

through carelessness that all humans have, unless you keep watching your step.

Has His Own Business

Jimmy is the head of a pro accessory business that sells Tam Tape to a lot of the fellows. This business has kept right on growing on a modest basis. The work on it is done after hours at the club and during the off season. In that enterprise Jim has acquired a broad picture of pro business operations and applied the lessons to his own club work. He can give the boys credit advice and read some of them credit riot acts that make any of the larger manufacturers' credit department strong letters read like benedictions. He sums the credit problem up thusly:

"No pro or anyone else, has any more right to play around with my money than I have to play around with their dough or my club's funds. If they can't pay, they'd better take themselves in hand and get on a firm footing or they will be out of luck and have only themselves to blame. Of course the pro business is a hard business, but what is a cinch these days?"

Applies the Golden Rule

Anderson probably gets as large a percentage of his members' golf business as any pro at a club of Pine Lake's size—350 members—can boast. He has built up this patronage on a platform of member confidence in him and his merchandise. Jim says: "To sell any person a bag, club or ball at a price above its rightful value (which includes the cost of pro shop operation and profit) is bound to turn out to be a calamity for the seller. If a pro regards a buyer as merely some person out of whom a profit can be made, there's not much reason for that buyer being especially anxious to do business with that pro."

There is no place for secret gossip sessions in the Anderson plan of successfully handling pro business; it's got to be out in the open and a free-for-all argument to a decision, or he has no time for it. And whatever objections there may be to this policy, it certainly has paid Jimmy.

Japanese Team Begins Busy American Tour

PROSPECTS look bright for a highly profitable tour of the Japanese professional golf team under the auspices of the PGA. The Nipponese arrived at Seattle, April 21 and warmed up in an informal match at Vancouver.

First two appearances were scheduled

with Northwest PGA team, April 28 at Seattle, and with Portland (Ore.) PGA team May 1. From there the Japanese teams moves south to play matches against Northern California and Southern California PGA teams. On May 16 and 17, the team plays in Kansas City, May 18-19 in St. Louis, May 26 in Chicago. Other dates with PGA sectional teams and against University teams are being arranged by Bob Harlow, PGA tournament bureau head. The Japs play in the National Open and from June 13 to 15 will compete in the General Brock Open at Niagara Falls, Ont.

Club officials desiring to book exhibition matches for the Japs should write Harlow at 1760 First Ave., N. St. Petersburg, Fla. Tommy Miyamoto of the Ibaraki CC, Osaki, is captain of the invading team. Miyamoto, Bob Asami and Jack Yusada have played in the United States before. Miyamoto and Asami have won both the Japanese open and professional titles. Other members of the team are S. Chin, Kanekichi Nakamura and Toichro Toda. Toda at the age of 22 has two years of successful big-time competition in Japan behind him. He won the Western Japan championship in 1933 and 1934 with all leading Jap players competing. He is rated the most promising young player in Japan. Asami is the largest player on the Jap team and longest hitter of the troupe.

The team was selected by the Japan Golf association, whose secretary, Yutaka Kanuma, will manage the team while in the U. S. The team will travel by rail from the west coast to St. Louis and from that time on will tour in Uncle Henry Doherty's Miami-Biltmore aero-cars.

Harlow has had many requests for the Jap team's appearances and at present is completing their schedule.

Glasgow Gives Up Money for Handicap Cuts

JACK JOLLY relays to us news of an interesting golf competition conducted by the Glasgow Daily Record. Prizes to the value of \$250 will be divided among the first 25 players, who between April 1 and September 30, succeed in reducing their handicaps by half. The Record states: "A player who reduces his handicap by more than half will naturally take precedence over one who only halves his handicap."

The idea looks like a good one for pros to adopt in increasing lesson business and play.