in place for BIGGA
from 10 to... watch its future development with interest’ during the 1993 BTME

ABOVE LEFT: Tracy Ruane, head greenkeeper of Oulton Hall GC, shares a joke with the Duke.
ABOVE: Colin Gregory on the Hardi stand
ABOVE LEFT: Kim Macfie and Tina Pulsford, of Hayters, with the Royal visitor.
ABOVE: René Orban, of Jacobsen UK Ltd, looks on as the Duke makes a point. Also in the picture are Neil Thomas, left and Roy Kates, BIGGA Chairman.
NEAR LEFT: BIGGA’s Neil Thomas and Samantha Flint with the Duke and Viscount Whitelaw.
ABOVE: The Duke on the Pro-Tee Products stand.
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LEFT: Viscount Whitelaw and the Duke with Rolawn’s Terry Ryan, on their stand.
NEAR LEFT: Richard Webb, of Tacit, explains how their hole-cutter works to the Duke and Roy Kates.

BIGGA Turf Management Exhibition and Seminar Programme 1993

GREENKEEPER INTERNATIONAL February 1993
Designing your WORKSHOP

MICHAEL BIRD concludes his report on the ideal golf course workshop, with practical tips on what to build and how to build it

Three basic sizes of workshop are recommended for golf courses. (A) is the minimum advised, measuring 15ft (4.5m) wide by 30ft deep by 15ft to eaves, suitable for servicing small numbers of machines, for example on a golf driving range. (B) will meet virtually all the requirements of an 18 hole course. For larger courses or where office, restroom or parts store facilities are needed, add a further 15ft bay (C). *Pit not essential

New workshops should be built around a timber, steel or concrete portal frame complying with BS5502. A fully insulated roof and double skinned roof lights will help reduce heating costs and condensation. All doors should be lockable with the minimum number of key holders.
The efficiency of today's highly engineered lawn mowers and quality of cut can only be maintained with correct and accurate grinding of their cylinders and blades.

The 'Leader' range of grinders not only achieves this but offers many features unequalled on any other machine, making them the ultimate in lawn mower grinders.

At the heart of a 'Leader' is a solid free standing frame with a cast iron bed and 2" precision ground guide rails that ensures an accuracy of less than 0.005" in 30 inch in straightness, whether grinding in situ or out of frame.

Coupled with this, great emphasis has been placed upon operator safety with a self contained coolant system, fully enclosed canopy that reduces noise and dust levels to a minimum and safety cut out devises that allow the operator to leave the machine whilst on automatic operation with absolute confidence.

For a demonstration and further details contact:— Linda Adams
Designing your WORKSHOP

12 ⇒ rear of the building, but the final design must satisfy both the planners and the building regulations."

For reasons of security, it is advisable not to have any windows in the building, apart from translucent corrugated or flat sheets in the roof over each bay. All calculations on lighting should therefore ignore the presence of any natural light. The recommended level of artificial light for building such as a workshop is 100 lux, and this can be achieved by allowing 10 watts for every square metre of floor. However, experience has shown that one cannot ignore certain tasks. If windows have to be fitted, they should be positioned at least 5ft (1.5m) above ground level and have either wire-reinforced glass or protection by steel bars on the outside. Because lighting is so important, provision should be made to connect a stand-by generator into the electrical circuitry to maintain illumination, and to power small tools, in the event of a mains failure. For maximum working efficiency, the building should be warm but not hot. A temperature close to 60degF (16degC) will prove comfortable, and this should be supported by draught-free doors and well-insulated walls and roof, helping also to prevent condensation. The greatest heat loss from any building is normally through its ventilating air, so it is important to ensure that any extraction fans are not positioned adjacent to the heat source. Instead, they need to be on the opposite side of the building to encourage the movement of warm air across the work place. Heating is best provided by a gas or oil-fired boiler heating water which is carried to air radiators, with the warmed air entering the workshop at a high level. The same boiler, carefully sized, can be used also to heat radiators in adjacent offices and restroom, as well as hot water for washing. For obvious reasons, Hall does not recommend the use of portable oil-burning heaters in enclosed buildings due to the danger and unpleasant atmosphere created by the products of combustion within the building. Having planned the building and its illumination, ventilation and heating, one will need to consider other services.

In common with lighting, one can never have too many electrical sockets. These need to be positioned around the walls and on any building stanchions to keep lead lengths to a minimum. Meters and fuse boxes should be housed in lockable cabinets and the circuit should include an earth leakage trip to enable regular testing. Most sockets will be of 240 volts, 13 amp capacity – although at least one 30 amp outlet will be needed for welding equipment, with three phase supply recommended for both welders and compressors. A compressor has become an essential item of workshop equipment, used to provide air jetting lines, tyre gauges and a host of hand tools. Ideally, the compressor should be housed outside the workshop in a weather-proof, yet well-ventilated area and linked to the various service points by a pipeline fixed to the wall within the building. It is vital that any fixed compressor unit is properly designed, installed and commissioned to ensure the supply of clean, moist-free air of sufficient volume and pressure to the delivery points.

Useful advice for anyone considering the installation of fixed equipment in a workshop is to look at how other professional organisations go about the job. Tyre specialists or a service centre run by one of the major car accessory companies all have well-equipped, sensibly laid-out buildings able to provide good ideas. The workshop bench is a key area. The more benches there are, the more clutter there is likely to be. Hall recommends that each person in the building should have just one 6ft long by 30in wide bench which is their sole responsibility. Only where there is a high proportion of bench work should additional space be provided. Ideally, benches should be attached to the rear wall of the building opposite the main doors, and also screwed securely to the floor. A vice is the only item of fixed equipment which should be fitted to the bench. To avoid trailing leads, position power sockets and air line outlets beneath the front face of the bench. A further useful addition is an adjustable spotlight mounted at the rear of the bench. The back wall can be used also to support slotted racking to carry hand and power tools as well as labelled bins. These will prove invaluable for the storage of small components when stripping down a machine. Larger items can be placed on a shelf beneath the bench. Building and store security is very important and the number of key holders should be kept to a minimum. A good maxim is to lock the building when empty of people. Apart from the safety aspects, it is all too easy for someone to wander in and 'borrow' a spanner, linch pin or grease gun, forgetting to return it until weeks later – and sometimes never.

All well-run workshops will need an outside wash-down area where machines can be cleaned of grass and dirt. Any water contaminated with oil, fuel or grease will need a separate oil trap, as required by the National Rivers Authority. Servicing of machines in a workshop is to be considered. Hall does not recommend the use of portable oil-burning heaters in enclosed buildings due to the danger and unpleasant atmosphere created by the products of combustion within the building. Having planned the building and its illumination, ventilation and heating, one will need to consider other services.

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Here at Atterton & Ellis we have been making Grinders for over 100 years and although we say so ourselves, we are rather good at it and our Grinders prove it!

It is hardly surprising that during this time we have made Grinders for just about every type of cylinder on the market and for most of the prominent Grounds and Golf Clubs around the country.

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Telephone: (0279) 723444.
They're using more four letter words in Bishops Stortford these days, words like golf, hook, fore, grip, push, draw, loft, sand, club and putt. Nothing unusual in that, you may think, but at Hayter PLC, headquarters of the famous turfcare machinery company that is to sponsor our 'new image' nationwide golf tournament, it's all part of a fresh and inspired company effervescence, an almost unbelievable enthusiasm that even those few remaining diehards who think of golf as a good walk spoiled have taken fully in their stride - Hayter's has gone golf crazy!

When the news broke that Hayter's had grasped the glittering prize, I wasn't so much surprised that this hugely popular tournament, formerly known as the Iseki, was to come under their wing, rather than hadn't been a riot of companies in our industry hammering on BIGGA's doors, clamouring for the opportunity to identify with such a sure-fire winner.

Meeting Kim Macfie, Hayter's sales and marketing director and the man who will mastermind the new 'Hayter Challenge Tournament', it soon became clear that he shared my view: that the idea required precious little persuasion on BIGGA's part, the whole concept from the very beginning seen as absolutely right for their development, the very epitome of how Kim visualised promoting and further generating Hayter's business growth. "I believe the greenkeeping fraternity are a superb bunch of people who have increased in status, though not sufficiently yet," he told me. "We want to be close to them because we have products that are good for them. We feel that having this close link is going to develop our business as well as develop their Association - that's why we are so excited about it."

Did being a golfer influence his decision, I asked. "I'm not the sort to let personal feelings influence what is right for the company," he replied, "though perhaps the fact that I've been around golf as a player and administrator may have had some slight bearing, recognising the potential that was offered. It was the sheer brilliance of the concept, exactly the sort of move we wanted to make, that fired my enthusiasm. That stated, the Board's decision to go with this superb initiative was unanimous, objective rather than subjective, and their excitement is unbounded."

What is certain is that Hayter's will be putting a great deal of thought, time and creative effort into the Hayter Challenge Tournament, convinced that by so doing both parties will get a great deal more out of it - isn't that encouraging!

Though 1993 will be their first year as sponsors, to a certain extent the year in which to feel their way, Kim sees the whole Hayter Challenge Tournament profile capable of being raised to untold heights - by their developing tournament links with other suppliers (MacGregor was one name mentioned), prestigious names who will want to be identified with our industry, building the tournament into an even more credible entity where publicity will almost be self-generating - perhaps in years to come involving even satellite TV. Elaborating, Kim sees the voracious appetite generated for golf in all its aspects making its mark, the Association and the Hayter profile growing together as a natural evolution.

The story of the Hayter company is fascinating. Formed way back in 1946 by Doug Hayter on the original Bishops Stortford site, it came into being more by luck than judgement, for Doug Hayter, then in the timber buildings business, was something of an innovator and loved to tinker with machinery. There was a need around the site for an effective grass cutter, so he set about creating his own unique version of the rotary mower. Though the original rotary technique came into being in the thirties, reputedly invented by Dennis Selby of Mountfield, it was Doug who commercially developed the concept, at first selling his clever device to a few farmer friends before the idea really mushroomed, the Hayterette soon identified as the rotary and making Hayter's business positively boom.
Hayter’s was the first company to introduce a rotary with rear rollers – the Hayter Harrier – a move which transformed the 17”-20” traditional market whilst giving the trade a shot in the arm by providing a machine that was cheaper to buy and cheaper to run – while proving that all important banded finish. Indication of the success of that machine may be seen to this day, for the Harrier is now in its third generation!

In the early ’80s Hayter’s joined the Unlisted Securities Market, becoming one of the first PLCs, though remaining essentially a family share owned business, and in 1984 Kim Macfie joined them – just three weeks before the company was acquired by Tompkins PLC. Tompkins entrepreneurial chief executive, Gregory Hutchings, recognised the company as being an ideal vehicle to start a mini-conglomerate and won the company by beating bids from Qualcast and Westwood. What started as a clever move became a huge success story, for Tompkins are now major league players, in 1992 joining the FTSE 100 index – the largest UK companies, by market capitalisation, listed on the Stock Exchange.

Growth is the name of the game in any successful business and in 1987, aware of a need to develop still further in the professional market, Hayter’s acquired the Beaver company, their range of triple cylinder mowers, lightweight fairway mowers, mounted gangs and the state-of-the-art T92 triple greens mower causing sharp intakes of breath from the competition! Further acquisition in the USA by Tompkins of Murray-Ohio, the biggest manufacturing company in the world of pedestrian and consumer ride-on mowers, with 1.5 million pedestrian mowers manufactured each year, has given Hayter distribution of this marque under the Murray label. Perhaps to put the icing on the cake, they have the ‘Articulator’, a unique product which, as Kim put it, “every golf course should buy – because they have a requirement for it.”

Kim Macfie is a golfer with an impeccable pedigree – he’s Scottish, which in most books is worth about three shots on the first tee, and he’s a long standing member of Royal Troon Golf Club, probably worth another two! He has practical experience as a Royal Troon administrator, specifically, having served as chairman of green in the mid-seventies and working alongside the R&A Cham-
of backing them with hard cash...'

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