

the stock is almost all reduced, remove the onion and serve. So much for the local or domestic angle.

Now regarding the foreign angle. What country does your chef hail from? France, probably. Find out what part of France. Ask him what regional dishes he can make in this country that he used to enjoy as a boy in his own part of France. Then arrange with the house committee to circularize the membership that Chef Gaston, being from (say) Franche-Comte, the club is specializing in the following typical Comtois dishes. I have picked on Franche-Comte because it is not such an obvious cuisine as Bordelais or Provence. It is a part of France that produces fine cattle, good mushrooms and cheeses—Gruyere, the most famous—so the following dishes might build up the reputation of the cuisine of your club and be particularly attractive for your Thursday night parties.

Les Gaudes, a rather complicated but superb corn soup; La Pauchouse (fresh water fish stew made out of carp, perch, etc., awfully good and very cheap to make); bouef a la mode Vezulienne, which is larded rump of beef, which could be featured as the cold dish for Saturday and Sunday lunches, and an absolutely wonderful baked dessert of milk rolls mixed with cherries and sugar, called roncín aux cerises de Montbeliard, on which alone, if made right, a club kitchen might establish its reputation.

Build Up Your Reputation

To sum up, are you making your members aware of the good cooking you can give them (1) by playing up the serving of dishes famous in your state; (2) by having your chef cook dishes famous from his native home, that other clubs cannot make? These are the sort of dishes that your members rave over when they eat them, say, in France, and they will rave over them the same way in their own club dining rooms, provided you are careful to see that the members are told what they are eating, and why.

Mr. Greig will answer wine and food questions from golf club managers. Address your questions to Peter Greig, care of GOLFDOM, or to Mr. Greig direct, at 347 Madison Ave., New York.

IT'S ON THE HOUSE

By TOM REAM
Mgr., Westmoreland C.C.

The man of today understands that he must feel well in order to look well and has finally learned how to make his physical regimen serve both ends.

Do you ever make notes on safety and accident prevention and then act on them?

Spread the gospel of hygiene in the handling of all foodstuffs.

Study the importance of using the right cleaner for walls, floors, marble and tile surfaces.

There's nothing small about running a small club if the small club be well run.

The use of sound-proofing materials is the best cure in clubs for noise nuisance.

Stop and think—the member you gossip with has sense enough to know that he also will be a member you gossip about.

The "know how" in the management of meats is a good asset for any club executive.

A good club man renders pleasant service whether it is politely asked for or rudely demanded.

Are you a progressive manager? Then your door is open to every sales representative. It is the only way worth while ideas can be exchanged and obtained.

Life is one continuous sales job. The best salesman is he who best understands human nature.

Are you helping to make a more satisfied member with every contact?

The fact that some members fail to say "thank you" shouldn't discourage a service-minded club personnel.

Be not afraid of inspiration; you need it. You can do nothing effectually without it.