Letters from the credit managers of several of the leading golf companies read at the meeting testified that the pro business status had so tremendously improved during the last few years that pros now rank as first rate small retailing operators from the credit viewpoint. The manufacturers presented a prayer that the pros would make more of a habit of putting whatever complaints they had in letters, thus allowing the manufacturers an opportunity to straighten out any misunderstandings.

Pros reminded the manufacturers that the pro difficulties in collecting from their members were not given enough consideration. The pro can't get tough in collecting or he is fired. Pirie, in thanking the manufacturers for their interest in the pros, commented that pro help was not primarily a matter of love for the human race but a right smart idea for assuring the manufacturers a good profit from a substantial and growing market.

Col. Mercer, president of the Vulcan Golf corporation, in speaking of pro competition expressed the opinion that the pros' greatest competition is the pro. He set forth a summary of pro business policies that offset the activities of pro competitors. In the near future his address will appear in these columns.

Course Income Squares Tax Loss, Mayor Notes

IN A hearing before the New York Board of Estimate at which purchase of the Clearview G. & Y. C. 18-hole plant, houses and pier at a cost of $940,000 was approved, Mayor Walker set forth a point for municipal courses.

To those who protested at the price paid for the play property, the New York mayor pointed out that operation as a public golf course would bring to the city a revenue of between $40,000 and $50,000 which might more than compensate for the removal of the property from the tax rolls.

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