

Kaddie Kart

TRADE MARK REG. U. S. PAT. OFF.

THE SUPER RENTAL CART

Wherever you see the genuine Kaddie Kart you know the club has the best and finest for its players. Truly a mark of distinction.



DETAILS

Fourteen inch wire spoke, ball bearing wheels, factory grease packed. Semi-pneumatic, puncture proof tires. Long or short axles. Long handle. Beautifully finished.

NEW FEATURES

Basket shaped lower brackets with no straps required can be furnished without extra charge on new Karts. Write for information about basket type lower brackets for old Kaddie Karts.

**FOR SALE or FOR LEASE
FLEETS FINANCED**

WRITE FOR DETAILS

Golf Cart Supply Co.
2226 Wabansia Chicago 47, Illinois

Please send complete information about Kaddie Karts. We are interested in buying _____ leasing _____.

Name _____ Position _____

Club _____

Address _____ City _____ State _____

THE CHAMBERLIN KOLAPSI Kart

TRADE MARK REG. U. S. PAT. OFF.

PATENTED AUTOMATIC FOLDING ACTION



**TRY
THIS
ON
ANY
OTHER
CART**

KOLAPSI Kart is the strongest cart on the market. It's steel.

No breakage - No wing nuts - No brittle castings.

EASIEST PULLING CART EVER BUILT BY ACTUAL TEST.

Write for details how you can solve problems of breakage, storage and quick repairs by selling Kolapsi Kart.

Chamberlin Metal Products
2226 Wabansia Chicago 47, Illinois

56 GM

Please send complete information about the Automatic Kolapsi Kart for (resale) (my private use).

Name _____

Address _____

City _____ State _____

Club _____ Position _____

Ben told his pro colleagues that at the top of the swing he sees the ball but from then on he never does.

The finish is an important detail to Hogan. He told of deliberately thinking about the finish as, by such concentration, he could hold the club against the ball longer and guide the shot. He admitted that this effect might be a case of self-hypnosis in view of the tiny period of contact involved but maintained that he tried to "think" the shot and believed that subconsciously the picture of the desired finish might control some preceding details.

Ben said that in the hitting zone the left wrist of every good player is leading outward and every bad player has the left wrist bent inward when coming into the ball.

Tom Mahan asked Ben if he had a "secret" for curing the slicers. Hogan laughed, and replied that he didn't.

Dugan Aycock asked Hogan what was the toughest golf hole he'd ever played. Ben, with only a bit of hesitation, answered "The dogleg fourth at Starmount Forest, Greensboro, N. C." Aycock said Henry Picard selected the same hole as the hardest he'd seen.

Plan New Course



Moving ahead with plans to build a new golf course near Bakersfield, Calif. is this North Kern county group, currently raising money to finance the venture. In the picture are (l to r, standing): Lance Hopper, county landscape architect; Dave Morgan, NGA founder; Al Hagggenstan, secy; Verne Wickham, National Golf Foundation; and Herbert J. Evans, Kern county parks and recreation director. (Kneeling): Woody Lindsay, funds coordinator; George Mifflin, pro-manager, Buena Vista GC; and Chet Foss, pro-manager, Kern River GC.

Second Course Planning Clinic Scheduled for San Diego

For the second consecutive year a Golf Course Planning and Operating Clinic will be among the outstanding features of the annual California Recreation conference scheduled for San Diego, Feb. 12-15.

The first Golf Course Clinic was so enthusiastically received by officers and delegates to the 1955 conference that the National Golf Foundation was invited to join with the California Recreation Commission in repeating the instructive sessions on golf course planning, construction, maintenance and operation.

Because of increasing interest in golf course development in the seven western states to meet the golfing needs of a rapidly expanding population, conference officials anticipate a large attendance.

Leading experts in the field of golf course development and operation will deliver talks and answer questions from the floor on all types of golf course operations for the benefit of delegates contemplating course construction or expansion.

The two days of meetings, to be held Monday and Wednesday, Feb. 13 and 15, will be divided into four principal sessions including: 1) How To Get A Golf Course, 2) Where To Build The Golf Course, 3) How To Operate The Golf Course, and 4) Why A Par-3 Golf Course?

Herman W. Riece, Kern County Supt. of Recreation, will be general chairman; Verne Wickham, former Los Angeles County golf director and now west coast representative of National Golf Foundation, will act as secretary.

Principal speakers for the four sessions will include: R. G. (Reg) Renfree, director of Recreation and Parks, City of Sacramento; Rex McMorris, executive vp, National Golf Foundation; Americ Hadley, supervisor of recreation for golf, City of Los Angeles; William F. Bell, golf course architect, Pasadena and Keith Jacobs, City of Montebello golf course manager.

In addition to principal speakers, each session will feature a panel of experts. Among them will be municipal golf directors, golf course architects, golf professionals, golf course managers and owners.

Subjects to be covered by panels will include: Financing Methods, Use of Municipal Funds, Private Capital, Bond Issues, Community Effort, Land Requirements and Maintenance Methods, Starting Procedures, Reservation Policies, Fund Control and Short Course Operation.

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the Big 4



Introducing METHAR

(DI SODIUM MONOMETHYL ARSONATE)

Tried and proven on some of the country's outstanding courses, METHAR has been found to give highly effective crabgrass control without injury to the finest turf. Its ease of mixing and low level toxicity merit its addition to the well planned control program. METHAR is packed in 25 lb., 50 lb., and 100 lb. containers.

PMAS

The DOUBLE ACTION Herbicide/Fungicide kills Crabgrass and prevents and controls Dollar Spot, Small Brown Patch, Copper Spot, Snow Mold and Helminthosporium Curvalaria. The same application treats turf for both Crabgrass and Fungus Diseases, with worthwhile savings in time and labor.

spotrete

A dry 75% THIRAM material to control and prevent Large Brown Patch, Dollar Spot and Snow Mold that is compatible with PMAS for application in hot humid weather when the threat of turf disease is most prevalent.

Caddy

... is LIQUID Cadmium for the prevention and control of Dollar Spot, Copper Spot, and Pink Patch. Quickly mixed it stays in suspension until entire tank is discharged.

See Cleary Turf Products at the
Turf Conference . . . booth 45

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CLEARY CORP.
NEW BRUNSWICK, N. Y.

Internal Control Key to Profits in Club Restaurant Operations

By **HERBERT BEACH**

Food Supervisor, Horwath & Horwath, Public Accountants

IF club restaurant operations are to be put on a consistently profitable basis, management will have to take a wider and more receptive view of internal control. This is particularly true of the food departments at both large and small country clubs which, in 1954, according to studies made by my company, were conducted at a loss in more than 50 per cent of the cases studied. Losses were not shown for any of the beverage departments surveyed, but it is significant that in three of the 14 larger clubs studied, losses ranging from 7 to 26 per cent of the combined food and beverage sales occurred.

All too often in our clubs, management sets up a system of internal control and then ignores it. Daily operations reports are prepared, or weekly food cost and beverage reports dutifully made up, only to be casually studied or completely forgotten by the club manager. Sight is lost of the fact that sufficient profits have to be derived from food and beverages to help pay for clubhouse improvements, new equipment or additional services for members. Income from dues and miscellaneous revenue shouldn't be depended upon entirely to provide these needs.

Keep Members Happy?

The whole idea of internal control often is defeated by the attitude of club managers, particularly old-timers, who have adopted the philosophy that success comes in keeping members happy at all costs. They reason that if the member is happy, if the house committee is happy, and the wives and children of everyone connected with the club are happy, then there can't be any complaints about the way in which things are being run. Of course, there is the matter of meeting with the board at the end of the year and trying to explain any deficits, but after all this is only an uncomfortable two or three hour session, and is vastly preferred to wrangling with

the membership throughout the season.

In order for the club manager to bring about improvement in internal control, and thereby operating efficiency, it is necessary for him to first adopt a uniform system of accounts. A system of this kind takes the guesswork out of the classification of various income and expense items and enables the manager to accumulate statistics that can be used in comparing current operating costs with those of prior years, with general club standards, and with other clubs that keep their records on a comparable basis.

Restaurant Can Pay Way

With this kind of system established, it is a comparatively easy matter to lead into what, in reality, makes the club restaurant pay its way — food and beverage controls. For convenience, they can be classified under seven major headings: (1) Menu composition; (2) Purchasing Practices; (3) Receiving practices; (4) Storage facilities; (5) Issuing methods; (6) Food testing procedures; and (7) Control of funds.

Proper menu composition is vital to the success of any club for at least two reasons. First, the items on the menu bear a direct relationship to final food costs. If the manager doesn't know what these costs are and prices the menu on a "hit or miss" basis, serious trouble may result. Secondly, the menu must be written with an eye to spreading the work load over various stations in the kitchen so that all employees will have a hand in its economic preparation.

Menu Composition

Menu composition entails deciding whether there are too many entrees for the physical limitations of cooking area or refrigeration facilities; record keeping of the popularity of various entrees so that less popular ones can be eliminated; installation of cyclical menus, thus doing



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"Golf Club"
 CARPET

SMART STYLING STANDS UP *Under Spikes!*

specially constructed wilton available in many patterns and colors

Add smartness, freshness and appeal to all the rooms in your club . . . pro shop, locker rooms, grill, etc. Give them the beauty of HOLMES "Golf Club Carpet", Quality 282—a sturdy, easy to maintain, wool wilton carpet specifically constructed to withstand the tear and wear of golf shoe spikes.

In the Lubbock Country Club, Lubbock, Texas, (shown above) HOLMES Quality 282 was installed in a smartly styled, specially monogrammed pattern. This design with *your club initials* is just one of the many HOLMES patterns available in Quality 282.



Please send me HOLMES "Golf Club" HERALD, illustrating installations of Quality 282 in many well known clubs.

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G2-6

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"Quality Carpets Since 1857"

Erie Avenue and K Street • Philadelphia 24, Pennsylvania

Comparative Club Restaurant Costs*

*Small Country Clubs
(Dues income — \$150,000 or less)*

	1953	1954
Ave. food cost		
per \$ of sale	\$.585	.564
Ave. Beverage cost		
per \$ of sale375	.364
Ratio-Payroll to		
food & beverage sales	28.5%	28.7%

*Large Country Clubs
(Dues income — \$150,000 to \$250,000)*

Ave. food cost		
per \$ of sale592	.597
Ave. Beverage cost		
per \$ of sale348	.352
Ratio - Payroll to		
food & beverage sales	33.7%	34%

away with the daily chore of writing them and freeing the chef to devote more time to food preparation; and deciding whether there are too many surrounding dishes — desserts, vegetables, etc., the elimination of some of which reduce costly leftovers.

Proper Purchasing Methods

Proper purchasing methods call for setting up food requirements and then acquainting suppliers with what they are. This is the best known way of educating suppliers and will result, probably even sooner than you think, in the best quality food being delivered to you at prices you are willing to pay. When perishable food is to be purchased it is to your advantage to get at least three quotations and keep a record of all for future reference.

Receiving practices can make or break a club restaurant. Delivery men should not be allowed access to refrigerators or storerooms, and neither should they be permitted to write their own orders upon examination of stock on hand. For his own protection, the club manager should vest receiving authority in one person who is responsible for checking and receipting all invoices. At some clubs the person receiving goods is responsible only to the auditor.

Storage facilities should be located adjacent to the preparation room or directly below it, with dumbwaiter or elevator facil-

ities. Studies have shown that for every \$10,000 in monthly sales, the following storage space is desirable.

180 sq. ft. of dry storage space
150 sq. ft. of shelving
480 cu. ft. of refrigeration

Refrigerators should be carefully watched so that their temperatures are carefully regulated to the type of food stored in them. Meats, dairy products, vegetables and fish all should be stored at varying temperatures with which the food department should be familiar. Close watch also should be kept on freezers and reserve refrigerators.

Costs can be kept down by restricting the direct issues of merchandise. For example, it may be possible to issue only enough food for one meal's supply, or at most, for the day. Piecemeal issuance leads to waste and if the preparation area and storerooms and refrigerators are large enough and properly arranged, much of this kind of distribution can be avoided. Every effort should be made to control it. Issuing methods probably are the most difficult to control, but once again, concentrating authority in one person may be the means of solving this problem.

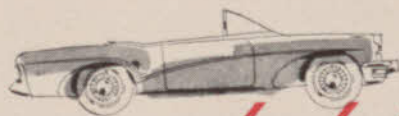
Food Tests Important

My sixth point covers the importance of food testing. In order to intelligently establish menu prices, you have to constantly make food tests. Butchering and roasting tests, and determining the number of portions obtained from cooked meals are examples of projects that should be carried out in the kitchen. In fact, entire menus should be tested, item by item, and complete files kept as to results. Then, too, the club manager should keep after the chef to look into new foods that are being introduced and test those that he thinks are appropriate for country club consumption.

In many clubs, control of money is not an important factor because of the charge to members' account system. But it should be remembered that a slip signed by a member is cash and should be treated accordingly. Too, the manager should spot-check invoices for accuracy. Another matter that comes under the control of funds is inventory taking since, once again, merchandise represents cash. The manager generally should take part in checking food and beverage inventories. At least he should scan them for both cost and unit prices before they are extended. This is particularly true if the chef or other em-

* Courtesy, Horwath Hotel Accountant, 41 E. 42nd st., New York 17, N. Y.

Demanded by those



*Stock up
now to take
advantage
of early
Spring sales!*

who demand the finest

WALTER HAGEN, Division of Wilson Sporting Goods Co., Grand Rapids 2, Mich.



ployees work on a bonus arrangement since the temptation to increase the bonus or commission by overstating the inventory amount is obvious.

All of the internal control points covered here have dwelled on the food department. Most of them can and should be applied to the beverage department, as well. The fact that the latter is traditionally a revenue producing department doesn't exempt it. There's always the possibility that it can be run even more profitably.

GCSA Announces Purdue Turf Management Scholarship

Establishment of a scholarship in Turf Management at Purdue University, Lafayette, Ind. for the 1956-1957 school year has been announced by the Golf Course Superintendents Assn. of America. This is the first such scholarship established by the organization under its Scholarship and Research Fund.

The scholarship is being made available to qualified individual freshman students under requirements of the Scholarship Committee of Purdue University and who show an interest in turf management. Examinations for this scholarship for both Indiana and out-of-state residents will be held between May 15 and June 15.

On announcing this scholarship, Agar Brown, Secretary of the GCSA said, "We hope for contributions to our Scholarship and Research Fund from all interested parties and organizations so the scope of this training program can be broadened. The profession of golf course superintendents and the game of golf in general will profit by the incentive offered through this and future scholarships."

Young men interested in this scholarship plan can secure additional information by writing to the Golf Course Superintendents Assn., Box 106, St. Charles, Ill.

Arizona Turf Conference

University of Arizona College of Agriculture and Agriculture Experiment station at Tuscon have scheduled their third Arizona Turfgrass conference at the university, Feb. 13-14.

Jos. S. Folkner of the university's horticulture dept. is planning the program which will include nationally famed turf authorities who will be en route to their homes in the central states or east from the superintendents' national meeting at Long Beach, Calif.

Palm Beach Tournament Scheduled for June 6-10

The annual Palm Beach tournament will be played at the Wykagyl CC, New Rochelle, N.Y., June 6-10. Wykagyl is a familiar site for the Palm Beach event since the tournament was held here from 1948 through 1952.

Elmer L. Ward, Sr., president and founder of the 14-year old tournament, has set a goal of \$100,000 for various charities and the PGA Benevolent Fund which will participate in the event. Sam Snead, four-time winner, will defend his title.

Cornell Turf Conference

Cornell University's ninth annual turf conference will be held at Ithaca, N.Y. Feb. 27-Mar. 1. It had been planned to hold the conference at an earlier date, but the event was pushed back to avoid conflict with Penn State's 25th meeting, scheduled for Feb. 20-23.

Watch for This!

Every golf club in the United States is being mailed our annual form card on which space is provided for names of each club's operating personnel entitled to receive GOLFDOM. Please give this your prompt attention.

Unless we receive up-to-date information on those who are actively engaged in duties concerned with your golf club's operation we cannot continue mailing GOLFDOM.

If your club failed to receive our form card or misplaced it — use our form you'll find on Page 94 in this issue. Recently enforced regulations of our circulation auditing association require us to show that the names to whom GOLFDOM is mailed are up-to-date. Lacking this information we are instructed to stop mailing GOLFDOM to old names on our list.

To make certain your 1956 officials and operating heads receive GOLFDOM—fill-in the form and mail it—today—please.

Thank you.

GOLFDOM



William E. Lyons (right), golf course supt. and his son, Bill, planting long runner Pennlu stolons on the nursery green at Firestone CC in Akron, O.

How to Make Quick Work of Planting a Nursery Green

By WILLIAM E. LYONS

Golf Course Supt., Firestone Golf Course, Akron, O.

HERE is a quick way to make quick work of planting a nursery green whether it is to be in Pennlu Bent, Hall's U-3 Bermuda or one of the Zoysias.

So that the green will hold its shape or surface, it first should have all necessary fertilizer and lime worked into the soil. Then, it should be leveled by raking, rolling and watering and smoothed with a 3-ft. board bolted on a rake. This should be repeated until all settling has stopped. It takes time, but results are worth it since a green built this way can be walked on without leaving deep footprints which cause humps and hollows.

I keep a supply of fresh stolons, preferably the long runner type, ready for planting. It is my observation that one bushel of long runners will produce as much turf as two bushels of chopped stolons, a fact verified by Dr. John Monteith who ran various stolon tests several years ago.

Long runner stolons ship better than the chopped variety. If they are received during a period of bad weather, they can be spread out in a shallow lake and safely kept in water for several weeks. I recall that Dr. William Daniel of Purdue University once grew bent grass by keeping it in shallow water under a bench in his greenhouse, so that should allay any fear of this kind of temporary storage.

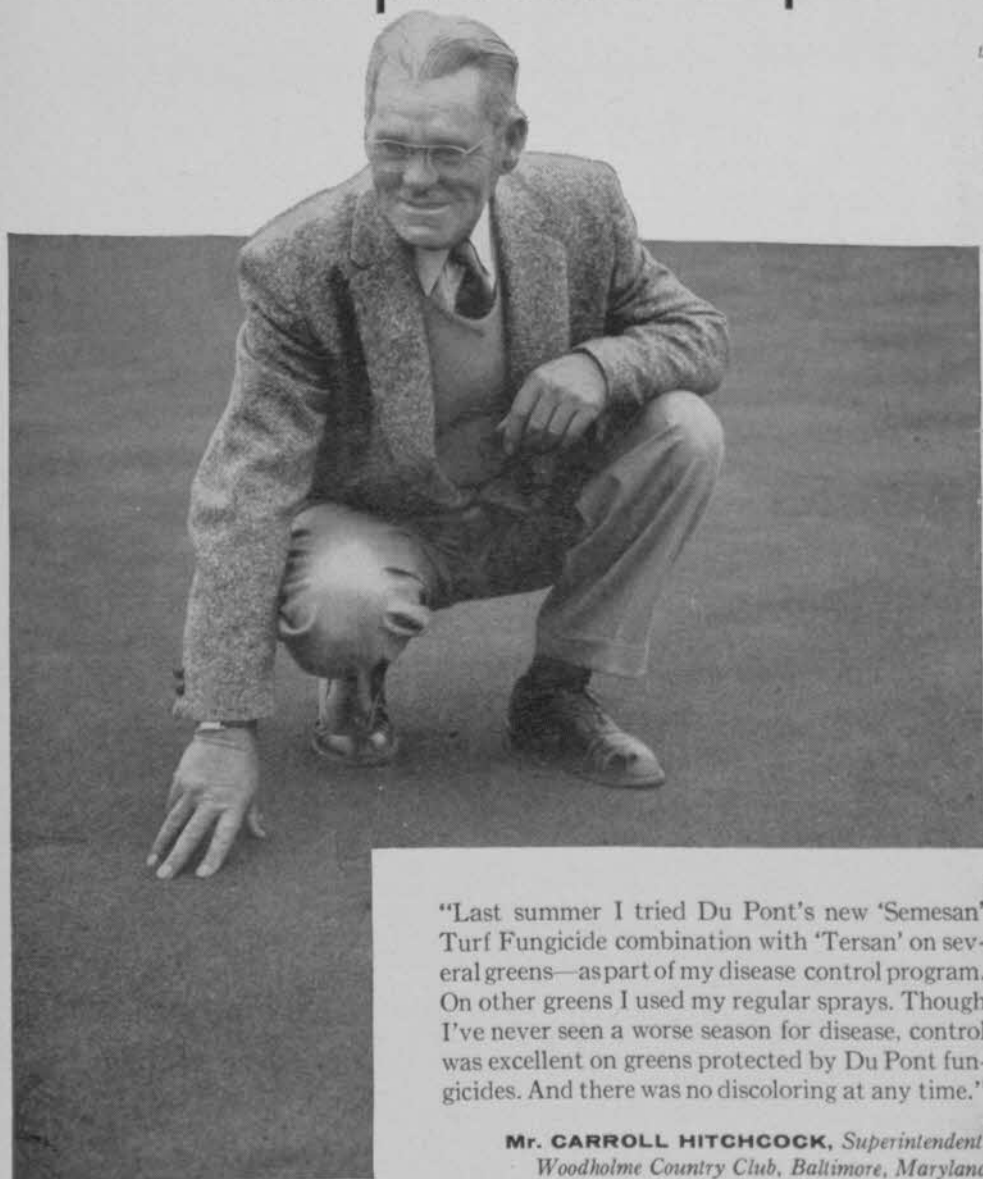
Work Upgrade

I use 3-ft. by 5-ft. steel mats in the planting operation. I start working directly ahead of one of the rolled mats, dropping the stolons root side down just as they grew in the nursery. I try not to work more than a foot or so out ahead of the mat before unrolling it (see photo). The planting surface should be lightly raked so that when the mat presses the stolons down, they take a good hold. I recommend working upgrade because I think it is easier

Even in Baltimore's

NEW

Semesan[®] Turf Fungicide to provide superior



"Last summer I tried Du Pont's new 'Semesan' Turf Fungicide combination with 'Tersan' on several greens—as part of my disease control program. On other greens I used my regular sprays. Though I've never seen a worse season for disease, control was excellent on greens protected by Du Pont fungicides. And there was no discoloring at any time."

Mr. CARROLL HITCHCOCK, *Superintendent,
Woodholme Country Club, Baltimore, Maryland*