After 38 years with SISIS, UK Sales Manager, Keith Vertigan, has retired. Keith started with SISIS as Area Representative for the North West, later moving to Scotland as Manager of SISIS Scotland. After a very successful few years there he returned to Macclesfield to become UK Sales Manager. Keith was presented with vouchers so that he can add to his very extensive range of fishing equipment. He is now hoping to spend more time relaxing at the side of a river – and hopefully catching some fish!!

SISIS new sales team is Andrew Roberts as UK Sales Manager, supported by Andrew Walker as Field Sales Manager and Douglas Boa as Sales Office Manager.

**NORTHERN REGION INTER SECTION GOLF TOURNAMENT**

The third Northern Region Inter-Section Golf Tournament, sponsored by Whitemoss ECO Supplies, was held on September 22, at Llangollen GC.

For the first time all six Sections in the Northern Region competed on a fine day on superb course prepared by Course Manager, Jez Hughes, and his staff. The format was a three man team from each Section playing Stableford with all three team members scores to count. The event was once again a very close run affair with the Sheffield Section just claiming victory with 108 points over the second placed North Wales team with 104 points.

The longest Drive was won by Paul Roberts from the North Wales Section and Nearest the Pin was won by Andy Peel also from the North Wales Section.

The Region thanks all teams for making the effort to play, some travelling great distances.

The Region’s thanks are also extended to Llangollen Golf Club for providing the venue and some excellent food, everyone was made to feel very welcome. Particular thanks are extended to Andy Law, Managing Director of Whitemoss ECO Supplies Ltd, for his continued sponsorship.

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Photograph shows the winning Sheffield Section team and others from left to right: Stewart Pigott, Sheffield Section; Ian Holoran, Northern Region Chairman; Jez Hughes, Course Manager; Andy Law, Whitemoss ECO Supplies; Matt Holden and Tom Strong, both Sheffield Section.

**Back to the Future: The 5th European Golf Business Conference!**

“Back to the Future” is the theme of the European Golf Business Conference 2010. The 5th edition will be held in London: the first time the event has been held in the UK. From November 30th to December 2nd.

An international group of representatives from the golf industry will gather in this city, to exchange ideas of how the game can grow, to discuss current developments of the industry and to share knowledge and information on golf course management.

More information about the programme, speakers and location can be found at the conference website: www.conferece.egcoa.eu.

**Nominations Open for the Edwin Budding Award**

The International Golf Course Equipment Manager’s Association is now accepting nominations for the fourth annual Edwin Budding Award. The Award recognises those who have made significant contributions to the golf course equipment industry, including those who have excelled in the business, history, education, design, engineering and maintenance of golf course equipment.

Nominations should be sent to nominations@igcema.org. and the deadline for nominations is November 26.

The winner will be presented the award in Orlando, Florida, USA during the Golf Industry Show.

**Retirement**

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Reward for Ronnie

Liberton Course Manager Ronnie McCrindle received a plaque from Chairman, Stewart Crawford, on behalf of the East Section at the Autumn Outing to the club, to recognise 40 years at the club.

"Ronnie will be retiring in two years time we wish him all the best in his retirement when it comes round. I think he deserves it," said Stewart.

Pay Recommendations

The Committee for Golf Club Salaries (CGCS) feels that it would be inappropriate to recommend any form of increase for 2011 to the salary scales currently in place. In reaching its decision the Committee has taken into account the general economic climate and the impact that this has had on golf clubs throughout the UK.

The CGCS recommends rates of pay as guidelines for Clubs to follow, but is mindful that at all times they remain a matter for negotiation between the individual employer and employee. The CGCS further considers that employers should make an appropriate pay award to recognise any substantial change in responsibility, qualifications or duties carried out by their employees as well as reflecting any changes to legislation governing rates of pay. Performance issues are also an important and relevant criteria in salary negotiation.

The CGCS wishes to draw to the attention of golf clubs the impending changes in pension legislation that will come into force with effect from 2012. From this date both employers and employees may have a mandatory obligation to contribute into a Personal Pension Plan or the Government’s National Employment Savings Trust (NEST). Employers should begin to look into how they will be affected and what will need to be put in place in order to comply with the legislation.

Grass Roots Technology

Dean Wood Golf Club has become the first UK course where staff across all three vocational levels are completing their qualifications through the use of e-portfolio technology.

Course Manager, Chris Halkerd has not only embraced his own professional development by completing Myerscough College’s NVQ level 4 Sportsturf pilot, a blended learning programme utilising ILM training mixed with innovative assessment methods and short bite sized training certificates, but has also been supporting his staff through their level 2 and 3 apprenticeship programmes using the same methodology.

"The e-portfolio sports-turf qualifications Myerscough provided for me and my staff proved time efficient, well constructed and industry specific," said Chris.

"The new way of completing work based qualifications has allowed me to develop my team of staff which in-turn has benefitted the quality and standards at Dean Wood."

First for Sutton Green

Sutton Green Golf Club, is one of the first clubs in the area to take delivery of the hybrid green mower from Jacobsen, the Eclipse 322.

The diesel-electric hybrid mower was delivered recently by local Ransomes Jacobsen dealer, TH White Ltd of Reading.

Nathan Kim Sing is Head Greenkeeper at the club and has a team of four to help maintain the course.

"About 18 months ago we received a complaint from a neighbour in a nearby house close to one of our greens about noise from early morning mowing.

We took a reasonable approach and changed our greens mowing regime, but it is inconvenient for us as we have many early golfers, especially at weekends, and preparing the greens in that part of the course is an issue for us," he said.
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"The new way of completing work based qualifications has allowed me to develop my team of staff which in turn has benefitted the quality and standards at Dean Wood.”

"The work-based team at Myerscough College have been operating the e-portfolio system over the last three years.

"Training and support is tailored to each employer and qualification and the Level 4 programme is a best practice example of this utilising ILM tuition and web conferencing technology to support learning."

Paul McGrail, Work-based Quality Manager, said: "The use of this assessment methodology is now fully embedded in supporting the college’s national delivery model for sports turf with a plan to develop international delivery and embrace other land based schemes.”

David Golding, the GTC Education Director, added: "This innovative delivery option for greenkeeping students is in line with the use of modern technology. The fact that all levels of staff at Dean Wood have enjoyed the e-portfolio experience will I am sure encourage more greenkeepers to gain formal qualifications.”

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First for Sutton Green

What if you had a fungicide active in leaves, thatch and soil providing contact + activity?

Contact
Delegates at the recent Barenbrug and STRI Druids Glen Golf Resort open day have given glowing feedback on the event, which revealed the preliminary findings of a new trial taking place at the County Wicklow course. Over 400 respondents from across Ireland attended the day to gain an insight into the Golf Green Differential Input Trial. Established in partnership with STRI, the trial is the first of its kind in Ireland and aims to determine the influence of both standard and related input maintenance regimes on grass species for golf greens.

Following a welcoming speech from Druids Glen’s course Superintendent, John O’Sullivan, on why the 18-hole championship course decided to participate in the trial, Barenbrug’s Research and Development Manager, Jayne Leyland, gave a presentation on the company’s global breeding programme, before a series of other informative presentations including Dr Ruth Maron who updated delegates on turfgrass protection and the methods and value of thatch reduction for overseeding and interseeding; Dr Ian Clements who spoke about the STRI Programme and Neil Pettican, Regional Sales Manager for Barenbrug in Ireland, after lunch Griffith’s John Fitzpatrick, illustrated how easily it is to implement a species exchange programme with the Graden.

The judge’s were particularly impressed with the overall standard of bedding displays and permanent planting at De Vere Oulton Hall, which have been maintained to the highest standard despite it being a very difficult dry summer.

Ian Brown, Golf Course, Estate and Property Manager said; “These awards are a true testament to the hard work and dedication of all estates team but especially our fantastic gardeners at the hotel, I would like to thank them for their continuous commitment and passion towards the upkeep, maintenance and presentation of our beautiful gardens which give pleasure to so many.”

IAN LAVELLE

SISIS has appointed Ian Lavelle as its Area Manager for Combe, Northumberland, Durham, County and Sunderland. Ian will be well known to many customers in the area as he has been a garden center owner leaving school 32 years ago. Ian married to Anne, He enjoys walking, bird watching and water skiing. He also enjoys writing and playing piano and football.

GOLD FOR OULTON HALL

The Estate’s team at De Vere Oulton Hall is celebrating after picking up two top horticultural Gold awards in the space of just one week. These latest awards bring the hotel’s overall haul to 14 since winning gold number 10 at its gardens over the last three years.

After picking up a Gold Rose Award at Yorkshire in Chelsea, the team were further delighted to be awarded with another Gold in the Best Hotel City Wide category at Bloom’s Business in Bloom Competition.

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Harrogate Week 2011

The Scottish Region is offering the following package for the Holiday Inn Harrogate. The accommodation is from Monday 17 January. Three nights, Bed & Breakfast en-suite rooms on 17th, 18th and 19th January, 2011. Cost will be £163.

To obtain a booking form for the accommodation contact the Regional Administrator, Peter Boyd, Tel 0161 3440 077, 6772401210 or email; p.boyd@lternet.com Peter J. Boyd Regional Administrator

Best wishes from us all, John

May I acknowledge the efforts of outgoing BIGGA CEO – John Pemberton. As our CEO since 2004, John has helped BIGGA develop into what it is today. John is wished well by all.

I recently met some terrific guys at The Berkshire for the National Championship, sponsored by Kubota and Charterhouse. Decent, grass-roots greenkeepers with whom we all identify.

Greenkeepers with a national aptitude for their work, and who look forward to a successful career with opportunities for progression and job security.

Has advancement suddenly become more difficult?

In recent times has job advancement become more difficult, and job security become a thing of the past?

Redundancies, cost saving measures and job sharing are becoming more commonplace in the golf sector, and Greens Teams have to do more with less.

Normal levels of movement within greenkeeping have been reduced.

Will this potentially stifle careers?

Will greenkeepers get into a rut? How then to break the cycle?

A number 1 spoke to had clear ideas on how to progress.

• They were beginning to attend local BIGGA Section events
• They were beginning to volunteer for the association
• They were beginning to get themselves noticed.

Now advice to anyone in a situation of insecurity and stagnation - take every possible development opportunity, and get yourself out and about.

Your competitors for good jobs are doing just that!

If advancement opportunities are limited then get trained and make your career aspirations known to others so that when a vacancy does occur you are among the best qualified.

Your current situation does not have to be a cul-de-sac – it can be a two-way street for you.

You can attend this FREE seminar at Harrogate Week in January BIGGA is running an excellent Development Seminar for Assistant Greenkeepers. You can attend this PRISEX seminar but you will need to enrol in advance.

There will be a Volunteers Workshop to help you to become a much valued volunteer. Again it is a PRISEX seminar but you will need to enrol in advance. BIGGA is the world’s largest membership organisation for greenkeepers at all levels. If you attend, BIGGA will be there for you - whatever your current position in the greenkeeping profession.

Greenkeepers are the prime focus of the Association

By the time this article is published, there will be some changes to the way that BIGGA does things. The BIGGA Board has been working hard to ensure that greenkeepers are the prime focus of the Association’s efforts.

BIGGA Sub-Committees have been converted into Advisory Groups, each one working with a Volunteer Board Director, who through the Board and CEO supports the relevant BIGGA Head of Department. This approach empowers the Association’s employees while at the same time making them more accountable to your Board.

In addition, Past Chairmen of the Association have been invited to become special advisors to the Board.

Do Greenkeepers need to broaden their horizons?

Absolutely! If we want a good career and job security we will always need to look onwards.

BIGGA intends to reach out into the wider industry and forge much closer links with the likes of the IOG, the OTC, the PGA, the OCM, The Golf Unions and the R&A to form an alliance that will have much more clout.

Finally, this column would not be complete without me paying tribute to the efforts of the greens teams helping out at the Ryder Cup at Celtic Manor.

You do not need me to describe the scene inside the Greenkeeper Facilitator. Inexcusable rain drumming on the roof and a constant and intense pressure to get the event played. What a moment for UK Greenkeeping!

Cometh the hour – Cometh the man (Jim McKenzie - Superintendent). Cometh the Support Team - the effort expended was immense and exhausting. For me it brought to mind lines from the famous poem – “IF” by Rudyard Kipling (which I actually have pinned on my office wall): “If you can meet with Triumph and Disaster, and treat those two imposters just the same...”

Could this be a watershed moment for UK Greenkeeping?

If we apply Kipling’s sentiment to a situation at the Ryder Cup. What if the weather had not been so bad? The greens team would not have been under quite the same spotlight.

Arguably, because of the conditions, the greenkeeping team turned what might have been complete disaster, into shining triumph. The fact that they responded so completely and comprehensively will be forever remembered by those who were there that week and those who watched it on TV around the world. Could this be a watershed moment for UK Greenkeeping? I certainly think so. Well done to everyone involved and thanks from all the profession.

The inspirational poem ends; “If you can fill the unforgiving minute, with sixty seconds worth of distance run, yours is the earth and everything that is in it, and which is more; you’ll be a man, my son!...”

May I add a personal word - I hope that this time of uncertainty we greenkeepers will never give up – never back off – and never betray our principles.
Delegates at the recent Barenbrug and STRI Druids Glen Golf Resort open day have given glowing feedback on the event, which revealed the provisional findings of a new trial taking place at the County Wicklow course.

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GI NEWSDESK

Open Day Joy at Druids Glen

GOLDFOR

OLTON HALL

The Estate’s team at De Vere Oulton Hall is celebrating after picking up two top horticultural Gold awards in a space of just one week. These latest awards bring the hotel’s overall haul to nine consecutive gold medals for its gardens over the last three years.

After picking up a Gold Rose award for Oulton Hall in Bloom’s Business in Bloom Competition, the team at De Vere Oulton Hall has achieved another podium position.

The estate’s team is already looking forward to next year’s competition, hoping to maintain the momentum.

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Ian is married to Anne. He enjoys writing, playing golf, skiing. He also enjoys acting and playing and writing plays and poems.

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What if the weather had not been so good?

The greens team turned the scene inside the Greenkeeper’s office.

The atmosphere was electric. What a moment for UK Greenkeeping.

Certainly not! If we want a good greenkeeping job and security we will always need to look outwards.

BIGGA intends to reach out into the wider industry and forge much closer links with the likes of the IOG, the GCA, the PGA, the GCMA, the Forest Union and the R&A to form an alliance that will have much more clout.

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“If you can meet with Triumph and Disaster, and treat those two imposters just the same…”...

BIGGA Chairman Paul Worster looks at how we can respond to career challenges in the recession.

The inspirational poem ends: “If you can fill the unforgiving minute, with sixty seconds worth of distance run, yours is the earth and everything that’s in it, and, which is more, you’ll be a man, my son!”

May I add a personal word – I hope that this time of uncertainty we greenkeepers will never give up – never back off – and never betray our principles.
As the dust settles on the European Ryder Cup team’s win at Celtic Manor, please excuse the pun, those of us working within greenkeeping would never have doubted Jim McKenzie and his team’s skills and ability to present the course to the standards that had been planned for months and years.

However, out of very adverse weather the spotlight well and truly fell on greenkeepers far more than anybody could have dreamed of.

Jim, himself a great supporter of greenkeeper training, quite rightly has had so much praise heaped on him and his tremendous team of in-house greenkeepers and the many volunteers for their unbelievable efforts and while extreme, it did help raise the profile of greenkeeping with Sky, BBC and the wider media all honing in on the work of greenkeepers.

It was also a pleasure to hear the First Minister of Wales and Colin Montgomerie pay tribute to Jim and his “ground staff” and greenkeepers for their work during the closing ceremony.

I was pleased to accept an invitation from the PGA to attend the Opening Ceremony and stand alongside the greenkeepers during a ceremony organised with military precision by the European Ryder Cup Committee.

What really struck me was how much closer the various factions within the golf industry have strived for over many years and maybe, just finally, much closer the various factions.Ryder Cup Committee.

What really struck me was how much closer the various factions of golf have become in recent years and maybe, just finally, greenkeeping and greenkeepers have at last earned the respect they have strived for over many many years.

Useless heroes suddenly are now being recognised as skilled knowledgeable professional members of any golf club management team and whether is it Celtic Manor or the little 9-hole golf course with one greenkeeper I believe the profession is slowly but surely receiving the respect it truly deserves. A watershed you might say!

I would like to think that some of this recognition is down to the opportunities now available for greenkeeper education and training but there are some very informal methods of communications, which, I believe are worth considering.

All the following I know have been introduced to raise the awareness of the role of the greenkeeper and have improved the status of the Course Manager and his/her staff at the same time “educated” the golfer.

• An evening with the Course Manager often with a supporting cast of Greenkeepers/Chairman of Green and advisor or agromaint.

• All Green Day – an evening when the clubs equipment and machinery is displayed for the members to view their investments and to question the Course Manager on which machine or piece of equipment does what on the golf course.

This I remember as being a huge breakthrough for Ed McCallie, Course Manager at Brockenhurst Manor Golf Club, and his great ally at the club, Arthur King, and was subsequently promoted by the English Golf Union at a series of workshops along with the benefits of a Course Policy Document.

• Since those halcyon days technology has moved on not just in modern golf course machinery but the internet with many clubs now having their own websites.

I am sure many Course Managers have their own ways of handling members questions and answers however recently I was directed to the Royal Ashdown Golf Club’s website where Chris Mitchell the Course Manager maintains a feature on; Course Manager – Frequently asked questions.

It is worth a visit to see how Chris keeps his members updated on the work being done or about to be carried out on the course.

The following link will take you there and is provided with the kind permission of the club and Chris.

http://www.royalashdown.co.uk/html/about-us/course-managers-faq

Guild: Key Individual Members: Steven Tierney; Vic Rogers; Andy Campbell; Mike CGCI; Alan Mackird; Fran Newbury; Nick Power
Silver Key Individual Members: Neil Armstrong; Steve Grimes; Paul Jenkins; Richard Brisk; Sam Langrick; Neil Whitaker; Adam Major; Richard Myhill; Michael Bestwick; Douglas Coughlan; Derek Grendowicz

Thank you to our Golden and Silver Key Sponsors

Learning & Development

Sami Collins, Head of Learning & Development, with an update on education issues

With the smell of bonfires and fireworks in the air, we find ourselves in November. Time seems to be moving faster and faster these days, the next thing you know it will be Christmas and that only means one thing… Harrogate Week is just around the corner!

http://www.royalashdown.co.uk/html/about-us/course-managers-faq

• Clubs, both private and proponent, now produce Newsletters and these often feature a Course News section written by the Course Manager.

• Monthly or quarterly course reports to management seem very much part of a Course Manager job role and these or a summary appear on club notice boards hopefully for members and visitors to read.

Note: To be sure members read a notice always make a spelling mistake, they are sure to tell you! This is at least a sign they have read it!

Alongside the Workshops and the Turf Managers’ Conference that have already been featured in this column, we will be offering an extensive programme of Seminars. Presented by an array of speakers on a wide variety of subjects there is sure to be something that whets your appetite.

Featured sessions:

STIR – Part of the Winning Team at the World Cup Ryder Cup Cymru Preparing the Old Course for the 2010 Open Championship The West Course at Wentworth Course Manager to Club Manager – The Challenges Integrated Management of Dollar Spot Demystification of Synthetic Sports Surfaces Working on Your Own at a 9 Hole Course For a full list of seminars visit www.harrogateweek.org.uk/education/seminars.

Remember – all of the Seminars are FREE and are available on a first come, first serve basis. With this in mind, ensure that you are at the Queen’s Suite in plenty of time to secure your seat.

New Field Guide Launched

The On Course Field Guide to the Legislation of Protected Habitats and Species, written by Bob Taylor, Head of Ecology and Environment at STIR, has been launched.

The field guide is now available to Members, free of charge by contact; the LAD Department on 01347 833800 option 2 or by emailing rachael@bigga.co.uk with your name and membership number.

The field guide will also be available to download via the Members Area of the BIGGA website.

The production of this guide has been made possible by the continued support of Gold and Silver Key contributors to the Learning and Development Fund.

Events Calendar

Have you visited the Events page of the BIGGA website?

Displaying all of the events that are going on around the country that we’ve been advised of this feature is a useful tool to use when planning your diary.

You can browse the calendar by month, by host or by using the search facility. Clicking on the event name gives you further information about the event including how many CPD credits will be awarded for attendance (if eligible).

If you have events coming up in your Section that are not listed, send us the information and we’ll update the calendar. As Aleksandr the meerkat would say “Simples!”

Send your event information to sami@bigga.co.uk.

BIGGA Library

We have added four new books to the BIGGA Library: Sustainable Golf Courses – A Guide to Environmental Stewardship – Ronald G Dodson Understanding Biology, Genetics and Breeding – Michael D Causer & Ronny R Duncan Turf Maintenance Facility Design and Management – John Piersol, Harry V Smith Managing Wetlands on Golf Courses – Gary Libby, Donald F Harker, Kay Harker

Higher Education Scholarships

The most recent scholarship has been awarded to: Graeme Latho – BQV Level 4 in Management
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I believe the profession is slowly but surely receiving the respect it truly deserves.

The following link will take you to the Royal Ashdown Golf Club’s news section written by the Course Manager.

In Brief
David looks at the various ways Course Managers can contribute to the world of the greenkeeping team......

Greenkeepers Training Committee
David Golding, Education Director, with a monthly update from the GTC

http://www.royalashdown.co.uk/html/about-us/course-managers-faq

Clubs, both private and proprietary, now produce Newsletters and these often feature a Course News section written by the Course Manager.

• Monthly or quarterly course reports to management seem very much part of a Course Manager job role and these or a summary appear on club notice boards hopefully for members and visitors to read.

• Notice: To be sure members read a notice always make a spelling mistake, they are sure to tell you! This is at least a sign they have read it!

• A Gala Party – an evening when the club’s equipment and machinery is displayed for the members to view their investments and to question the Course Manager on which machine or piece of equipment does what on the golf course.

This I remember being a huge breakthrough for Ed McCabe, Course Manager at Brockethurst Manor Golf Club, and his great ally at the club, Arthur King, and was subsequently promoted by the English Golf Union at a series of workshops along with the benefits of a Course Policy Document.

• Since those halcyon days technology has moved on not just in modern golf course machinery but the internet with many clubs now having their own websites.

I am sure many Course Managers have the online ways of handling meetings with colleagues and keeping up to date with what is going on around the country.

Alongside the Workshops and the Turf Managers’ Conference that have already been featured in this column, we will be offering an extensive programme of Seminars. Presented by an array of speakers on a wide variety of subjects there is sure to be something that whets your appetite.

• Featured sessions: STIR – Part of the Winning Team at the World Cup Ryder Cup Cymru Preparing the Old Course for the 2010 Open Championship The West Course at Wentworth Course Manager to Club Manager – The Challenges Integrated Management of Dollar Spot Demystification of Synthetic Sports Surfaces Working on Your Own at a 9 Hole Course For a full list of seminars visit www.harrogateweek.org.uk/education/seminars.

http://www.royalashdown.co.uk/html/about-us/course-managers-faq

The field guide is now available to Members, free of charge by contacting the LAD Department on 01347-833808 option 3 or by emailing rachael@bigga.co.uk with your name and membership number.

The production of this guide has been made possible by the continued support of Gold and Silver Key contributors to the Learning and Development Fund.

BIGGA Library
We have added four new books to the BIGGA Library: Sustainable Golf Courses – A Guide to Environmental Stewardship – Ronald G Dodson Ecosystems, Genetics and Breeding – Michael D Calser & Ronny R Duncan Turf Maintenance Facility Design and Management – John Perso Harry V Smith Managing Wetlands on Golf Courses – Gary Libby, Donald F Harker, Kay Harker

Higher Education Scholarships
The most recent scholarship has been awarded to Graeme Lathro – SVQ Level 4 in Management

Learning & Development
Sami Collins, Head of Learning & Development, with an update on education issues

With the smell of bonfires and fireworks in the air, we find ourselves in November. Time seems to be moving faster and faster these days, the next thing you know it will be Christmas and that only means one thing... Harrogate Week is just around the corner!

Remember – all of the Seminars are FREE and are only available on a first come, first serve basis. With this in mind, ensure that you are at the Queen’s Suite in plenty of time to secure your seat.

New Field Guide Launched
The On Course Field Guide to the Legislation of Protected Habitats and Species, written by Bob Taylor, Head of Ecology and Environment at STRI, has been launched.

The field guide is now available to Members, free of charge by contacting the LAD Department on 01347-833808 option 3 or by emailing rachael@bigga.co.uk with your name and membership number.

The field guide will also be available to download via the Members Area of the BIGGA website.

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Events Calendar
Have you visited the Events page of the BIGGA website?

Displaying all of the events that are going on around the country (that we’ve been advised of) this feature is a useful tool to use when planning your diary.

You can browse the calendar by month, by host or by using the search facility. Clicking on the event name gives you further information about the event including how many CPD credits will be awarded for attendance (if eligible).

If you have even more events coming up in your Section that are not listed, send us the information and we’ll update the calendar. As Aleksandar the meerkat would say “Simples”!

Send your event information to sami@bigga.co.uk.
DEALERS REVITALISED BY INSPIRATIONAL TALK

The Etesia dealer day, featured above, right, also provided the ideal opportunity to revitalise dealers’ thoughts in the current uncertain economic climate with a presentation from Richard Dennis - Business Growth Specialist and Inspirational Business Speaker.

“Today’s challenging market place and climate, we need to be more pro-active if we are to win more business,” commented Richard.

“We have all been here before. This is life. We all have to have product knowledge and skills, but above all we need the right attitude. Without this we can never hope to succeed. We can achieve anything in life if we really want to and selling today is all about relationships and getting on with people. People buy people and modern day selling is about asking the right questions and not talking about yourself.”

INDUSTRY UPDATE

The latest turf industry news from around the globe

Coming up Roses

One of the UK’s emerging sporting venues is predicting a significantly more streamlined and cost-effective maintenance regime after taking delivery of its John Deere equipment.

The Rose Bowl in Southampton, home of Hampshire Cricket, has agreed a five-year preferred supplier deal with John Deere at the start of the year, which will enable The Rose Bowl to update its machinery fleet as it now moves towards gaining Test Match status in 2011, and complete a new 18-hole golf course over the next three years.

“We wanted a deal that would suit the dual needs of the club, both for the cricket and the growing golf requirement,” said Grounds Manager Nigel Gray.

“The preferred supplier deal means that we can augment our current fleet with the latest machines, giving us vital flexibility as the turf maintenance aspect here continues to grow.”

Latest machines to be delivered are an 8800 TerrainCut rotary mower and an 8700 PrecisionCut fairway mower, supplied by local dealer New Forest Farm Machinery.

The 8700 is shared with the parkland golf course next door, where newly appointed Course Manager, Julian Coney, and assistants Ian Reeves and Joe Weston also use the 8800 on the semi-rough.

Under the golf club’s membership requirements, the aim is to have at least nine holes always fully operational, so the coming years will require a fine balancing act between new holes being constructed and coming into play and existing holes being de-commissioned.

Etesia Dealer Day Success

An Etesia dealer day held at the company’s new premises in Shenington, Oxfordshire, brought together over 50 dealers to discuss such topics as the company move, the current economic climate, dealer development, training on the new Pellco Lithium battery powered range of products and how to increase sales and enhance communication across the group.

The day provided the ideal opportunity to promote the advances and innovative technology from the company with the launch of a new electric Bahia MEE, the world’s first rotary mower with integrated collector to be powered by electricity and which will be available to buy in 2011.

Following a hog roast lunch the guests were split into four groups which then toured the new facilities and听了 separate training centres for Pellco and Etesia machines.

“The dealer day was a great success and followed a successful press day we held the previous day,” commented Les Malin, Etesia UK’s GM.

Photographs show Richard Dennis (left) with Richard Vives (left) and Les Malin (right) of Etesia at a truly monumental presentation to dealers on selling in challenging times.

Castle Stuart Golf Links, in Inverness, is to launch a New Holland Boom 3050 compact tractor to help shape the future of golf at the Highlands of Scotland.

Supplied by Eilidh-Based New Holland Grounds Care Dealer Ravehill, the four wheel drive FWFD Boom 3050 is one of the first to enter operation in the UK featuring continuously variable transmission.

Chris Haspell, Course Manager at Castle Stuart, who opened it in July 2009, commented:

“We selected the Boom as it’s the most versatile compact tractor in its class.”

All Boom 3000 series models feature New Holland’s factory-fitted cab, with its slim pillars and 360-degree visibility.

Chris added: “In addition to the cab, one of the most popular features on the Boom is the EasyDrive transmission.

“The greenkeepers absolutely love it.”

In addition to working around the current 18 hole championship course, the Boom’s workload is set to increase as Castle Stuart Golf Links progress with the next stage of its development which will see a nine-hole par three course added later this year.

GREENCAST MOBILE PHONE SCREENS

Greencast, students and agronomists now have the chance to win an iPod Touch, by visiting the GreenCast Mobile website and completing a short questionnaire.

The GreenCast Mobile initiative, which is currently in a pilot phase, is looking to make some of the information from the website - www.greencast.co.uk - more accessible and easier to use as part of day-to-day turf management activities. The service is designed to work with iPhone, Blackberry and web-enabled smart phones.

To take part in the project, log on to the GreenCast website and enter a mobile phone number on a designated webpage. An automated text message will be sent direct to the phone, giving a one-click link to the mobile website.

Services already available on the mobile website include a popular quick reference five-day weather summary, detailed illustrated local weather information and disease identification guides, along with links for the products that provide a solution and advice on how to use them.

All participants will be entered into the free prize draw with the chance to win an iPod Touch. The survey can be accessed direct at:

www.zoomerang.com/Survey/WEB22B7WGL6YBA

What’s your number?

Our regular and random profile of an industry figure continues with this month’s lucky number...

Carol Borthwick of Elmwood College

Name: Carol Borthwick
Company: Elmwood College
Position: Director of International, Golf and Student Services

How long in the industry? 28 years with Elmwood College.

How did you get into it? Started in the horticultural Department of Elmwood when greenkeepers where taught the same curriculum as the horst students. Worked with other Colleges to help set up greengrass specific qualifications (late 80s). We ran the first Full time NC Greenkeeping course in 1990.

What other jobs have you done? I worked in a garden centre, a wholesale plant nursery. At Elmwood I worked at Ladybank GC and Gleneagles, and as a lecturer and then management of the greenkeeping, golf curriculum areas, and the Colleges 18 hole Golf Course facility.

What do you like about your current job? It’s a real challenge. Working directly in the student support area across the College is great as I feel I can begin to make a contribution to the student experience.

What changes have you seen in the industry? The main area which has been a real pleasure to see and be involved in is the professionalising of the Greenkeeping Industry. Elmwood was a key driver in the development of the Greenkeeping profession with a range of courses being developed full and part time including the Higher National Diploma in Golf Course Management. I was also part of the original work group that wrote the black book and more recently the development of the European Greenkeeping Education Standards.

What do you like to do in your spare time? When I get a lot of free time I try to keep up my golf although over the years that has suffered particularly. I also love walking the dog and doing a bit of running and cycling. I also enjoy some nice meals out with my partner.

Where do you see yourself in 10 years time? I will be in the latter years of full time employment (recess and public spending review allowing) Hopefully, however, I will still be of use to the education and/or golf industry in some way.

Who do you consider best friends in the industry? I have had a huge number of friends across the whole golf industry not only in the UK but also internationally, but it is always the Greenkeeping industry friendships that I remember most affectionately.

What do you consider to be your lucky number? 12

Carol has picked Richard Cunyep
One of the UK’s emerging sporting venues is up Roses

The latest turf industry news from around the globe

**INDUSTRY UPDATE**

The recent news from around the world for turf managers and enthusiasts.

**Coming up Roses**

One of the UK’s emerging sporting venues is the Rose Bowl in Southampton, Hampshire Cricket Club has agreed a five-year preferred supplier deal with John Deere at the start of the year, which will enable The Rose Bowl to update its machinery fleet as it now moves towards gaining Test Match status in 2011 and complete a new 18-hole golf course over the next three years.

“We wanted a deal that would suit the dual needs of the club, both for the cricket and the growing golf requirement,” said Grounds Manager Nigel Gray.

“New Forest Farm Machinery are John Deere’s preferred supplier and we have all been there before. This is life. To win we have to have product knowledge and skills, but above all we need the right attitude. Without this we can never hope to succeed. We can achieve anything in life if we really want to and selling today is all about relationships and getting on with people. People buy people and modern day selling is about asking the right questions and not talking about yourself.”

“Today’s challenging market place and climate, we need to be more proactive if we are going to win more business,” commented Richard.

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“Chris Haasell, Course Manager at Castle Stuart, which opened in July 2009, said: “We selected the Boom as it’s the most versatile compact tractor in this class.”

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“Chris added: “In addition to the cab, one of the most popular features on the Boom is the EasyDrive transmission. The greenkeepers absolutely love it.”

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**How long in the industry?**

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**Where do you see yourself in 10 years time?**

I will be in the latter years of full time employment (possibly in a more advisory role) and as a lecturer and then management of the greenkeeping, golf curriculum areas, and the Colleges 18 hole Golf Course facility.

**What do you like about your current job?**

Never a dull moment! Working directly in the student support area across the College is great as I feel I can begin to make a contribution to the student experience.

**What changes have you seen in the industry?**

The main area which has been a real pleasure to see and be involved in is the professionalising of the Greenkeeping Industry. Elmwood was a key driver in the development of the Greenkeeping profession with a range of courses being developed full and part time including the Higher National Diploma in Golf Course Management. I was also part of the original group that wrote the book and more recently the development of the European Greenkeeping Education Standards.

**What do you like to do in your spare time?**

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Carol has picked Richard Campey
Jim McKenzie was in the middle of the worst day of his professional life. It was Sunday morning and The Ryder Cup, the event he’d been dreaming about and praying for since 1996, was in the middle of its second long rain delay.

Play wasn’t going to finish that day and there was a prospect of the match not going the full distance for the first time in its illustrious history. “I was in need of a lift so went down to the hotel and had a chat with Debbie, my wife, which cheered me up a bit and on the way back I came out of the lift and bumped into Colin Montgomerie. He said, ‘Come with me,’ and we sat in a corner and had a coffee,” revealed Jim.

“Colin said, ‘The bottom line is this. We’re currently two points down and if we don’t play today all the matches out there will be declared halved, and we’re not traditionally strong in the Singles. If we can get all the matches completed this afternoon it gives us a chance,'” recalled Jim.

With that message ringing in his ears Jim returned to his men – 65 of his own Celtic Manor staff and 71 volunteer greenkeepers – and urged them to lift their tired bodies once again for yet another monumental effort.

“I told them that I’d just spoken to Colin and that he’s asked that if there was any way we could get play going we could go down in history as the first greenkeeping crew to help win the Ryder Cup,”

And that is exactly what happened. The crew worked tirelessly to make the saturated course play-able for an afternoon start and the players did their bit by turning their overnight leads into five and a half points out of six.

“If we hadn’t pulled it off on Sunday we would have gone into the Singles two points down and we’re not traditionally strong in the Singles. If we had probably have got no more than nine points, instead of the magic 14.5.

“The shift that the guys put in on that Sunday afternoon, and the Saturday night before, was absolutely astonishing – outrageous! And that Sunday afternoon turned out to be the greatest day in the history of European golf,” said Jim, who is not one given to hyperbole.

“Colin asked if there was any way we could get play going, we could go down in history as the first greenkeeping crew to help win the Ryder Cup”

Jim McKenzie

How the Ryder Cup was won

Celtic Manor’s Jim McKenzie talks exclusively with Scott MacCallum about the finest greenkeeping achievement of modern times

Ironicly, if the match had been played a week before or a week after there wouldn’t have been any problems at all as the weather was just fine.

“When the volunteers arrived on the Saturday before the course was looking better than it had ever done,” he recalled.

“However, we had 13 mil during Wednesday practice and could see things getting worse, but on Thursday we got fresh information from the on-site meteorologist that it wasn’t just going to be wet on Friday it was going to be appallingly wet.”

Weather conditions were always the one nagging doubt about the 2010 Ryder Cup. The venue was custom built to cope with the demands of the third biggest sporting event in the world and no stone had been left unturned in ensuring a successful Cup.

However, the pressures on the worldwide golfing calendar had pushed the match into October for only the second time in its history and the South Wales weather can be notoriously fickle. And so it was. “We had 55% of our monthly rainfall in two days – about two inches,” said Jim, who did say that a Wales Open a few years ago had endured three inches of rain and finished within half an hour of its scheduled time.

”Colin asked if there was any way we could get play going, we could go down in history as the first greenkeeping crew to help win the Ryder Cup“

Jim McKenzie