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NEW THIS MONTH!

Check out the Buyers' Guide on page 56-60. For ways in which **Links Leisure** can help you!

Front cover: St. Andrews Old Course. Photograph courtesy of Brian Morgan

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Talking Heads Open Special

We ask seven Head men to share their experiences of hosting The Open.

Coming to Market

Nigel White studies the tactics that can be employed by a golf club to market, promote and attract new members to their product.





Welcome

A MAN WITH TARTAN IN HIS VEINS

A Scotsman winning the US Open! Who'd have thought Michael Campbell would become the first Scottish Major winner since Paul Lawrie in the 1999 Open? Now I know strictly speaking Campbell is a New Zealander but he himself is quick to attribute his golfing prowess to his Scottishness. His great, great, great grandfather not sure about the exact number of greats - was a man called Logan Campbell who travelled from Scotland to the land of the long cloud and settled in very nicely it would seem.

Like Lawrie before him Campbell did well even to be at Pinehurst having to go through pre-qualifying. He snatched one the last qualifying places at the first UK-based US Open Qualifier at Walton Heath, superbly presented by Ian McMillan.

To then take on and beat the big boys in the main event was quite an achievement but no more than you would expect from a man with tartan blood flowing through his veins.

Taking the Championship as a whole the USGA went some way to rescuing themselves following the self inflicted problems of the previous year at Shinnecock when, in their manic desire to protect Old Man Par, they made the course virtually impossible to play.

Indeed on one green you'd have had more chance of halting a droplet running down a window pane than of stopping a golf ball on the short stuff. The problem reached such heights that the USGA decided to water the green during play which goes against the rules of golf and is definitely unfair to those players who had already gone through.

Now this year the weather was extremely hot particularly in the early part of the week but they had to do the same again and water greens which were threatening to bake and become rock hard. Now, surely the trick is to anticipate the potential problems and prepare the course accordingly. Euan Grant, at St Andrews, tells me that he could get the greens stimping at 14 for this month's Open but because it can be windy and the ball can be blown around they keep them down at around 12. Pure commonsense!

It was also interesting to read about Ian Poulter complaining about the hole cups not being inserted properly after a perfectly good looking putt bounced out. By all accounts, according to the British press, he had a valid point.

I've been to the US Open once, back in 1994, and was amazed that in the Media Centre scores were written on the huge scoreboard manually and very, very slowly, years after a much more effective and quicker system was in use in Europe.

We can be all too quick to compare ourselves unfavourably against our American cousins but we shouldn't. Our know how and skills are up there with the very best.

We shall see a perfect example of that at The Old Course where we will also see how the new US Open Champion copes on his return home.

Scott MacCallum, Editor

JCB EXPANSION

JCB'S UK dealers are embarking on one of their biggest single investment programmes by setting up separate sales companies to concentrate on JCB compact equipment.

The project will see the number of dealer salesmen dedicated to selling JCB compact equipment increase to in excess of 50.

The dealers - Greenshields JCB Compact Equipment, Gunn JCB Compact Equipment, Holt JCB Compact Equipment, Scot JCB Compact, TC Harrison JCB Compact and Watling JCB Compact - will also create separate compact equipment showrooms at selected depots covering England, Scotland and Wales.

The dealers' expansion follows a decision earlier this year by JCB to set up its own Compact Equipment Sales division for Europe.

"JCB's compact equipment sales have been growing rapidly in recent years and have now reached a level where the creation of new compact equipment sales companies, with a dedicated, specialised sales force, makes sense," said the JCB Sales MD, Françoise Rausch.

HUGE EFFORT AT WENTWORTH

Once again BIGGA Members who volunteered their services for the BMW PGA Championship at Wentworth had the pleasure of being part of a great tournament on a Course superbly presented, as always, by Chris Kennedy and his Greenkeeping Team.

This year 15 BIGGA Members were on standby duty in case of bad weather on the Thursday and Friday of the event. As it turned out the weather was kind with only a distant threat of thunderstorms on the second day.

On the Saturday and Sunday 40 volunteers plus a few reserves were available as bunker rakers for all the matches, played at times in very windy conditions, making scoring difficult. In the end Angel Cabrera was a worthy winner of the Championship.

I know Chris was very appreciative of all the team who gave up their valuable time to participate, some making journeys from as far as the West Country and the Midlands.

I would like to thank everybody for making my job so easy and representing our Association in a very professional manner.

Clive Osgood

South East Regional Administrator



The Wentworth Support Team with Championship winner Angel Cabrera

MORE DEALERS FOR KUBOTA

Kubota has appointed several additional dealers in southern England and Wales to strengthen its existing roster.

The line-up of new Kubota Construction Equipment dealers across southern England comprises Harper Plant of Salisbury, whose territory covers Hampshire and Dorset; Lister Wilder of Reading, with other depots at Cirencester, Devizes and Ockham, whose territory covers Avon, Gloucestershire, Wiltshire, Berkshire and Surrey; and South West Plant Sales of Monkokehampton, whose territory covers Devon and Somerset.

Stubbing Brothers of Ventor has been appointed to cover the whole of the Isle of Wight, while Vincent Tractors of Fraddon now looks after Cornwall. In addition, existing Kubota dealer Leach Lewis Plant of Reading, with other depots at Witney and Sevenoaks, has had its territory extended to include Kent, Sussex and East Anglia. Email press releases and new product updates to; gareth@bigga.co.uk

News

TO THE LAST

The annual South Wales Spring Seminar recently took place at the Royal Porthcawl Golf Club. The day, sponsored by Farmura Environmental, was deemed a great success by the 70 attendees that took part in what was an enjoyable and informative day

Jonathan Harmer, Managing Director of Farmura, got the day off to a flying start with his talk on 'A Balanced Approach to Plant Nutrition'. This was followed by Ian Elliott, Marketing Manager of the Omex Group, and his talk entitled 'The Targeted use of Plant Nutrients, to improve plant health and vigour'. George Attwood-Harris, an independent golf course Agronomist, completed the morning line up with his presentation on 'The Agronomist and the Golf Course'.

In the afternoon our guest speaker, Jim Arthur, took the stage. Our sincere thanks to Farmura and Jonathan Harmer, MD, for the support and for ensuring that Jim was present. Jim had been

advised by his doctors against travelling to Wales. as he was not in good health, but despite this warning he attended and we are truly grateful to both parties for this, his last ever presentation to an audience of Greenkeepers.

Quite fitting that following his talk, Jim was presented with a gift from the members of BIGGA's South Wales Section to thank him for his support, friendship and services over many years. The gift presented to him by our Chairman, Angus Macloed, was a print of the changes made at the Royal Porthcawl Golf Club by Simpson in 1934, where Jim was an Agronomist for over 30 years.

Our sincere thanks to all at Farmura for their support, especially Gerald and Jonathon. To the Royal Porthcawl Golf Club and especially Course Manager, David Ward, for his assistance and support and to Jim for making the effort, he will be sadly missed.

Peter Lacey - Section Secretary



NATIONAL

WORKSOP GOLF CLUB

SHERWOOD FOREST GOLF CLUB

Jim Arthur and the delegates at the South Wales Section Seminar

BIGGA NATIONAL CHAMPIONSHIP

The BIGGA National Championship, sponsored by Ransomes Jacbosen, will soon be amongst us once again. The 2005 two day event will take place at both Workshop GC, Sheffield, and Sherwood Forest GC, in the East Midlands, on October 3 & 4.

Many Sections are holding National Championship Qualifiers currently, but if you miss the cut at Section level, you can still be part of this superb Championship. Entries of all standard of play are most welcome to play in the BIGGA Tournament, as the two days offer a wonderful chance to meet, socialise and play golf with fellow greenkeepers and trade

members at all levels and new and old friends. Graeme MacDonald, Newark GC, claimed



An information leaflet and entry form is included in this edition of Greenkeeper International. If you have not received this entry form in the magazine or require further information on the BIGGA National Championship contact Sarah at

BIGGA HOUSE on 01347 833800 or by email, sarah@bigga.co.uk.

HEDLEY **GOES GREEN**

The Scottish Golf Environment Group (SGEG), a partnership of the Scottish Golf Union, the R&A, Scottish Natural Heritage and the Scottish Executive, has appointed Carolyn Hedley as its new Project Manager to lead the delivery of its research and developmental work.

Carolyn's background is in civil and environmental engineering within the water industry and she brings with her a variety of project and environmental management skills.

"I am delighted to join the team at SGEG and look forward to the challenge of building on the achievements during the next phase of this unique initiative. I am keen to ensure the group's extensive work continues to have a positive impact on the environment and the Scottish golf sector," said a pleased Carolyn.

Over the past nine years SGEG has provided advice to over 330 golf clubs and facilities, and distributed a range of technical support materials addressing issues such as climate change, waste management, energy conservation and new golf course development.

DIAMOND AT RAIN BIRD

Rain Bird have appointed Kneale Diamond as Golf District Manager. Kneale previously worked as Course Manager for the Marriott Hanbury Manor Hotel and Country Club. "Besides strengthening



our sales force Kneale will also provide valuable training for greenkeepers in the use of Rain Bird central control software," said Victor Jamieson, Regional Manager Northern Europe.

JOINING FORCES

Barclay Chemicals Manufacturing Ltd has joined forces with SumiAgro Amenity. The move is part of Barclay's growth strategy in the European amenity and turf management sector and will compliment its existing crop protection business.

The Barclay/SumiAgro Amenity business will form a new division of Barclay, trading throughout Europe and serviced from Dublin. The division will be headed by current SumiAgro Amenity Business Manager, John Gregory.

The Groundsmaster 3500-D Sidewinder

No other manufacturer has a shifting rotary cutting deck that makes it so easy and safe for you to mow round bunkers, trees, lakes, on banks and even down into steep dykes.

Whether clinging to an awkward slope or cutting right up close to a bunker's edge, Toro's unique Groundsmaster 3500-D Sidewinder lets you go where others dare not venture.

Its remarkable shifting cutting decks will help you make light work of mowing all those tricky areas you now find hard to cut.

What's more, the superb Groundsmaster 3500-D Sidewinder helps keep you safe when working near hazards like bunkers, water features and so on. It's also great at closely following contours and, with its anti-scalp feature, gives a close finish that can improve the quality and density of your turf. On top of all that it will give you a nice stripe, too.

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SGM HIRE MATHIESON

Colin Mathieson has been appointed in the position of Business Development Manager, Scotland, for SGM Hire, as part of the company's continued growth. Colin brings to SGM a wealth of experience, gained in both the agricultural and groundscare markets.

"I am sure Colin will prove to be a valuable addition to our team as we continue to develop our

CARRARO'S CONTINUOUS IMPROVEMENT

Kaizen was the watchword at the recent Antonio Carraro Tigrone World Meeting Day, held in Padova, Italy. The Japanese word, which means continuous improvement, has become the motto of the Italian tractor manufacturer after the company has spent the previous few years redeveloping, rebuilding and revaluating its whole working process.

After investment in Porsche Consulting these changes, including a new production theory, which is used by Toyota, and increased concentration on Research and Development, have resulted in a new outlook for Carraro and an even brighter future for the Italian giant.

The day was marked by the unveiling of the new Tigrone Series, seven new models of tractor to further enhance the range. Carraro, whose tractors uniquely have equally sized front and rear wheels have 605 sales outlets worldwide, and their tractors are available in the UK via Carraro UK, a division of Riko UK, headed by Stephen Cabrol.

The celebratory event, which hosted over 500 individuals, including Dealers, Importers, Branch Managers and the press, involved a factory tour, a tractor show of the Tigrone Series, Dealer awards, the unveiling of the Giovanni Carraro monument in celebration of the manufacturer's founder and culminated in a dinner with entertainment provided by Al Bano, a famed international singer and UN Representative.

Hire presence in Scotland," said Steven McInroy,

Colin within the golf market in Scotland, but will

development of the company's presence within

now also take on additional responsibilities for the

Brian Goudie will continue to operate alongside

SGM Hire's Managing Director.

golf, across the whole of the UK.

"The Tigrone Day marks a change of an era for the company which will allow us to look forward with hope and optimism. A new generation is here, Antonio Carraro is much younger today and ready to face the future," said Antonio Carraro, President.



Stephen Cabrol, Sales Manager of Carraro UK, means business in a special Carraro 'sport' tractor

BIGGA INVESTMENT SUCCESS

BIGGA has had its Investor in People Award reaffirmed after successfully passing a recognition review. The review, which occurs every three years, involved interviews with current staff at BIGGA HQ to establish if the Association continued to meet the high standards set by the award scheme.



BIGGA Staff with Investor in People inspector Steve Hudson, middle

JUST THE FACTS



Scotts has taken the innovative step of putting its entire Turf & Amenity team though a new, industry-recognised training scheme.

The fertiliser Advisers Certification and Training Scheme (FACTS) is independent, non-statutory and recognised by the fertiliser industry, Defra and the Environment Agency. It is accepted as a successful means of setting standards, training and accrediting the continuous professional development of those providing nutrient management advice.

Turf & Amenity Product Manager Simon Bamaby said: "It was an extremely tough five-day course, culminating in an examination and viva. All eight T&A managers passed, which is great news."

SWAN DESIGNS BLAKES

Howard Swan, golf course Architect, has designed an 18 hole golf course called Blakes, near North Weald in the heart of Essex which opens later this month.

Construction on the 6,631 yard Par 71 layout began back in 2001



following a six month planning and design process. Swan Golf Designs were appointed by the developers in 2000 to refine the course as 18 holes from an original 27 hole master plan.

Blakes Golf Club will operate on a pay and play basis, with a limited membership, and will be home to the Scott Cranfield Golf Academy with a bay driving range and a designated chipping and bunker practice area for players to hone their skills on.

News

GILHOLM LIVERPOOL BOUND

Craig Gilholm has been appointed Links Manager at Royal Liverpool Golf Club. Craig started his new role on Monday June 6.

The new headman succeeds Derek Green, who died earlier this year after playing a major role in getting The Open back to Royal Liverpool. Craig, 33, has 16 years experience as a greenkeeper at Muirfield, with the last eight as Deputy Course Manager. He brings considerable experience of managing a top grade championship course and has recent knowledge of accepting the varied demands of the Open Championship, with the 2002 Open being held at Muirfield.

IOG'S GOSSET RETIRES

Patrick Gosset is stepping down this summer as Chief Executive of the Institute of Groundsmanship. Patrick joined the IOG in 1996 as its first Chief Executive.

"It has been a great experience working with so many people, both in the

Institute and across the wider industry, who are so truly dedicated to their work and to the advancement of their profession," said Patrick.

Alex Millar, IOG National Chairman, added:

"Patrick's departure at the end of July will be deeply felt across the organisation and his contribution will be greatly missed."

A new Chief Executive will be appointed in due course.

NO MORE WASTE

Course Care has installed a purpose made granulator at their Keighley base to process thousands of plastic chemical containers.

Instead of taking them to a landfill, the machine turns the plastic into chips which are re-processed and turned into useful rot proof items for use around the golf course, including fence posts, seating, walkway, sleepers, etc. The company are encouraging waste reduction by recycling and composting.

Their new composting machines will turn grass clippings, twigs, branches, leaves, green kitchen waste and all that cardboard from the pro shop into compostable material.

The company is also busy warning golf clubs of the changes to the Hazardous Waste Regulations that came into force in April. These regulations require all clubs that are producing hazardous waste to register with the Environment Agency.

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US OPEN BEGAN IN ENGLAND

Malcolm Campbell, victorious at the US Open in June, actually started his Championship run at Walton Heath Golf Club by taking one of the last qualifying spots on a score of 139.

The first US Open Regional Qualifying to be held outside of the United States was hosted by Walton Heath on June 6. 53 European Tour players played 36 holes for nine places to play in the US Open.

The club was approached in the spring of 2004 by the USGA to host this inaugural event and have signed up for a two year trial period. From the club's view this was an easy tournament to host without the usual infrastructure that comes with most Tour events. The crowds were allowed to walk the fairways and get up close to see the competitors play, which worked well.

The Walton Heath green staff were ably assisted with course preparations by greenkeepers from Queenwood, Hendon, Hankley Common, Tyrells Wood, Ashridge and Letchworth. No major requests were made in relation to the set up of the golf courses, apart from a stimpmeter reading of 10.5ft.

"This has been a fantastic tournament for the golf club to host and we look forward to hosting it again next year," said Ian McMillan, Course Manager.



The Walton Heath greens staff witnessed Michael Campbell's qualification on his way to US Open glory

SANDBURN SETS THE SCENE

Staff from irrigation and drainage company North Staffs Irrigation attended the opening of Sandburn Hall on Friday June 10, and were greeted with the sight of the new course looking its very best. The par 72, 6700 yard course is nestled in woodland on the outskirts of York.

Under the direction of irrigation consultants IrriPlan, North Staffs began work installing the irrigation system in April 2004. Water that's drawn from a bore hole near to the clubhouse is held in a water tank before being applied to the greens, tees and approaches using a Tonick 2-zone controller and Hunter sprinklers. A series of man-made lakes cascade across the course, which is on an incline creating a four metre fall. A pumping transfer system directs water from the lowest of the lakes through 1100 metres of pipework before discharging it into the highest, which is directly outside the clubhouse.

Director Martin Hinchliffe commented: "Those who've been involved in creating it have looked beyond the irrigation system and used water creatively, with stunning results, to enhance the relaxing, picturesque setting for guests and golfers to enjoy."



ALUN RACKS UP THE MILES

Alun Wright, Sales Manager at TH White Ltd, has fulfilled a lifelong ambition by riding his Honda XRV 750cc Africa Twin motorbike from Land's End to John O'Groats.



It took three days overall, a total of 915.5 miles avoiding all motorways, with the exception of one mile on the M48 over the old Severn bridge. He spent 16 hours 15 minutes actually in the saddle at an average speed of 56.33 miles per hour and averaging 54.2 miles per gallon.

Using all of his charm he managed to acquire a set of HotWired heated clothing, normally used in winter by greenkeepers, from the marketing department at Ransomes Jacobsen to ensure that he kept warm and dry throughout the 1,946 mile round trip.

"I've always wanted to do it and I had to use up some annual holiday by the end of April or lose it. This presented the ideal opportunity, so I hopped on the bike and just went for it," said a delighted Alun.

SMART THINKING

Cancer Research UK has launched a SunSmart campaign to help people reduce the risk of skin cancer, with individuals who work outdoors being targeted.

Over 2,000 people a year die from skin cancer, with over 69,000 new cases of the disease diagnosed in the same period. Malignant melanoma, the deadliest form of skin cancer, is one of the few cancers to affect young adults and is the second most common cancer in 15-34 year olds.

The campaign is offering the following advice: Stay in the shade between 11am-3pm; Make sure you never burn; Always cover up; Use factor 15+ sunscreen.

Never use sunscreen in order to spend longer in the sun. Sunscreen alone does not offer complete protection from sun damage. It should be used to increase your protection at times when you are exposed to the sun without adequate shade or clothing. A crucial message the campaign is attempting to get across is that it does not have to be a scorching hot day for someone to burn. The sun does not have to feel hot in order to damage skin, as the heat from the sun comes from infrared rays, not UV rays, so sunburn can still occur on cool days.

"It is vitally important that melanoma is detected and treated early. The best advice we can give people is to keep an eye on moles and any unusual skin blemishes," stated Dr Catherine Harwood, a Cancer Research UK dermatologist.

	Skin type:									
Index	Fair, burns	Fair, tans	Brown	Black						
1,2	Low	Low	Low	Low						
3.4	Medium	Low	Low	Low						
5	High	Medium	Low	Low						
6	Very High	Medium	Medium	Low						
7	Very high	High	Medium	Medium						
8	Very high	High	Medium	Medium						
9	Very high	High	Medium	Medium						
10	Very high	High	High	Medium						

GALLAGHER SO CLOSE

With The Open Championship upon us and the BIGGA Support Team warming up to aid in proceedings, one of the Association's greenkeepers has already lived his Championship dream.

John Gallagher, greenkeeper at Merchants of Edinburgh Golf Club, but who plays at Swanston Golf Club, finished runner up in the Amateur Open Championship at Royal Birkdale and Southport & Ainsdale GC. After battling through the rounds during an early week in June, John lost out 5&4 in the final to Irishman Brian McElhinney.

"It's a hell of a hard game when you're down all the time and although I'm disappointed I'm also delighted with how far I got. I putted well all week, but lost the pace of the greens in the final. It's a long week when you play 10 rounds and I just ran out of steam," said John, the Lothian's Champion.

John, 24, has taken a year out to play golf full time, a decision which is clearly paying off, and

reaching the final of the Amateur Championship may well help him achieve a lifetime ambition.

"I've always dreamt of playing for Scotland," stated the Amateur finalist, who plays with his left hand below the right.

"My grip lets me hit the ball low and that's been very effective throughout the week. My swing isn't pretty, but I get the ball round. I'm more of a grinder than a golfer."



John Gallagher, left, congratulates winner Brian McElhinney

LELY TEAM UP WITH YANMAR

Yanmar's range of compact tractors and power products will be distributed by Lely (UK) Ltd as from September 1. The announcement comes after Claymore Grass Machinery and Yanmar decided to go their separate ways.

Claymore, Yanmar and Lely will work together over the coming months to ensure a smooth transition of the distribution and, in particular, the continued availability of spare parts and services. Lely's Peter Wheeler will head up the activity.

AVONCROP ADD NEW NAMES



Avoncrop Amenity Products have announced that Joe Crawley and Ceri Richards have joined their sales team.

Following the loss of Colin White, Joe Crawley will be covering the Hampshire, East Dorset and West Surrey area for the Company. Ceri Richards will

Joe Crawley

be taking over the South Wales area in July after the retirement of Ray Burrows.

Both Ceri and Joe are well known in the amenity industry, both having worked for Vitax in the past.

"I'm really pleased that Joe and Ceri have joined Avoncrop Amenity Products. For both of them they have hard acts to follow, but I'm sure they will



Ceri Richards

look after their customers with dedication and excellent technical support," commented Chris Briggs, Business Development Manager.

SYMBIO UP BY TWO

Symbio has announced that two new members are joining its technical sales team.

Paul Sheather, previously Head Greenkeeper of the Arden Course at the Marriott Forest of Arden, has joined Symbio as Regional Technical Manager covering North London, East Anglia and Leicestershire. Paul completed his HND in horticulture and moved rapidly through the greenkeeping ranks, preparing the Arden course for several European tour events and of course The Masters Championship.

Vicky Willet, whose first degree was in agronomy and forestry, did a PhD assessing the role of organic nitrogen in plant growth. Vicky is based in Skipton North Yorkshire and will help Symbio to grow in the North of England. Vicky spent a year in Malawi managing a plant research project on top of seven years of research into UK soils and she is looking forward to applying her knowledge to help greenkeepers improve growing conditions and their playing surfaces.





David Golding, Education Director, explains how the golf clubs and greenkeepers in Britain really have a 'united' voice and how this is being heard in the various 'corridors of power'.

I recently read in another turf publication an article calling for "a voice" for the turf sector and listed bodies all of whom the author stated "served their members well." but were often not focusing on key issues and bringing about change due to them being "commercial entities".

I cannot speak for the "other side" of sports turf, groundsmanship, as the GTC is specifically designed to represent golf club (employers) and greenkeepers (employees). However I do think we sometimes fail to promote the work we carry out often on behalf of the wider turf industry. It is unusual in golf for representative bodies to show a total united approach, working for the same aims and supporting an independent organisation by funding its work. However, the GTC brings together the following bodies all working towards a common aim.

The British & International Golf Greenkeepers Association (BIGGA) The English Golf Union (EGU) The Scottish Golf Union (SGU) The Welsh Golfing Union (WGU) The Royal & Ancient Golf Club of St.Andrews (R&A) The PGA European Tour

The GTC is funded by contributions from all of the above bodies with the R&A match funding the contributions from the Home Unions and BIGGA.

A per-capita levy is set by the GTC Board annually, which is paid by each golfer in England, Scotland and Wales plus each member of BIGGA, to allow the GTC to operate without the requirement to seek sponsorship from the wider industry. This shows the importance put on greenkeeper education by the major bodies within the sport.

One of the main objectives of the GTC is to ensure that golf clubs and greenkeepers in Britain have education and training options developed within the Government's national and the European approved framework of qualifications. It is only since the GTC reformed back in 1993 that the above objective has been an achievable option for the sector.

All Government frameworks have to engage employer bodies and this is where the Golf Unions play their vital role within the GTC. BIGGA clearly has its greenkeeper membership and the Association not only has full board representation but also has a major influence within the GTC's Technical Committee, which is the engine room when it comes to apprenticeship and qualifications development and review.

It is therefore the GTC's clearly defined role to be involved in any developments relating to sports turf qualifications and training schemes.

The qualifications range from the vocational (work based) to the Masters Degree in Sports Turf Technology and, while these are the formal awards that attract Government funding, there are also many short courses that benefit both employers and greenkeepers. Certificates of Competence awarded by the NPTC are popular as often these types of awards have legislative compliance attached to them, e.g. pesticide and chainsaw use.

You might think that it is a bold statement to make, however if the content of any approved qualification is proved to be inappropriate or in need of updating the GTC can, through the Lantra Sector Skills Council, make the changes.

Having established a range of formal qualifications and certificates it is the choice of the training provider, that golf clubs often make without contacting the GTC for the most up to date information on the options available. An approved list of training providers has been published by the GTC for many years and this is currently being reviewed.

The development of career literature, including the highly acclaimed Career in Greenkeeping CD, is just one area where the GTC and BIGGA work closely together.

BIGGA is very much a training provider in as much as short courses, often held on a regional basis, covering subjects such as computers, manual handling, first aid and management skills. The Continue to Learn programme at Harrogate each year is supported by the GTC and the level of cooperation between both organisations has never been better.

The promotion of the Association's Master Greenkeeper Certificate and the various high profile competitions, such as the Student of the Year and Environmental Awards, all adds to the number one priority of BIGGA and that is the education of its members.

The GTC has a business plan which is regularly updated to include any new initiatives identified by the technical committee and approved by the Board. You too can have an input by making proposals, either through BIGGA or direct to the GTC, where you think greenkeeper education can be improved and is not currently covered either by the providers or the industry.

By having the lead employer and employee bodies round the same table it really does allow the sector to move forward with an agreed agenda.

GTC is supported by:





Unlock the doors to progress through BIGGA's Education and Development Fund - the key to a great future for greenkeepers, golf clubs and the game of golf.

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For details, please contact Ken Richardson on 01347 833800 or via ken@bigga.co.uk

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Education Update

Ken Richardson details the major changes made to the Continue to Learn Programme for Harrogate Week 2006.

Harrogate Week 2006 - Continue to Learn

There will be some significant changes to the Big Week in Harrogate starting on January 23. The first change is the name given to the full week of activities, i.e. Harrogate Week 2006. Our aim is to bring you the best week ever and a major part of this is the extended Continue to Learn Programme.

Continue to Learn starts on Sunday January 23 with five two day Workshops that are continued on Monday January 24. Monday January 24 also sees the start of five one day Workshops.

Each Workshop has been designed to appeal to particular groups of golf club employees, for example golf club managers (General Managers, Secretaries, Chairmen of Green, Club Captains etc), golf course managers (Course Managers, Head Greenkeepers), supervisors/middle managers (First Assistants, Deputy Head Greenkeepers, Deputy Course Managers) and to greenkeepers (Assistant Greenkeepers, Trainees, Apprentices etc).

This does not mean that greenkeepers cannot attend Workshops designed for managers or that managers may not attend workshops aimed at greenkeepers. However, delegates will gain the greatest value from attending an appropriate Workshop.

Subjects for the five two da	y Workshops include:
Golf Course Design	Presented by Howard Swan and Simon Gidman
Health and Safety Basics	Presented by Martin Glenn from KNW Training
Resource Management	Presented by Frank Newberry
Financial Planning	Presented by Brin Bendon
Assessor Training (A1)	Presented by Plan-it Training
Subjects for the five one da	y Workshops are:
Customer Care	Presented by Mike John KNW Training
Managing Water	Presented by Dennis and

Adrian Mortram Staff Development Presented by David Bancroft Turner Presented by Plan-it Training L12 Trainer Training Update training to A1 Presented by Plan-it Training

Another change for Harrogate Week 2006 is the introduction of half day Continue to Learn Workshops that will run during BTME & ClubHouse on January 24, 25 and 26.

Subjects for the half day Wor	rkshops are:
Employment Law	Presented by General Legal
	Protection
Media Skills	Presented by Roger
	Greenwood
Environmental Management	Presented by Jonathan Smith
	and others
Basics of MS Word	Presented by Keystrokes
	Training
Basics of Ms Excel	Presented by Keystrokes
	Training
Basics of Powerpoint	Presented by Keystrokes
	Training

Yet another change is that each Seminar session has been extended and will last 45 minutes with time for 15 minutes of questions at the end.

Subjects for the seminars include:

Presented by Brin Bendon Working with Others Disease Management Presented by Ruth Mann Other Seminars are being organised and further details will appear in the August Edition of Greenkeeper International.

More changes to the Harrogate Week occur on Tuesday January 24, following the official opening of BTME & ClubHouse. The Presentation of prizes for the BIGGA Golf Environment Competition and the Presentation of Master Greenkeeper jackets will be held in the Seminar Theatre.

The presentations will be closely followed by the 2006 Keynote Speaker, John Blashford-Snell.

There is, truly, something for everyone and we have been able to extend Continue to Learn and give you this wide range of educational opportunities thanks to the opening of the Queen's Suite at Harrogate International Centre that allows users a variety of room designs.

BIGGA Golf Environment Competition

The deadline for entries to the 2005 BIGGA Golf Environment Competition, sponsored by Scotts UK Professional, Syngenta Professional Products, WRAP and Waste2Water has now passed. All entries have now been delivered to STRI so

TORO Student of the Year Award 2006

Judging for this year's TORO Student of the Year Award began on Monday July 4. The eight national finalists will assemble at Aldwark Manor Hotel on Sunday September 25, prior to the judging on Monday September 26 at BIGGA HOUSE.

that Bob Taylor and Lee Penrose can start their judging. If you wanted to enter and you have not sent in an entry, there is still time but entries must arrive at BIGGA HOUSE by July 7.

Regional Training Courses

We have received a large number of bids for regional training courses that Sections and Regions wish to be run this autumn. If you want a particular course in your area then you should speak to your Section Secretary or Regional Administrator.





Health & Safety Legislation - Has it gone too far?

In my new role working in this area I come across a lot of negative comment and much of it is because there is a belief that civil servants sit down and deliberately try to make our life as difficult as possible.

It is true that the people involved may not be experts on golf clubs and related industries but they do consult to get as much information as possible - it would not be in their best interests to get it seriously wrong!

One area of misunderstanding of any legislation is to take it to the extreme, or too literally, to make sure you're covered no matter what happens.

I will use the hard hat scenario as an example.

Hard Hats

Legislation dictates that hard hats must be worn in situations where a risk of injury may occur - usually in our case, golf balls flying around when we are working on the golf course.

It frequently happens that 'an official' taking the safe option, with the best intentions I hasten to add, instructs the course staff to wear hard hats at all times when on the golf course.

This alienates the staff because of ...

- 1. The discomfort involved, particularly in the summer months.
- 2. Little understanding of the work which is carried out.

The result is that the staff does not carry out the instructions and the course becomes a more risky place to work - this situation of course is the exact opposite of what was intended - to make workplaces safer.

The correct procedure is...

 Risk assess the golf course - this must be carried out by the expert (the department head, i.e. Course Manager/Head Greenkeeper) with assistance if required.

- Identify those areas where there is risk of danger from golf balls you will find in normal circumstances that one or maybe two areas relate to this.
- Inform staff of the dangers involved and instruct that hard hats must be worn in these areas when there is a risk.

From experience and analysis of the problem you will find that highlighting this and discussing further with staff the changing of the work routine, i.e. doing the work when there is no golf being played may eliminate the danger, and therefore there would be no need to wear hard hats at all.

However, you can only arrive at this practical solution if there is open discussion of the problems and possible dangers involved.

To find out more please look at www.safegolfplan.com or call Duncan McGilvray and the Haztek team on: 0208 905 7552 email: info@haztekinternational.com.

Tip of the Month



Ivan Killip Deputy Head Greenkeeper, Gatton Manor Golf Club



WHEN THE GOING GETS ROUGH

The rough, out of immediate play or open grassland areas on your golf course diverses in the still need to be maintained. It is necessary to cut this rough at least two times a year. Ar

Make the first cut in March. This allows wildflowers to bloom and set seed through early summer before being overtaken by faster growing weed grasses. A good height of cut should be between 50-75mm (2-3 inc).

The second cut should be made in August after flowers have set seeds, thus allowing the spread of wild flower seeds for next summer and suppressing the vigour of weed species.

This management program has enormous ecological benefits creating sward

diversity, increasing natural flora and fauna to the area, therefore allowing a wild life corridor for small animals to move from one food source to another. An added benefit of this is that the golf course becomes more attractive, creating a backdrop to many holes without restricting play.

Over seeding the area with a wild flower seed mix might be necessary to create flower rich grassland. The best time to over seed is in autumn, as the soil is moist and still warm.

There are many flower seed sales companies on the market, negotiate with a number of them to find the right seed mix at the right price for your golf course.

Do you have a tip that has helped you in your day-to-day work on the golf course? If so, why not share it with other greenkeepers. Please send any tips you feel would benefit your fellow readers to us either by post at BIGGA HOUSE or by email to gareth@bigga.co.uk.



Membership Update

SUMMER PUZZLE

Join in the latest craze that's sweeping the nation and have a go at Sudoku. No maths involved I promise!

HOW TO PLAY: Fill in the grid so that every row, every column and every 3x3 box contains the numbers 1 to 9. You solve the puzzle with reasoning and logic.



Answer supplied next month.

Airport Parking



The telephone number to call to receive 35% discount on airport parking has changed to 0870 733 0804. If asked please guote 'PREMIER'.

RED LETTER DAY WINNERS

Members who return their renewal forms before their membership expires are placed into a prize draw to win a Red Letter Day Voucher.

Our congratulations go to Matthew Williams of Druids Heath Golf Club, who won the prize draw on the 1st March and Stuart Ashley of Hunstanton Golf Club, who won the prize draw on the 1st June.

USEFUL CONTACT NUMBERS:

Please be ready to quote your membership number when calling.

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BIGGA welcomes...

SCOTTISH REGION Neil Cochrane, Ayrshire David Cole, West Peter Haggarty, West Gavin Neill, Central John Tait, Ayrshire

NORTHERN REGION Jon Edmond, Northern Andrew Fowler, Northern Elfyn Griffiths, North Wales David Jones, North Wales Carl Pigott, Sheffield Russell Smith, Sheffield Darren Stretch, North Wales Stephen Thomson, North West Thomas Tomlinson, North East Andrew Townsend, North West

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Sam Birley, Mid Anglia Damian Bond, BB&O Nicola, Carrisi BB&O Thomas Dann, East Midland Luke Edkins, Mid Anglia John Frankham, BB&O Anthony Hardy, Midland Billy Hayes, East Midland Colin Hedges, BB&O Neil Markham, BB&O Michael Rapley, BB&O Daniel Tansey, BB&O Alan Turner, Midland Thomas Williamson, Mid Anglia Damion Woods, BB&O Andrew Wren, Mid Anglia SOUTH EAST REGION Terry Brown, Surrey Stephen Gaylard, London Neil Howard, Essex Philip Slater, London

Matthew Tribe, Sussex

SOUTH WEST/WALES REGION Russell Abernethy, Devon & Cornwall Simon Amery, Devon & Cornwall Lee Carter, South West Stewart Kent, Devon & Cornwall Lee Milton, Devon & Cornwall David Moulding, Devon & Cornwall Lee Payne, South Coast Jamie Pender, South Coast Richard Rhodes, Devon & Cornwall Christopher Rowland, Devon & Cornwall Shaun Warren, Devon & Cornwall Christopher Wills, Devon & Cornwall

NORTHERN IRELAND James Harkness

INTERNATIONAL MEMBERS Chris Haspell, Denmark

ASSOCIATE MEMBERS Adrian Parker, North West David Parker, BB&O Ed Carter, Northern



Just introduce one or more new greenkeeping members to BIGGA and your name will be placed into a draw to win a DIGITAL FM SCAN RADIO/ALARM, with a detachable speaker and headphones. Our congratulations go to Steven Robinson of Blackmoor Golf Club.

Planning for Performance - The Challenge of St. Andrews Links

Irrigation was first supplied to the Links at St. Andrews by a gravity-fed system in the late 19th Century when a source of water, high in the town, was linked to a mains system and a stop valve located beside the Swilken Burn. In the following decades there were various additions and improvements made to this original system.

In 1996, with the Millennium Open getting ever nearer, the St. Andrews Links Trust decided to embark upon a major redevelopment of their automatic irrigation system covering the entire Links, encompassing all six courses, 99 holes of golf, the driving range, turf nurseries and the Bruce Embankment, to bring the system into the 21st Century. Their approach was to begin with a detailed feasibility study of the existing systems which covered the greens, tees, fairways and approaches on the Old, New, Eden, Strathtyrum, Balgove and Jubilee Courses. At this time there was no automatic irrigation on the Colf Bractice Contro. Bruce Emb

irrigation on the Golf Practice Centre, Bruce Embankment and new turf nursery.

The feasibility study involved a detailed assessment of the following areas in comparison with up to date technologies and included the status of the existing water resources and storage facilities. The study also embraced the suitability of the existing pumping system, distribution pipework and control valves; the control system and field electrics and most importantly the application of water to meet the modern demands of both agronomy and conservation to the greens, approaches, fairways and tees where appropriate.

As well as looking at the existing system, an assessment was made of the need for irrigation on all areas of the courses making up the Links. In this respect discussions took place on the requirement for irrigation to replace soil moisture lost through evapo-transpiration and the requirement to facilitate undertaking maintenance practices with ease. These discussions were conducted in conjunction with the STRI as agronomists and consultants to the R&A Championship Committee. At this stage important decisions were made which included:

- · Each of the six courses would have its own dedicated irrigation system.
- There would be a separate feed main to each course from one common pump station and separate computerised control systems.
- The Old Course would receive irrigation coverage to all areas, including spectator routes to help aid recovery to these areas.
- All sprinklers on the Old Course were to have artificial grass covers to minimise their visual impact when playing the course and during televised championship events.
- The Golf Practice Centre and the fairways on the Strathtyrum and Eden Courses would receive full irrigation to ensure a speedy recovery and maintenance following Major Championships as parts of these courses are used for car parking, while the Golf Practice Centre is used as the tented village.
- A network of ducting would be installed around the Old Course for use by the media during championship events, particularly with the rise in fibre optic technology.

To ensure an accurate and area-specific irrigation design could be undertaken, there was a need to obtain scaled plans of the courses detailing all the areas to be irrigated including spot heights and contours where necessary. With the recent advent of GPS technology, and back up from conventional techniques, the entire





280 hectares of the Links was surveyed and coupled with OS data, a digital drawing produced in AutoCAD software. This formed the basis for the design of the system.

The irrigation time cycle for each course during dry weather conditions was decided at 480 minutes (8hrs). During Major Championships, however, there was a requirement to reduce the irrigation cycle on the Old Course, for example, to 360 minutes (6hrs) to take into account hours of play and the working regimes of the maintenance staff.

To establish initial design data, water requirements and ultimately accurate budget

costs it was imperative that a base sprinkler layout and sprinkler schedules were produced. Final sprinkler selection with regard to an international manufacturer would be decided at a later date, as would the precise location of sprinklers on each course be decided with each individual Head Greenkeeper.

The base sprinkler layout was determined by assessing the individual areas to be irrigated on each course and selecting sprinkler spacings to suit. The overall design used over 4,000 sprinklers, compared with 300 on an average course in the UK. Where possible no sprinklers were positioned within either the green putting surface or tees playing surface, and sprinklers were all located with arc specifications to irrigate only those areas requiring irrigation and avoid excessive overthrow onto areas not requiring additional precipitation, such as gorse or heather, thus conserving water and sensitive ecology.

Having decided upon sprinkler spacing and arc configuration, sprinkler flows and pressures were determined bearing in mind the wind, so that all square spacings were at 45 per cent of their diameter and triangular spacings at 50 per cent where possible. The sprinkler design was undertaken in accordance with BTLIA recommendations. Once this criteria had been established, it became apparent that the choice of sprinkler manufacturer would be a very important one, particularly in relation to the size of the putting surfaces on the Old Course. The





Adrian Mortram reviews the renewal of the irrigation system throughout St. Andrews Links.



5/13th green, for example, measuring 55m wide and having a surface area of some 3,300sg m.

Following technical presentations and interviews with the major manufacturers, the Links Management appointed their preferred supplier who supplied detailed information on their product range from which suitable sprinklers, valves and control equipment were selected to match the design requirements. Knowing the flow of the sprinklers to be used enabled accurate water quantities to be calculated and work in relation to water resourcing could begin in earnest.

The existing water source was from two wells along the boundary of the Balgove Course at a point farthest away from the sea to mitigate saline intrusion. The capacity of those sources was investigated by hydro-geological engineers and found to be insufficient for the system's needs. An extensive feasibility study into the possibilities of obtaining further ground water established that a series of four wells equidistant into the same strata would provide the requirements of the system. Engaging the services of hydro-geological engineers to resource sufficient water was expensive. However, for the Links management, this ensured that the chances of borehole drilling and not finding water at the required quantities was minimal.

The decision had already been made to centralise the storage tank and pump house location at the Jubilee Maintenance facilities primarily due to the fact that the existing concrete storage tank would be reused and that electricity supplies to operate the new pumping station were of suitable capacity. The maximum designed water use for a worst case scenario was calculated to be 3,780m3 per day to successfully irrigate all areas of the six courses and driving range.

The capacity of the existing storage tank was some 1,600m3 (352,500 gallons), which was insufficient to enable watering within the specified time window. Therefore there was a requirement to increase the storage capacity by some 1,805m3 (397,500 gallons) to give a total storage capacity of 3,405m3 (750,000 gallons).

At this stage it was decided to have two separate storage tanks with a series of transfer pumps to move water from the existing tank into the new tank. The advantage of the two storage tanks enables the Links to monitor the pH in the first tank and treat accordingly before transfer (and mixing) into the second tank.

The courses were split into individual flow zones from which the mains pipework sizing was calculated. The required operating pressure of the sprinklers had already been decided, as had the pipework specification and rating. The system was to use all polyethylene (PE) pipework with fusion-welded joints. This enabled friction losses, fitting and valve losses, and static rise and falls to be considered in the context of the whole design when sizing pipework. The largest pipework to be used was 315mm PE (12 inch). The completed system used some 120,000m (75 miles) of polyethylene pipework and 270,000m (169 miles) of control, communication and power cable.



Once the irrigation design covering all six courses, driving range, turf nursery and Bruce Embankment was finalised and approved by the Links Management, an accurate pump duty was confirmed at 573m3/hour (127,000 gallons per hour). For those of you who enjoy a cold beer this equates to over 300 pints per second. With pumping levels at this scale, a specialist pumping manufacturer was appointed to design the pump station in accordance with the tank engineers and the irrigation design team.

The final pump design was to utilise canned pumps - miniature extended shaft turbines - with variable speed on the lead pump and smaller jockey pump for hand watering purposes. The motors were also rated to operate at 1,450rpm as opposed to the standard 2,900rpm as they are more efficient during operation, and along with the variable speed will, over time, save the Links on running costs.

To ensure total flexibility during operation of each course system a separate central computer controller was located within each of the Head Greenkeeper's

offices. This enables each Head Greenkeeper to be in total control of their watering regime on their individual courses. A master computer is also used to ensure each course stays within their water quota to ensure the central pump station operates smoothly and within the overall designed capacities.

The choice of field control was between central satellites and decoders. Even though a



Computerised control system training

central satellite system would have been more economically viable, a decoder based system was chosen due to the visual impact which standalone satellites would have had throughout the Links and the fact that the land over which the golf courses are played is bequeathed to the people of St. Andrews in an Act of Parliament and as such is open to public access. During the design of the central control system a compromise was actually chosen by locating remote interface units at strategic locations throughout the Links to reduce cabling requirements.

Needless to say, over a period of four years the complete irrigation infrastructure throughout the St. Andrews Links was carefully and painstakingly renewed by a dedicated team who must be commended for their considerable efforts. The system today forms one of the largest golf course irrigation systems outside areas of the United States.

Adrian Mortram is Managing Director of Robin Hume Associates, who designed and project-managed the renewal of the irrigation system throughout St. Andrews Links.

Course Feature



History in the Making

Scott MacCallum meets Euan Grant, a man who fulfils an ambition at this year's Open Championship

Fuan Grant

It happens every five years and for many it really is THE Open when it does. I'm talking about a St Andrews Open Championship. Golf at the home of the game, an occasion which invariably provides moments in history that will be recalled for generations.

Doug Sanders' most famous missed putt of all time; Jack Nicklaus' two victories; Seve's joyous fist pumping when he birdied the last to confirm his win; Nick Faldo's domination; John "Wild Thing" Daly's play-off win after Costantino Rocca's amazing putt at the last forced a play off and Tiger Woods becoming the latest and the youngest man to complete the set of Majors. All command important notes in the annals of golfing history and all have occurred within the last 35 years. Of course, there are chapters on St Andrews going right back to Alan Robertson and Old Tom

"Luck!" is the one word answer, accompanied by a hearty laugh, which you get when you ask him how it turned out this way.

"I had no idea it would happen. It was pure circumstance, right place right time."

His arrival at the Old Course, less than 18 months before the Championship is all the more remarkable as he spent a period of time out of greenkeeping when he left Westerham.

"I'd loved greenkeeping since university and I knew that was what I wanted to do but I had an offer to work for the family civil engineering

> company and I gave it a chance. But I missed greenkeeping big time and apparently I was miserable. I'd kept up my BIGGA membership and was reading the magazine avidly, going onto the website and talking to my pals about the weather and how particular grasses were doing," explained Euan, a former Toro Student Greenkeeper of the Year.

"Eventually I spoke with Kenny Mackay, at Marriot Forest of Arden, and thankfully he had the confidence in his own ability to give me, a former Course Manager, a job as his Deputy. He saw it as a good opportunity to get someone in who could do a good job so it worked well and I learned a lot from Kenny, particularly about attention to detail, and worked on several European Tour events," although Euan readily

The St. Andrews' Old Course greenkeeping team

What will happen this year to join them? You can be sure someone will step up to the mark.

One man who will enjoy every single moment of the 2005 Open Championship is Euan Grant who will be experiencing his first Open Championship as Head Greenkeeper.

I first met Euan nine years ago when he was Course Manager at Westerham Golf Club, in Kent. He said at that stage that his ambition was to be the headman at an Open venue. This time round we met in the superb Links Clubhouse in St Andrews as he was making final preparation for this year's Open.

Any thought that this was the culmination of a well planned drive towards a top position at the most famous golf course in the world is quickly dismissed by Euan, who is as unassuming and modest as he is talented, readily admitting that there are better greenkeepers than him working on the Links.

admits he'd have taken any job at that stage just to get back into the industry.

Euan had explained to Kenny that he would look for his own course and that came when another man took a chance on him. this time Gordon Moir, Links Supervisor at St Andrews Links, who appointed him Head Greenkeeper of The New Course.

"It's a great golf course, possibly my favourite, rated 36th best in the UK, and I rang Gordon on the deadline day for the job and asked him if he'd got their man and if not could we could have a chat. I've done that before and it seems to work, although it would backfire if they happened to be out that day."

While on The New he worked closely with Eddie Adams on The Old Course and he learned a lot from the man who he was ultimately to succeed.





"Eddie is a phenomenal fescue greenkeeper. I don't think anyone can touch him on his knowledge of The Old Course and he was always free with his advice. In fact on my first day in the job he caught me on my hands and knees looking at one of his greens. I was always asking him to come over and take a look at things for me."

Euan revelled in his work on The New Course using it as an opportunity to try out different things. "We stressed the greens out, we overseeded, we ripped into them we even tried Short Cut. I had no idea that The Old Course would be my next step."

That opportunity arose when Eddie was lured away to the European Tour and the chance to work on golf courses all over the world and Euan grabbed his chance to step up to the Old Course.

"It was a baptism of fire as we had The Amateur Championship within six weeks and then the Dunhill Links Championship at the end of the season and, of course, the prospect of The Open the following year."

He sometimes has to pinch himself that things have turned out the way they have.

"Every morning, when I drive in across Granny Clarke's Wynd, I think how lucky I am. It's a wonderful honour and privilege to be custodian of The Old Course and while working closely with our committees and trustees means I don't have a free hand to do whatever I want, I wouldn't want to make too many changes anyway."

What he has done is tweak some of the maintenance practices and let the rough grow a little.

"We are using greens triples on the fairways so we can use the groomer units and give a tighter cut while reducing the wear from dedicated fairway mowers" he said, adding that come July the fairways will be stimping at roughly the same as the greens.

"The fairways are running at seven and a half at the moment but given decent weather we will have them running at nine and a half or ten for The Open. Because of the 11th which is very exposed we can't have the greens over 10 and a half as we would be right on the edge, although we could get 13 or 14 out of some of the greens if we wanted." He does believe that uniformity of speed shouldn't necessarily be a prerequisite for a golf course.

"I think practice rounds should allow players to determine the speed of various greens. Our 18th green is surrounded by buildings and on heavier soil that the 7th and 11th which are completely exposed and on pure sand, so to have them the same requires tweaking. That isn't a problem, but is that how golf should be played?" he questioned.

As for the rough, there is a little more on The Old Course than there has been in the past, but Euan is well aware that it is a course for the people and shouldn't be made too difficult to get round.

"I know in the back of my mind that people still talk about being able to putt their way round the golf course and in theory that is the case but allowing the grass to grow around banks and creating more habitats for wildlife is, I think, a change for the better."

People queue in the hope of a game from 3am - those who do will invariably be rewarded, even if it means waiting until 4pm - but it does cause Euan his greatest headache - divots.

"We still use mats from November to the end of March on The Old and alternate monthly on the other courses so the locals can always find a course to play off natural turf. What you do find is that everyone heads to the courses on the natural turf and the other courses are a lot quieter. Another annoyance is the golfer who takes two practice shots and two divots before lining up on the mat.

"We are trying to promote fescue grasses but they are slow growing grasses and slow to germinate, added to the fact that we don't feed or water," he said, adding that they had a team of dedicated sand patchers,"

They patch the entire course every Sunday, the only day when the course is closed, which affords the team the opportunity to do a lot of its maintenance work uninterrupted.

In the lead-up to The Open the regular team of 12 has been joined by one member of staff from each of the other 18 hole courses on the Links while their places on the other course are taken by seasonal workers, many of whom travel for all corners of the world to have the chance to work at St Andrews. They get the chance to work on the Old Course on Sundays.



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During the week of The Open staff from all over the Links will be drafted in to help.

"It is a big team but we have huge double greens - the 5th/13th takes two guys 40 minutes to cut and to cut the greens six mowers will walk on average seven and a half miles each. We will also have six guys on bunkers every morning. As the course is out and in we have to be out early to avoid play."

Earlier in the year Euan met with the Championship Committee to determine pin positions and in the lead up to July they have kept well away from them, and changed holes every three days instead of the usual daily so that there would be fewer heads on the greens.

One of the final jobs Eddie Adams handled before leaving was to construct some new Championship tees adding length to the course.

"We are at our maximum now but strangely having the extra length should help the pace of play which is the R&A's biggest headache. There are several par-4s which would be driveable so the extra length means they don't have to wait on the tee, although the Championship Committee is considering having some call-on holes to speed things up."

Everyone pulls together on the Links teams and while each course has its own equipment they have to book out the specialist aeration or spraying equipment.

"The Old Course can't pull rank so you have to be organised and plan well ahead," said Euan.

All the Head Greenkeepers meet weekly with Gordon Moir to share information and discuss various ideas and issues to the benefit of all. Surely a Brains' Trust that would be the envy of many? Euan is a fairly phlegmatic character, not a lot ruffles him, and he is sure that his team have the experience - his five senior greenkeepers have 19 Opens between them - and skill to meet any challenge that is thrown at them during the week. That just leaves the upside. What is he particularly looking forward to?

"I'm looking forward to seeing the golf course on the telly knowing it is going out to millions and that my staff had done their absolute best to produce it. It would also be nice to hear press conferences where the players are praising the course. I suppose that would be the ultimate."

So you can be sure that there will be some memorable exploits at St Andrews this year but Euan will be logging everything, even the most mundane, in his personal memory banks.



Course Feature



Dreaming of Dry Land

As Scott MacCallum discovered Loch Lomond is working hard to ensure that its one weakness will no longer be an Achilles Heel.

David Cole

There can be few places on earth which provide a more attractive environment in which to play golf than Loch Lomond Golf Club. A superb Tom Weiskopf and Jay Morrish created course, a magnificent clubhouse and scenery to make every chocolate box tin designer salivate, and it ranks highly on all counts.

Each July, the week before The Open, the cream of world golf descend on the course for The Barclay's Scottish Open and Peter Alliss gives full rein to his imagination and descriptive powers as camera lenses pick out luxurious motor cruisers on the loch, some interesting wildlife and young children in the gallery who have taken advantage of annual access to a very exclusive club.

But for many years the idyllic setting of Loch Lomond has hidden a secret. Not a secret which would find its way into any Harry Potter book, but one which would certainly have greenkeepers breaking out in a cold sweat, sizing themselves up for a strait jacket or even applying for the next series of Big Brother.

You see, everything at Loch Lomond is perfection itself, apart from that is, what is under the manicured turf. The green staff have performed heroics to mask the unpalatable truth that while everything above ground at Loch Lomond is state-of the-art everything underground isn't. "We'd always done a lot of drainage work on the course, mainly remedial work on trouble spots, but the recent membership conversion upped the ante and we agreed with the owners that we needed to implement a major drainage programme to make the course drier and improve the quality of the turf for our members," explained David, who has been at the club for 10 years.



The Loch Lomond Greenkeeping Squad

Ken Siems, who was long time Superintendent at the Club and is now Director of Agronomy covering both Loch Lomond and recently purchased sister club, Dundonald, and David Cole, who has been Superintendent for the last couple of years, along with his Assistants, Sue Rothwell and Peter Haggarty, have battled long and hard to improve the situation, but the sponge-like subsoil, coupled with the fact that Loch Lomond has - at 80 inches a year - one of the highest rainfall averages in the country, has meant that preventing soggy Footjoys and damp lies has taken a disproportionate amount of time and effort.

But hopefully that will all be a thing of the past as a recent move within the club has been the catalyst for some pretty serious drainage work. In fact, once the drainage programme has been completed there could be as much as 80,000 metres of pipe underground - that's over 50 miles!

Last year the club moved to a £55,000 deposit based membership, which increased the expectation levels in all areas, including the quality to the golf course.

Ken and David explained the options and their implications, which ranged from sand capping the entire course to more conventional, but still radical, schemes.

"Sand capping the entire course to a depth of around six inches is expensive but it is almost 100% proof and it produces a firmer surface and subsequently maintenance is easier because you can hollow core safe in the knowledge that you won't be hitting rock," explained David, who has carried out some targeted sand capping on specific areas, approximately 10 Hectares in total.

If it wasn't for the fact that it would have involved closing the course for a year it may have carried the day but the need to keep the course open for the members meant it was never a serious option and the next best plan was given the green light - a complete, intensive drainage programme covering the entire course with the work being carried out in phases over the close season. Loch Lomond is closed from November 1 to April 1 every year.



"We commissioned drainage consultants Turf Trax, who had done some work for us at Dundonald, to GPS the entire site and worked extremely closely with Tim Colclough on the project.

"The GPS results, once they were put onto drawings, meant that we had a perfect picture of changes and movements underground and we could see where our main links should be. What it meant was that we could find an angle even on what appeared to be a flat area. Even if there was a one or two percent fall it was enough and it helped us go in and say we wanted a main line here and this is the lateral positions we want," said David, who added that the first fairway they did, the 12th, has laterals going in all different directions.

Previous drainage work had led David and Ken to appreciate that sand and not gravel was the best material to use as ochre can migrate easily when the drains are gravel filled, resulting in blocked pipes over time.

"We find that sand keeps things cleaner and when you think about it it's similar to a green construction. If you have a trench and you fill it with sand at the right depths it will work the same as how a green works and move water while retaining moisture."

There was a down side however and a series of meetings and much deliberation later saw the team looking at, and finally fabricating equipment to carry out the task.

"We knew we were putting wet sand into narrow trenches and that it wouldn't flow very well and had to come up with procedures to cope, particularly as we would be doing it over the winter months."

They agreed upon a matrix of a four inch main carrier pipe and then two inch pipes which would be the collectors or cut offs on slopes every four, or sometimes two, metre centres depending on contour slopes, on every fairway and as much rough and semi rough as we could get.

Estimates on how long the project would take varied. The contractor who carried out the initial work estimated 400 metres a day but David and Ken believed that with the peculiar nature of the Loch Lomond substructure and weather conditions 200 metres may have been more realistic. It is the in-house team which has since taken over the job and the 200 estimate proved the more accurate.

A magnificent clubhouse and scenery to make every chocolate box tin designer salivate

"It is more cost effective working out at about £2 per metre for us to buy pipe, joints, sand and parts for the trencher - our labour costs are fixed."

Having an empty golf course is obviously an advantage to Loch Lomond for such intensive work but it certainly didn't mean an easy time for the drainage team.

"We are doing it at the wrong time of year with it pouring with rain for weeks on end and it can be very dark. When it's wet it adds on a third more labour and the size of the team can go up from eight to 11 - Loch Lomond has a full time staff of 18. Cleaning the trench can become a two man job instead of one and you've got to have people laying boards for traffic and then continually moving them. It's not pleasant working when rain is running down your neck and the trench is filling with water, however the team still strive to give 100% in these circumstances said David, who explained it can be very frustrating when you start the day dry, then rain moves in and you have to stop the project. This can happen three to four days out the week.





Course Feature



The squad is around 40% through the drainage project

They also have the additional complication of ensuring that everything is restored to perfection for April 1st each year and that any other maintenance practice being carried out is completed in advance of their tournament.

"We invested a lot in trackway which makes it easier to work off and we certainly benefited from the additional time we spent doing finishing work. Once the drainage work is complete on the fairway, there is a separate team who do the finishing work, re-turfing and doing repair works to any damaged areas. We almost treat it like a new grow-in fairway and feed it a little bit more and give it a little more height initially, until it is back to 100%.

The peculiarities of the site include the fact that the course is cut out of a peat bog, the fact that the site was used as a dumping ground for the main road that was built along side the loch shortly before the course was build and as a result lumps of concrete slab are regularly recovered, and caused the teeth of the trencher to be replaced every 200-300 metres. Oh yes, and during construction a dozer, which was left overnight on the 13th fairway, sunk, never to be seen again. Nothing could safely be sent in to rescue it.

The greens were rebuilt about five years ago again to solve a chronic drainage problem.

"The new greens were built to USGA Guidelines and now drain

at between 300 and 450 mils an hour. The old greens didn't quite meet those standards - they drained at between one and 2.5 mils an hour," he revealed.

The drainage work is approximately 40% completed but already the benefits are there to be seen.

"We have completed seven fairways and the turf quality has improved dramatically because the water gets

away quicker and not saturating the root system. In the past for example, if we got seven mil of rain overnight we would not be able to cut the fairways but now we can come in on the morning and cut the new drained holes while the other holes would be to wet to mow.

"Since these holes have been completed we are seeing a much healthier and tighter surface and the nutrients respond much better, while we have more opportunities to do punching or top dressing," said David, adding that as a result of their work they will also be able to reduce the amount of rye grass in the rough.



The Loch Lomond soil profile



The scarring has to heal before the start of the playing season in April

"Rye was the right choice at the time because it was very easy to get out there and it didn't need a lot of soil contact while we have the resources to cope with the additional mowing implications, but once we get the roughs drier and firmer we are going to introduce more fescues which will in turn reduce a lot of our maintenance as it is now.

"Hopefully we shall be finished by the summer of 2007 with another two winters of hard work."

Loch Lomond has never been afraid to experiment with new ideas and they are currently the first club on this side of the Atlantic to trial the new



This ditch shows the quality of Loch Lomond's sub-structure



The Advance Air system prior to installation

American-produced Advance Air system which pumps air into greens and includes sensors to monitor moisture and soil temperature levels.

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"We're putting one on the 11th, our most shaded green, and we shall see what sort of results we get but it gives us the option of drying the surface quicker by pushing air in or pulling water out of the profile. If it is successful we may look to put it into other greens."

Once the drainage programme has been completed the crew will look at tackling Loch Lomond's 75 bunkers - digging them out and installing new drainage and new sand.

"It will be like a lead weight being taken off us and we'll have time to look at so many more things on the course," said David, genuinely enthused by the prospect.

The drainage project once completed will open a whole new chapter on Loch Lomond and the work will have been worth it but you can't help thinking that such has been the extent of the work another option could have been to find a nice new sandy site, dig a huge loch and use the fill to create some mountains. It might have been easier in the long run!



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Retail Therapy

James de Havilland argues the case for buying a mini-excavator instead of hiring and points out what to look for when doing so.

A tracked mini-excavator may not be at the top of most golf courses equipment want lists, but few could deny that there are times when having one of these diminutive machines on site would be of use. From digging out tired bunkers through to clearing ditches, there are numerous uses to which these machines can be put. Although it may well be worth hiring in a machine as and when it is needed, having access to an 'owned' machine can make a great deal of sense.



This 1997 Kubota KX41 has a 1.5 tonne capacity. From a dealer, it will cost around £5,500 with 3,000 plus hours on the clock. This is a popular, and thus expensive, size of machine.

Tracked mini-excavators come in a range of capacities, but for the sake of example, this article we will concentrate on machines of nominal 1.5 to 5.0 tonnes capacities. As a used buy, look for a popular model. These will make a sound choice because both OEM and spurious parts are readily available. This is an important point to consider. Entry level buys may well be pretty long in the tooth, even if they are perfectly serviceable, so it is reassuring to know parts should be relatively easy to obtain at a sensible price.

As an aside, an old backhoe loader, such as the ubiquitous JCB 3CX, may have its place on some courses, but these units are heavy, not as manoeuvrable and are less productive as a pure digger than a dedicated 360 degree mini-excavator. If the sole aim is to dig holes or clean ditches, a 5.0 mini-excavator will out perform a 7.0 tonne capacity backhoe, and is much easier to work in a tight spot. They also benefit from an integral levelling blade, so will be suitable for light grading. This is a useful point when preparing tracks and floors ahead of laying concrete.

Where a backhoe loader potentially scores over a tracked excavator is in its ability to move easily between various sites. That said, a miniexcavator will scale a steep set of ramps to gain safe access to a trailer, with small units weighing within the legal maximum that can be towed behind a 4x4.

With regard to tracks, steel tracks remain popular in the North of

England and in Scotland. If low ground pressure and stability are priorities, look for a machine running on 550mm steel plates. Rubber tracks have gained popularity simply because of convenience. Steel track can damage hard surfaces such as pavements, roads and drives, whereas rubber can cross them without any problem. Rubber track has become increasingly popular, and is likely to be fitted to most mini excavators made from about 1999.

As a used buy, small 1.5 tonnes mini-excavators are the most common. This size is easy to tow on a trailer and because of this they are the most popular capacity with builders and DIY users. Larger capacity machines, however, can make a better buy, and as a rule it pays to buy at the larger end to get the best balance between potential productivity and value. In terms of purchase cost, a small 1.5 tonne machine will be an expensive buy against an equivalent 3.0 tonne unit.

As always it is possible to buy a pup, it can make sense to buy from a dealer. Hydraulic pump failures could cost £1000 to remedy with new parts, track and slew motors costing between £1000 and £2000. That said, Japanese construction kit in general is extremely well made and durable. If a machine looks well cared for, the chances are it will be sound mechanically.

Small Japanese engines are also pretty much bomb proof. Many survive terrible treatment and run sweetly over thousands of hours with little attention. If the engine sounds rough or smokes, walk away. Also check the oil and be wary of units that blow oil from the dipstick.

WHAT TO LOOK FOR

SLEW RINGS AND HYDRAULICS

Important: All hydraulic checks are best done when the unit has reached operating temperature; this will take at least 20 minutes. Cold, thick hydraulic oil can mask problems.

Before starting up the machine, take a look between the cab and undercarriage, looking for leaks from the slew ring. If buying through a dealer, ask if the area has been repaired or checked on older machines. Auction and other buys need to be treated carefully if a leak is spotted. Actual wear on the ring gear and drive pinion are unusual on all but the oldest machines, but a failed motor is possible on younger kit that has been abused.

From the cab, operate all the boom controls at once. This should slow, but not kill the engine. If the engine dies, it suggests a pressure relief valve has failed or that the engine itself is seriously down on power. If the engine does not slow, it would suggest the hydraulic pump is worn. During this test, check for black smoke under load from the engine. Check all hoses and connectors.



PINS AND BUSHES

It is reasonable to allow for a degree of wear in the boom and bucket pivots, but there is a difference between reasonable and more severe wear. The tighter the pivots, the better. Some makes and models will benefit from pin and bush pivots, and these are relatively easy to put right if wear has not been allowed to extend beyond the bush. If a pivot needs to be bored and sleeved, the job can be expensive.

TRACKS AND TRACK DRIVE MOTORS

The cost of both rubber and steel track replacement parts have fallen in recent years, but it can still be expensive to put worn track right. It is easy to spot wear in metal track; grab a plate on the track running slack along the top of the carriage and check for play.

Rubber track should be considered in much the same way as a tyre; if there is little or no tread remaining, the track is nearing the end of its life. The drive sprocket teeth should not be pointed. If new rubber track is fitted, the drive sprocket is best replaced at the same time if anything other than lightly worn.

Track motors tend not to give problems, but check the machine steers easily and tracks in a straight line. On older machines, track motors can be an issue; it will usually be more cost effective to buy a sound machine than budget to repair one with failing motors. In general, any running gear problems are pretty easy to identify.

BUCKETS

Used machines should come with at least two buckets, typically a 12 and 18 inch sizes on 3.0 tonne plus machines, but it is reasonable to also



- Look carefully for hydraulic leaks. These are best spotted following a running period of at least 20 minutes. Dealers will fix most leak spots prior to a sale, but check before agreeing on a deal.
- All pivot points are liable to wear. A degree of play is acceptable, but severe movement can be costly to put right. Again, check what will and will not be fixed before making an offer.



expect to have a ditching bucket as well. This will normally be a 30 or 48 inch item on a 3.0 or 5.0 tonne capacity machine. The latter would also have a 24 inch bucket from new.

New bucket prices vary, but a new set of four will cost around £850, with single items costing around £250. Check the condition of any supplied buckets and try and get as many bucket sizes as part of the deal as possible. Worn buckets can be refurbished.

COSMETICS

Simply look and see what is broken. Ripped seats and damaged ancillaries are to be expected on older kit, but this need not be a major issue. All dealer supplied excavators will have a roll frame as standard.



Drive sprockets should not be worn to a sharp point. When fitting new rubber track, it can make sense to renew the sprocket at the same time.

Wear in metal tracks is easy to spot. Turning the pins to tighten everything up will only work once, so ensure it can be done; new pins and bushes may be needed, and they are not cheap to buy or fit.



Mini-excavators are not difficult to operate, so work through all the controls to make sure everything works.

Japanese made diesel engines have a well deserved reputation for longevity. If the unit smokes heavily or appears down on power, it may be down to a dirty air filter. But it could also mean the engine has been abused so check



SUMMARY

Mini-excavators are pretty simple items of kit, although added features make later examples more sophisticated and less non-dealer mechanic friendly. When buying a used example, private buys can secure the best deals, but patient buying through a dealer makes sense for a peace of mind buy.

On non-critical items of kit, buying non-OEM parts can save money and keep an old machine viable. It can pay, however, to stick with genuine engine oil, air and fuel filters.



A Backhoe loader has the ability to move easily throughout the golf course

WHAT CAN YOU EXPECT FOR YOUR MONEY?

The same rules with any item of equipment apply to mini-excavators; better machines will cost more to buy initially but it can be worth spending extra on a sound unit that will not need any immediate repair work. At the opposite end, entry level machines will tend to command at least £3,000 to £5,000 for 1.5 to 5.0 tonne capacities; people know that a mini-excavator has a value, so it is difficult to buy a really cheap machine.

As a rough guide, dealers will typically allow up to 50% back when taking a three year old mini in part exchange, so the same machine will retail for about 60% of its original price. That said, dealers can often buy in machines at better prices, so this rule may not always apply.

Mini-excavator prices, via a dealer, will start at £5,000 to £6,000 for a tidy 1.5 tonne capacity machine. An equivalent 3.0 and 5.0 tonne model will be priced from £8,000 and £12,000 respectively. These are entry level dealer prices, but will secure a machine with a set of buckets and a full dealer pre-sale service and check. If time allows, put in a call to a dealer stating what you want and what your budget is. Patience will almost certainly be rewarded with the best deal.

MAJOR MAKES TO CONSIDER WHEN LOOKING FOR A USED BUY

Kubota: Good product, widely available used, with first class parts support.

Yanmar: Good machines with decent product support.

Takeuchi: Not bad machines, but sporadic support and import into the UK. Parts supply may be variable.

Hitachi: Good history in the UK, but larger 6 to 7 tonne machines are better than smaller models.

Pel Job: Later machines from 2000 fine, earlier models not up to Japanese build standards.

JCB: Worth considering if good support from a local dealer. Do not pay a premium for early models.

BobCat: Machines fine, but support dealer dependant. Good dealers will offer the best buys.

Kebelco: Good excavators, but dealer and importer changes may compromise parts availability and prices.

Volvo: Can command premium prices. Well made.

Please Sir, Can I have a Mower?

Ian Henderson gives some valuable advice aimed at convincing Committees to fund your machinery needs.

Time was when the thought of asking for a new mower or tractor invoked fear into the hearts of Course Managers and Head Greenkeepers throughout the land. Hours on bended knee trying to convince the Treasurer or the Chairman of Green that "You really do need a new greens machine," and that there was no point in spending another £3,000 this winter to repair the 17 year-old model which was affectionately known as the 'Torrey Canyon'.

TIMES ARE CHANGING

Thankfully things are changing for the better. The days of golf clubs only buying machines when it was no longer economically viable to repair them are diminishing as clubs become more professional and business like. With most 18 hole golf clubs turning over anything between £500k and £2 million, it is vital that nothing is left to chance and that proper manageable budgets are put in place.

It is important that Course Superintendents and Course Managers become better and more professional at presenting a package to the Board or Management Committee, which is structured with good rationale and is affordable. There is no point in turning up with a request for £175,000 worth of machinery without having looked at the pros and cons of each machine.

A structured replacement program which is tied into the reasonable life expectancy of the machinery (normally five years) can give lease rentals, which are less than the maintenance cost of keeping old machines running. There is little or no down time and moral is generally much higher.

BUILDING THE JIGSAW

The first thing we need to do is establish an accurate inventory of all the machines currently in the fleet. Again, professionalism is the key. There is no point in writing a list of machines and leaving it with the Chairman of Green.

The list needs to be complete, with serial numbers and the number of hours where relevant. It is important to know when the machine was purchased and the year of manufacture. It is also vital to know if that machine is relevant to the cutting policy which is currently in place. There are many golf clubs where the back of the workshop is full of redundant machines, which are taking up space and could be converted into cash as a trade-in against new machines.

You will need to know what your repairs and renewals have cost in the past as well. If your local machinery dealer finds out you may be in the market for £100,000 worth of mowers, you would be surprised how hard they will try to help you dispose of such equipment.

Once this list is complete, we need to check if there are any leasing payments outstanding on any of the machines. This needs to be considered as any outstanding monies will need to be deducted from the trade in value of that machine. When this exercise is complete it is time to look at the 'wish list'.

THE WISH LIST

Imagine you have just taken over as Course Manager at your golf club and there are no mowers, tractors or aeration equipment of any sort. You are starting with a clean sheet of paper and have the choice of any machine on the market. You as Course Manager need to decide which machines are best suited to your course and start to compile your wish list.

Many of the major manufacturers will offer you additional discounts to go 'wall to wall' with one make. It is vital at this stage to make the correct decisions and for the right reasons when it comes to choosing your fleet.

Your local Groundcare Dealers will normally have a comprehensive demonstration fleet that will allow you to assess each machine properly on your own course so we can then start to finalise exactly what your needs are. There are no rules cast in stone with regards machinery and some smaller courses may consider second-hand machines. These too can be included in this type of agreement.



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Lease & Contract Hire - 5 Year

2005

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Machinery Description (see spec sheet for details)	RRP (Excl Vat)	Discount Totai	Discounted Price	True Trade-in Value	Balance to Finance	Lease 1+59 (Excl Maint)	Monthly Maintenance*	Total Monthly Cost (Exci VAT)	C/Hire 1+59 (Excl Maint)	Monthly Maintenance*	Total Monthly Cost (Exc VAT)
1 x Fairw ay Mow er	£31,869.00	£3,186.90	£28,682.10	£0.00	£28,682.10	£574.79	£208.33	£783.12	£518.86	£208.33	£727.19
1 x Greens Mower	£22,594.00	£2,259.40	£20,334.60	£1,500.00	£18,834.60	£377.45	£166.67	£544.11	£340.72	£166.67	£507.38
1 x Utility Vehicle & Sprayer	£24,991.00	£2,499.10	£22,491.90	£1,000.00	£21,491.90	£430.70	£166.67	£597.36	£388.79	£166.67	£555.46
1 x Tractor	£32,140.00	£3,214.00	£28,926.00	£0.00	£28,926.00	£579.68	£125.00	£704.68	£523.27	£125.00	£648.27
1 x Hand Mow er	£4,374.00	£437,40	£3,936.60	£0.00	£3,936.60	£78.89	£100.00	£178.89	£71.21	£100.00	£171.21
Totals	£115,968.00	£11,596.80	£104,371.20	£2,500.00	£101,871.20	£2,041.50	£866.67	£2,908.17	£1,842.85	£866.67	£2,709.52
					Monthly Payments	£2,041.50	£866.67	£2,908.17	£1,842.85	£866.67	£2,709.52
Notes:	Example Matrix				Annual Total	£24,497.99	£10,400.00	£34,897.99	£22,114.20	£10,400.00	£32,514.20
Notes:	Example Matrix				Annual Total	£24,497.99	£10,400.00	£34,897.99	£22,114.20	£10,400.00	£32,5

An example of a Fleet Schedule spreadsheet

MAKING SENSE OF TWO LISTS

At this point we need to start marrying the two lists together: What we have and what we would like. We need to do this by transferring all the information onto a set of matrices.

In this way we can asses the cost of the new machines and we will also know by then the net value of the existing inventory.

HOW DO WE FUND THE NEW MACHINES?

Most golf clubs prefer to lease machinery. It is convenient, cost effective and very flexible.

With the VAT spread over the life of the agreement, rather than being paid up front it can also help with partial reclaim.

There are two main types of lease: Finance lease or Operating lease:

- Finance lease is where the equipment is paid for in full and the club effectively own the asset value at the end of the period.
- Operating lease, or contract hire as it is sometimes known, is where the club would hire the machine over a set period and at the end the machine is returned to the supplier.

HIRE PURCHASE

The VAT on a hire purchase agreement is paid up front and the club effectively own the asset at the end of the agreed hire period. As with many proposals, it may be necessary to omit or change some items and to mix and match between manufactures to make sure your machinery fleet is the best you can possibly get for your particular course and situation.



This is the point at which you can start speaking with your Treasurer and the Board. With a structured presentation and a reasoned argument you will have a much greater chance of getting your 'wish list' than simply asking for a large chunk of club funds.

Prepare properly and get professional help with the number crunching and you may be pleasantly surprised by the reaction from the management team.

Ian Henderson is Managing Director of Golf Finance Ltd. Tel: 01620 890200.

Call: 01620 890200 or email:sales@golffinance.co.uk

Research Proves Popularity

Bronnie Allen highlights the key findings from WRAP's latest research and recaps on the recycled products that meet the quality and performance standards required for golf.



Creating markets for recycled resources

Recent research is proving that the awareness of recycled products for golf courses is growing significantly. The results also provide an interesting insight into what greenkeepers prioritise when considering recycled products. In order to gain a benchmark for the wider golfing industry into the current awareness of recycled products among greenkeepers and Course Managers, WRAP recently commissioned research with 100 BIGGA members.

The research focused on identifying which recycled products are most commonly used, how aware greenkeepers are of the range of products available, which sources of information greenkeepers use to find out about new products and what factors would influence their decision to switch to recycled products.

Results showed that more than half of those questioned (53%) were already using recycled products or materials on their courses. Recycled compost was the most commonly used product scoring 43%. This was not surprising, as golf courses have been composting their own grass cuttings for a long time.

Newer products such as recycled woodchip and recycled plastic products such as seating and bins also scored well with 42% and 17% respectively. Processed sand, derived from 100% recycled glass, is a relatively new material to the golfing industry and despite a high demand for the product, it has seen a slow response from suppliers. This will have no doubt contributed to the low 2% usage measured by the research.

However, this figure is likely to rise with several high profile suppliers now sourcing processed sand in response to customer demand. WRAP also has plans for the first ever construction of 'for play' greens and tees constructed using processed sand in rootzone material and bunkers. If successful, this project could see the launch of the first commercially available processed sand based rootzone mix.

Across the 100 interviewees, the research found that there was a very high level of awareness of the range of recycled products available. This could, in part, be attributed to the increase in information available about recycled products - 83% of those questioned said that golf magazines were their main source of information about recycled products, with advertising and existing suppliers also scoring well, 46% and 33% respectively.

However, the research also points to the fact that greenkeepers already using recycled products can help to influence the choices of their fellow colleagues, with 53% of respondents stating that they find out about





products from other greenkeepers or word of mouth. Respondents were clear about the most important criteria when considering the use of recycled products.

Quality/performance of the product was ranked as the top priority criteria with cost and environmental responsibilities in second and third place respectively.

THE PROOF IS IN THE PRACTICE

This recent research has shown very positive results in terms of current levels of awareness of recycled products. However, the findings also revealed the importance of quality and performance in influencing greenkeepers to choose recycled products over other alternatives.

In order to develop a better understanding of the performance benefits of one particular recycled product WRAP has been working closely with the STRI - Sports Turf Research Institute - on trials assessing the use of processed sand.

Initial trials have already revealed that the characteristics of processed sand make it particularly beneficial when used in certain applications such as:

- Rootzone where it shows significantly improved filtration and drainage rates.
- A fairway top dressing where it can help to improve firmness during the wetter months.
- Bunker sand where its angular nature provides stability underfoot and reduced plugging of the ball on impact.

While these trials firmly established the performance benefits of processed sand, further work was needed to try to alleviate one particular concern relating to the slightly green colour of processed sand. Many greenkeepers are reluctant to change the visual look of the course where the traditional sand colour is very much seen as the norm.

A second phase was therefore undertaken to identify means of offsetting the greenish colour by comparing different blends of processed sand and conventional sand.

THE RIGHT BLEND

A range of mixes of processed sand and conventional sand were trialled to find the ideal mix in terms of colour as well as ensuring that the benefits of the angular nature of the processed sand were not compromised. Test bunkers containing varying ratios of processed sand to conventional sand ranging from 25:75, 50:50 through to 75:25 were compared with control bunkers of 100% conventional or processed sand. Each bunker was tested for colour values, moisture content, hardness, ball penetration and resistance as well as angle of repose.

The results showed that the optimum ratio was a 50:50 blend. This ratio maintained processed sand's performance advantages - such as firmer underfoot conditions and reduced plugging of the ball - but also significantly reduced the green colouring.

A TRULY NATURAL ALTERNATIVE

One of the most well established recycled products used on golf courses is compost. Over the years, the quality of compost has been greatly enhanced through the development of the BSI PAS 100 standard. This standard ensures that compost is produced to a specified level of consistency, quality and safety.

One golf course that has seen significant improvements in the quality of its fairways and tees since switching to PAS 100 compost is Loughgall Country Park Golf Course in Armagh, Northern Ireland. Opened in 2000, the municipal 18 hole course was previously the site of a Department of Agriculture research centre, where the ground had been subjected to different levels of chemicals, such as fertilisers. As a result, its poor condition made maintenance a challenging task.

In 2004, the course conducted a trial

of BSI PAS 100 compost after hearing about the success at Epping Golf Course, in Essex. Sourced from accredited producer Natural World Products, where the golf course already sent its grass cuttings and clippings for recycling, the compost was applied to three fairways and one sand based fairway landing area.

Four different areas of the course with varying soils were selected for the trials to establish the performance of the compost in different conditions. Previously these areas had problems with grass growth and colour, uneven and unhealthy growth in addition to low nutrient levels.

Within a couple of weeks the results were already visible and there was a significant difference in the growth and

colour of the grass. The course continues to use compost, especially on the areas where there is a high clay content as the compost improves the soil structure by introducing more oxygen and improving its water holding capacity.

PROVIDING SUSTAINABLE SOLUTIONS TO COMMON PROBLEMS

As well as processed sand and compost, two other recycled products growing in popularity are recycled woodchip and recycled plastic. Recycled woodchip is low maintenance and exceptionally durable, taking up to five years to breakdown. It is also an excellent weed suppressant, reducing the



need for regular manual and chemical weeding and unlike many other loose surfacing materials, woodchip tends to stay in place in all weather conditions and prevents damage to mowing equipment. With availability in a range of colours, such as green, black and brown, woodchip can appear natural to its surrounding environment.

Recycled plastic products are also ideally suited for use on golf courses due to their resistance to damp and harsh weather conditions. The material is very low maintenance and does not require painting with varnish or

> preservative. Products such as artificial golf tees, path edging, fencing and drainage systems are just a few of the recycled plastic products that are suited to golf courses.

MEETING MEMBERS' EXPECTATIONS

It is clear that awareness of recycled products among greenkeepers and Course Managers is increasing and that recycled materials can offer significant benefits over some of the more traditional materials used. However, greenkeepers may still be asking themselves do existing members really care about recycled products?

WRAP wanted to know the answer to this question and commissioned independent research at the start of this year to find out. The findings revealed that far from not caring, 95% of respondents stated that they would want their golf course to use recycled products, assuming no negative performance or cost implications. Furthermore, 93% agreed that golf courses need to minimise any negative impact on the environment and 66% said they would feel more loyal to their club if they knew it was operating in an environmentally friendly way.

Taken as a whole, there is a very strong case for greenkeepers to switch to recycled products. Ongoing research and developments in new products coupled with the significant performance benefits and pressure from various sources to adopt environmental practices, mean that greenkeepers can no longer ignore the opportunities on offer.

Bronnie Allen is Materials Development Manager (Glass) at WRAP - the Waste & Resources Action Programme. Their website, www.wrap.org.uk, has further information about the range of recycled products available suitable for the golf sector.



Your Letters...

Tribute to an Old Turfman

I thought he would live forever, I have a copy of his book in which he wrote: To Jack, an old friend and fellow believer. I worked with him for many years and over those years we, on occasion, disagreed.

The one thing we shared in common was the belief this game of golf is played on turf and not mud. He was of the opinion that somewhere along the line we had sacrificed a fine hardwearing turf for visual presentation; it was as simple as that.

Some of the gems of wisdom he shared over the years I am sure that many greenkeepers agree with, while possibly disagreeing with how the message was presented. Unfortunately things change, not always for the better. The demands of today's golfer, many of whom have never enjoyed the delight of playing on fine wiry grasses, and who today demand their courses should be pristine green, and they are always prepared to accept mud on the ball as long as they look good.

I always intended to give him a call and sadly never got round to it. There is no excuse for not catching up, being too busy was mine and today I regret it. I stumbled onto this poem and thought on this occasion it is very appropriate, the author is unknown to me.

Around the corner I have a friend In this great city that has no end, Yet the days go by and weeks rush on, And before I know it, a year is gone

And I never see my old friend's face, For life is a swift and terrible race, He knows I like him just as well, As in the days when I rang his bell, And he rang mine.

If, we were younger then, And now we are busy, tired men. Tired of playing a foolish game, Tired of trying to make a name.

"Tomorrow" I say "I will call on Jim" "Just to show that I'm thinking of him." But tomorrow comes and tomorrow goes, and distance between us grows and grows.

Around the corner! yet miles away, "Here's a telegram sir" "Jim died today." And that's what we get and deserve in the end. Around the corner, a vanished friend.

Jack McMillan MBE, An old friend

Stress Remedy

If you are so stressed out by your Poa, Don't take the mower cut lower.

Don't go and turn on the water, This will only lead to your slaughter.

Dust down your old slitters and scarifiers, Then cancel that date with your NPK suppliers.

Pick up the phone and order your dressing, For hear lies one of your blessings.

Then go to the back of the old seed shed, Because that's where you'll find another one of you rescues It's that old bag of seed called fescue.

Then as the golfers come to admire your swards, Sit back and enjoy your rewards.

If you are looking for an answer that's heaven sent, Well that's where Jim Arthur went.

Andy Peel Bull Bay GC

The Right Man

It is with a great deal of sadness that I heard of the passing away of Jim Arthur. I had known him for the lectures he gave and the articles he wrote for many years, as did a great deal of others in the world of greenkeeping.

In more recent years he became a particular friend, helping me when I was at a very low point in my working life. Without hesitation he helped me and gave real encouragement, just as I am sure he had to many others along the way. I am sure one of his main goals was to care deeply for the greenkeeper, be of high or low stature, he wished to see them receive a much better recognition of their status.

There can be many things written about Jim by people who are in a much better position than me to do so. It is most likely stated that we will not see his like again, which is possibly true. I would sum it up by saying Jim was simply the right man for the job at the right time.

A sad farewell from one of the many.

David Hinks

Letters continued on page 37



BIGGA is actively involved in raising the Standard of Greenkeeper Training. The Association is a member of the Greenkeepers' Training Committee and strives to enhance the level of education though various means, including Section, Regional and National workshops, seminars and conferences.

The range and quality of training now available throughout the UK means that there is a training course for every greenkeeper. This should improve the quality of greenkeeping and help to produce better quality golf courses to the benefit of all within the industry.

Golf Course Managers should ensure that their staff are trained to the highest standards. This begins by selecting a training provider that meets the criteria laid down by the GTC. There is a clear link between education, training and economic success and all clubs should invest in the education of their staff.

Ken Richardson Education and Training Manager British and International Golf Greenkeepers Association Tel: 01347 833800 Email: education@bigga.co.uk Website: www.bigga.org.uk

Work-based Learning & Apprenticeships



Hadlow College offers an extensive range of training options for you and your staff. Increase the skills level of staff, whether established employees, or new to the industry.

Apprenticeships in Amenity Horticulture (Sports turf) NVQ 2 & 3 in Amenity Horticulture (Sports turf) Short Courses including PA1/6 and many more!

Support is provided by experienced staff who are committed to providing quality training for the Sports Turf Industry. Funding is also available for many of the training courses.



Call our Course Enquiry Unit on 0500 551434 or visit www.hadlow.ac.uk

Hadlow College, Tonbridge, Kent, TN11 0AL Excellence in Land-based Training

Get the credit you deserve!

Foundation degree sports turf management

Starting from September 2005, you can gain an HNC in two years or add on an extra year to gain a foundation degree.

Suitable for those aged 21+ in a supervisory or management role, the course runs for one day each week from 2pm until 8.30pm.

The course provides technical knowledge of sports turf management, and management of sports facilities. Modules include plant and soil sciences, turfgrass science, and physical resource management.

There are no formal entry requirements, but you should be able to demonstrate knowledge of turfgrass/horticulture management and a commitment to part-time study programmes.

For more information please contact us on 01926 318318, email us on enquiries@warkscol.ac.uk, or write to us at the address below.



GREENKEEPER TRAINING

	abingdon:witney.college	ABINGDON AND WITNEY COLLEGE Warren Farm Campus, Horton-cum-Studley, Oxford OX33 1BY Contact: Alan Brown or John Revis Tel: 01865 351794 Fax: 01865 358931 Email: john.revis@abingdon-witney.ac.uk Web: www.abingdon-witney.ac.uk Information: Warren Farm Campus is the base for Abingdon and Witney College's education and training in Greenkeeping, Sportsturf, Amenity horticulture and allied land based courses for the whole of Oxfordshire. Courses include:- NVQ Levels 2 & 3 in Sportsturf, Landscaping and Nursery. We also offer a range of short courses for the Industry including Health & Safety, pesticide training and chainsaw operation. For more information contact either Alan Brown or John Revis on Tel: 01865 351794 or Fax: 01865 358931.
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	askham bryan college	ASKHAM BRYAN COLLEGE Askham Bryan, York, North Yorkshire, YO23 3FR Contact: Central Admissions Tel: 01904 772211 Fax: 01904 772288 Email: sf@askham-bryan.ac.uk Web: www.askham-bryan.ac.uk Information: First Diploma in Horticulture, National Diploma in Horticulture (Turf Option), Higher National Certificate in Horticulture (Golf Course Management): part-time study, Higher National Diploma in Horticulture (Golf Management Option) all available full or part time. Block release courses: NVQ Level 2 Greenkeeping, NVQ Level 3 Greenkeeping and Sportsturf Maintenance, NVQ Level 4 Amenity Horticulture. Short courses: FEPA spraying, chainsaw and brushcutter courses.
	BCA	BERKSHIRE COLLEGE OF AGRICULTURE Hall Place, Burchetts Green, Maidenhead, Berkshire, SL6 6QR Contact: Andy Williams Tel: 01628 824444 Fax: 01628 824695 Email: enquiries@bca.ac.uk Web: www.bca.ac.uk Information: Located in the Thames Valley, BCA has excellent resources for horticultural based training including a six-hole golf training facility opened by HRH The Duke of York. Programmes include the First Diploma, National Certificate and National Diploma in Horticulture, with Landscape Design and Greenkeeping options plus Higher National Diploma/Certificate programmes. Part-time programmes include NVQ Level 2 and 3 Amenity Horticulture, Sports Turf. Residential accommodation is available.
	Brooksby Melton College	BROOKSBY MELTON COLLEGE Brooksby, Melton Mowbray, Leicestershire, LE14 2LJ Contact: Student Services Tel: 01664 850850 Fax: 01664 855355 Email: course.enquiries@brooksbymelton.ac.uk Web: www.brooksbymelton.ac.uk Information: Situated on the A607 between Leicester and Melton Mowbray. Programmes available include NVQ Levels 2, 3 & 4 in Greenkeeping. Work based emphasis for all of these programmes. Short courses available in Arboriculture/Chainsaw work, TDLB training and Pesticide application training.
	BRIDGWATER COLLEGE	BRIDGWATER COLLEGE CANNINGTON CENTRE FOR LANDBASED STUDIES, Cannington, Bridgwater, Somerset, TA5 2LS Contact: Steve Hasell Tel: 01278 655000 Fax: 01278 655055 Email: enquiries@cannington.ac.uk Web: www.cannington.ac.uk Information: National Certificate in Amenity Horticulture (Sportsturf), Certificate of Higher Education in Golf Course Management, Foundation Degree in Golf Course Management, NVQ Level 2 Sports Turf, NVQ Level 3 Sports Turf, NVQ Level 4 Horticulture (Sportsturf), FEPA Training, Chainsaw Certification, Off- Road Vehicle Certification, Greenkeeper Mechanics. Note: Certificate of Higher Education is available as a part-time option and Foundation Degree.
	-¢-	EAST DURHAM AND HOUGHALL COMMUNITY COLLEGE Houghall, Durham, DH1 3SG Contact: Ian Lacy Tel: 0191 375 4754 / 0191 375 4740 Fax: 0191 386 0419 Email: enquiry@edhcc.ac.uk Web: www.edhcc.ac.uk Information: Full-time courses: National Certificate in Horticulture/Greenkeeping and Groundsmanship - 1 year, National Diploma in Horticulture Turf Option - 2/3 years. Part time courses: Greenkeeping and Sportsturf maintenance NVQ Level 2 - Day Release. NVQ Level 3/4 Greenkeeping and Sportsturf Maintenance Day Release. Short courses: FEPA Modules, Chainsaw certification, Tree inspection, Horticultural Machinery, Safe Lifting and First Aid.
	Hadlow	HADLOW COLLEGE Hadlow, Tonbridge, Kent, TN11 0AL Contact: Sally Flanagan Tel: 01732 853162 Fax: 01732 853207 Email: sally.flanagan@hadlowcollege.ac.uk Web: www.hadlow.ac.uk Information: Work based Learning: Apprenticships in Amenity Horticulture (Sports turf), NVQ 2 & 3 in Amenity Horticulture (Sports turf), A1/ V1 awards. Short courses available including Pesticide application, First Aid and Tractor Driving. Funding available for many of these courses.
	HARTPURY COLLEGE DIOUCESTERSHIRE University of the West of England	HARTPURY COLLEGE Hartpury, Gloucestershire, GL19 3BE. Courses available include: National Awards, National Certificates and National Diplomas in Green Keeping and Groundsmanship and Amenity & Landscape Horticulture and Day Release training for Apprenticeships leading to NVQs in Sports Turf and Horticulture. For further information contact our Enquiry Line on 01452 702132 or visit the Hartpury College website at www.hartpury.ac.uk
	GUILDFORD COLLEGE Merrist Wood	MERRIST WOOD CAMPUS OF GUILDFORD COLLEGE Worplesdon, Guildford, Surrey, GU3 3PE Contact: Joe Paulin Tel: 01483 884088 Fax: 01483 884001 Email: Jpaulin@guildford.ac.uk Web: www.guildford.ac.uk Information: Part-time courses: NVQ Level 2 Sportsturf college day release and workplace visit/assessments at Merrist Wood and at Crawley, Level 2 First Diploma college day release, for those without qualified workplace accessories, NVQ Level 3 Sportsturf college day release and workplace visit/assessments, Level 3 National Award college day release for those without qualified workplace assessors, HNC Turfgrass Science and Management college day release ever 2 years plus various short courses including BTLIA Irrigation Certificate Course, throughout the year. HND Turfgrass Science and Management college day release. Please contact us for up-to-date listings, qualifications and advice. Career Evenings held regularly at the campus.
	Myerscough	MYERSCOUGH COLLEGE Bilsborrow, Preston, Lancashire, PR3 ORY Contact: Wayne Roberts Tel: 01995 642222/642305 Fax: 01995 642333 Email: mailbox@myerscough.ac.uk Web: www.myerscough.ac.uk Information: Full time courses; BSc (Hon's) Turfgrass Science, Poundation Degree Sportsturf Science - online option by distance learning, ND Turf Science & Sportsground Maintenance: Natinal Certificate in Groundsmanship and Greenkeeping, also Sports Turf Mechanisation option: First Diploma in Greenkeeping; ND Turf Science & Sportsground Maintenance: Natinal Certificate in Groundsmanship and Greenkeeping, also Sports Turf Mechanisation option: First Diploma in Greenkeeping; Sterenkeeping and Sports Turf Maintenance (Dayblock release or Fast track work-based training qualification). All higher education courses can be accessed on a part time basis.: HNC Turf Science: FEPA Short courses. NPTC Certificates of competence in the safe use of mowers and turfcare equipment. Careers mornings monthly on saturdays.
		NESCOT - NORTH EAST SURREY COLLEGE OF TECHNOLOGY Reigate Road, Ewell, Epsom, Surrey, KT17 3DS Contact: Gary Stewart Tel: 0208 394 3220 Email: info@nescot.ac.uk Web: www.nescot.ac.uk Information: NVQ Levels I, II and III in Amenity Horticulture (Greenkeeping options). Part time Day Release. Duration: Two years to Level II. FEPA Spraying Courses. Also available - RHS General and Advanced Certificates in Horticulture. RHS Diploma in Horticulture.
	OAKLANDS COLLEGE	OAKLANDS COLLEGE St Albans Smallford Campus, Hatfield Road, St Albans, Hertfordshire, AL4 0JA Contact: Andrew Wight Tel: 01727 737080 Email: andy.wight@oaklands.ac.uk Web: www.oaklands.ac.uk Information: Full time courses: National Certificate in Greenkeeping and Sports Turf Management. Part-time courses: leading to NVQ Level 2 & 3 Greenkeeping. Apprenticeship Training. Evening Courses: leading to NVQ Level 4. Short Courses: Pesticide, Chainsaw.
	Plumpton College	PLUMPTON COLLEGE Ditchling Road, Plumpton, Lewes, East Sussex BN7 3AE Contact: David Blackmur Tel: 01273 890454 Fax: 01273 890071 Email: enquiries@plumpton.ac.uk Web: www.plumpton.ac.uk Information: National Diploma in Amenity Horticulture, National Award (Garden Design), First Diploma in Horticulture. Part time courses: NVQ Level 1; NVQ Level 2 in Landscaping and Sportsturf; NVQ Level 3 Landscaping and Sportsturf; NVQ Level 4. Also available are RHS General and RHS Advanced; IOG National Technical and Intermediate National Diploma. Short courses are also available for FEPA spraying and chainsaw.
	REASEHEATH	REASEHEATH COLLEGE Nantwich, Cheshire, CW5 6DF Contact: Chard Spicer Tel: 01270 613236 Fax: 01270 625665 Email: chards@reaseheath.ac.uk Web: www.reaseheath.ac.uk Information: (Full- time) National Certificate in Amenity Horticulture, National Diploma in Amenity Horticulture with Sports Turf; Foundation Degree/ Higher National Diploma in Golf Course Management; (Part-time) Higher National Certificate in Golf Course Management; NVQ Levels 2, 3, 4 in Sports Turf plus a wide range of NPTC qualifications.

Training providers guide Available courses guide

This guide is not exhaustive and a full list of GTC approved training providers can be obtained from the GTC The Greenkeepers Training Committee (GTC) are continually reviewing the approved status of training providers offering greenkeeper training courses. Anyone with a query regarding greenkeeper training should contact the Greenkeeper Training Committee at Aldwark Manor, Aldwark, Alne, York YO61 1UF, Tel: 01347 838640 or visit their website at http://www.the-qtc.co.uk

Contract Management Studies, Rational Diplomas in Golf Course Management and Golf Studies, National Certificate in Greenkeeping and Sportsturf Management. GTC: Greenkeeping Certificate, GTC: Certificate in Golf Course Management APR: Short course, Chainaws, Phase V And NQ Level 2 are offered on block release and day release. Full residential facilities available. Sparsholt College provides education and training in the land-based industries. The College Diversity Angula Diversity of Sector Sports and Sport Star Management. Sport Star Management A and Sport Star Management A and Sport Star Management A and Sport Star Management. Sport Star Management A and Sport Star Management A sport	EVENTS IN CONTROL OF A CONTROL OF Meeting was and the active for management and of Strates Meeting Tables, National performations in Control Control Controls, Chain Sawa, Phase V and NVD Level 2 are offered on block release and day release. Full residential facilities valiables, Stational Controls, Chain Sawa, Phase V and NVD Level 2 are offered on block release and day release. Full residential facilities valiables, Stational Controls, Chain Sawa, Phase V and NVD Level 2 are offered on block release and day release. Full residential facilities valiables, Stational Controls, Chain Sawa, Phase V and NVD Level 2 are offered on block release and day release. Full residential facilities valiables, Stational Controls, Chain Sawa, Molt. The College Controls Control Control Control Control: Bio Young Pate 01222 B6070 Email: Enquires/Grout-vestagelaa.ci.k Information: The College Ofference Control Contr	Rodbaston College	ROBBASTON COLLEGE Rodbaston College, Rodbaston, Penkridge, Stafford ST19 5PH Contact: John Renshaw Tel: 01785 712209 Fax: 01785 715701 Email: john.renshaw@rodbaston.ac.uk Information: NVQ Amenity Horticulture (Sportsturf) at Levels 1- 4.Part-time and flexible study options. Short Courses: Pesticides, Chainsaws and safe use of equipment.
Information: The College of West Anglia offers a full range of ourses for Greenkeepers Including; WQ Level 2 Sportsturf (Greenkeeping and Groundsmanship), WQ tevel 3 Sports Turf Management 4, Bassensors avaids, Sassensors avaids,	Viewer Angla V	SPARSHOLT	Email: throughton@sparsholt.ac.uk Web: www.sparsholt.ac.uk Information: NVQ Level 2 Greenkeeping Practice, NVQ Level 3 Greenkeeping Supervision, City & Guilds Phase Management Studies, National Diplomas in Golf Course Management and Golf Studies, National Certificate in Greenkeeping and Sportsturf Management. GTC: Greenkeeping Certificate, GTC: Certificate in Golf Course Supervision, FEPA: Short courses, Chainsaws. Phase IV and NVQ Level 2 are offered on block release and day release. Full residential
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Your Letters.

A Willing Helper

One cannot put into writing the loss of a good and helpful friend. Such a man was John Scott, Senior. He was always there to assist or just for a chat when and if he was required. I have known him to visit sick or retired greenkeepers long after most others had forgotten who, or where, they came from. John seemed to keep tabs on everyone. If you had forgotten someone and if they required being

brought to mind John was the one to get on the other side of the phone. John was an Engineer of merit, who started his working life with ATGO at Larkball, which was near Lesmahagow, where John was born and bred. He worked out of Inverness for some years and had a great

number of stories to tell about his Highland Station and the surrounding populace. No matter where one met John he had a story to tell or a joke to pass on. If he happened to visit your golf club when you were cursing a machine that would not start, he would shove you aside and 'Hey

Presto' the magic touch of the mechanic put life back into the faulty machine. It is impossible to name all the little favours John Scott did for greenkeepers in the west of Scotland, but

there are those of us who will remember him mostly at our AGM, where he would make the arrangements with his Bowling Club for a Games' Night to follow the AGM. He would see to the purchasing of Scottish Mince Pies which were heated and served halfway through these most enjoyable evenings. John had a long drawn out illness, which he suffered bravely knowing that it was terminal. On Friday

May 13, the funeral service was held at Dalnottar Crematorium overlooking the River Clyde. The Chapel was crammed full with John's relations and friends. I could not count the number of greenkeepers present whom John had touched during his working life.

He was a friend indeed who will be sadly missed. I know many greenkeepers in the west and further a field who would tell many a story in John's favour. This is the stamp of a man who took his profession very seriously while he canvassed his skills out to a few companies in Glasgow and the West of Scotland. I know I am speaking for the whole of the greenkeeping fraternity when we send our condolences and

deepest sympathies to John's wife and family in this time of their sad bereavement.

Cecil George BIGGA Life Member

Martin Collins

Martin Collins passed away recently at the tender age of 37 and he will be sadly missed by all who knew him. Martin was a greenkeeper of 19 years, cutting his teeth at 16 years old at Woking Golf Club. He worked in Spain for a while, before joining his final club, Hersham Village Golf Club, in Surrey.

Martin made an impression wherever he went and whomever he worked with, all sang his praises highly. He was full of life, outgoing and passionate about his profession. His brother told me that Martin made greenkeeping sound like the best kept secret in the world, as he could not believe more people didn't do this wonderful job. Martin called greenkeeping a job of life, one you would want until retirement. Many came to Martin's service, a sign of the respect he had, and he will be missed greatly.

Clive Osgood, Regional Administrator

YOUR LETTERS ARE REQUESTED!

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Fact or Fiction?

Dr Kate Entwistle, The Turf Disease Centre, gets under the microscope to explore new turfgrass diseases and asks if they really exist.

To answer the question as to whether new turfgrass diseases are really developing, it is important to be clear what is meant by the term new diseases. You could reasonably argue that if a known pathogen - an organism that has the potential to cause disease - causes symptoms of disease on a turfgrass that has previously not been known to succumb to that pathogen, the result is actually a new disease.

This might be the case with the new grass types that are being developed for use or the introduction of non-native grasses in to our amenity areas. Personally, I would argue that a new disease is identified only when a previously unknown or unidentified pathogen is formally identified and associated with the expression of disease symptoms, regardless of the grass that is being affected.

As an example, it has become increasingly common over the past few years to find take-all patch developing on Poa annua swards but, since the pathogen has long been known to have the potential to infect P. annua even though the occurrence of its infection had been relatively uncommon, I would not say that this is a new disease - it is still take-all patch.

We tend to use common names for diseases because the Latin names of the organisms that cause them can sometimes be quite difficult to pronounce. For example, it is easier to say that your turf has take-all patch than it is to say that your turf is infected by the fungus Gaeumannomyces graminis var. avenae. However, the use of common names can occasionally be either misleading or amusing.

To say that your turf has fusarium means something completely different to saying that your turf has fusarium patch and one of the turf diseases that I love to hear about is anthrax. Of course, common sense tells us in 99% of cases, what is really meant by what is said but for that small number of cases where there may be confusion, naming the organism rather than using the common name for the disease dismisses any doubt.

SO HOW DOES THIS RELATE TO THE DEVELOPMENT OF NEW DISEASES?

For those of us who have a passion for turfgrass diseases, we are always studying the symptoms of damage on turf to try and find any association with a given pathogen. It is always the symptoms of disease that are recognised first and once the symptoms have been recorded or described, the search is on to find out if those symptoms have been caused by a pathogen and if so, is it one that we know about or something new.

Take-all patch is again a very good example of a disease where the symptoms had been recognised and recorded across the United States between 30 and 50 years before the causal fungus was confirmed.

Obviously, pathologists are always hoping that observed symptoms will be the expression of a new disease but in most cases, we have to admit that the unusual or uncommon symptoms are merely a different expression of a well known pathogen. Very occasionally, something exciting is found, 'a new disease' but getting it accepted in the Industry can sometimes be an up hill struggle.

This is something that I have always found difficult to understand. If we think back to what was known about turfgrass diseases only 60 years ago, the diseases recognised then did not include several that are generally accepted today.

There must have been a time when the symptoms that were continually being seen on the sward were eventually associated with a specific causal organism and a new disease was described. That must have happened in the past, so why should it not still happen today?



Fusarium Patch



Take-all Patch

Staying with the example of take-all patch disease, the causal fungus G. graminis var. avenae is referred to as an ectotrophic root infecting (ERI) fungus and up until as recently as 1984, it was the only recognised turfgrass disease that was caused by an ERI fungus. Today, there are six.

As recently as 1998, researchers in the US discovered a new disease of creeping bentgrass caused by the ERI fungus Ophiosphaerella Agrostis, a new species of this fungal genus (Camara et al, 2000). They initially gave

the disease the common name bentgrass dead spot but following identification of O. agrostis causing dead spots in hybrid bermudagrass greens, the common name was changed to dead spot (Kaminski & Dernoeden, 2004).

It should be mentioned that there are presently two other as yet unidentified diseases that have recently been recorded on bermudagrass putting greens. One is tentatively being referred to as 'mini-ring' and the other, 'unknown bermudagrass disease but not the min-rings' (O'Brien, 2005). Research is currently ongoing in the US to try and confirm the identity of the fungi causing these symptoms.

We have already identified one new disease to the UK and Ireland but its identification appears to remain a difficult one to accept by many in our Industry. The disease in question is that of the yellowing patch disease caused by the new species of root-knot nematode, Meloidogyne minor.

It was in 2001 that this nematode was independently identified by both myself and Dr Joe Vargas, of Michigan State University, as the cause of the disfiguring symptoms of yellowing rings and patches on creeping bentgrass greens. However, it was only in 2004 that this new nematode species was formally described in a publication by Karssen et al.

Plant parasitic nematodes like Meloidogyne are, quite correctly, described as disease causing organisms since they directly attack and colonise the plant and cause changes to the normal physiology or functioning of the plant. They affect the plant in various ways including direct injury to the plant cells, secretion or injection of enzymes and other toxins into the plant or by forming specialised feeding sites that physically disrupt the normal function of the plants vascular tissue.

We now know of several nematodes that are associated with damage to cool season turfgrasses and in particular the nematode Subanguina radicicola that causes galls on the roots of Poa annua in putting greens. Although there is now substantial evidence to support the theory that plant parasitic nematodes can cause, or significantly contribute to, disease problems on cool season turfgrasses, they are still dismissed by many as having any part to play in observed disease symptoms.

We have seen that there are new fungal diseases of bermudagrass being investigated and also new nematode diseases recorded on cool season turfgrasses, but are there any new fungal diseases of cool season turfgrasses?

Absolutely. I have already mentioned the dead spot disease recently identified across the US but there is another that is still in the process of being formally identified. In 2004, Patrick O'Brien and Christopher Hartwiger (USGA Section SE Region) wrote a regional update, on the USGA website, detailing an unidentified bentgrass disease that was impacting the Southeast region.

The disease was known to attack the root system and upper leaves of bentgrass eventually causing total dieback of the plant. In April of this year, I received a copy of an article from Dr Lane Tredway, written for publication in USGA Green Section Record (Tredway & Kerns, May/June 2005), in which they describe their current theory regarding this new disease.

They believe that this widely distributed disease is a Pythium root dysfunction caused by Pythium volutum and details of this new disease along with pictures of the damage, can be found on the USGA website. So there you have two new fungal diseases developing on cool season turfgrasses but I hear you shout, they are in the US. Do we have any new fungal diseases on this side of the pond? Well yes and no - let me explain.





Close up of turf affected by rapid blight disease, note healthy fescues

NEW 'FUNGAL' DISEASE IN THE UK

Back in August 2004, I received a telephone call from a Course Manager who told me that he had noticed an unusual disease on his greens and the symptoms looked like a cross between take-all patch and fusarium patch. He was concerned enough to want to find out the cause of the strange symptoms and I was excited by the 'unusual' description of the problem and couldn't wait to look at a sample of the affected turf.

The sample duly arrived at my lab and the turf showed water soaking of the bentgrass and meadowgrass in the sward, but not the fescue that appeared completely healthy. Commonly, water soaked plant tissues could be associated with fungi like Microdochium, Rhizoctonia and Pythium species, but none of these were found either on the leaf or in the root or crown tissues.

In fact, there was no fungal mycelium evident on the sample at all. Analysis and investigation of this apparent disease, which included sending photographs to researches in the US of the organism that I eventually found in the affected plant tissues, ultimately concluded in confirmation of the disease known as rapid blight - previously but mistakenly called Chytrid disease.

Rapid blight is a turfgrass disease not previously recorded in the UK - a new disease! The organism that causes the disease rapid blight is a Labyrinthula species and strictly speaking, Labyrinthula are not fungi. This disease was initially seen in California, in 1995, (Martin et al, 2002) but it wasn't until 2004 that details of a new species of this organism, Labyrinthula terrestris sp. nov., were published by Bigelow et al. which confirmed the cause of these symptoms. Therefore we definitely do have a new disease on turf in the UK but it is not strictly correct to say that it is caused by a fungus.

The organism Labyrinthula is unique and although it is often referred to as a marine net slime mould, it is still being formally classified. It is currently placed in a group alongside the Oomycetes, a group which contains Pythium and since we commonly refer to Pythium species as fungi I don't see why we can't do the same for our Labyrinthula, especially in informative articles like this where it is the symptoms and the management that are of primary concern, rather than the taxonomy of the organism.

Other diseases of cool season turfgrasses that you may want to look out for include grey leaf spot and summer patch. These are now well known turfgrass diseases in the US and across Europe but not in the UK and Ireland - yet. I am certain that disease problems are misdiagnosed on our golf courses and with the difficulty of being able to identify certain fungi in older turfgrass samples, the same is also potentially possible in the lab. We do have the fungi over here that have been implicated in disease problems elsewhere around the world but confirmation of the link between the pathogen and the disease has, as yet, not been achieved.

As with the case of the rapid blight, we are reliant on information and turf samples from Course Managers who are interested enough to ask questions about the expression of disease in order to identify new problems. There is certainly no shame or stigma attached to having a previously unidentified disease on your course and it is only through your direct involvement that we will ever know what disease problems are really out there on our courses. If you see symptoms that appear slightly different from those you normally expect to see, take a sample out and have it analysed.

Pathogens are as much a part of the turfgrass environment as they are any other part of the natural world and in turfgrasses, as in all other areas, new diseases will be continue to be discovered. I firmly believe that there are other turfgrass diseases waiting to be found and named and that with time, they will be.

HOW DOES THIS AFFECT THE WAY THAT YOU MANAGE YOUR TURF?

Well, for most turfgrass diseases, the symptoms only appear when the conditions allow the pathogen population to become overwhelming. The fungal population will eventually decrease with changes in the environmental conditions, the symptoms will subside and all traces of the damage will be erased as the turf recovers.

This is the case for many diseases, regardless of the name that you give them, but if you correctly identify the cause of the symptoms, you can learn more about the conditions that favour the development of that particular pathogen. In knowing that, you might well be able to prevent the problem, or at least reduce the severity of its impact, in subsequent years.

I have always been fascinated by the interaction between fungi and plants and I can think of nothing more rewarding in my professional life than to identify a new disease. Confirmation of the new disease rapid blight will be published as a new disease report in Plant Pathology later this year (Entwistle et al, 2005) - will the next new disease be found on your course?

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Most memorable moment when hosting The Open?

Compiled by Gareth Jones

Name: Billy McLachlan Years as a Greenkeeper: 24 **Club: Royal Troon Golf Club** Staff: 13 full time & two Seasonal Number of Opens/where: 4 (Royal Troon, 97 & '04 as Course Manager)



Name: Chris Whittle Years as a Greenkeeper: 34 Club: Royal Birkdale Golf Club Staff: Eight Number of Opens: 3 (Birkdale, Muirfield & Royal Lytham as Deputy)



Name: Colin Irvine Years as a Greenkeeper: 24 Club: H.C.E.G. Muirfield Staff: 10 Number of Opens/where: 3 (Muirfield, 1 as Course Manager)



Name: George Brown Years as a Greenkeeper: 51 **Club: The Westin Turnberry Resort** Staff: 35 Number of Opens/where: 2 (Turnberry GC)



Name: John Philp MBE Years as a Greenkeeper: 41 **Club: Carnoustie Golf Links** Staff: 25 Number of Opens/where: 2 (St Andrews 1984, Carnoustie 1999)



Name: Neil Metcalf Years as a Greenkeeper: 24 Club: Royal St Georges Golf Club Staff: Nine plus a Mechanic Number of Opens/where: 2 (Royal St Georges GC)



Name: Paul Smith Years as a Greenkeeper: 19 **Club: Royal Lytham and St Annes** Staff: 11 Number of Opens/where: 1 (Royal Lytham and St Annes)

In truth, it would be the picture of the face of my four children when all the equipment was being brought onto the course. We live right on the course, so everything was being literally dropped on the doorstep and they just couldn't believe how much kit there was.

It has to be Justin Rose's chip at the 18th last time The Open was here in 1998. He was just a 17 year old amateur when he played and matched the lowest amateur score with a 66. I was standing next to his Mum and Dad when he pulled that famous chip off and they went mad.

My most memorable and favourite moments when being involved in the Open Championship would have to be standing on the 18th green at the Championship Presentation.

In 1986 at the prize giving ceremony Concord flew down the 18th fairway and over the grandstands. In 1994 I was making my way back to my house after The Open dinner. I came across four people playing our pitch & putt course, there was some joviality, chinking of glasses and on approaching them I realised it was Tom Watson and Jack Niklaus arm in arm.

Most people will remember Jean Van De Velde's collapse at the 72nd hole where a 6 would have taken the title, but Paul Lawrie's 4-iron to 6 feet in the final play-off hole was tremendous. His final round 67 was one of the great Open rounds and gave us a Scots' winner on home soil.

The biggest highlight from my two Open experiences has to be in 2003 with Tiger Woods holing his bunker shot from the bunker back left of the 7th green. He finished tied fourth that year.

My memorable moments are the positive feedback from the press and players and David Duval's humbling speech. Also Mrs Smith informing me that she was expecting after some years of trying, I'm not sure how that could be.

2	3	4	5
Biggest headache - pre and post The Open?	What advice would you give to anyone else hosting an Open Championship?	Having fulfilled the dream of most greenkeepers of preparing an Open Course what are your new dreams and aims?	What worries or nightmares kept you awake in the lead up to The Open Championship?
The stand and tent contractors are excellent, but you always worry something bad could happen. The major issue was the increased demand on the course in spring and the summer. Everyone wants to play the Open Course and to watch extra play, with rough being flatten, etc does make you slightly concerned.	It's obvious, but enjoy the whole event. You put in so much work for the years before The Open and know that you will have to work equally hard after the event in tiding up. The event itself goes in a flash, so I would say try and enjoy that one week, because before you know it, it's all over.	To still be at Royal Troon Golf Club and drawing breath for when the next Open Championship is held here, whenever that might be.	The worry is the unexpected. You can plan and plan and plan, but it's those unexpected, uncontrollable elements that can cause the biggest concern and problems. Things like vandalism or oil leaks or the weather. In 1997 we had a huge down pour the Thursday before the event and a lot of the practice ground flooded.
We had a long draught from spring to early summer. It only broke two week's before the start of the competition. The problem it created was that we couldn't get any definition into the course as we had no grass. Luckily the rain came in enough time for us to put that right.	It sounds simple, but just plan well in advance. Sit down with a piece of paper and plan everything, from set up to maintenance, and decide what and when you will do it all. That way you can avoid any nasty surprises.	It is a wonderful dream to set up for The Open. I guess the new dream is to do as many Opens as possible before I retire. Of course, each time you host one you want to do it better and improve and that's the next challenge.	It was probably that long draught we had. But once it broke, two weeks before the Championship, we were OK and any looming panic was over. To be honest, nothing really kept me awake at night, I'm normally too tired from a hard day's work to stay wide awake.
Before the Open it was the weather, with double the average rainfall in both June and July. This made it much more difficult to produce a hard and fast running links course. After the Open it was the dismantling and removal of the infrastructure, which caused a lot of damage due to the wet ground conditions.	Make sure you have enough equipment and staff to cover every eventuality. Also I would say you have to do you best to enjoy the whole experience of an Open Championship.	To continue to improve Muirfield for regular play and in preparation for the next time The Open returns here.	None that I can really remember. During the Championship itself you do not have time for sleep, let alone nightmares.
Biggest headache both pre and post The Championship has to be entertaining BIGGA members, greenkeepers and friends from all corners of the world until the early hours.	Dedication, planning and teamwork are essential. Being open minded and flexible are just a few of the necessary requirements when hosting any major tournament.	My new dream is to achieve the impossible in having a golf course in perfect condition for 52 weeks of the year.	Apart from vandalism or oil leaks, the weather conditions as in 1986. Then we experienced almost gale force winds and horizontal rain. Then the opposite occurred in 1994 when weeks before the Championship we were experiencing drought conditions. Then, five days before the start, we seemed to have constant rain. The Man upstairs always has the last word.
Fortunately there were no major incidents in the build-up to the event. Stand erection and other installations went to plan. The mass exodus that followed the Championship was a headache. It needed careful monitoring and metal detectors were used prior to turf maintenance procedures. Luckily none of the dodgy golf buggy drivers ended up in the Barry Burn.	Don't be overawed. Thorough preparation is vital and can often take a number of years. The key is to fully understand how your course performs in different weather conditions for tournament requirements and address the weaknesses. For an Open especially, ball reaction in the turf is important and similar firmness and resilience should be targeted through fairways, approaches and greens.	I am looking forward two years to the buzz of an event like The Open brings. For most of the staff it will be a repeat experience, for others it will be their initiation. We are looking to improve on certain aspects of course maintenance and design. You can't stand still in any business and golf is no different.	However well you prepare there are always concerns about vandalism, hydraulic oil damage, adverse weather, etc. An added element in 1999 was the new hotel construction immediately behind the 1st tee / 18th green, which was opened with just two months to spare. We were still busy with finishing works around the 1st tee and Starters' Box at the end of May.
Before the Open I had no major headaches other than the tent contractor driving a stake straight through an irrigation pipe and flooding the entire area by the range tee.	The best advice I could give would be to try and relax and enjoy the moments, if possible. If you are outwardly relaxed it can help your staff to relax also, as they must enjoy the special moments of hosting The Open too.	The aim now is to maintain and improve the course to the highest standard for the membership year on year.	I think the worst nightmare for me in the lead up to the Championship was the fear of a major leak from the watering system or a sprinkler going off when you least want it to.
Before The Open was coping with the uncertainties of the British climate, having experienced an extremely wet winter and plagued by a infestation of cutworm in the rough in spring. Post event was dealing with the aftermath, the restitution of the course and, in particular, the tented village, while balancing the expectations of the membership and maintaining satisfaction.	Planning should be exhaustive, maintain a schedule as a guide but remain flexible and be prepared to carry out minor adjustments, as no season remains the same. If there's a problem and you're unsure of the solution be professional and obtain a second opinion. Utilise what professional services you may have available to you so that the best possible solution can be found.	Looking forward to the next project really and to continue to strive towards the highest, sustainable and achievable standards. At the same time maintaining sound agronomic and environmental stewardship practices is important. Finally, I want to ensure that the Links at Lytham St Annes is preserved for future generations.	I honestly cannot remember having any. I was only fit for a good night's sleep on retiring home. However, I'm sure it will be different next time. I'll be older, wiser, have greater vision and awareness, attributes that will contribute towards success. I'll know that perfection is difficult if not impossible to achieve.



Coming to Market

Nigel White studies the tactics that can be employed by a golf club to market, promote and attract new members to their product.

For any organisation in any industry a number of marketing concepts and strategies must be adhered to if that company wishes to be, and remain, successful. These concepts and strategies can be adapted to suit every business, including the golf industry.

Writing in 'Principles of Marketing' Philip Kotler said: "Today's successful companies at all levels have one thing in common - they are strongly customer focused and heavily committed to marketing. These companies share an absolute dedication to sensing, serving and satisfying the needs of customers in well understood markets. They motivate everyone in the organisation to deliver high quality and value for their customers."

The management of any organisation is in control of the market mix, the so called four P's of product, place, promotion and price. The success or failure of any company relies heavily on the successful blending of these four characteristics.

The following report aims to show, in theory, how a golf club can attempt to achieve a successful blend, not only to consolidate, but to improve its position and standing in the local private members golf market.

PRODUCT LIFE CYCLE

Writing in 'Management Concepts and Practices' Hannagan said: "That new products or services typically follow a pattern that includes four or five identifiable stages, each related to the passage of time and the levels of sales or demand."

Those stages are (see Product Life Cycle Graph above right):

- Introduction: A period of slow growth as the product/service is introduced.
- · Growth: A period of rapid market acceptance.
- Maturity: A period of slower growth because the product/service has been accepted by most of the potential buyers.
- Saturation: A period when there are many competitors in the market, which itself is no longer growing. This period is combined with maturity.
- Decline: A period when performance starts a strong downward drift. It is thought that if a club continues to keep a breast of technological improvements and market trends it will continue to sway between period

improvements and market trends it will continue to sway between periods of growth, maturity and saturation. Market saturation would be a period where a waiting list for membership was in place.



INCOME FROM GOLF

The main sources of income for a club comes from the membership, guests of members, occasional societies and takings from catering and the bar. After the annual fixed costs have been accounted for any additional monies can be invested into the infrastructure of the club, such as new tees, painting the clubhouse, etc.

If expenditure were to rise then the membership price would rise accordingly Let's look at the following as a basic example of most club's membership.

TYPE OF MEMBER	NUMBER	PERCENT	PRICE	REVENUE APPROX
7 day full members	294	42%	£770	£226,380
5 day members	254	36%	£550	£139,700
Juniors members	50	7%	£95	£4,750
Total	700	See Digital	1.8 p. 40 b	£370,830

All figures approx.



A club must get the most value from its key resource - the course

It would seem that the most profitable product is the seven day membership, based on the fact that these members will pay slightly more but not use the course proportionally any more than five day members. It can be assumed many of the costs/overheads are fixed - greens staff, machinery leasing and consumables like fertiliser. This means that a golf club could concentrate on getting the most value from the key resource the land on which the course is built.

PROMOTIONAL ACTIVITY

Writing in 'Business', Needham and Dransfield described promotion mix as: "Comprising all the marketing and promotional communication methods used to achieve the promotional objectives of the marketing mix. These methods can be broken down into two distinct areas, noncontrollable and controllable.

"Non controllable methods are marketing messages on the basis of word of mouth, personal recommendation, etc. Controllable methods are marketing messages which are carefully directed to achieve the objectives of an organisation's promotional campaign."

There are four typical distinct areas of promotional activity that a club can carry out and we will use these as examples; the first is noncontrollable while the others are controllable:

1. The promotional activity, which is the one of choice, is non controllable through personal recommendation or perceptions of the club's historical heritage. An added benefit of this type of marketing is that the target markets are people who are friends or relatives of already existing members, so reinforcing a club's traditions.

2. The industry as a whole is saturated, with very few waiting lists at any clubs within the area. With this in mind the club could decide to second guess the competition and do some controllable marketing by advertising on a small scale.

3. There are issues at the majority of traditional members clubs in that the average age of the playing member is too high, there are too few younger members coming in at the bottom to replace them. A club's marketing efforts must be targeted at younger potential members to change this trend.

4. Crucial is the main way in which a club carries out promotional activities is to its existing customers by producing a golf course and clubhouse that satisfies the customer's needs and expectations.

CONSUMER MARKETS

All marketing campaigns require some degree of investment, whether this is for the cost of producing a few posters, or at the other extreme, buying advertising time on a local radio station.



A golf course and clubhouse house that satisfies the customer must be produced

Before a marketing campaign is due to begin, the costs should be evaluated against the potential results, i.e. a return-on-investment calculation. This can be used to determine which components in the marketing mix will produce the best value for money.

Another method for getting best value for money from your marketing expenditure is to 'pilot' your marketing ideas. Try out the ideas in a small, limited way and then measure the results that you get. Before starting piloting ideas, there should be a clear idea written down of what results are expected. If the results are higher than average and fit within the return-on-investment calculation, then increase the level of activity in this area and commit more expenditure to it.

There are times of the day or week when the course is quiet. Therefore the golf club needs to concentrate recruiting new members who can play at these times. For example, if the course is quiet during the week, then perhaps focus on retirees or others who can play at any time. During the weekend the course is generally full, so any marketing should be aimed at those potential customers who would take up the five day membership.

MARKETING THE PRODUCT

The fundamental market for a club is the existing members segment, reaching or surpassing their expectations is key for the continuing success of a club and the introduction of additional play from 'outside' organisations is by its very nature an emotive subject for the members.

- Visiting Societies. These groups are not controllably marketed and are perceived to have little impact on the tee availability for members.
- Members Societies. The member uses the club as a marketing tool for his/her business. They pay for food, green fees and drinks as do the other societies, the only difference being the organiser is a member of the club.
- Corporate Day/Memberships. These are deals were a large organisation hires the whole club for the day and uses all the facilities.

CONCLUSION

The key issues to continued success at any club are reaching or surpassing existing member's expectations and the organisation's primary objectives. This can be achieved by marketing two main segments, firstly the existing members should have their values reinforced and any reduction in numbers should be quickly combated. This can, I believe, be achieved by marketing the right segmentation of potential customers.

Caution should be exercised when considering introducing large numbers of well paying society's because even though financially it appears to be a good ploy it undermines the organisation's objectives.

Nigel White is part of the Ransomes Jacobson Scholarship Scheme and is Head Greenkeeper at Scraptoft Golf Club, Leicestershire.

NEW PRODUCTS

A GRASS GUIDE



Do you need reminding if there are rhizomes present in a particular grass or not? Here in a pocket size, full colour book is all the information you need to identify grasses and their related diseases and pests. Combining useful technical information with photography DLF Trifolium has released their new Guide to Amenity Grasses.

The Guide includes sections on grasses with useful information covering shoot density, germination period and cutting heights as well as distinguishing features and special properties of the particular specie. This section is followed by Fungal Diseases, their symptoms, hosts and when they

occur and finally a section on Pests. Many of the photographs are courtesy of the STRI, who have contributed with their expertise to the technical contents of the Guide.

For further information Tel: 01386 791102.

A KUBOTA FIRST

The RTV900 all terrain utility vehicle has now been added to the Kubota (UK) Ltd Construction Equipment Division product range.

An extremely rugged machine, this four-wheel drive vehicle is the first of its type to be designed and built by Kubota. Where required, four wheel drive can be de-selected for reduced tyre wear and enhanced fuel consumption when driving on firm surfaces.

Powered by a Kubota 22hp E-TVCS three cylinder water-cooled diesel engine, the RTV900 is equipped with a three range variable hydrostatic transmission system. The system is actuated by a single foot pedal that gives variable forward and reverse travel up to a maximum speed of 25mph.

For further information Tel: 01844 214500.



LLOYDS LAUNCH MORE MOWERS

The new Paladin range fine turf mowers, with the latest operator presence controls and low Vibration Handles, have been launched by Lloyds & Co Letchworth, along with the new Hovermower and recently added Commercial Rotary range.

Lloyds Fairway Mowers are mounted on a range of tractors, which can also be fitted with an endless range of equipment. This includes the Lloyds range of cylinder rotary or flail mowers and other golf/groundcare equipment, meaning an end to valuable equipment left laving idle.



For further information Tel: 01462 683031.

H2 GOES PRO

H2Pro turf treatment, launched by Scotts UK Professional, has been proven in development trials to be capable of both overcoming the problems associated with dry patch and cutting irrigation needs by over 50%.

The formulation of H2Pro offers a multi-matrix mode of action, which means a number of different wetting and spreading agents have been combined with long term wetting agents to specifically address the water management needs of sports and amenity turf.

H2Pro penetrates deep into the soil through any thatch layer, and then spreads evenly. The product also lasts much longer, with its unique combination of short, medium and long chain surfactant molecules attaching themselves to water repellent deposit throughout the whole zone and enhancing water uptake and retention for the entire season.

For further information Tel: 08712 205353.

AMENITYWISE BROCHURE

Amenitywise has launched their new Fertiliser Brochure for 2005/06. The new brochure lists over 40 fertilisers to accommodate every greenkeeper's needs. The brochure features the Amenitywise own label alongside the leading manufacturers' fertilisers.

Soon to follow the fertiliser brochure will be the company's Seed Brochure, which will again have technical advice and information on all Amenitywise's own range of products but again all the leading manufacturers'. Also included in this brochure are micronutrients and biostimulants, as well as soil management products.

For further information Tel: 0845 4569850.

VARISEEDER 1300

Sisis has introduced a new version of their Variseeder. The Variseeder 1300 has a wider working width and a simpler, more accurate method of selecting the seeding rates.

This compact seeder is designed for use on golf greens, tees and approaches, it can be used with any tractor with three point linkage and can be adapted to fit most trucksters.

Seeding rate is variable and is simple and accurate to set by Zero Max box. A transparent cover is fitted for seed level visibility. Surface disturbance is minimal so overseeding can be carried out without taking the ground out of play. The Variseeder 1300 offers a fast work rate and low maintenance with few wearing parts.

For further information Tel: 01625 262450.



SELF SPECIFICATION

Ryetec has introduced a series of new Self Specification tractor mounted sprayers. There are six capacities to choose from, from 200 to 1000 litres, all fitted with integral system rinse tank and hand wash tank, a 60 litre/min 20 bar diaphragm pump, integral system filter and self filler with hydraulic agitation and a four section control unit with pressure regulation on an adjustable mounting system to suit any tractor from small compact to large agricultural models.

Booms come in six, eight, 10, 12, 14 or 16 metre width with either single nozzles or quick change triple nozzle holders with rotating rapid change system for different application rates. For further information Tel: 01944 768232.

NO SCANDAL AT THIS WATER-GATE

Two River Solutions Ltd (TRS) has announced the arrival of the Water-Gate water barrier to the UK and Ireland. The Water-Gate design makes it possible for the water to enter inside the fabric and stabilises it instantaneously.

When installing a culvert or working in water the barrier allows better work to be done in less time.

TRS offers an overflow diverter tunnel that is installed on top of the Water-Gate and connects to a spillway. This system lets you channel the overflow further downstream, giving you a dry streambed.

For further information Tel: 01608 664814.

THE NATURAL COURSE



STRI are set to release a new publication, A Natural Course for Golf. The book has been compiled by Malcolm Peake, who is also known for his work at Temple Golf Club and his book 'Confessions of a Chairman of Green'.

A Natural Course for Golf proves how money can be saved when managing a golf course responsibly. The chemically orientated approach to agronomy, which was previously considered to be the modern way, is shown to be an unsustainable short-term philosophy,

which will ultimately lead to irredeemable golf course decay. The book contains some memorable quotes from a variety of interesting and diverse sources.

"I think the over-watering and over-fertilising of golf courses is one of British golf's biggest sins. A liberal irrigation and fertilising policy merely succeeds in dampening a course's interest and character. I would encourage all golfers to read and digest the wisdom that is contained in A Natural Course for Golf," states Nick Faldo.

BIGGA President Sir Michael Bonallack has written the book's foreword. For more information Tel: 01274 565131.



EYE OF THE TIGRONE

Antonio Carraro has introduced seven new models to their Tigrone range of tractors. The series are a line of compact tractors with equally sized wheels designed for increase stability and reduced surface compaction.

Marketed in Britain by Carraro UK, the new series includes the S 5400V, SN 6500V and SX 8400 with articulated chassis and the T 5400, TN 6500, TN 8400 and TC 8400 with steering chassis.

Features in the series include a lowered profile, a moulded streamline design, sprung and adjustable seats, adjustable trailer hook and collapsible roll bar. The moulded front grill and the lateral guards on the bodywork protect the engine by guaranteeing ideal thermal exchange even in high temperatures. The vertical opening of the bonnet allows easy access to the engine for routine maintenance.

The driver's seat is well protected and positioned on a platform with silent

block anti-vibration mounts. The steering wheel, control levers and pedals have a new concept anti-stress design. Direct injection ensures low fuel and oil consumption.

Maximum speed varies between 30-40 Km/h depending on the model and the internal brake discs result in a reduced stopping distance. The tractors also boast good ground clearance and a low centre of gravity.

For further Information Tel: 01420 479606.

MAKING AN IMPACT

Rigby Taylor has launched Mascot Impact, a line marking system incorporating Integrated Paint Technology (IPT).

Impact centres on the combination of a ready-to-use concentrated paint, a multi purpose spray marking machine and environmentally friendly packaging. Impact offers total control of line marking operations, providing measurable time and cost savings. There is no water, no mixing, and no mess.

The multi-purpose Impact spray marker is a high pressure, battery operated machine that applies a controlled volume of paint time after time, ensuring consistency of line and making life easy for the operator.

The concentrated Impact paint formulation totally eliminates the need for any water compared to traditional methods, and comes in 10-litre bag-in a-box packaging. The empty inner plastic bag can be disposed of with standard refuse and the outer cardboard carton is totally recyclable.

For further information Tel: 0800 424 919.



NO MORE DRIFT

The new Turbo TeeJet Induction spray tip design is ideal for use when off target drift is a concern and overlap distribution is required. Using a unique pre-orifice design, the smaller droplets in the spectrum are eliminated and large, air-filled, drift-resistant droplets are produced.

The TTI offers many benefits, including a wide angle flat spray pattern, excellent spray pattern distribution and an

economical polymer construction. Other TTI features are easy pre-orifice removal for cleaning/inspection, a choice of six capacities ranging from 0.56 to 1.9 l/min 2.75

bar, colour-coding in compliance with the ISO standard for easy capacity identification and easy installation/alignment via Quick TeeJet Caps. For further information Tel: 01428 608888.

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News from the Chief Executive

I would like to start by offering my condolences to John Crawford and his family upon the sad loss of his partner, Ailsa, who died recently following a period of illness. John was Chairman of BIGGA in 1993 and is Section Secretary for Central Scotland.

On a brighter note, I would like to congratulate my fellow members of staff who, under the able stewardship of Ken, have helped BIGGA pass an Investors in People audit with flying colours. In the inspector's report we have been praised for our achievements and commitment and he placed us within the top 10% of companies in the country. The Association first gained the award in March 1999.

The main theme for June has been meetings, meetings and yet more meetings. During the month the General Purposes' Committee met to progress the development of an updated business plan, certain sections of the plan have now been referred back to the other sub-committees for their consideration.

I have had several meetings with companies, including Ransomes, who have confirmed that they will once again sponsor the National Tournament in October, and also Bernhard & Co, who will be sponsoring a delegation of 10 BIGGA members to the GCSAA Golf Industry Show in New Orleans in February 2006.

On June 27 the Association held its annual golf day at Aldwark Manor and the chosen charity this year was Macmillan Cancer Relief. I would like to thank all those companies who sponsored a tee for the day, thereby making this event possible. Anyone involved with raising sponsorship will appreciate how difficult it is, as companies see their budgets being more and more restricted and I would ask members to acknowledge the support given over the year by the various individuals and companies. A simple word of thank you is all that is sometimes needed but all too often forgotten!

The Association continues to work closer and closer with the Association of Golf Club Secretaries and at my most recent meeting with their National Secretary, Keith Lloyd, we discussed joint production of recommended health and safety policy documentation and also the development of an educational programme at Harrogate for AGCS members. We agreed to set up a health and safety working party comprising four Course Managers, four Club Secretaries, BIGGA and AGCS staff and an independent adviser with other advisers being invited to contribute in due course. The inaugural meeting is scheduled for early September and I will keep members advised of progress.

Finally, I would like to wish Patrick Gosset, the Chief Executive of the IOG, a long and happy retirement when he closes his office door for the last time at the end of July. Pat and I have enjoyed a very close working relationship and I am sure he will be a difficult act to follow.

John Pemberton



West

Welcome to this month's report. I hope I find everyone with great optimism for the season ahead. Congratulations to Peter Boyd for once again arranging a fantastic Scottish Conference. There was a great attendance even though the weather was horrendous in March with heavy snow around the country.

The Club Masters versus Greenkeepers match was played over Clydebank and District Golf Club on March 14 and may I thank my team for playing so well on the day and returning the trophy to the greenkeepers. We are due to play again in October and hopefully it will be as good as the last one. I would like to thank Ronnie Manson for arranging the day and we look forward to our match in October.

This year's Convenors versus Greenkeepers match was held over Millport GC. There was a good turnout with Millport retaining the trophy. Well done to Joe Bell and partner, they must have played well in the gale force conditions.

This year's spring outing was held over Ranfurly Castle GC and there was a great turnout, with approximately 50 playing. The course was in first class condition with a lot of hard work put in from Course Manager, John Barr, and his staff. Many thanks to the Captain and Board for courtesy of their fine course. The competition was Stableford format.

The results where: Scratch. Stuart Taylor. First class. 1. Chris Kerr, 33pts; 2. John Brown, 32pts; 3. Scott Ballantyne, 30pts. 2nd Class. 1. Craig Wylie, 38pts; 2. Gavin Jarvis, 38pts; 3. Neill McLennan, 36pts. 3rd Class. 1. Robert Phillips, 31pts; 2. Michael Maxton, 29pts; 3. Alan Dykes, 29 pts. Trade Prize. Jim Smith, 30pts. Longest Drive. Scott Ballantyne. Nearest the Pin. Stuart Taylor. Visitor's Prize. Marshall Sloss. Marshall is the Chairman of the Ayrshire Section, many thanks for attending our outing.

A presentation was held on the day for Trade member Ian Mackay. After 30 years' service with Sisis Equipment, also a short time with Mc Nabs and Scottish Grass, Ian was calling it a day or so we thought. He will still be around, he will be carrying out freelance work for Sisis and you can contact him on his mobile as before. On the day he was presented with a silver Quaich for services to the West Section over the years.

John Scott Snr, a long time member of the West Section, recently passed away after a long illness. John was known to most members, as he called on them over the years working for various companies in the trade. He attended most of the Section's outings and was always in good form. Our deepest sympathies go out to the family at this sad time.

It's with sadness that I inform the members of the death of David Peacock, who was the Head Greenkeeper of East Kilbride Golf Club from 1955-1986. Our thoughts go out to the family at this sad time.

On the job front there has been some movement in the Section during the last few months. Ronnie Myles is heading down south to Scarcroft Golf Club, in York, after many years' service at Helensburgh Golf Club. Ronnie, I hope you enjoy your new challenge.

Gavin Jarvis is taking over the post at Helensburgh after 14 years' service at Lenzie. Also Garry Burns, the First Assistant, has been appointed as Gavin's successor. Gary has been at Lenzie for 24 years. Many congratulations to all.

New members this month are Bobby McDougall, Hilton Park, Sean Quinn, Hilton Park, Vincent McNally, Elderslie, and Mclaughlin Cathkin, Braes Arm. Welcome to all the new members.



This year's annual night out will be held at Victoria's nightclub. Over the past few years it has been a great success. Anybody wishing to come along contact myself on 07970 366355 or Gavin Jarvis on 07921 060402. Well that's all for now, more news next month.

Fraser Ross



North West

Sad news this month of the death of Jim Arthur, a man dedicated to greenkeeping and greenkeepers. I did not know him personally but I have read his book and many times read his letters in the magazine, all of which made sense. I am sure he will be sadly missed by all that knew him.

Whitefield Golf Club was the venue for the Spring Tournament on May 25 and although the day started with rain as usual, the weather did improve after lunch, enabling us to keep dry during the game. Considering we had rain for several days before, the course was in good condition thanks to Danny Chamberlyn and his staff.

The disturbing part of the day was that there was only 16 attending and five of those were trade members. The Section has over 500 members, so the percentage attending was very poor. These golf days are also a day that gives you all a chance to socialise with other greenkeepers, gives you the chance to see other courses and how they are set up. We had the tee from 2pm giving every one time to finish work and enjoy a good day.

Please try to support the Section at the next golf day, which will be the Summer Tournament at Childwall Golf Club on Wednesday July 27. All entries to Bert Cross, Harthill Lodge, Harthill Road, Liverpool, L18 3HU. Including a cheque for £20 payable to BIGGA N/W Section. Closing date is Sunday July 24.

Back to the Spring Tournament the winners were. Best Nett. Alan Donlevy. Best Gross. Bill Merritt. Vets. Peter Hogan. Guest. Andrew McMahan. Longest Drive. Alan Donlevy. The Nearest the Pin and Longest Drive was sponsored by Bathgate Leisure.

Finally, I intend to retire from the position of Secretary for the N/W Section, also the N/W Committee at the AGM in December. I will have completed 30 years on the Committee next year, also as Chairman, Secretary, Treasurer, Chairman of the Northern Region Board and representative for the Section on the Regional Board, plus Representative for the Northern Region on the Board of Management. I now feel it is time to hand over to a working greenkeeper in the Section.

Some of the Secretaries duties include: Writing Section notes for the magazine, contacting golf clubs and caterers for tournament venues, balancing Section accounts, dealing with members queries, keeping contact with HQ and dealing with new memberships, being the Section member on the Regional Board (approx. four meetings a year at BIGGA HOUSE), organising the Mere Seminar, assisting the Administrator with Regional seminars, organising Section Committee meetings, enrolling companies to the Patron's scheme, etc.

A snippet of news, Anthony Davies, N/W President, will be getting married in October after taking his fiancée to Paris, and going down on one knee and proposing under the Eiffel Tower. Good luck to them both. If I got down on one knee I would not be able to get up again.

Any queries or observations ring 0151 724 5412 or 07761 583 387. Bert Cross

Northern

First this month, congratulations to Richard Pull and his wife, Philypa, on the birth of their twin baby girls, Charlotte and Freya. I hear that both Philypa and the girls are doing well and we wish them all the best for the future.

A note of thanks must go to Scotts UK for their sponsorship of the Spring Tournament.

I realise it's a touch short notice, but the date for the Rigby Taylor sponsored Sheffield match is Wednesday July 13. Anybody interested in playing please get in touch as soon as possible. The venue is Hillsborough Golf Club and I know that Chairman, Andy Slingsby, is looking forward to going to that particular area of Sheffield.

Don't forget that the barbecue night is Saturday July 16. This year it is being held at Otley Golf Club. The cost is £10 per person and for that there is a disco and as much food as you can eat, so please let's see as many of you there as possible, and don't forget to invite family and friends.

Invitation Day will be held at York Golf Club again this year after we had to cancel last year due to the weather. It is scheduled for August 10, with first tee off at 1pm. The day is again sponsored by Rigby Taylor. Please get your names in early as this event has only a limited number of places available.

Next month I will be reporting the results of President's Day, which took place at Scarthingwell Golf Club on July 15. This day was also President Dennis Cockburn's 70th birthday. Happy Birthday Dennis, I hope you enjoyed your day. The day has kindly been sponsored by CSC.

If you have any news you would like to share with the Section, then please do get in touch. Tel: 01274 638366; Mobile: 07739 319060. Adam Speight

Sheffield

Once again our golfing season has started. On May 10 we held our President's Salver Competition at Bondhay Golf Club. It was a dry day but the wind made it a very testing one, but I'm sure it was enjoyed by everyone who played.

The main sponsors for the competition were Pro-Turf, who we would like to thank for their continued support of our Section. I had the pleasure of playing golf that day with Seymour Harris, from Pro-Turf, and we had an enjoyable day, he also showed me how to play golf.

The eventual winner, on 35pts, was Ron Ullathorne, who it was nice to see after a few years' absence. Well done Ron. The runner up was Dave Womack. The Trade Prize winner was Russ Latham. Well done Russ, your game's coming on nowadays, especially since you haven't played golf with me for a bit.

Congratulations go to Andy Stirr and his staff for the excellent condition of Bondhay. Well done to you all. Also we would like to thank Stan Lee, Captain of Bondhay, and ask him to thank everyone at the club for giving us the courtesy of their course. A big thank you also goes to the catering staff for providing an excellent meal that was thoroughly enjoyed by all. As usual, thanks to the rest of the trade who also provided prizes. Oh I nearly forgot, thanks Steve for selling so many raffle tickets.

Can you please remember that we require everyone to wear jackets and ties for the meal after golf. I will ask anyone once again with any news from the Section to contact me on 07793111845 or jv.lax@tesco.net. You must have some news sometimes out there because I have received none so far, it just helps to fill these notes.

John Lax

North Wales

As I was sat out in the garden deliberating over the notes for the July edition, I was thinking why the Frisbee my son had just thrown to me was getting bigger as it got closer... then it hit me.

Welcome to 'Open Fever' month as the world heads up to the home of golf and the Old Course at St Andrews will have many a blade of grass trampled on, along with our BIGGA Support Team. There will be some great crack to be had in Mar belle's just off the scores road, along with the many other watering holes around the historic town.

Who will your money be on this year, another unknown American to follow Ben Curtis and Todd Hamilton or can we see a British hopeful lifting the famous Claret Jug at the end of play on Sunday July 17? If your not going up there, be sure to get the multi pack of crisps and nuts in and tune to BBC2 for the full coverage.

Back to home matters in the North Wales Section and the results from our Spring Tournament on May 25, held at Upton-by-Chester GC. In reverse order. 5. Les Parry, recently back from injury, Arrowe Park GC, 28pts; 4. Phil Watson, Wallasey GC, 30pts; 3. Jez Hughes, Section Competition Secretary, 31pts; 2. Richard Kevin Lewis, Machinlech GC, 34pts; 1. Iwan Jones, with local knowledge, Upton GC, 36pts. The Trade Shield was won by Dave Austin, from RT, and he will be reduced by two shots for the autumn competition, this is not in the constitution but I have decided he is playing too well.

There were three guest prizes and first was Roger Greenhalgh, from

Articulator

Sutton Hall, 2nd was Tom Durban, from Conwy GC, and 3rd, from BIGGA HQ, was our Regional Administrator Peter Larter. The Best Gross went to Andy Peel, from Bull Bay GC, and Nearest the Pin, 4th Hole, Trevor Morris, from Chirk GC, and 15th Hole, Jez Hughes Vale, of Llangollen GC.

The course was in very good condition as presented by Justin Chung and his greenkeeping team. The newly constructed greens and all the alterations over the past 18 months prove a very good test of golf and with the mammoth task of rebuilding has been a credit to Justin. Our thanks also go to the caterers and the staff at Upton for their hospitality. A most enjoyable day was had by all.

One group of four golfers who were noticeably missing from the day were Dave Parry, Islyn Luke, Steve Roberts and Terry Adamson, who have played together in the Section golf days for the past 67 years. This was due to Steve Roberts sustaining a broken ankle at his home course, Flint GC. The things some people do to get out of paying the 20p bets. We wish Steve a speedy recovery and hope to see the pack back together in our autumn competition at Eaton GC.

Many got back home from Upton just in time for the Liverpool verses AC Milan game that had a turnaround result for Liverpool after the half time 3-0, coupled with a touch of luck in the penalty shootout. I ended up paying out on my bets.

On a final note I mentioned that Shaun Pritchard rejoined the happy band of greenkeepers back at Llanynymech. Since then they have had another new member of staff on the greens. Following in his father Allen's

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footsteps Mathew Lewis joins the team. Mathew started his career at Carden Park GC last summer during the European Senior's event under the watchful eye of MG Andy Campbell, now a process more fondly coined in the phrase "Cutting your teeth with Campbell". Reports so far say that father and son are both doing well and still speaking... watch this space!

Mesen Cymru Andrew Acorn andrew@acorngolf.co.uk

MIDLAND REGION

East Midlands

This year's Spring Tournament was hosted by Melton Mowbray on May 18. The weather was set dry but windy, and with a reasonable turnout of 40 members, with a well set up course, some good scores were expected.

Our overall winner was Chris Brown, from Horsley Lodge, with 37pts. Category 1, 0-9. 1. Maurice Hume, Stanton, 32 pts; 2. Brain Rice. Southwell, 32pts. Category 2, 10-18. 1. Adi Porter, Greetham Valley, 37pts; 2. Robert Duval, Scraptoft, 37pts. Category 3, 19-28. 1. Asa English. Charnwood, 36pts; 2. Nigel White, Scraptoft, 36pts. Trade and Associates. 1. Ryun Holden, Rigby Taylor, 33pts. 2. Kevin Haslam, Mansfield Sand, 32pts. Nearest the Pin. Adi Porter. Longest Drive. Paddy McCarron.

Our thanks should go to all of the green staff at Melton for setting up a delightful course and also we would like to thank the catering staff for an excellent meal. Our thanks should also go to the Committee for allowing us courtesy of Melton Mowbray GC.

Finally, I would like to thank Mansfield Sand for sponsoring the day. Tacit for Nearest the Pin and Longest Drive, and to all our other trade members who brought a prize.

Once again can I please remind all members to make sure that their form and cheque are returned to me before the closing date, as tee off times and meals need to be booked.

On May 29, at the Cosby invitation, Alan Roberts and myself shot a Nett 66, which was not quite good enough for the prizes. However the highlight of the day came from Rod Hunter, of the Midland Section and who is Course Manager at Kidderminster GC, for his hole in one at the 185 yard 14th hole. Congratulations, make sure you don't play as well in our Section game in October.

Antony Bindley

Midland

It was with some interest that I recently learnt that some golf balls contain honey as their liquid centre. The obvious and perhaps typical sentiment bring a whole new meaning to that of hitting the sweet spot. If only one was afforded such favours.

I'm afraid that is it for this month's banter, as I have not received anything else. Come on, there are nearly 500 of you. Some of you must have some news, a story, or indeed celebration to report. Please inform me on the usual number, 07816 410 552.

Our spring event was held at Maxstoke Park on May 9. It was reported to me that the course was in superb condition as presented by Andy Ross and his very fine team. Congratulations to you all.

The results of the day were: Best Gross. R. Thomas. Nett. 1. R. Thomas; 2. K. Swan; 3. D. Fellows; 4. S.Mucklow. The trade winner of the day was T. Cheese. Our thanks to Headland Amenity for kindly sponsoring the main prize table. Also thanks to WBB Minerals for Nearest the Pin and the Longest Drive prizes, as won by R. Thomas and L. Swann respectively.

For over 50 years now Handsworth GC has held an annual President's Match v The Midland Greenkeepers. Something I have on a number of occasions been invited to play in. Unfortunately I was away for this year's match. However the challenging greenkeepers informed me that the course was in excellent condition, as produced by John Hughes and his ever loving and devoted staff.

Our thanks must go to Handsworth GC for continuing to invite us and indeed make us so very welcome at this most long running and indeed prestigious meeting. Thanks must also go to our great friend Eric Thomas for organising our team and to our eloquent speaker, Alan Kike. Unfortunately the greenkeepers lost, but such is of little consequence at such an auspicious event.

It gives me great pleasure to welcome four new members to our Section. Robert Rowson, Gary Cooper, David Hartley and finally Anthony Hardy, I'll be alright for a fly rod then. Also it is with great respect and best wishes that we hope that Brian Jefferies, of Bramcote Waters GC, enjoys a most happy, fulfilling and, indeed, well earned retirement.

Our Summer Tournament is coming up this month at Redditch Golf Club on July 22. Although the closing date for entries has passed, there may be room to squeeze one or two more entrees in, please phone R. Thomas on 07775 581615, if you wish to play.

Finally, the Section would like to wish Vince Lee a speedy recovery after a small operation. Perhaps the stores in his caravan may now contain food, rather than a liquid diet, namely Lager! Get well soon Vince.

I Look forward to reporting your news next month. Sean McDade

East of England

Firstly, I must start with a grovelling apology to R***, who I wrongly accused of not wearing a tie at Sleaford - my solicitor has advised me not to worry about litigation as you can't get blood out of a stone. Secondly, I am going to have to pay my snouts more if I want accurate information.

With that sorted out, Cleethorpes, what can I say. Nice trip to the seaside - sun, fairground, fish and chips, one out of three is not bad, although the sun did eventually appear just in time for Les to go out (funny that). Joking aside, the course was in superb condition all credit to Les and his team.

Results: 1. R. Welford, 69-3-66; 2. B. Robinson, 90-21-69; Joint 3. J. Jarrel 70-0-70 and C. Nelson, 78-8-70. Nearest the Pin. D. Coupland. Guest Prize. P. Wilkinson.

Our thanks go to the sponsors of the day, Seoul Nassau and Graham Greenwood. This was our second competition of the year and both have been won with sub par rounds. Well done lads.

By the time this goes to print we will have been to Burghley, to celebrate Dave's 25th year at the course. Congratulations Dave, loyalty is a rare thing these days and I am sure you are good for another 25.

Finally, if Gary Cooper still has the shanks he could be part of the crosscountry event. Rumour has it that's were he is happiest.

Allan Walker

BB&O

The Open Golf Championship returns to St Andrews - the home of golf for another year. Up until 1870, golfers used to play for 'The Belt' until it was won by Tom Morris Jnr in three consecutive years from 1868-1870 and therefore The Belt became his property. Now it is the famous Claret



Jug that the greatest golfers from all over the world strive to get their hands on and achieve their lifetime dream of becoming The Open Champion.

It's also a time for the greenkeeper to reflect passionately for his profession and many of you will make your way to Scotland to share in the exciting events that always unfold at such an event. Some members of our Region will be involved as BIGGA Support Staff and we wish you a successful and enjoyable time away from home. Don't forget to get on the dog and bone if you have any news to report.

Talking of news, what a great day we all had at Henley GC on June 30. A full report on the day's events will appear in next month's edition.

Rob Surgey, from Wycombe Heights GC, had a surprise of his life when he, with family and friends, celebrated his stag night. One of Rob's favourite TV programmes is Little Britain and as he bears a likeness to one of the characters, a plot was hatched. However, due to the laws of censorship I am unable to publish what actually happened, but I can say Rob was dressed up as the only gay in the village and willingly or not, he apparently liked the colourful attire and tight trousers. Say no more! Congratulations on your forthcoming wedding.

Results from the Rigby Taylor Knockout have filtered through for the first round with The Royal Ascot Rollers victorious 3&2 against Radley Roughs. Hearted Hoofs won 4&3 against the Wycombe Warriors (led by the only gay in the village), with Henley Firsts losing 3&2 to the Norfolk Chances. Hester's Hackers won 6&5 against N.R.2. (Tartan Terminator's Team), Deans Woodpeckers won 2&1 against The Mountaineers. The Whippet & Scrumpy (John Scoones and Bob the Builder) beat The Badgemore Boys, with the No Returns losing to Driving to Victory.

After all that, I apologise for the secret coding used in these results, so if you work for MI5 and you are a special agent you will probably have no difficulty in working these results out. However, living life as James Bond at Rigby Taylor is Gareth Acteson. So if you feel you need to contact Gareth, he has all the decipher codes for the competition.

The BB&O are holding a Section educational event at Frilford Heath GC on November 8. The seminar entitled 'Climatic Changes and its Effects on Golf Course Management' will include well known speakers who will take part in contributing their knowledge over a fascinating range of climatic issues that will effect our working environment for years to come. The agenda for the day will include coffee on arrival, two morning speakers followed by a buffet lunch, concluding with two lectures and question time with debate in the afternoon. Remember to pencil the date in your diary.

If any member has any news or views they would like to share, or would like more information about the Section and forthcoming events you only have to call John Scoones on 0788 550 380.

Mark Day

Mid Anglia

Important news from Mid Anglia HQ, our summer event will now be held at Mount Pleasant Golf Club, Lower Stondon, Beds, on Thursday August 11. Arrive at midday for coffee and bacon rolls. First tee off will be at 1pm. All entries into Richard, as usual. Please get them in early.

That's all for now, here's to a long hot summer. Let's all pray our irrigation systems hold up, I know I will!

Bob Butfoy



Peter Larter NORTHERN & MIDLAND Tel: 01476 550115

SOUTH EAST

Surrey

Barry Robertson, with his boyish grin, infectious laugh and unruly mop of greying hair has managed the green staff at Banstead GC with a rod of iron for many, many years. Now in the twilight of his career he can still produce a golf course of which to be proud and with his rod of iron, ideally a 5 iron, the green staff will always jump to his command, immediately after their tea break. Barry, thank you from all the players for an excellent day's golf on May 17 and for allowing us to enjoy the chicken game on the A24.

Gary Rowe was the Best Gross. Arron Crittendon was runner up and Jason Hunt was third. Ian - Wiggy - Sellers won the Best Nett, Dave Langheim came second and yours truly came third. Nearest the Pin was Dave Langheim. Lee - Syrup -Strutt won the ladies' Straightest Drive and Phil Bennent walked for miles to pick up the wooden spoon. The sponsors were Avoncrop.

Sunningdale GC, the subject of many rumours over the past months trying to fill the vacancy of Course Manager, have at last agreed terms with Murray Long, at present Course Manager at Coombe Hill GC. Murray, a past winner of the Toro Student of the Year Award, will start his new job in September.

Congratulations to Mike Oram, Chipstead GC, and his bride, Mandy, who, at the time of writing, are enjoying their honeymoon in Cuba. Please give Castro our regards. Elaine, Assistant Greenkeeper at Limpsfield Chart GC, will be shortly leaving her Head Greenkeeper father, Robin Smith, to start her new job at Croham Hurst GC under the watchful eye of Roger Tydeman. Good luck Elaine.

Our last movers of the month are Neil Crittenden, who has left Oak Park GC in Farnham to go to Sweetwoods GC in Kent and Vince Ley, who has taken Neil's place.

Brian Willmott

Kent

Hi guys, I hope you are all enjoying a successful start to the golfing season. The Kent Section held its first official event of the year recently at Wildernesse Golf Club. Although this was a non-golfing occasion a good turnout of greenkeepers were given a thorough insight into the running of this incredible course by Huw Morgan. Very many thanks to him for sharing some of his secrets with the rest of us.

Don't forget to make dates in your diaries for forthcoming golfing events. They are: September 29 at Southern Valley Golf Club for 18 holes and dinner. November 24 at Birchwood Park Golf Centre for the annual turkey trot and AGM.

We now have our own email address which is:

kentgreenkeepers@dsl.pipex.com. Please use this to send any news or events to us.

Until next month then. Rob Holland

Sussex

Hello again, sorry no write up last month, I have been very busy with work. We have had a golf day since I last wrote, which was held at Pycombe Golf Club, and here are the details of it. We were blessed with



Clive Osgood SOUTH EAST Tel: 01737 819343

good weather and I had the added advantage of playing with two greenkeepers from the course. So I thank them for their advice and company on guite a long round.

I would like to thank everyone at Pycombe GC for a great day and a course in a lovely condition. This event was also the qualifier for the National Tournament and we had 36 players enter so there was a lot to play for.

The Gross winner was Jon Hill and the Nett winner was Peter Ray and both qualify for the National Tournament, which will be held in October at Worksop Golf Club and Sherwood Forest Golf Club. So congratulations to them both. The guest winner was Darren Mitchell.

It was good to see a few new faces, and bad to see a few old ones, no names given, but he does look like Ian Beale from Eastenders. Sorry Gaz, only joking, Ian Beale is better looking.

I would like to welcome a new member to the Association. He is from the Dyke Golf Club and his name is Duncan King Spencer. I know he is a keen golfer and lives up to his name.

I would like to thank all of you who attended and hope to see you at the next golf day, which will be held at Haywardsheath GC on July 14 and will be a team event. So hope to see you there.

Rob Hudson

London

The first golf outing of the year was held on Friday May 27 at South Herts and this was also the qualifier for the BIGGA National Tournament, which will be held in October at Worksop Golf Club and Sherwood Forest Golf Club. As Mr Semple and myself were unavailable this made for a very open tournament, giving everyone else a fair chance!

The winning score was by Keir Grimwood and I hope he slept with a clear conscience that night. He posted a great score of 45pts, which only just scrapped into first, by the small margin of eight, past David Badham who had 37pts. Third and four were won by David Watkins and Sam Brennnan respectively, with 36pts, and fifth prize went to Simon Ringrose on 35pts. Trade prize went to Jon Ryan (who else) with 37pts. So congratulations to Keir and David, who we wish all the best to at the Nationals.

The Section would like to thank our sponsors for the day, which wouldn't be possible if it wasn't for all their help. The main prizes were sponsored by Phil Jones, Supergrass, and Amenity Technology, with plenty of other great contributions from Mick Fance, Scotts, Jon Ryan, Browns, Symbio, Does, Headland, Avoncrop and Tacit.

39 people turned up which was excellent considering it was a Friday and a Bank Holiday weekend. I have spoken to a number of the guys and every one of them has said how great the course condition was. So well done to Colin Ford and his team. Thank you as well to the catering staff for a beautiful meal and many thanks to South Herts Golf Club for allowing us courtesy of the course.

Other news sees Lee Cox take over the mantle of Course Manager at Mill Hill. Lee has worked under Ian Semple as Deputy for a number of years now so I'm sure he is more than ready and we wish him all the best in his new capacity.

Congratulations also to Darren Burdis, Deputy Head at Brooke Park, whose partner, Jo, has just given birth to a lovely baby girl. I'm sure we will see you at the next golf day Darren as you could may well do with a break by then!

Alec MacIndoe 07780 955 817



Jane Jones SOUTH WEST AND WALES Tel: 01454 270850

East Anglia

Well the band of brothers plus Claire found their way eventually to Diss Golf Club on a bright and breezy day in May. I must say the course was absolutely beautiful and very well presented thanks to Robert Ransome and his team. The hours worked should be appreciated, not taken for granted.

With all that beauty about I could not see the point of hitting the ball straight. Others did however, especially Michael Buck, from Rushmere, with a Best Gross of 70. Needless to say he was first in the 0-10 Section with a Nett 69. Second was Mark Henderson, Thorpeness, with 70 on countback from Rob Boyce, Newmarket.

11-18 Section. 1. Brian Lemmon, 70, Barnham Broom; 2. Peter Howard, 72, Aldeburgh; 3. Ed Webster, 72. 19-28 Section. 1. Glen Rayfietd, 68, best of the day, well done; 2. Keith Titshall, 69, Walderingfield; 3. Robert Ransome, 71, Diss. Best Trade was Steve Dickinson, Rigby Taylor, 68, playing off a handicap of 1, as was Mick Buck. Second Trade was Stewart Patterson, from Bartram Mowers, 70. Nearest the Pin. Ray Goodshall. Longest Drive. Michael Buck. The loo seat was won by Martin Myson for conducting the Electric Light Orchestra!

The prizes were presented by the Club Manager, Chris Welstead. The main sponsors for the day were Bartram Mowers, but we must not forget our other trade friends who are: Tomlinson Ground Care, Textron, Symbio, Aitkens, Headland, Consultant Clarkson, Atterton & Ellis, Ben Burgess, Rigby Taylor, Sisis, Scots, John Deere, Vitax, Bury Landscapes. Thank you all.

There were 64 playing and all enjoyed a lovely day. Thank you Diss Golf Club for your hospitality.

Before I go I must pass on our best wishes to Steve Millard and look forward to seeing him in the near future.

Mick Lathrope



South West

I had never played The Wiltshire before, but despite winding up Course Manager, Dominic Rogers, in this column in the month's leading up to our Invitation Tournament, I think I can safely say that he managed to hit all the targets.

The greens were indeed putting at nearly 12, even those that had been Drilled and Filled the day before - don't give it another thought Dominic. The rough was well pruned back which suits my game no end, but with hindsight, I should have asked for all the ponds to be drained, and the runway at nearby RAF Lyneham to be closed for the afternoon.

There was a certain novelty value when the first Hercules transport plane came roaring over so low that you could read the escape instructions on the cockpit door and wave to the driver. But the novelty soon wore off as a succession of other Hercules (or maybe it was the same one) continued circling and landing, sometimes with only three engines, all afternoon. As if that wasn't enough, a NATO Boeing 707 jet joined the party with a series of low passes. The noise from which was enough to strip all the enamel off your teeth.

Having said that we had an absolutely superb afternoon around this challenging course and we would like to pass on our thanks to Eddy Shah, the Owner, and all his staff. Results were: 1. A. Knight and D. Harper, 45pts; 2. J. Coverdale and M. Wilkie, 43pts; 3. P. Havard and M. Rhodes, 41pts. Nearest the Pin, 4th hole. M. Samuels. Nearest the Pin, 7th hole. M. Sage.

Chatting to Dominic Rogers over dinner, he revealed that The Wiltshire is about to expand to 27 holes with the purchase of additional land adjacent to the 5th hole, and this was being drained ahead of construction later in the summer. The existing course will be revamped somewhat, and all in all he has a heavy workload in front of him.

Things were much quieter at Stinchcombe Hill Golf Club for the annual match against the Secretaries, although I would like to draw their attention to the length of the rough. The course on Stinchcombe Common dates from 1889 and is on a SSSI. The rough is taken for hay every year, but inevitably not until July, to help preserve the wild flora. You could tell at a glance who wasn't playing well - their trousers were soaking black and clinging to their legs.

Yours truly had a Committee meeting back at work and couldn't play, but I did manage to watch the first hole and couldn't help noticing that Chris Sealey was one of the only players to hit the fairway. Do you want the gory details? OK.

Craig Fudge was 30 yards right and lost, Wayne Vincent 20 yards right, John Keenaghan 10 yards left, John Byrne 10 yards left, Adam Matthews flirted with the rough in front of the tee and then went 20 yards left! Having spotted all these balls - my trousers were also black and clinging so I packed up and left.

Many thanks to Stinchcombe Hill GC and congratulations to the Secretaries, who tightened their stranglehold on the trophy with a 4-2 win. Apologies, the individual match results were not to hand at the time of writing.

Events coming up are the Summer Tournament at Long Ashton, July 21, and the evening at Bath Races on August 26. Remember, send £10 per person, partners welcome, to John Jarvis direct at Lansdown Golf Club to book your place. It should be a great evening out and a chance to forget all about golf just this once.

Congratulations to Dave Rosselli, First Assistant at Minchinhampton, and his wife, Jo, on the birth of their son, Harvey.

Finally, one of our senior members, who is a keen sports car fan, recently tripped a speed camera. Having six points already on his licence he decided, on receipt of the fixed penalty ticket, to claim that his wife was driving. He was rewarded a couple of days later with an enlarged photo from the camera clearly showing who was at the wheel, and an icily polite note from the prosecuting officer requesting that he confirm exactly who the driver was, as his wife appeared to be ugly, balding, with grey greasy hair and smoking a pipe! Game, set, and match to the constabulary.

Keep the information coming in. Tel: 07768 394593 or Email: paul.worster@tesco.net.

Paul Worster

South Coast

I have yet another set of sad Section notes to write this month. Jim Arthur passed away on May 14 and will be missed enormously by his family, his friends and the greenkeeping industry. Jim was a remarkable man and Donald Steel said at his funeral: "There was no one quite like him." How true that is.

Jim promoted traditional greenkeeping for over 40 years, never once straying from the path of practices that he promoted so passionately and will be remembered for such wonderful phrases such as 'muck and magic' and 'bugs in a jug' among others. His passion for our industry never wavered and he was a good friend but a fearful enemy who always spoke his mind as many of his adversaries could tell.

We were lucky to have Jim Chair our seminar in February where he was surrounded by his 'disciples' preaching from the Arthur 'gospel'. He rang me when he got home and said it had been the finest seminar he had ever been to, he was buzzing and was delighted to see that traditional greenkeeping was again being promoted. He celebrated that night with the usual gin and tonic! I will miss Jim and in particular the regular phone calls. The dialog was always started the same: "Hello Jim how are you?" The reply: "Don't ask!"

Donald Steel summed things up beautifully. If the grass is greener on the other side Jim will certainly be giving someone a hard time over it!

Onto lighter news and I would just like to wish Euan Grant and his team all the best for the upcoming Open Championship. This is the pinnacle of Euan's career and I'm sure he'll give us an Open to remember.

That's all the news for this month as I have promised not to take up too much room in the magazine. Don't forget to contact me if you have any news that you would like included in the Around the Green Section. My contact details are Tel: 01202 661106; Mobile: 07966 386232 or email me at a.mccombie@ntlworld.com.

Alex McCombie

Devon & Cornwall

It is unfortunate that I have to report the death of Andrew Walker, who was an Assistant Greenkeeper at Ilfracombe Golf Club in North Devon, working under Richard Parker the Head Greenkeeper. Andrew, who was just 21, had worked on the course for some five years and just gained his NVQ11. Richard informed me that he worked hard, took a pride in his work and he will be sadly missed.

Congratulations go to Paul Newcombe, from East Devon Golf Club, and Adam Brigewater, from Yelverton Golf Club, who will be in the Devon County Team at Saunton for County week. Also Rob Cook, from Bowood Park Golf Club, who is in the Cornwall County team.

Good Luck to Ray Day, the Course Manager at Saunton Golf Club, who I know has worked very hard with his team to prepare the East and West Course to the best of their ability for County week.

If any Greenkeeper in the Section has any news of interest please do not hesitate to contact me. I will be more than happy to put any constructive news in my next report.

I hope you all have a good month and no hassle from Committees. Donovan O Hunt - Events Coordinator

South Wales

Sorry about the last month's Section notes, I missed the deadline. I promise it won't happen again as the Section Secretary will kicked my... I must also apologise to Gary Connell for getting his new wife's name wrong, sorry Nicola. You can imagine the grief he got from his missus wondering if he is a bigamist.

Very sad news to hear the loss of Jim Arthur, he attended our Section Seminar in April, I think it was his last public speaking engagement. Even in his late years there was no doubting his passion for greenkeeping and greenkeepers, he was in fine form and a number of bodies got it with two barrels.

Many thanks to Farmura International for sponsoring the seminar, also to the speakers for giving their time freely, making for a very good seminar. There was a good attendance also from Section members, 65 in all, considering it was the only dry day of the week. For more details of the Seminar see the News Section of the magazine. The Rigby Taylor matchplay is under way, the draw is complete and the first round results should be coming in thick and fast. Good entry this year, sorry about the number of byes, only way it would work out.

Our first competition of the year has been held over the Southerdown (Links) course, with a good attendance. Many thanks to the club for allowing us to host our Spring Competition and to Gary Johnstone and his hard working staff for preparing the course. I must say it was in excellent condition, so early on in the season. I think Gary will get some stick from his staff as he had the lowest points out of them all.

Many thanks to Amenity Technology for sponsoring the Spring Competition and to David Evans for representing them and helping with the prize ceremony.

Winner of the Amtec Shield was one of Gary's Assistants, local boy Llewellyn Matthews (I hope that is spelt right), with a score of 38 points playing of a handicap of +2, a bit of a bandit. Runner-up, with a Stableford score of 34, was Russell Anderson, Cardiff. Third place, with a Stableford score of 33, was Alan Crichton. Trade prize, with a Stableford score of 36, was Adrian Masters. I don't know where that score came from but well done!

Hot of the press are the results from our Summer Competition, held over the very scenic Rhonda Golf club. Many thanks to the club for allowing us to host this fixture, thanks also to Ian Ellis and his staff for preparing the course to a very high standard indeed and if the golf was rubbish then the views were spectacular.

Big thank you to R. S Birds of Cowbridge, in particular Jeff Bird and Heather Brock for attending dinner and helping out with the presentation and for their continued support and sponsoring the day. The Birdie Cup has been running since 1960.

Results from the Summer Competition are as follows: Winner of the Birdie Cup, with a Stableford score of 37pts, was Russell Anderson, Cardiff. Runner-up, with a Stableford score of 34 on the back nine, was Andy Roach, Haverfordwest, and third place went to Meirion Griffiths, Carmarthen, with a Stableford score of 34pts also. Trade prize went to back-to-back winner Adrian Masters with 26pts. If anyone wants to buy a BIGGA tie, see Adrian.

Many thanks to Jim Mackenzie and Celtic Manor for donating a number of grass cutting machines to Pencoed College Bridgend, I am sure Paul Discome will put them to good use training the students.

Another date for the diary is the Pencoed College Open Day, it is on Saturday June 25 from 10am to 3pm. It will be a good day out for all the family. BIGGA South Wales will be putting on a stand and anyone wishing to help out would be appreciated.

Anything relating to the Section please get in touch with me or Peter Lacey. Tel: 07977 423571; email: agusmac07@aol.com.

Angus Macleod



Well I hope everyone is enjoying the better weather that June had brought after a number of difficult weeks in May. Having spoken to a number of greenkeepers over the past few weeks, everyone is striving to get on top of the backlog of work that had accumulated with the wet weather.

Around ^{the}Gree

I would like to welcome four new members to the Section this month. Stuart Glover, Aaron Fulton, Jonathon Burns and Terry Tennyson have joined from Lisburn GC.

Also well done to greenkeeper Noel Crawford, from Royal County Down GC, who completed this year's Belfast City Marathon. Noel raised £750 for Cerebral Palsy sufferer Claire Kyle. Once again, very well done Noel for your commitment in helping Claire.

Our latest golf competition, on May 26, at Fortwilliam GC, in Belfast, turned out to be a very enjoyable day. We were blessed with the best day of the month, with hot sun and just a moderate breeze. Course Manager, Michael O'Neill, and his greenkeeping team had the course in great condition, even with the wet weather on the days leading up to the competition. Local knowledge paid off on the day for Michael, who accumulated 37pts to lift the first prize.

Many thanks go to our sponsors, David Laird Grass Machinery and Sam Thompson, from Kubota Ireland. Lairds have always been very generous sponsors to our industry over the years. I would like to especially thank Martin Hinchey, from Lairds, our local Kubota dealer, and Sam Thompson, Area Manager for Kubota Ireland.

Results were: 1. Michael O'Neill, Fortwilliam GC, 37pts; 2. Eamonn Crawford, Royal Co Down GC, 35pts; 3. Noel Crawford, RCD, 33pts. Longest Drive. Eamonn Crawford. Nearest the Pin. D. Voyks, Fortwilliam GC. D. Voyks also won the visitors' prize with 39pts.

If only I could hit a straight ball off the tee I would have made the prizes this time. So I have decided to discard all my modern drivers and will reappeared with my wooden headed John Letters, made in Scotland, 20 year old driver for the next competition at Allen park on June 30. Tee time 1-2pm.

I remind members of the National Championship Qualifier to be played on August 9 at Royal County Down, with a 3pm tee time. Time is also approaching for Terry Crawford's Charity Golf Day at Clandeboye GC in early August. Please contact Terry for exact details as the date may have recently been brought forward.

Any news or views please get in touch on 94429001 during working hours.

Ken Henderson

SECTION NOTES INFORMATION

In order to improve the sending and receiving of Section Notes, where possible can all future notes be emailed to gareth@bigga.co.uk by no later than the 5th of the month prior to publication please.

You will receive an email back to confirm receipt of your notes.

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September 2003; Hanbury Manor; Irrigation; Disease; Integrated Pest Management; Communication

October 2003; Construction Machinery; Pay Recommendations; Saltex Review; Pesticide Legislation; Finance

November 2003; Temple GC; Trees; Environment Competition Results; Sandy McDivot; Drainage

December 2003; BTME & ClubHouse Preview; Downfield GC; Compact Tractors; Architecture; Bio-tech

January 2004; Ipswich GC Profile; Grass Seed; Environment Competition Awards; Utility Vehicles (sit in)

February 2004; Harrogate Review 2004; Tyneside GC; Utility Vehicles (sit on); Irrigation

March 2004; R&A Best Practice; Trentham Park GC; Drainage; Spraying

April 2004; Know your Rules; Tournament Preparation; Landmarks in Greenkeeping; Security

May 2004; Goodwood Club; Seed or Turf?; Biological Product Survey; Water Features; Recycling; BIGGA Environment Competition

June 2004; Fairy Rings; Biologicals; The Grove; Kubota Profile; Turf; Sand and Rootzone

July 2004; Royal Troon Open Preview, Mowing, Disease Analysis

August 2004; Neil Thomas Memorial Golf Day; Open review; Royal Cinque Ports; Irrigation; Mowers (2); Saltex Preview; Best Practice; Top Dressing

September 2004; Toro Student Greenkeeper of the Year Preview; Ravensworth Golf Club; Turf Disease; Royal Holloway College; Tractors; The Greener Approach to Greenkeeping

October 2004; STRI 75th Anniversary; Kenwick Park GC; Ecology; John Deere National Team Championship; Best Practice; Top Dressing; Saltex Review; Aeration

November 2004; Toro Student Greekeeper of the Year Final; The BIGGA National Championship; Comrie GC; CV Advice; Drainage; Construction; Fences

December 2004; BTME & ClubHouse Preview; Henley GC; Grass Identification; Trees; Environmental Winner; BIGGA Delegation; Interview Advice; College Listings

January 2005; Sir Michael Bonallack; Parkstone GC; Machinery Servicing: Ransomes Jacobsen Scholarship; Recycled Products; John Deere Team Championship; Tees; Negotiation Advice

February 2005; Harrogate 2005 Review; Meet the Chairman; Environmental Competition; Tyres; Coombe Hill GC

March 2005; Alwoodley GC; Difficult Areas; Drainage; Irrigation; Greens

April 2005; Augusta Syndrome; Thornhill GC; Difficult Areas Part 2; Turf Tonics; BIGGA Delegation; Fescue Grass

May 2005; Hellidon Lakes; Power Mowers; Pest Control; Cutting Heights Survey; Nozzles

June 2005; Minchinhampton GC; Aeration; Rigby Taylor Profile; Chemical Useage; Top Dressing; Jim Arthur Tribute

Chairman's Column

Bringing it all Back Home



There are only two types of greenkeepers. Those who have gone through hard times and those who are about to go through hard times. At some point you will question your ability to cope with the pressures of high expectations under impossible conditions. An acceptance of the inevitability of unwarranted criticism and an inner belief in your own personal integrity may just help you survive.

As you read this I will be in pensive mood. I am due to attend The Open at St. Andrews in the county of my childhood, the Kingdom of Fife. Even at this late stage in my career it will be my first visit to an Open Championship and my first official visit to an Open Championship golf course. I have crossed the famous links before, as a young lad on a trip to the seaside with a football under my arm, anxious to reach the Hampden Park of St Andrews beach and play out my dreams patrolling the left wing with all the grace, elegance and footballing skills of Billy Connelly.

This return to my roots has caused me to reflect on the twists of fate, which have led me to where I am now and the lessons I have learned, more often than not, in complete contradiction to my fervent beliefs as a youth. Back then, I railed against everything which I considered to be 'establishment'. As your current Chairman, the epitome of establishment, it now comforts me to know that railing against the establishment is what the young are designed to do, it is what they do best, it is indeed their duty to do it and quite frankly I wish today's youth would do a lot more of it.

I recall as a young BGGA member being critical of the leadership, who, at that time, seemed to offer nothing more than the occasional game of golf, a game which, in all truth, I had great difficulty in being enthusiastic about. Indeed, if it were not for fate pointing me towards a career in the continually stimulating world of greenkeeping, golf would have played very little, if any, part in my life. Then as now, I remember BGGA members being criticised for not supporting events. My answer would always be the same. "I am a follower, not a leader. If we are not attending events then there is something wrong with the leadership."

Now, the boot is on the other foot and what I find most surprising is that this rather glib answer makes more sense to me now than it did then. Thankfully, BIGGA normally offers more than just a round of golf these days but I sincerely feel that where members are not turning up to events or are unhappy about what we offer, then we are not delivering at the coalface and it is up to those who have the necessary position and influence to ring the changes.

Don't get me wrong. I think BIGGA can be very proud of its achievements over the past 15 years or so but members, quite rightly, are more interested in what it has to offer now and not how much better it is than it used to be. Members' needs have changed, their expectations have changed and in truth the industry is changing so rapidly that BIGGA needs to change to remain relevant.

I can understand our need to stay up with the game but I fervently hope, that in our eagerness to do so, we will not lose the heart of the matter. While beautifully presented golf courses are the prime objective of our labours, there is for me a deeper satisfaction to be gained from empowering each other to develop to our full potential and by being true to our own personal integrity through carrying out our duties with due regard for the people and the natural environment we affect.

So, to return to my main theme, while the drama unfolds on the historic links, the top golfers of this world may have to forgive me if it appears at times that my thoughts are elsewhere. I may be turned back towards the beach, dreaming of the pinpoint, floated cross I just delivered onto the head of my team mate to score the winning goal in the Cup Final, while hoping against hope that our industry does not succumb to the same folly as the 'beautiful game', success at any price.

Prancing prima donnas will openly forego their personal dignity by diving in the box or by collapsing in a heap when an opponent raises an arm above waist height somewhere in the same quarter of the pitch they happen to be standing in. The spectacle is devalued, the game is devalued and, sadly, our imposed acceptance of it devalues us all.

Over the past two years, I have been lucky enough to meet and talk with Euan Grant, The Old Course Head Greenkeeper. It will be Euan's first Open as Head Greenkeeper and I wish him and his team every success. If you want an example of how putting one's personal integrity first breeds success, then look no further than Euan. Anyone who has met him will know what I mean.

Like him, I believe that those of us who refuse to 'dive in the box' will have the real success in the end.

Kerran Daly Chairman

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