



Here the locker-room clerk is shown registering a sale and recording the amount on the check. Duplicate information prints on the cash machine's locked-in detail tape, providing a valuable record of the day's business for the management.

HOW PORTAGE CONTROLS BAR SALES

By HARRY ODLE

MORE than 30 years of experience has taught the management at Portage CC at Akron, O., many things about efficient methods of operation. One of the things they have learned at Portage is the value of machine records that assure correct charges and accurate monthly statements to the club's members. "This feature contributes as much to club member satisfaction as our watering system for the fairways, or the new air-conditioning equipment for the grill room," declares Manager N. G. Plumer.

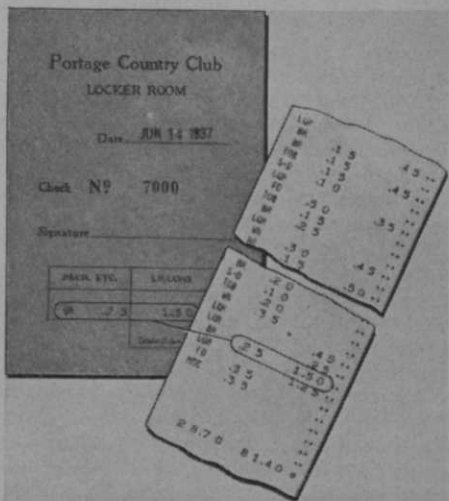
One of the most popular spots in the clubhouse is the traditional "nineteenth hole" in Portage's large locker-room. Here there is particular need for a fool-proof system of recording all beverages, food, tobacco and other sales. A specially designed cash registering machine, used in conjunction with locker-room sales tickets, provides the necessary protection for both club members and the management.

The locker-room checks are serially numbered and each waiter is held strictly accountable for those he receives each day. After taking an order he goes to the bar and gets the drinks, food, or other items desired.

The sales check is then inserted in the cash registering machine and the correct amount is recorded on the check as the sale is registered. A split keyboard on the machine permits the recording of liquor sales in one column, and the total of all beer, wine, tobacco and other sales in another column (thus a sale of both liquor and beer can be recorded in one operation by the locker-room clerk). All sales are described by character keys, which print the abbreviations FD (food),

LQR (liquor), etc., beside the amounts. This same information also prints on a detail tape, which is locked in the machine and is accessible only to the management.

After the sales check has been recorded in the machine, it is then presented to the member at the time the order is served, and he either pays in cash or signs the check. In either case, the check is re-



Two records are provided by the cash machine located in the locker-room. As sales are recorded on the locker-room check (left), the amount and description also prints on the locked-in detail tape (right). At the close of the day, the machine prints separate totals for liquors and for other commodities on the detail tape. Charge sales tickets and cash in drawer must equal these two totals.

turned and filed, a separate spindle being kept for cash and charge tickets. The cash is put in the drawer by the clerk.

At the end of the day's business the machine provides two locked-in totals—(1) liquor sales, and (2) all other sales combined. The charge tickets are then added and the charge total deducted from the grand total of all sales to find the amount of cash sales. This figure must balance with the cash in the drawer, which also proves that no charge tickets have been lost.

Since all sales are listed on the machine's detail tape and are identified by character key descriptions, they can easily be recapped according to commodities. This distribution of sales permits a close check on the activity of each commodity, provides a record for inventory purposes, and gives the management a valuable means of control over this department.

Incidentally, the cash registering machine can always be used as a convenient adding machine to total charge tickets, and for other listing work. On semi-private and public golf courses it can also be used to register and record green-fees, and it is equally adaptable to recording sales and services in pro-shops.

At Portage, full protection for members and management is also provided by a beverage checking machine in the grill room. Here again the waiters are responsible for a certain quantity of serially numbered checks, and are assessed \$5.00 for each check lost.

The drinks are priced by the machine, not by the waiters, and the amounts cannot be altered. The machine accumulates a total of all beverage sales. This total must equal the cash in the drawer plus the charge sales for the day.

"This checking system has worked out to our entire satisfaction," states Manager Plumer. We have had practically no question from club members as to the accuracy of their monthly statements, even though the bills are not itemized and we have a very high percentage of charge items.

"Other plans may provide partial protection, but our method of checking and recording orders assures both fair prices to members and full collections for the club."

EVERETT LEONARD and Jack Taylor, pro and greenkeeper respectively, of the Butte des Mortes GC, Appleton, Wis., have issued a challenge to any pro-green-

keeper team in Wisconsin at an 18-hole match. The other boys can name the money.

The defi is only one of those in which Everett Leonard figures. The six Leonard brothers, all pros, are ready to take on any other six brothers—pros or amateurs, or mixed—in golf, if opposition of that type can be presented. If there's no other brother act in golf big enough, the Leonard brothers are willing to take on any six members of any one club, later on this year when the Leonard boys feel they can spare time from the club jobs to which they are closely attached during summer.

HARRY KRUEGER, manager, Evanston (Ill.) CC, is said by many liquor authorities to have the most complete wine card presented at any country club in the United States.

Krueger drew on his extensive European and American experience in establishing the Evanston CC wine cellar, and himself admits that if there's a country club that can beat his selection there will be some immediate shopping done by him.

The Evanston wine card is an imposing looking affair with class in every detail. It has been a positive factor in building a large beverage business for the club, both in club sales and for members' home consumption.

HARRY VARDON left approximately \$55,000, by far the largest estate left by any golf pro in England. Vardon's will was published July 17.

The famed veteran professional expressed the desire that his trophies be given to a museum "or similar place" in Jersey, Vardon's birthplace. The will stated, "I should like to know that my other prizes will be looked after and not given away any old way."

One of the last letters written by Harry Vardon was that he sent to Larry Nabholz, pro at Lakewood CC, Dallas, Tex.

Egan Memorial Ready—Bobby Jones will dedicate the H. Chandler Egan memorial fountain, to be placed in front of the Medford (Ore.) CC clubhouse, Aug. 22. Egan was designer of the Medford course and a resident of that neighborhood. Cooper, Smith, Thomson and Little, the "Four Coursemen" also will participate in the ceremony.

The Egan memorial fountain was designed by Whitehouse and Church, architects of the new Oregon state capitol.