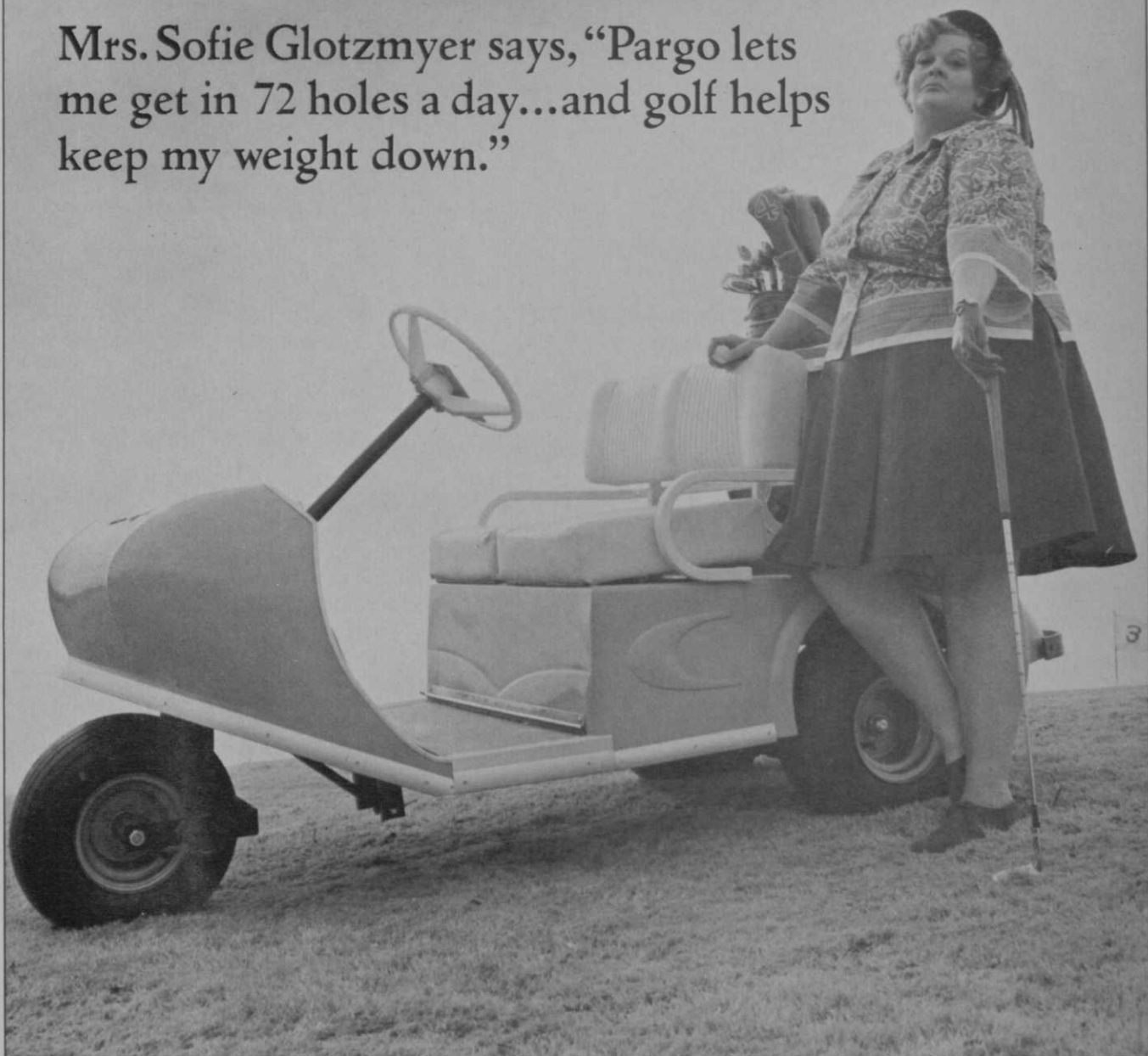


Mrs. Sofie Glotzmyer says, "Pargo lets me get in 72 holes a day...and golf helps keep my weight down."



Pargo may not take off pounds, but it's dollars to donuts your profits won't suffer from the smooth, dependable service your customers get from America's foremost electric golf car. Quiet as a green, Pargo runs all day long, with plenty left over for those final practice holes.

And, even with Sofie aboard, the positive Plus-Two Brake Package, a Pargo exclusive, holds fast on the steepest slopes. Powerful disc brakes as standard equipment, and the optional Automatic Brake Seat make this year's

Pargo fleet the hottest seller at courses across the country.

Safe, dependable, economical, and quiet . . . let Pargo pile up pounds, while you pile up profit.

THOSE WHO
KNOW GO

Pargo

COLUMBIA CAR CORPORATION | P. O. BOX 5544 | 4300 RALEIGH STREET | CHARLOTTE, N. C. 28205 | 704/596-6550



Diamond Point

THE SPIKEPROOF CARPET

Any carpet installed in the pro shop gets wear and tear treatment from cleated shoes. This is why Diamond Point carpet was designed. This Zefkrome[®] acrylic carpet series maintains up to 5% more fiber for a longer life, and a lastingly fine appearance without pilling or fuzzing, because of its Hot Melt polymer backing. This exclusive lamination process gives the carpet added strength and wear qualities to resist the roughest treatment from cleated golf shoes. The superior wear qualities, soil resistance, and vibrant multi-chrome colors of Zefkrome acrylic (together with the Hot Melt polymer backing) make Diamond Point a matchless carpet for your club or 19th Hole.



ATLANTA CHICAGO DALTON DENVER LOS ANGELES NEW YORK SAN FRANCISCO SEATTLE

For more information circle number 220 on card

*Buying carpets represents a major expense,
which could become a major headache
if proper selection is ignored*

Carpet Magic For The Club

Improper carpeting can soak up a good deal of the club's budget. Knowing some whys and wherefores of carpet buying, especially the spike-proof type, will enable the manager to keep this large but necessary expense within reasonable bounds. Following are guidelines the manager can use when considering installing or replacing carpets.

TYPE

Modern technology has helped develop the spike-proof carpet. This type of carpet is woven. According to carpeting experts, tufted or knitted carpets will not provide protection against spikes.

There are three primary factors which produce a good spike-proof carpet—pile height, pile density and yarn thickness. One authority claims that the pile height should be no less than .300 of an inch (.250 of an inch is one-fourth of an inch high). The purpose of the high pile height is to prevent spiked shoes from penetrating the bottom of the carpet and ripping its backing. However, unless the density is thick enough, the spikes will trample the material and rip the rug.

Pile density is hard to measure because it is determined in large measure by the pile height and yarn thickness. One company has a carpet with a density of 84 tufts per square inch. This reportedly holds up well because a heavy yarn is used. There are various yarns that can be selected. The important thing is that it should be a fairly thick yarn.

COLOR

Color is essential when selecting where a carpet will be used. In locker rooms and entrances,

where spike traffic is heavy, a lot of dirt and soot is pressed into the rug. Certain colors such as mud and earth tones do an excellent job of hiding this soil. However, mud colors do not completely solve the problem. White soiling from dust and other sources creates a different problem. In this case, a lighter colored or a patterned carpet might hide the dirt. A wide selection of patterns is available to clubhouses. One company, for example, has over 100 variations.

Colors and patterns play an equally large role in non-spike-proof carpeting, although a somewhat different role. In many cases, the purpose is to hide and resist spills and stains such as those common to a club's dining room. Furthermore, the colors and patterns should contribute to a more luxurious look. A tufted carpet with backing or a woven carpet was recommended by one expert.

WEATHER

Another vital factor to consider

when selecting a carpet is the weather. As noted previously, the amount of dirt and mud largely determines the color, in many cases. In regions with heavy rainfall, which will bring in extra dirt, additional protection for the carpet is necessary. This can be done by placing more outside mats for wiping shoes and by adding and enforcing stricter rules governing spike shoe wear. Conversely, in regions with a lot of sunshine, a light color carpet can be used with less protection and less frequent cleaning.

DURABILITY

Just how much wear can you expect from a spike-proof carpet? A standard is just about impossible because there are too many factors involved. However, here are some answers derived from actual experience. Based on good maintenance, one company is now willing to say that its spike-proof carpet should last at least 10 to 12 years. But the same company has also indicated that poor maintenance will cut carpet life considerably. On the extremes, there were cases cited in which a golf club had the same carpeting for 18 years, while another club's carpet lasted only two years.

The spike-proof carpet not only stands up to spike wear but also resists well stains and spills, it is reported. As for the material, one carpet mill said it experimented with almost every combination of wool and nylon and found a 70 per cent wool, 30 per cent nylon ratio to be the best performer. Spike-proof carpets can also be used in dining areas, the one area many clubs sometimes reserve for

Continued on page 88

Consider the lowly duck

Duck adds sophistication and subtlety to your menu—and it's not at all hard to prepare . . .

Duck has long been a favorite menu item. Duck has even been recorded in cookbooks of ancient Greece and Rome. In the Orient a famous breed comes from Peking. The best ducks in the West came from the French region of Rouen, Nantes and in the low lands of Northern Europe.

Long Island, however, became the source of the finest Peking varieties, and today Long Island ducks are served in every country in the world. In 1960, the duck farms on Long Island formed the Long Island Duck Farmers Cooperative, Inc., which today processes and markets over 90 per cent of the ducklings raised on Long Island; this percentage represents over 70 per cent of the national production of commercially grown ducks.

Following are recipes for duck.

ROAST DUCKLING WITH WHITE TURNIPS

- 4 6-pound Long Island ducks
- 2 pounds vegetable greens
- 1 pint meat stock
- 1 cup brown veal gravy (demiglace)
- 2 tablespoons cornstarch
- ½ cup sherry wine
- Chopped parsley
- 4 pounds white turnips

Roast well-seasoned ducks for 1 hour in a very hot oven (400° F). When half done, drain off excess fat and add diced soup greens. Reduce heat and finish duckling until well done. Remove from pan and set aside. Add meat stock and demiglace to roasting pan. Bring to a boil; strain; add sherry

wine and thicken with cornstarch. Season to taste. Cut duckling to portion size. Place on the glazed turnips. Pour sauce over duckling and sprinkle with chopped parsley.

GLAZED WHITE TURNIPS

Skin turnips and cut in uniform, oval, pecan-size pieces. Boil and glaze with fresh butter and sugar until well done. Sprinkle with salt and chopped parsley.

ROAST DUCKLING

BELLE HELENE

Stuff an oven-ready duckling with a preprepared bread stuffing such as the Pepperidge Farm variety or with the more conventional half bread and half liver force meat recipe found in most cookbooks for quantity food preparation. Roast in 350° to 400° oven. Remove the duck from the roasting pan. Pour off excess fat. Add sherry wine and preprepared brown gravy. Simmer until the sauce reaches the desired consistency. Strain. Correct seasoning. Bake and glaze halves of small whole apples. Cut the duck in eight pieces. Put the pieces over the stuffing in a serving dish. Coat with the strained sauce. Garnish with the baked apples. Decorate with a sprig of watercress. Serve hot, one piece of leg and one piece of breast as a portion.

DUCKLING WITH CHERRIES MONTMORENCY

Brown the duckling in a roasting pan until it is nearly done. Remove from pan and place into a deep braising dish. Surround with pitted cherries. Remove excess fat. Dilute the pan juices with Madeira

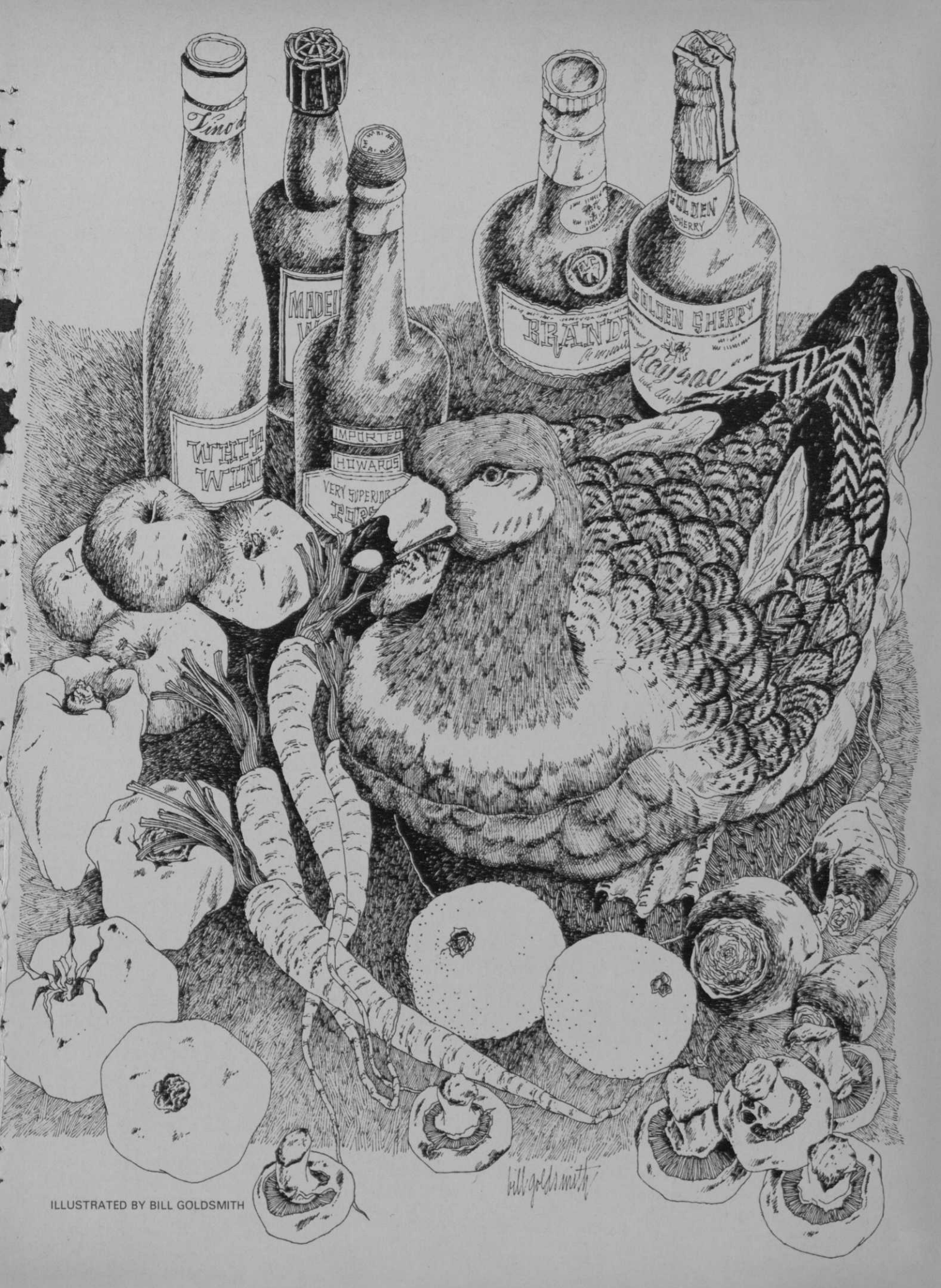
wine. Add brown stock. Correct seasoning. Pour over the duck and cherries in the braising pan. Simmer until desired consistency. Serve hot, preferably in the same container. It is sometimes called a *cocotte*. One may also dilute the pan juices with sherry wine and brown sauce, add lemon juice and some currant jelly before straining and pouring over the roast duck and pitted cherries on the serving dish. This method is more convenient for quantity and portion-control because the duck, the garniture of cherries and the sauce are assembled at the last minute.

ROAST DUCKLING WITH SLICED ORANGE BIGARRADE

- 3 or 4 5½ to 6 pound Long Island ducklings
- Salt and pepper
- 2 pound vegetable greens
- 1 pint meat stock
- 2 cups demiglace (brown veal stock)
- 6 oranges
- 2 tablespoons lemon juice (or vinegar)
- 3 teaspoons currant jelly
- 1 cup sherry or white wine
- 4 teaspoons cornstarch
- 12-15 maraschino cherries

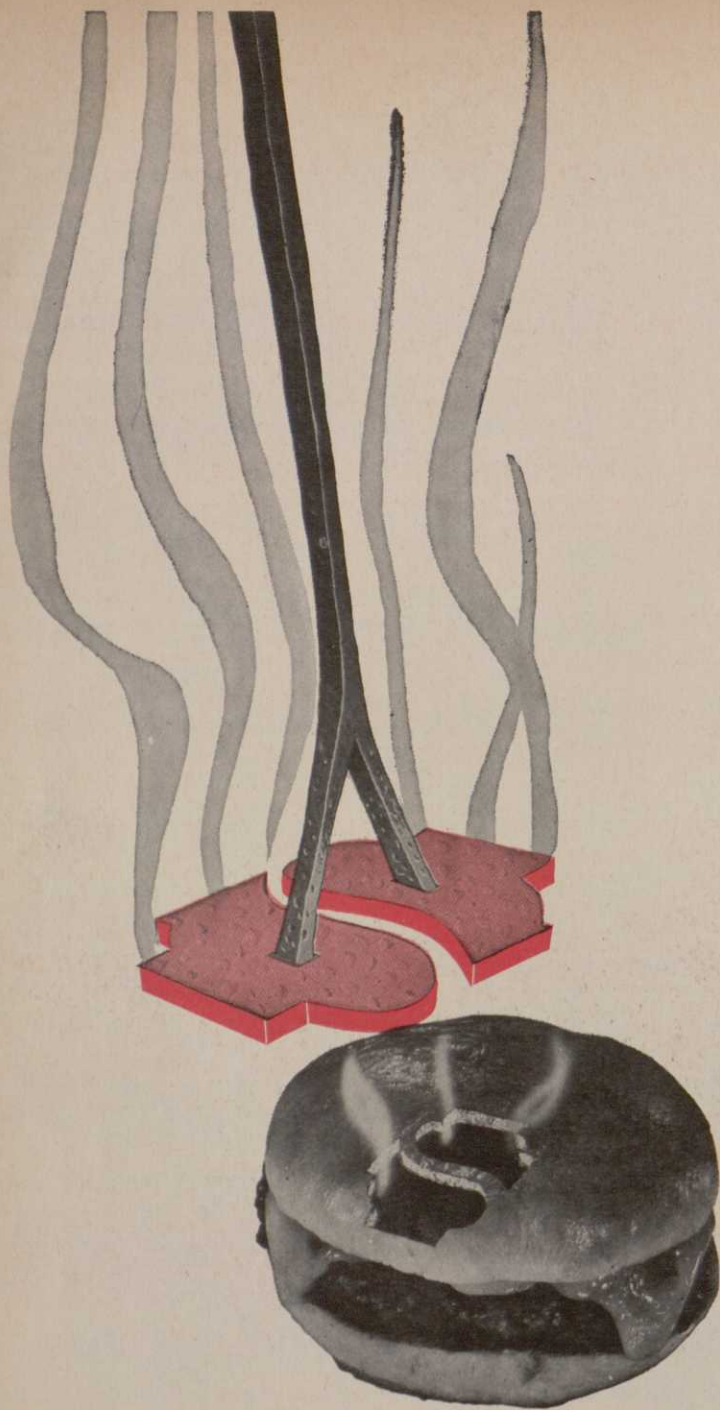
Chopped parsley

Roast well-seasoned ducks in very hot oven (400° F). When half done, drain off excess fat. Add diced soup greens. Reduce heat and finish ducks until well done. Remove from pan and add meat stock, demiglace, juice of the



ILLUSTRATED BY BILL GOLDSMITH

Bill Goldsmith



stewart sandwiches

served profitably wherever speed and convenience are essential

Stewart's brand of service solves a lot of profit problems. Here's why. Stewart prepares and delivers fresh, refrigerated sandwiches on schedule. Over 45 varieties. An in-fra-red oven is loaned free, toasts up to 12 sandwiches in less than 4 minutes. You operate with less labor, eliminate food waste, insure speedier customer service, control costs more efficiently. Want the whole story? Send for free literature, or contact your nearby Stewart Commissary.

Served nationwide in over 55,000 outlets

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 225 on card

Summer help

Continued from page 55

membership, and if there is any fault in the system it is that more youngsters aren't available.

Even after a manager has done an intensive recruiting job in the late winter and spring and figures that his summer labor force is lined up, he'll probably come in for considerable disappointment when June arrives. Where he may count on only one out of 10 drop-outs among prospective employees, the ratio may run closer to one out of eight or one out of seven. Then, a week or two after they have started working, several others may drop out because they don't like the jobs to which they've been assigned. Replacements will be hard to find at this point and so throughout the summer the manager will be kept busy shifting personnel to plug all the gaps. This is when a man needs an understanding membership.

With all his recruiting problems and wondering whether, each day through the summer, he is going to have a clubhouse labor quorum, the manager is beset by still a bigger worry. Make that two. It has to do with the April 15 to early June interval, and later the post Labor Day through October period. Beginning in mid-April the pent-up golfers start swarming over the course and clubhouse and the pent-up party givers start doubling, even tripling up on luncheons, and teas. The summer help is several weeks away and so it's up to the permanent staff to go into multiple platoon formations and try to scrape through until relief arrives in June. Every manager concurs: "It's the worst damn season of the year!"

The after-Labor Day period isn't quite as bad, but it's still a bustling part of the season. Most of the summertime force has gone back to school and the employees who remain at the club have to scurry once again to provide reasonably good service. It has been a long, tough spring and summer but with the end of October just ahead, the staff will be able to limp the rest of the way. □



NEWS OF THE INDUSTRY

Palmer endorses Sunglasses

Bausch & Lomb, an optical firm, is introducing a line of Arnold Palmer sunglasses.

Designed specifically for the men's leisure market, the initial collection of 12 models in four styles will retail between \$12 and \$18. Marketed under the name Arnold Palmer Ray-Bans by Bausch & Lomb, the glasses will feature impact-resistant dark gray lenses made of optical glass. A special leather case is designed to go with each pair.

Advertising and merchandising plans, reportedly, include a number of full color ads with Palmer's endorsement and signature, plus several colorful counter displays with his photograph.

Wells Lamont introduces Golf glove line

Wells Lamont Corp. has introduced a line of golf gloves, which will be marketed under the Pro-mark label. Doug Sanders has been named to the company's advisory staff to aid in the design and development of the line.

The golf glove line for both men and women retails from \$2.25 to \$6 a pair and comes in eight colors, including black, yellow, red and champagne.

The firm is launching an advertising campaign in trade publications, and, reportedly, has created point-of-purchase aids such as counter and free-standing floor displays.

Kessler names distributor

Kessler Products Company has appointed Cathey and Ormon,

Lubbock, Texas, as distributors of its all-vinyl indoor/outdoor carpets, runners, mats and stair treads.

Johnson re-elected ITF president

Robert G. Johnson, Illinois Lawn Equipment, was re-elected president of the Illinois Turfgrass Foundation, Inc., an organization devoted to the encouragement of turfgrass research in Illinois and the dissemination of knowledge regarding turfgrass establishment and maintenance. Also elected were Oscar Miles, vice president,

and Mrs. Dorothy Carey, executive secretary-treasurer.

Board of directors are: Ben Warren, Ronald Damgaard, Harold Frederickson, Tom Guttschow, Walter Fuchs, Leon Short and Varnon Verstraete.

Membership is composed of golf clubs, sod growers, suppliers and allied groups.

Stauffer tightens operations

Stauffer Chemical Company has dissolved two subsidiaries, The Mountain Copper Company and the San Francisco Chemical Company, and combined their operations with the firm's fertilizer division. The combined operations will be called the fertilizer and mining division.

Roger W. Gunder, president of Stauffer, said, "The merging of these functions into one division is another step in our policy of consolidating operations for efficient management and control. This provides us with a logical marketing approach for both the

Continued on page 102

NEW! PARK-TYPE PEDESTAL FOUNTAIN

Vandal-resistant
fittings

Stainless steel

Easy-to-install

MODEL No. 6837. Tapered base and top of stainless steel. Write for complete submittal sheets.

Halsey Taylor

THE HALSEY W. TAYLOR CO.
1630 Thomas Rd., Warren, Ohio 44481



For more information circle number 185 on card

duck

Continued from page 64

oranges and lemon (or vinegar), and currant jelly. Strain and add sherry wine and previously cooked julienne of the orange skin. Thicken with cornstarch. Season to taste. Cut the duckling to portion size and place orange sections and half-cut maraschino cherries on top. Pour gravy over the ducks and sprinkle with chopped parsley. With smaller size ducks serve half to each person.

DUCKLING AUX OLIVES

Roast the duckling until three-quarters done. Remove from the pan. Pour off excess fat. Add one-third white wine and two thirds light brown stock to the pan juices. One may use a brown sauce or Espagnolle instead of the stock, but in any case continued simmering is used to control the texture and consistency of the sauce. Although the seasoning will tend to sharpen as the sauce gets thicker, it can be corrected at a later stage of the preparation as in the case of all cooked down and strained sauces. The addition of the final flavoring ingredients always determines the refinement of the sauce. After the addition of wine and stock strain the sauce, add the desired quantity of pitted and blanched olives, pour over the duck or duck pieces, and finish cooking. For better quality control, the sauce and the roast duck may be prepared separately. They are assembled shortly before serving time in portions of predetermined sizes and according to orders from the dining room.

ROAST DUCKLING

PERIGOURDINE

This recipe is designed for luxury service, for a la carte and for special catered parties. Although expensive, it belongs on the menu of any good restaurant. Duck Perigourdine may be used as a stamp of quality for the rest of the menu. As such it may cause a rise in the check average, and ultimately lower the food cost ratio. Roast the duckling. Keep it slightly underdone. Remove from the pan and cut the breast meat into thick slices. Saute fine slices of truffles in butter. Alternate and overlap

slices of breast meat and truffles on the serving dish. Deboned leg meat may be used as a base for this arrangement. Keep hot. Remove excess fat from the roasting pan. Moisten with port, sherry wine or Madeira wine. Add brown stock or a fine veal stock. Simmer until desired consistency. Correct seasoning. Strain. Add brandy and melted butter to flavor. Pour over the breast meat and truffle arrangement. Heat and serve. Breast slices may be described on the menus as fillets, supremes or as aiguillettes.

ROAST DUCKLING ALSATIAN STYLE

Brown the duckling in a roasting pan and add to the usual seasoning a small amount of chopped parsley and shallots (freeze-dried). Moisten with a dry white wine and chicken stock base. Roast slowly until cooking is completed. In a separate pan, braise the desired quantity of sauerkraut and improve the flavor with diced salt pork or bacon. When it is almost done, moisten with white wine and a little beef or chicken stock base. Remove the duck from the pan. Cut portion-size pieces. Place in the center of a serving dish. Surround with sauerkraut and pork or bacon garniture. Simmer the pan juices to desired consistency. Correct seasoning. Pour over the duck pieces and serve. (Smoked sausage may be added to the sauerkraut garniture.)

BARBECUED DUCK, CHINESE STYLE

Truss the duckling. Season with oil, salt and pepper. Insert the spit rod of a rotisserie with skewers or prongs to hold the legs and wings tightly. Broil and baste with a thick sauce made as follows. In a saucepan combine liquid honey or molasses with soy sauce, sherry or port wine and garlic powder. Cook over low heat for five minutes. Baste the duck frequently until done. The cooking process will last approximately 2 hours for a 5-pound duckling. In making the sauce the relative quantity of the basic ingredients can be varied according to taste, but basting must be frequent in order to coat the duck with a tasty dark crust when it is removed from the spit. One may also reach a sim-

ilar effect by roasting the duck in a hot oven. It is placed on a rack in a roasting pan and cooked under high heat. Turning the duck, once or twice on its rack, will insure a proper coloring and allow the basting sauce to flavor it as in the rotisserie. Those who like a crisp and tasty skin without the fat generally associated with duck meat should buy the preprepared Peking ducks sold ready-for-roasting in specialized Oriental stores.

FILLETS OF DEBONED DUCK MEAT GOURMET

These serving ideas are based on the use of roast duck and its cooking juices as the two basic components. They could be substituted by precooked and portion-control deboned duck meat and the use of preprepared sauces finished separately for assembly with the duck slices at serving time. The trend is towards pre-preparation of basic components for any dish. The new system applies to gourmet style cookery because it permits a high degree of quality and cost control by the commercial head-chef. It is also the way towards labor-saving methods of preparation.

Arrange the deboned slices of dark meat on a serving platter. Cover with fillets of breast meat overlapping and alternating with fine slices of sauteed truffles, orange slices, pitted cherries, black olives or topped with small mushroom caps, depending on the style of the finished dish listed on the menu. If the dish is au porto, arrange the meat on diamond shaped croutons sauteed in butter. Add port wine to the cooking juices as explained in previous recipes taking care of pouring off excess fat before adding the wine. Cook down and pour over the meat. Heat and serve. If the dish is a l'orange finish the orange or bigarrade sauce as in the recipe for the roast duck, place a few blanched strips of orange peel on the fillets, and pour the sauce over the garniture and duck meat. Heat and serve. More sauce bigarrade should be served separately in a sauce boat.

In restaurants where the check average is high, one may reach a favorable food cost ratio with

Continued on page 94



walks softly and carries a big load

On the course. Around the clubhouse. Or at the driving range. Harley-Davidson Utilicars walk softly on turf-protecting Terra tires—even when carrying a big load. Best of all, they cost less to own and operate. Gasoline and electric Utilicars can be custom built to perform a wide variety of jobs. A simple, easy-to-operate ignition device shuts off the engine on our gasoline car as you lift your foot from the

accelerator. Eliminates gas-wasting idling. The automatic transmission also eliminates needless shifting and any possibility of tearing up the turf and the transmission. Service? It's just around the corner, thanks to our nationwide network of servicing dealers. For the complete story, see your Harley-Davidson dealer, or write: Manager, Commercial Car Division, Harley-Davidson Motor Co., Milwaukee, Wis. 53201.



NEW STEERING WHEEL is offered as optional extra. Provides 8' 7" turning radius. Fourteen other useful Harley-Davidson options available.

For more information circle number 214 on card

HARLEY-DAVIDSON

**"Hard pan" tees, greens,
and approaches?**



Flooding greens?

"Pegboard" greens?



no problem!

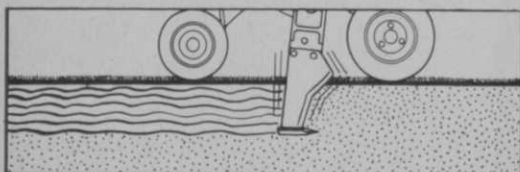
Now there is...



the sub-soil tiller

There's only *one* solution to deep compaction problems . . . *deep aeration!* Punching or spooning aerating methods aren't the answer because penetration is too shallow. SUB-AIR IS DIFFERENT! This revolutionary machine penetrates as deep as 7 inches below the turf and actually tills the sub-soil. Deep compaction is broken up to allow moisture, oxygen, and fertilizer to penetrate *deep* . . . well below the thatch . . . giving the root system new stimulation and restoring that springy feeling to the turf.

Gets down to the real problem



Three parallel mounted blades penetrate up to 7 inches. As the SUB-AIR moves forward under motive power, the oscillating action of the blades breaks up deep compaction. Now, moisture, oxygen, and fertilizer can be readily absorbed, aiding in the decomposition of the thatch. Flooding of greens from sustained sprinkling or heavy rainfall is likewise eliminated.



Cuts maintenance costs!

With the SUB-AIR machine, one man can usually aerate the average green in less than an hour. There is no *punching or spooning* so consequently there is no debris to clean up and top dressing is not immediately required. Greens are in top playing condition in a short time with no "pegboard" surface to contend with.

WRITE FOR COMPLETE INFORMATION

SOD MASTER

3456 No. Washington Ave., Minneapolis, Minnesota 55412