

TABLE I. STANDARD GRADES OF HICKORY SHAFTS FOR IRON CLUBS

Grade	Minimum Load in Lbs.
Goose (G).....	40 and over
Owl (O).....	34 to 39, incl.
Lark (L).....	28 to 33, incl.
Falcon (F).....	Below 28

9. *Average Quality*—Customers' orders in each Commercial Standard grade shall contain shafts having the following proportion of actual loads unless otherwise agreed upon between buyer and seller.

Grade	Actual Load, Pounds	Proportion Within Grade, Per Cent
"Goose" ...	40-43	Not more than 40
" ...	44-46	Not less than 45
" ...	47 and over	Not less than 15
"Owl" ...	34-36	Not more than 50
" ...	37-39	Not less than 50
"Lark" ...	28-30	Not more than 50
" ...	31-33	Not less than 50

load on the shaft. Fractions of a pound shall be disregarded in determining the grade, so that the observer uses the nearest whole number below the load actually indicated. The shaft shall be so placed that the growth rings are vertical, and after testing in one direction, the shaft shall be rotated 180 degrees and again tested. The lower reading of the two shall be used for grading.

12. *Testing Machine*—The testing machine, as shown in Figure 2, consists of two hooks and a fulcrum block, which is secured to the platform of a self-indicating scale, such as the Toledo Style 850 F of 100-pound capacity or its equivalent, the full downward movement of which shall equal  $9/32$  inch, with a tolerance of plus or minus  $1/32$  inch. The bench on which the machine is mounted shall be sufficiently strong so that the deflection at its center, when the scale is fully loaded, shall not exceed 0.002 inch.

## General Conference

1. Pursuant to a request from the joint committee of the Hickory Golf Shaft Manufacturers' Association and the Golf Club Manufacturers' Association, a general conference of golf shaft and club manufacturers, distributors, and others generally interested was held on June 14, 1929, at the Deshler-Wallick Hotel, Columbus, Ohio, to consider the establishment of a Commercial Standard defining grades of Hickory Golf Shafts.

2. The following individuals were present: Geo. O. Bassett, owner, Bassett Hardware Manufacturing Co.; Harry C. Bratt, vice-president, Dayton Handle & Golf Co.; Geo. A. Bush, president, Bush Bros. & Co.; M. R. Campbell, Jr., president, M. R. Campbell, Inc.; L. W. Crandall, president, The Burke Golf Co.; C. W. Custenbolder, superintendent, Vulcan Golf Co.; R. E.

Figure 1. Standard dimensions for wood-shafted irons.

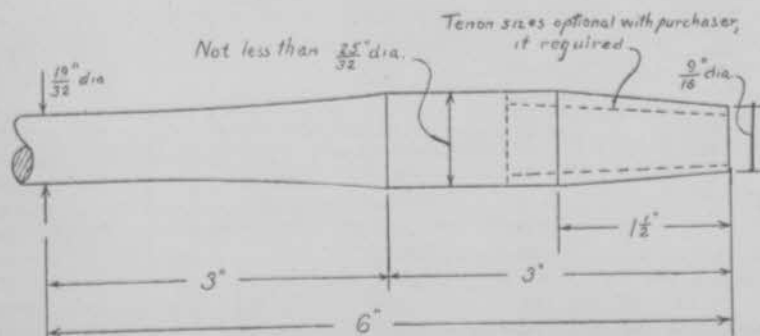
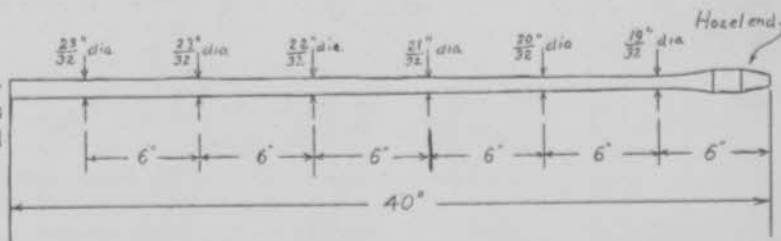


Figure 2. Details of hozel end, standard golf shaft.

Dickinson, president, Golf Shaft and Block Co.; C. G. Jansky, superintendent, Wilson Western Sporting Goods Co.; A. C. Link, vice-president, L. A. Young Co.; N. C. Lyon, manager, Cumberland Hickory Co.; W. A. McMinn, manager, W. W. McMinn; Geo. W. Mattern, sales manager and vice-president, Crawford, McGregor & Canby Co.; Geo. C. Mattern, Jr., engineering department, Crawford, McGregor & Canby Co.; R. B. Minton, vice-president, T. W. Minton & Co.; C. H. Rickey, vice-president, R. H. Buhrke Co.; F. M. Staggs, superintendent, Bush Bros. & Co.; Alexander Turner, plant manager, The Burke Golf Co.; Harry H. Steidle, Division of Trade Standards, Bureau of Standards, Department of Commerce.

The conference was presided over by Mr. Harry H. Steidle of the Bureau of Standards, while Mr. L. W. Crandall outlined the need for standard grades of hickory golf shafts.

Several minor changes were made in the specification as proposed, and upon motion by Mr. L. W. Crandall, seconded by Mr. Geo. C. Mattern, the altered Commercial Standard specification was unanimously approved.

A stiffness testing device was installed for a practical demonstration of mechanical testing, which indicated the simplicity and effectiveness of testing hickory golf shafts by this method.

### Effective Date

September 1, 1929, was fixed as the effective date for new production of Commercial Standard Hickory Golf Shafts.

### Certification Plan

7. The conference voted its approval of the certification plan to be used on hickory golf shafts made in accordance with the Commercial Standard specification. This plan, operated by the Bureau of Standards, provides a method of listing those companies who are prepared to certify to their consumers that hickory golf shafts made by them meet all the requirements and tests as specified in the Commercial Standard.

The conference also recommended that all shafts should be grade marked and accompanied by a certificate of quality.

### Standing Committee

A standing committee was appointed to represent the various phases of the industry and to receive all comments and suggestions for the improvement of the specification. At the expiration of six months from the date on which the standards become effective, the standing committee will meet to consider what changes, if any, shall be made.

The standing committee consists of the following: Mr. L. W. Crandall, The Burke Golf Company; Mr. Geo. C. Mattern, Crawford, McGregor & Canby Co.; Mr. A. C. Link, L. A. Young Company; Mr. William Cason, N. C. Blanchard Company; Mr. M. R. Campbell, Jr., M. R. Campbell, Inc.; Mr. N. C. Lyon, Cumberland Hickory Company.

Three professionals and three golf equipment distributors will be named later for service on this committee.

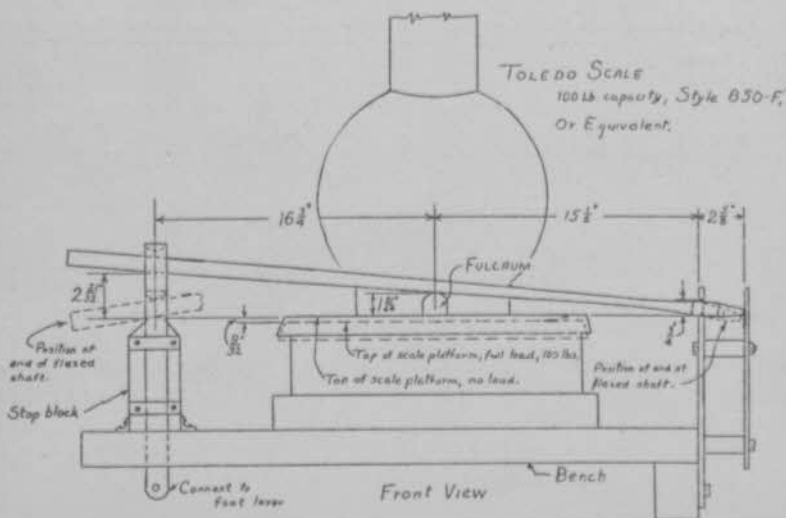


Figure 3. Machine for mechanical shaft grading.



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*Horton  
Smith /*



**W**e take pleasure in announcing to our friends the appointment of Horton Smith as manager of field promotion of this company.

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This announcement takes the place in this issue reserved for our series, "*Pros Who Make Their Golf Shops Pay*". Number ten of the series, scheduled for this issue, will appear in the September issue of *Golfdom*.

## He Saw the Light and Prospered

By WM. POTTER  
(A. G. Spalding & Bros.)

I HAVE been very much interested in reading the articles in your magazine in connection with the betterment of the pro business, and while what I have to say probably represents a situation only embracing a small percentage of pros, yet I see evidence in my territory that such situations exist and are not uncommon.

I have been calling on a pro frequently for several years and, of course, I got to know him well. Let's call him Bill Smith and go back three years. Here is how the conversation went:

"Well, Mr. Smith, we've had some pretty decent weather, business must be pretty good?"

To which Mr. Smith replied:

"Business is rotten. I am only giving a few lessons, the members are a bunch of cheap skates, they buy a lot of stuff downtown. Say, if you hear of a good job let me know about it."

Let us go back two years and again the story was practically the same, and also last year.

Let us to a small degree analyze this pro. He is a man of thirty or so, of average intelligence and a pleasing personality, a good teacher and a fair player. The situation as I found it those three years was this: I would go out to his club and if he was not around I would inquire of the caddy master for him and the answer would be:

"Mr. Smith has gone over to Green Meadows to play," or "Jimmy Jones, pro from such and such a club, is here playing with Mr. Smith."

### Stay on the Job

It wasn't that business was so rotten as it was that he wasn't on the job to take care of it. His members would call up for lessons, not once, but several times, and couldn't connect, so naturally after a while they drifted away from him. He wasn't taking proper care of his business and giving that personal touch that no drug store or department store can give in fitting members with proper clubs and the story always was, "Business is rotten—let me know if you hear of a good job."

This year things are different. He saw the light. His shop had never been particularly inviting, but this year he re-

arranged it so that it is now a pleasure to go in. His stock is a pleasure to the eye—not that he is carrying any more than usual—but it is arranged and displayed with good taste, he is on the job from early mornings until late evenings, his time for the most part being taken up with lessons and it is next to impossible to get him to play golf. This is a club in which the membership has changed but little over the past four years, a club at which business was always rotten, but the other day when I asked Mr. Smith how business was he answered:

"Wonderful; I have tripled my business this year over the same period last year." And he admitted that the business was there all the time, only he hadn't gone after it.

FERTILIZERS of any description should always be used with care, combined with knowledge of the particular soil and its existing chemical contents. Different soils require different treatment. What suits one green on a course, may not suit another on the same course. Therefore no hard and fast rule can be laid down in fertilizing golf courses.—*From the Journal of the Golf Grnkprrs. Assn., England.*

D. C. BUNKER, in charge of maintenance of municipal golf course at Galesburg, Ill., is believed to be the world's first greenkeeper to be honored by having a public course named after him. City council endorsed the action.

### "BERT" HUMISTON, FERTILIZER EXPERT, GOES WITH V. C.

Chicago, Ill.—Hobert E. ("Bert") Humiston, for 15 years in the fertilizer business, and, prior to that time, active in the horticultural business, has become associated with the Virginia-Carolina Chemical Co. in a sales development capacity.

Humiston is well known to the golf trade, having been, for the last seven years, with the Premier Poultry Manure Co. of Chicago, during the latter part of this period being vice-president and general manager. He is nationally rated as a practical authority on fertilizer manufacturing, utilizing and merchandising. He will spend a good part of his time in the field for Virginia-Carolina, and will make his headquarters at 1758 Sunnyside Avenue, Chicago, with the telephone, Ravenswood 6180.

## The Greenkeeper and His Budget

By GUY C. WEST

Sup't Fall River (Mass.) G. C.

THE natural and efficient conclusion to a good cost analysis system, kept intelligently by the greenkeeper, is a well-developed budget for the following year. From the results obtained from keeping cost analysis figures for a few years on his golf course, any greenkeeper should be prepared to furnish his green-committee with a budget which is practical, specific and adequate.

It is an unhappy fact that most golf courses have too little money. Too many clubs have "bitten off more than they can chew." Many others think more of new improvements and changes on the course (often unnecessary), and pay too little attention to efficient maintenance. Because of these factors, a greenkeeper should always ask for as much money as he can use intelligently, and should always show that if the budget figures are made lower than the figures which he deems necessary, the standards of maintenance are bound to be lowered. This is not a plea for prolific spending, but rather a plea that all greenkeepers be not afraid to ask for what they need! I have seen many courses which show neglect due to the greenkeeper being afraid to ask for more money for his course. Every greenkeeper should ask for what his course needs; he owes it to himself and to the course, and he should show *why* it is needed! Then, if it is impossible to get all that the course needs, he should be ready to show where money can be saved, costs can be cut best, what best left undone, and where the standards can be lowered best.

Greenkeepers in general are underpaid. If the greenkeeper in making up a budget feels that he is worth more money, has had no raise in salary recently, and knows that the club can afford to give him a little more, he should indicate a raise in his budget requirements. This is an ideal way to ask for a raise, and should not be overlooked!

Now for the proposed budget! It should be submitted to the green-committee in such shape that it will be self-explanatory, and easily understood. Hence, if figures given do not explain themselves, notes should be added to explain them. The budget for which the greenkeeper asks should be easily for the green-chair-

man to interpret, and hence easy for him to "put across" when it comes up before the directors. It is always a good plan for a chairman and his greenkeeper to talk over the budget to help understand it. Budget work provides a good argument for every greenkeeper to be a member of the green-committee of his club. How many clubs have had the greenkeeper before the directors to explain the budget recommendations?

What should the budget contain? Proposed salaries, labor, and material costs, for maintenance, and the estimated costs of any new work planned, should always be included. These items, especially the material costs, should in most cases be divided to show costs of sub-items. It is often helpful to show how many men are planned under the labor estimate given. The material costs proposed should be itemized at least to show proposed purchases of new equipment, repairs on old equipment, and materials, such as seed and fertilizer needed for the course during the year.

Any budget for golf course work should be elastic unless the figures are high, or an item for emergencies must be included. There are so many items of work on the golf course the costs of which are affected by uncontrollable conditions that it is hard to predict actual costs in advance. A greenkeeper can take the average cost for the last five years, but unfavorable weather conditions might almost double the cost for that year. Unless there is an understanding that the budget is to be a little elastic, include an item for emergencies!

Hence, ask for enough money in your budget recommendations, but explain why and where it is needed. Most green-chairmen are business men used to figures; they will often approve when they understand what would seem large to them if they did not understand.

Explain your budget recommendations through itemizing, and tell the *why* it is necessary of every item if you find you need it to get your budget across! Lack of explanation has wrecked many a good greenkeeper's fine ideas! Practice salesmanship, and "sell" your ideas!

FRESH air is essential to the well-being of turf, and the value of mechanical treatment, such as spike rolling, harrowing, etc., cannot be overestimated.—*From the Journal of the Golf Grnkpr. Assn., England.*





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