

Play it cool

*Tiny Pedone doubled
Edgmont (Pa.) Golf Club's
social membership
after installation of
air conditioning*

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



Air conditioning throughout is the key to comfort at Edgmont Golf Club, (Pa.), formerly a farm. The old stone farm house (far left) was large enough for clubhouse, and two 7½-ton compressors, and dual-condensers for its dining area, cool it. They snuggle unobtrusively against the walls (2nd from left). Two dining rooms are also kept cool by two 7½-ton units. The cool air is introduced through air diffusers in ceiling (2nd from right). Electrostatic air cleaners remove smoke while filters remove odors in the bar (r). Note inconspicuous wall grilles toward right. Air delivery and return is effected through adjacent wine closet. No ducts mar beamed ceiling. Below, member finds comfort in locker room too. Originally a barn, it is cooled by a 7½-ton unit.

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 $7\frac{1}{2}$ 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

You can't serve a more versatile sandwich



than those made by stewart commissaries

It takes two minutes to serve a Stewart Sandwich piping hot. All you do is pop it into a free oven. That's all. Stewart versatility does the rest. Prepares it. Delivers it. Keeps complete inventory control of it. Loans you an oven that toasts up to twelve sandwiches in two to four minutes. Reduces necessary labor. Eliminates waste. Speeds up customer service. Keeps more efficient cost control. If you'd like to know more about Stewart versatility, contact your nearby Stewart Commissary. You'll like what you hear.



SANITARY PREPARATION

Preparation approved by national, state, local sanitation officials.



SCHEDULED DELIVERY

Delivered in refrigerated trucks to meet your scheduled needs.



FREE OVEN LOAN

Loaned oven installed free, utilizes only a square foot of space.

Stewart Sandwich Service... now being served in more than 45,000 outlets from coast to coast:

SCHOOLS • GOLF CLUBS • POOLS • HOSPITALS • TAVERNS •
BOWLING LANES • FOUNTAINS • DRIVE-INS • VENDING MACHINES.

FREE literature available upon request.



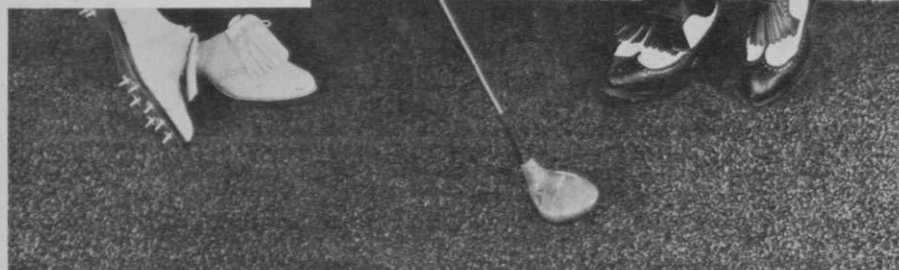
stewart in-fra-red, inc.

P.O. BOX 207, FONTANA, WISCONSIN 53125

stewart sandwiches...the best taste you ever toasted

For more information circle number 152 on card

END CARPET PROBLEMS!



FORE! SPIKE RESISTANT MATTING



LOCKER ROOMS



BAR & GRILL ROOMS

Now you can buy a carpet matting that's spike and wear resistant . . . yet stunningly beautiful! Fore gives you outstanding carpet life in club rooms, pro shops, grill and bar rooms. Thick ¼" solid vinyl backing keeps damaging spikes, mud and water off costly floors. Tough cut pile nylon can't snag on spikes . . . is stain resistant. Ends frequent costly carpet replacement!

FREE SAMPLE—Write for free sample of Fore matting to Crown Rubber Company, Fremont, Ohio 43420. Phone: 419-332-5531.

The Originators
of New Ideas
in Floor
Coverings.



RUBBER COMPANY

For more information circle number 192 on card

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." □

CLEARY PRODUCTS FOR BETTER TURF

All Wet

Caddy

Spotrete

Clear Spray

PMAS

AMA

Greenzit

Tru-Green

AMA plus 2-4-D

MCPP

Thimer

W. A. CLEARY CORPORATION

New Brunswick, New Jersey • Belleville, Ont. • Skokie, Ill.

For more information circle number 207 on card