle age.

Seyval Blanc-White (100 percent Seyval Blanc) — recognized as the most successful of the French varietals grown in the U.S. The Seyval Blanc produces very dry, clean, and fresh wines with a soft lingering taste. Some find this wine comparable to a Chardonnay.

Aurora Blanc-White (100 percent Aurora Blanc) — a light, fragrant wine with a semi-sweet taste and a slightly drier aftertaste.

Please remember that each producer of these wines will vary the encapagements to suit his own taste.

It might be a good idea to ask your wholesaler what wines are available from your own or neighboring states. You could then schedule a wine tasting of each of these wines from various producers to determine which your members or customers would prefer.
Kids come first at course for juniors

by Jerry Claussen

The junior golfer of today is likely to be a regular, full-fare customer of tomorrow. Combine that with the fact that 70 percent of our population lives in and around cities. The conclusion? Anyone concerned with building golf’s future market should be working on ways and means of enabling youngsters in urban areas to learn golf and have a place to play.

Unfortunately, most private clubs are reluctant to turn their courses over to junior members more than one morning a week, if that. Most privately-owned daily fee courses don’t want to be bothered. Most municipal courses are already overcrowded.

A handful of private clubs have built some extra holes, or a par-3 nine, for their sons and daughters. But there are only two known municipal junior courses, at New Orleans, La., and Lincoln, Neb.

Lincoln’s Junior course has been immensely successful, in growth and use. Opened in June 1967, the par-3 nine recorded 9,631 rounds in 20 weeks. By 1970, play was above 20,000 rounds annually. Since 1974, use has averaged more than 28,000 paid rounds per season, plus 3,500 tournament and clinic rounds. That’s about 150 per day.

Covering 17 acres, the course lies within a park near the center of the city. It wanders through mature tree groves, crosses a creek, lists holes from 100 to 190 yards, totaling 1,166 yards. The complete course is irrigated. The one-story clubhouse includes golf shop, snack bar, and club room.

Play regulations allow adults during least-busy hours. Juniors 8 through 15 years old always have priority, though. There are no reserved starting times. Adults may play, only with a junior, after 6 p.m. during summer and on holidays and weekends when school is not in session. On school

Facility development consultant for the Rocky Mountain region of the National Golf Foundation from 1965 until July of this year, Jerry Claussen and a former high school golf rival have pooled their resources to buy the Albany Golf Club in Oregon. He will be golf director of the daily fee course.