DOES YOUR CLUB PAY THE CADDIES BY TIME?

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Plan Ahead Now—Vital to Pro Profit

GEORGE SARGENT, one of the leading lights in professional golf, and a business man who'd be a credit to any field, related recently some advice that is timely for the younger pros.

"In the old days," Sargent said, "an average pro shop could be stocked with an initial investment for the season of $1,000 to $1,500. Now it is not uncommon for an investment of $3,000 to $4,000 to be required at the start of the season. That demand for capital and the slowness of the season getting under way and bringing money back into the pro's pocket, calls for thought.

"In mid-season, when the money is coming in, the pro should make it a point to put as much as he possibly can into a special savings account and keep this special account inviolate for the purpose of financing his next year's business. It not only provides him with cash when he needs it, but it establishes him at his bank as a good business man, and gives him some basis for banking accommodation if it is needed.

"Starting into the new season with a fair amount of money on hand enables the pro to discount his bills. If a fellow makes a practice of discounting he is impressed when he adds up what he has made by the discounts. It is not at all hard for the pro who watches the financing of his operations to save from $200 to $300 a year by discounting his bills."

Roseman New York Offices Move

ROSEMAN Tractor Mower Co. has moved its New York office to Room 2413, Salmon Tower bldg., 11 W. 42d St. T. J. McArdle is in charge.

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