

The British Golf Greenkeeper



No. 364

September 1975

15p

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The British Golf Greenkeeper

CONTENTS

	Page
MACHINERY HIRE	5-13
NEWS	17, 21
SELLING IDEAS	18-21
COMPANY PROFILE	23
GOING BY THE BOOK	24, 25
SECTION NEWS	29-34

Front Cover Picture

THE Cyclone fertiliser spreader in action—now almost standard equipment for most golf clubs. It is made by Andrew Ltd—see Company Profile on Page 23.

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The case for hire

WE HAVE always done it that way. Fred likes it. I don't like it because I've never tried it. It's the cheapest.

These comments and many like them are often used when any change from an accepted pattern of work is suggested. The planning of work and the purchase of machinery is often carried out on the basis of "Well, we spent that much money last year so if we don't rock the boat, we can spend that much money next year." If the machinery purchased is cheap, it must be the most economical, and a man's labour is often based on the same surmise.

But what is the motive for this attitude? Is it that the persons concerned are frightened to make a decision? Are they frightened of making a decision that is wrong? Is it that they don't care or, which is the most likely, is it that they don't have the right information on which to make a measured decision?

I feel that, rightly, these ideas are changing and that more and more Local Authority officers and Grounds Management Committees are beginning to view things in a different light.

Hire, lease or buy? There is no golden rule for any particular piece of machinery or situation. The final decision must be left to the expertise of the management, but I hope that some of the examples I will be showing you will suggest that things may not always be as they appear, and I trust will give you some food for thought.

Why buy a machine? For small items, it is obviously the most sensible and straightforward method of purchase — accepting of course that the initial enquiries as to product, suitability and viability have been explored and it is the right tool for the job. The procedure for cash purchase is relatively simple.

A capital purchase shows as an asset on the balance sheet in most instances, which gives solidarity to the organisation concerned. You are saving interest charges and you are obtaining competitive terms from the supplier. In this

**By Bruce Scott, Managing Director,
Tractor & Farm Aid Limited.**

day and age of inflation and devaluation of our currency, you are also changing pound notes into real tangible assets.

If you have an unlimited source of capital for whatever needs you require, then this could prove to be a sensible method of obtaining equipment, even on the large items. But who among us has unlimited sources of that rare commodity nowadays?

If it is a choice of either/or, or "we can only afford so much this year", then the logic of paying for items in full at the time of purchase must be looked at more closely.

We must accept that inflation is with us, and that to buy tomorrow will cost us more. Therefore, if we don't have the capital to buy all the machines, another source of obtaining them must be examined.

We may have decided to purchase our machine, but have we really calculated the cost of keeping it in regard to tie up of capital, to maintenance costs, to storage costs and to operator training costs? Have we considered that its purchase may hinder our flexi-

[Turn to Page 7]

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[Hire from Page 5]

bility in the future for changing procedures or methods? (See chart below.)

Don't fall prey to the replacement syndrome. By this I mean the "it's now worn out, we had better get another one or its closest equivalent" idea or even the "we must need it because it's worn out" idea. I wonder how often "we used it probably because it was there" is a truer approximation.

"It is very useful" is a phrase which often starts off the chain of events that lead to an old machine being replaced. It probably is very useful when it is being used, but has anyone ever recorded how long it was actually used for and then related its total costs to

the work done? I doubt it, for very few machines except for motor cars ever have a record of a simple log book of the number of hours per year it has been in use.

We can all get fed up with forms but, providing the information is kept simple, this can be an invaluable aid. For new machinery purchase, relating time saved or being able to do a job that you were unable to do before is important.

I have often heard people discussing whether another labourer is needed. After quite short deliberations, they decide yes, they had better have another man, and he is duly taken on. Over

[Turn to Page 9]

	A Capital Purchase	B Lease	C Continuation Rental
Capital Cost of Machinery, say			
Cost Factors:	£1,000	£1,000	
Depreciation	£200		
Annual Leasing Charge ...		£320	
Cost of Borrowed Money or Earning Power thereof at, say, 10%	£100		
Maintenance	£100	£100	
Storage Costs	£25	£25	
Training Expenses	£5	£5	
Annual Costings	£430	£450	
Cost Over Five Year Period ...	£2,150	£2,250	
Machinery at End of Period ...	(£250)		

Own Property

1. Continuation Rental

Charge approx. 2½% of Capital Value

£25 p.a.

2. Re-Lease

Value of New Equipment ...

£1,000

Less Value of Ex-Lease Equipment

£250

Balance on New Lease

£750 i.e. £240 p.a.

3. Leasing Refund

Leasing Company sell Machinery and Refund Leasing Payments with Amount Realised ...

(£250)

Would you buy a mower from a firm that has produced only half a million or so?

If you're looking for gimmicks of course you wouldn't. Because it smacks too much of traditional values - universal appeal, continuity of design, and so on - and a determination to keep it that way.

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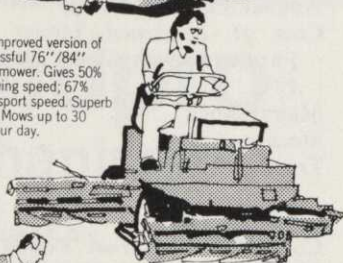
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The British Golf Greenkeeper

[Hire from Page 7]

five years this could represent an outlay of £10,000. On the other hand, the suggestion that £10,000 is spent on capital equipment is often looked on with horror. I am often told that the cash is not available. Yet this equipment would comfortably survive five years of work and would improve the efficiency of the total operation and save manpower.

The last comment leads us naturally into leasing. If you have decided that you need the machine, you can justify its use, the price is right, but you cannot afford the capital expense, then you should look at leasing. This applies even more so when you are considering not just one machine, but several which will form part of a system and can give you definite savings.

One does not consider employing a man for five years and paying him his salary in the first week for the total period. By paying weekly or monthly,

the on-costs are spread against income and the expenses in any particular year are related to the income for the same period. Why not apply the same logic to your machinery purchases?

I have stated previously that we are in a world of inflation; what you buy today is certainly far cheaper than you will buy tomorrow. Although leasing involves the extra expense of interest over the period concerned, the following example will show that it is not as expensive as often thought. (See chart.)

What is a lease? A lease is a long-term hire of machinery. This can be two, three, four, five years or longer in exceptional circumstances. For monthly or quarterly payments, you have the use of the machine or machines required to do the job.

"But I want to own it." Why? As I have already said, you have the advantage that, if you own it, it shows as an asset, but it is a depreciating

[Turn to Page 11]

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[Hire from Page 9]

asset. If you lease, it is not shown as a contingent liability on the balance sheet. You can put the total expenses against tax. You can budget for future years knowing that the outlay will be fixed, and you can therefore avoid the ups and downs that sudden capital expenditure brings.

Cash flow is on everyone's lips these days. The reason is often because companies have tied up their money in fixed assets as opposed to funding them from income.

You treat a lease machine as if you owned it. You insure it yourself. You maintain it and repair it exactly as you look after your own machinery.

What happens at the end of a lease? Well, many items are valueless at the end of the period of, say, five years. Whether you own or lease them, they are only fit for scrap. Some items have many years' use left in them and then, for a nominal payment, the machine can be leased on an annual basis almost indefinitely.

Some items again such as, say, a tractor, have a relatively high value even at the end of a five year period. In this instance, the selling price of this item can be refunded to you as return of leasing payments or the money can be placed against a new unit, for example. (See chart on Page 7.)

As we have seen from the two examples, the difference between capital purchase and leasing is negligible in true net costs.

Although leasing is a long-term hire, it is a totally different beast to short-term hire, and the two, as you will see, should not be confused. Short-term hire probably gives greater scope for capital and financial saving than most people realise.

The hire facility is often used as a stop-gap measure to replace a machine which has broken down or to fill in until a new one is delivered. Although

[Turn to Page 13]

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[Hire from Page 11]

this fulfils an important need at the time, it should not be regarded as the only purpose of hiring.

We have already analysed the true cost of keeping machinery, either through capital purchase or lease. If these costs are related to the actual hours or days that the machine will be used, only then can a real management decision on hire policy be made.

There are many reasons why hire can be justified. It is rarely possible for all units engaged in grass maintenance to have all the machines they need for all their jobs at the same time. Hire gives them the ability to use the right machine at the right time at the right price without tying up that precious commodity, capital.

A Local Authority will accept that, if one department has, for example, a turf cutter, it makes economic sense to cross hire to other departments who have need of such a machine. Often, however, when it comes to an outside source, "it must be cheaper if we have our own" or "it must be more convenient" can be the guiding light.

Do you have a list of the machines that are available for hire on your files? Do your foremen have them? If not, why not?

If you are considering hiring a specialist machine, why not also a specialist operator? By hiring a machine with a man, you save that most expensive of all items, labour. Again, this comment "Our men only cost £1 an hour and if we hire them from outside, they could cost £3". But even your own labour costs are far higher than it initially seems—you have insurance contri-

butions, holidays, sickness, management costs, etc., to take into account.

Indeed, some machines cannot be hired without operator, but this is often for the benefit of both parties, as a sophisticated machine in the hands of an untrained man is a waste of both resources.

Don't be frightened of a price for the job when you hire machines with operators. It is this fear of paying too much that often leads to this very thing happening. Often people want day rates, hourly rates, time sheets and job cards to prove that they are paying for the actual hours they have been charged. If this is the method of hiring you are using, then obviously you do need these details as a safeguard. But if you have accepted the contractor's price for the job, then it is up to his management expertise and labour skills to make sure that the job is done to your satisfaction. It is to his advantage to complete the job in the shortest possible time but, as long as you are satisfied, it is immaterial how long it takes.

With hire, the running costs of the machine are often included, except for damage caused by negligence, and again it enables you to budget the costs of the job exactly and to pay out of income.

Hiring is not an excuse for bad management. People say "When we want to hire a machine, it is not available or we have been let down". With respect, the man who plans ahead and books his machine well in advance is seldom let down. It is the man who tries to obtain it on the day after he wants it and discovers it is all in use who feels let down.

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NEWS

MOMMERSTEEG International will have a number of new introductions at this year's Institute of Groundsmanship Exhibition (9th-11th September) including GERONIMO, a broad-leaved smooth stalked meadow grass which will retain its exceptional dark green colour throughout the Winter.

Geronimo will form a most attractive, compact and resilient turf with excellent resistance to rust and is being included in Mommersteeg mixture MM14 which has been designed for sowing down new golf tees, and for tennis courts. As well as containing 20% Geronimo, the mixtures contain 45% Koket chewings fescue, 25% Monopoly smooth stalked meadow grass and 10% Highland browntop.

Among the literature available at the Mommersteeg stand will be the current

sports and amenity turf catalogue which gives valuable advice on EEC seed regulations as well as useful information on turfgrass varieties.

CHIPMAN Limited, Horsham, Sussex, announce that Mr. Denis Thatcher, M.B.E., has been elected Chairman following his recent appointment to the Board of Directors.

PATISSONS have recently introduced P.V.C. moulded Litter Bins in place of the previous steel and fibreglass models, with great success, and are now producing the new Ball Cleaners in this material, and will follow shortly with the tee markers made in the same way. They claim that this is the ultimate answer for the composition of these products after much research and trials of different materials over the last two decades with timber, steel fibreglass and resin compounds, all of which had disadvantages in rusting, cracking, weight, brittleness, leaking and maintenance.

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Selling your ideas

THE following is the text of a paper by Gordon West, Head Greenkeeper, Auckland Golf Club, at a recent Greenkeepers' Seminar.

I TRUST that this paper will provoke discussion because the subject I have chosen deals with an important phase of golf course management, the results of which can have a profound influence on the golf course in general and the welfare of the Head Greenkeeper in particular.

If I were to ask what makes a good golf course I would receive a wide variety of answers depending largely to whom I directed the question. This question would be of interest to some Professional golfers who have been playing in New Zealand recently and seem to derive some pleasure in being quoted in the press as experts in course design and it appears also that agronomy is one of the attributes of a professional golfer, because they sometimes can recognise Poa Annua. Perhaps the Professionals could send our Head Greenkeepers overseas on a regular basis to places where all the right knowledge can be gained, and on return to this country go about the task of completely eliminating that grass which is always causing their nightmares. They then could be justly proud of what they had done for golf in this country. So much for the Professionals opinion, every golfer I think could offer you his ideas and some are always only too ready to do so, as most of us can vouch. But good golf courses need good Head Greenkeepers and there is one asset that a good Head Greenkeeper needs and that is the art of being a good salesman. The Head Greenkeeper who can master the art of salesmanship will discover that he can function more effectively in his job and I will presume for the purpose of

this paper that the greenkeeper has gained enough knowledge in turf culture that will enable him to be raised to the position of Head Greenkeeper. So he has to be able to sell his knowledge to both committees and individuals.

You may have great ideas for the betterment of your golf course but if you can't sell them they are virtually worthless. Salesmanship can be defined in many different ways. My favourite definition is that salesmanship is the art of persuasion. Whether a product, a service or an idea is involved, the same principles of selling apply. Head Greenkeepers essentially sell a service, that of administering and supervising Golf Courses. In order to perform his service of providing the members with the best possible playing conditions he needs tools, men, supplies and equipment and salesmanship is the key to obtaining these materials. The art of persuasion must be set in motion in order to win approval for expenditures that will enable the best playing conditions to be provided.

Many greenkeepers will admit that they are not very good at persuading. Many have chosen this work because they like outdoor work, communicating with nature which silently proceeds from cycles of growth to rest. Head Greenkeepers have become skilled in the art of growing turf and in all the technical aspects of grooming and maintaining a golf course. They have learnt through years of experience and study the many ramifications of their highly skilled art. Some will say that it is a profession, but with this I disagree because in New Zealand it is not neces-

sary even in the most discerning of clubs for the Head Greenkeeper to have a University degree, and until such time as this is deemed essential for the position of Head Greenkeeper it will in my opinion remain a highly skilled art. By and large very few have had any training in salesmanship and as a result many find it difficult to challenge a fast talker or a committee that is charged with the responsibility of managing the club's affairs. The unprepared is at a loss. He has little knowledge of assembling facts outlining the problem and persuading the committee of the course they should take to provide the club members with exactly what they want.

The art of persuasion is an extremely interesting topic. It can be challenging and fascinating. You become more alert to people's reactions when you speak to them. It is a subtle honest approach to win people over to your particular way of thinking.

If the Head Greenkeeper happens to have a club where the committee is small and the club captain is the chief executive officer and who is therefore in a position of making firm and binding decisions without having always to consult the entire committee, he has a decided advantage over the Head Greenkeeper who has to climb over layers of red tape to get a decision on some matter concerning the course. How often have we seen greenkeepers besides themselves with frustration because too many people have to make the final decision. You get large committees arguing the pros and cons regarding the matter of cost and sometimes shelving the Head Greenkeeper's proposal and spending the money on some unproductive unit of the club. It is here that the Head Greenkeeper must make himself aware of other demands being made on the committee and if there is a likelihood of a division of opinion you must be able to supply and press home all the facts of your case. In other words you have to sell it.

It is often in this area that the art of salesmanship comes into play in the true sense of the word. It is important to remember at this point that a good salesman never really sells anything. He finds out what people want and then helps them obtain it. A rewarding feeling is experienced by the person who succeeds in helping others to acquire what they want. To persuade the committee or a chairman of a committee to obtain something the first thing one must do is to find out if the membership needs or wants it, and if it stands to benefit from the new acquisition.

In presenting a proposal the Head Greenkeeper should be sure that he is in possession of all the facts and that they are presented in terms that can be readily understood.

What kind of approach should be used? Does he explain in detail all the technical information which often is only of passing interest to most committee members. They are not interested in the details. They often can't see what difference it would make if the roots are 2in. deep or 10in. deep. This type of presentation only emphasises the things that are of interest and importance to the greenkeeper. Committee men will be far more impressed if the Head Greenkeeper minimises his own day to day problems and makes a presentation based on the things that are of interest to him and the club members. Whatever you are trying to sell you must relate it to the effect it has on the game. Low Scores, Better Lies, Truer Surfaces are magic words. If what you propose directly or indirectly has an effect on the golfer's score you will find that your request will receive a great deal more attention. Likewise if tree planting is the subject and explaining that a particular planting will make the better golfer have to play better golf to score, but that it will not impose too great a penalty on the bulk of the membership who in the main

[Turn to Page 21]

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[Salesmanship from Page 19]

are on middle to longer handicaps the same interest will accrue.

Most club officials and members are interested in beauty. A beautifully groomed course that is well landscaped may even make a golfer overlook his poor score. Your presentation should show him how the products you wish to introduce will directly or indirectly affect the beauty of the course. Probably the most important interest of club members is prestige. What golfer doesn't want to belong to a club ranked amongst the best. There is great pride in membership and golfers like to tell others how great their course is playing. Playing up the prestige angle in your presentation may also help in winning committee approval for what you need.

Score, Beauty and Prestige. Let's have a look at what practical application can be made with these attractions.

Suppose we use as examples grasses and a machine that are going to affect the quality and growth of the turf. Are you going to tell the committee—"If these are approved my grass will be healthier, have a deep root system, will resist disease better and I will have far less worries", or are you going to state, "These will help me produce strong turf that will give you a good lie of the ball. Your score should improve, the course will be more beautiful because we can get a denser cover of high quality turf, and that will give us a course that ranks with the best". Which would you choose?

The first approach obviously relates to the areas that are of primary interest to you. The second approach appeals more to the interests of the committee and the membership.

Becoming a good salesman can be rewarding, it can profoundly affect your future as a Head Greenkeeper. It is essential that you make a close study and gather all the facts and figures necessary to present a good case and be in a position to answer most queries.

Seek and obtain co-operation from those concerned in the channelling of all the correct information.

All of us are going to see machinery and other products on display on Wednesday, the success of what you will obtain for your course will be how well you use your salesmanship when you get home. If you are fortunate enough to convince the powers that be that your recommendations are the best for your course, then make every endeavour to show that your judgement has been wise. Not only will this satisfy the membership but above all it will considerably enhance your status within the club, and show that your knowledge demands respect.

NEWS

MAXWELL M. Mart (London) Ltd. have available a new grass seed and fertiliser chart and an up to date amendment list of prices of all products supplied by them. Copies can be obtained on request.

MR. JOHN MELLOR, agricultural sales manager of Lindsey and Kesteven Fertilisers, has been appointed an associate director of the company.

A. B.Sc. (Agric.) of Durham University, Mr. Mellor spent some time as a farm manager in his native Yorkshire before entering the fertiliser industry. He joined L and K as an advisory representative ten years ago, and afterwards spent three years in charge of merchants' accounts in the midlands and the north before being promoted to the post of agricultural sales manager in 1971.

Married, with three children, he lives at Swallowbeck Grange, Hykeham Road, Lincoln.

Draining with plastic pipes

READERS of The British Golf Greenkeeper will certainly be aware of the value of good drainage for keeping courses playable. More and more courses are being drained using uPVC land-drainage pipes, and many of the advantages claimed for uPVC over clayware are already widely known. Being much lighter, and simple to install, uPVC systems minimize the time spent on drainage work and the disturbance to existing sward.

However, enquiries carried out by a major supplier of uPVC pipes, Trenching Plastics Limited, Coggeshall, Essex, indicate that where clayware pipes are still being specified this is sometimes the result of a misconception about how clay drains work. Experiments performed by the Ministry of Agriculture, Fisheries and Food have proved that clay drainage depends for its effectiveness on water entering between the pipes. In practical terms, scarcely any water passes through the clay walls themselves. And the gaps between clay-

ware pipes will obviously depend upon how well they are finished and laid.

With plastic pipes, of course, water enters through multiple rows of perforations all along the length. In this respect they more nearly approach 'the ideal drain' and allow very rapid water intake. Trenching Plastics are an appointed distributor of **Wavincoil** and **Wavinflow** uPVC systems. They point out that these systems are used extensively throughout Europe, and that both conform to the stringent requirements of British Standard 4962. The size, frequency and distribution of the perforations in both systems have been developed from years of experience and research to combine good hydraulic properties with resistance to siltation.

Readers who would like further information on these and other drainage products available from Trenching Plastics are invited to write to Harcog Group Ltd., FREEPOST, Coggeshall, Colchester, CO6 1BR. No postage stamp needed.

Sponge on the 11th green

By courtesy of The Journal S.T.R.I.

PROBLEM

IN RECENT years our 11th green has increasingly become a problem. Despite being constructed on a sandy, well drained soil, the surface holds water and plays badly. What can we do to improve the situation? A sample of turf is enclosed.

REPLY

The sample of turf shows an exceptionally fibrous condition. This has developed over a number of years as plant material such as stolons, leaves, roots etc. have accumulated near the surface. When a thick layer like this has built up it holds water like a sponge and reduces aeration, which in turn leads to shallow rooting and greater building up of fibre. Over acid soil conditions are sometimes associated

with this condition and a soil sample should be sent to us for testing.

Fibre can become a problem when mechanical operations like scarification and aeration are neglected, but also through over generous watering in the summer.

We suggest you carry out solid tine aeration on the green now, applying a light (2 lb./sq. yd.) top dressing of sandy compost. Light and regular scarification (every 2-3 weeks) should be practised during the summer, exercising discretion when watering. Use a power driven scarifier thoroughly early in September, giving time for recovery before winter. Follow up by hollow tining to remove physically some of the fibre as cores and allow subsequent top dressing with sandy compost to be worked well into the surface.

Company Profile

ANDREWS Limited have been selling turf maintenance equipment for upwards of 40 years. For much of that time their activities were confined to an area of about 400 square miles centred on Sunningdale. About five years ago, however, they decided that their knowledge of professional greenkeeping and grasscutting justified the marketing of certain carefully chosen products on a national basis. At least two of these products have proved to be of great value to greenkeepers throughout the United Kingdom. They are, of course, the CYCLONE fertilizer spreader and the BLUEBIRD de-thatcher.

The CYCLONE is now virtually standard equipment for most golf clubs; it is a well-made device which more than substantiates the claim Andrews makes that it "spreads five times faster without danger of burning or under-dosing. Once the application rate has been set by the Head Greenkeeper, it is simply a matter of wheeling CYCLONE over the greens whilst the high speed centrifuge spreads the dressing evenly over a 6ft. swath. The spread pattern has a "feathered" edge so degree of overlap may be quite vague. An average golf green is dressed to perfection in about three minutes!

BLUEBIRD, on the other hand, is still relatively new in England. Made for the American Rental Market, it is an immensely strong, powered reel-rake with rows of swinging knife blades which rapidly remove fibre and moss but which can follow turf contours without danger of scalping. Few things spoil a golfer's day more certainly than the slow putting surfaces which result from "thatch". When it is removed, the result is dramatically faster, surer puts and, of course, more greenkeeper-appreciation!

During 1974, a new range of highly efficient outdoor vacuum sweepers was imported by Andrews and christened

No 4: Andrews

BILLY GOAT. At the same time, a high-pressure wind broom called WINRO was introduced to the market. Both have proved hugely successful and within two years most progressive clubs will be enjoying the benefits of easy litter collection and the ready manipulation of leaves in bulk. The vacuum sweepers pick up all kinds of paper, grass mowings and twigs and will even collect beer cans and bottles. WINRO will clear a golf green of fallen leaves in less than a minute!

Bill Williams and Chris Bradshaw are the Andrews's Technical Representatives and between them they cover the whole of England and Wales. In Scotland, Andrews are ably represented by Ransomes of Edinburgh Limited, and A. M. Russell Limited (also of Edinburgh).

Andrews's Managing Director, Ken Salt, claims that their success may be ascribed to just two things—integrity and a sensible pricing policy. Integrity covers product quality, warranty responsibility and a sincere interest in users' problems. The prices of Andrews products are always most modest in comparison with competitors' machines.

St. Andrews Supervisor

MOMMERSTEEG INTERNATIONAL and the British Golf Greenkeeper are sorry that an old advertisement featuring St. Andrews was inserted in the August issue of the Greenkeeper in error. This advertisement stated that the Links Supervisor of the course was John Campbell.

We should like to express our sincere apologies both to Mr. John Campbell and to Mr. Walter Woods who is now the Links Superintendent of the course and trust that our oversight has not caused too much embarrassment to either gentleman.

Going by the book by Patrick Smartt

SEATED IN front of my bookshelves, six of them crammed with books on golf, rather after the manner of an antique collector gazing upon his possessions, two unexpected thoughts assailed me.

Firstly, what a fuss about a game (guilty, as a contributor). Secondly, should we get a better perspective of the instructional value of a book, if it were reviewed by a struggler (for whom it was written), with a number of frustrated years behind him? Or, if you like, a young man in his twenties, close on a single figure handicap? We should then know whether it had helped them or not. Now and again a tip will be discovered. As with a new putter, it will serve its brief time, and then like a snowflake melt away.

The press reviewer knows the game, he sees a lot of it, and can grasp what

the author means. There are some with long handicaps, but I suppose: "Utterly confusing" would not go down well with his editor. In the past, I did some reviewing for a golf magazine, and disliked discussing the technical books. It became a battle between honesty and an aversion from reducing someone's sales. This arose through not being a trained journalist. I cannot claim that distinction, never on the staff of a newspaper or a magazine.

Years of study of the written word, and as many listening to and joining in discussions on the golf swing, or method, if you prefer the modern term, leaves me rather sceptical.

The writings of the great, and not so great, facing me in their serried ranks, books which have been read over and over again, have fixed themselves so firmly in the memory as to

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permit stating fairly accurately, the swing plan of the author as portrayed by his scrivener, with little need for reference. One arrives at the point of knowing in the older books, which "ghost" to trust. The tape recorder has simplified this. Any writer or verbal coach knows that words are interpreted differently by the recipients. There is the art of "putting it across".

It is to be borne in mind that what is being "put across" are the opinions, conclusions, the teacher has arrived at. I cannot pick out two books that give identical advice. How dull it would be if they did.

On more than one occasion the question has been put, which book should be recommended to a beginner? It is doubtful if there is one. The reader must have reached a standard when he understands what the author is trying to tell him. He or she can learn the rudiments from a professional.

It is when one has unwillingly given up the game, the different theories can be examined dispassionately. Standing back taking a long view. As so often told before, when something unusual is presented, there is an excursion into the garden and a half-speed swing test made with a lady's club. Followed by a rapid return to the house, like a schoolboy caught at the sweets, for disobeying orders. In short, do not swallow whole all you read—find out.

There is no call to run again through the wearisome list of the different schools of thought. As a proof of their contrariness, I have before me two photographs. They show Sam Snead and Jack Nicklaus, taken from behind at the top of the swing. Both have the left wrist and forearm in line. The wrist has not cupped under the shaft. Two different generations. Memory drove me to Bobby Jones: **GOLF IS MY GAME**. He describes it: "... so that the back of the hand and the forearm are in the same

plane." Unless I misread him that is what they are doing.

He goes on: "A simple trial will convince anyone that so long as such a relation is maintained, no hand or wrist action is at all possible." That is startling. Two out of three of the finest exponents of the game, disproving the conviction of the other. Jones' competitive career was in the hickory era. Snead started with it. Nicklaus never. There may be something in that. The "hickories" used hand action, which meant more wrist work. After a golfing life, split almost in half between hickory and steel, perhaps it would be better put, by a very ordinary golfer, that either shaft called for a different hand action.

To take another look at Bobby Jones, he wrote that doses of instruction should be simple, direct and practical. He enlarges on this, in saying that should someone try to explain the golf swing to a kid, he would be completely baffled. It is generally thought that Jones was coached throughout his career by Stewart Maiden. In fact he had barely half a dozen lessons. He watched and copied Maiden's and other good players' swings, and found out things for himself.

The longer one looks at it, the more apparent it is that there is no secret, except rhythm. And that should be a relief. If the time ever came when everyone agreed upon one type of action the fascinating, frustrating search would be over.

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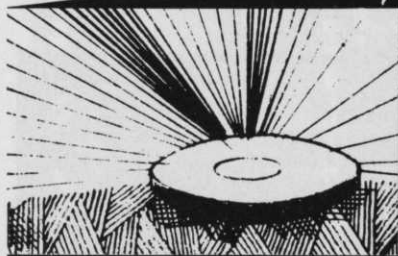
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Southern Section

Chairman:

F. W. FORD
(South Herts.)

Hon. Secretary:

F. W. FORD
68 Salcombe Gardens,
Mill Hill, London, NW7
Tel: 959 2847

A WARM welcome to the following new members whose names are listed below:

P. M. Elsley (Mid Kent); M. Ripsher (Hampstead); D. H. Martin (Burnham-on-Crouch); P. Barford and A. Cantlon (Berkhamsted). Honorary Members: T. J. Carter; P. Kemp; D. G. Manning; S. W. Poole; N. Sadler and E. Sadler. All lectures will take place at the Sports and Social Club, Whitbreads Brewery, Chiswell Street, EC1Y 4SD.

In the small hours of Thursday morning July 31st, the writer and other members of the section left London by car and mini-bus to join a team from the Midland Section, who were waiting at the Coventry Golf Club.

The reason for the trip was to play for the Bob Craig Trophy, which last year was won by the Southern Section at the Crews Hill Golf Club.

The morning was perfect for golf, as two teams of 12 played a foursome on what proved to be a delightful golf course in first-class conditions. The result of the morning match was all square.

Accompanied by George Nurton of Huxleys, Peter Bell of Patissons and

SECTION NEWS

A nationwide round-up of news from the branches

David Craig, the players enjoyed an excellent lunch in the modern and well-appointed club house.

After lunch the players gathered on the first tee and went off to play singles.

The match results were: K. Eastwood beat N. Jones; G. Payne lost to T. Morris; R. Plain lost to R. Hughes; T. Price beat J. Bevan; J. Newman halved R. Pullen; P. Fitzjohn halved V. Smith; W. Machin beat E. Thomas; R. Chandler lost to A. Kite; G. Davey lost to R. Pilsbury; B. Payne beat E. Leeson; R. Tempest lost to D. Haynes.

The home team were the winners by one match. After a first class evening meal and before any serious drinking got under way, the party assembled in the lounge. Ray Tempest, as captain of the South, thanked the club and the staff for the welcome extended, and the Midland Section for their organisation.

Vic Smith, in reply, said how delightful it was to play golf against another section, and looked forward to next year, when he assured us the Midland Section would retain the cup.

In presenting the cup to Vic Smith, David Craig commented on the informality of the day and the fact that the two sections could get to know each other better, which was the original intention of the match.

Northern Section

Chairman:

J. SCOTT
Wetherby Golf Club

Hon. Secretary:

W. HEELES
7 Tentergate Close,
Knaresborough, Yorks.
Tel: K'boro 3851

MR. G. F. BENNISON who has worked at Otley Golf Club for 16 years, the last 6½ years being in the role of Head Greenkeeper, has moved to Scun-

thorpe Golf Club commencing his new duties on 11th August.

Gordon, a member of the committee for many years, will not be lost entirely, he intends to remain in the Northern Section and attend as many functions as possible. He takes with him the best wishes of everyone and his new address is 35 Trinity Road, Bottesford, Scunthorpe.

Welcome to the following new members:

Michael Stewart Muirs, W. Bowling Golf Club, Raymond Street, off Mayo Avenue, West Bowling, Bradford. Class C.

Nigel Donkers, Cleckheaton Golf Club, 123 Netherlands Avenue, Odsal, Bradford, Class C.

Harry William Chard, 22 Mayfield Rise, off Charles Street, Ryhill, near Wakefield. Vice-President.

Congratulations and best wishes to David Spurden and his new bride, Loise, who were married on Saturday, 2nd August. David's new address is 2 Thornton Street, Burley in Wharfedale, Ilkley. I hope to see you at Walsall Golf Club.

Midland Section

Vice Chairman:
V. W. SMITH

Hon. Secretary:
A. KITE
5 Lullington Close,
Sutton Coldfield,
West Midlands.

THE ANNUAL Summer Tournament and A.G.M. were held at the Habberley Golf Club on Monday, 14th July. The Tournament was played over 18 holes Medal Play and considering the weather had been so dreadful over the previous evening we were lucky enough to have a fine day to play the competition. We would like to pay tribute to John Grealy for the condition of the course, Mrs. Grealy and her helpers who once again supplied us with excellent meals, and finally the Captain and members of the club who allowed us the use of all their amenities throughout the day. The prizes were presented by the Captain of Habberley Golf Club, Mr. John Hud-

son, who also welcomed our Section to the club and expressed his pleasure on being able to entertain us all.

List of Prize Winners

1st Net—V. Smith	68
(Habberley Cup, Carpet).	
2nd Net—D. Haynes	68
(Summer Cup).	
3rd Net—T. Morris	70
(Bottle of Whisky).	
4th Net—A. Parton	71
(Bottle of Gin).	
5th Net—E. Thomas	72
(½ Bottle of Gin).	
6th Net—A. Boraston	73
(Tray).	
7th Net—R. Chandler	73
(½ Bottle of Gin).	
8th Net—A. Kite	74
(Bottle of Wine).	
9th Net—A. Lewis	75
(6 Golf Balls).	
10th Net—J. Bevan	76
(Bottle of Sherry)	
11th Net—B. Ashby	76
(Cigarettes).	
12th Net—M. Blaydon	76
(Cigarettes).	
13th Net—J. Hughes	76
(Cigarettes).	
14th Net—W. Boyce	78
(Cigarettes).	
15th Net—N. Jones	79
(Cigarettes).	
16th Net—R. Pullen	80
(Golf Shirt).	
17th Net—H. Drewitt	80
(Cigarettes).	
18th Net—F. Ashby	80
(Cigarettes).	
19th Net—N. Pullen	80
(Cigarettes).	

The prize donors were Habberley Golf Club, Mr. and Mrs. J. Grealy and individual members of the Golf Club. The committee and members of the Midland Section would like to extend our thanks for their generosity.

The Annual General Meeting was held directly after the Summer Tournament had been completed. Officers elected were as follows:—President, Mr.

N. H. Russell; Chairman, Mr. V. W. Smith; Vice-Chairman, Mr. A. Parton; Hon. Secretary, Mr. A. J. T. Kite; Hon. Treasurer, Mr. E. V. Thomas; a committee of R. Pullen, D. Haynes; representative to Executive Committee, V. W. Smith; Hon. Auditors, R. Pilsbury, D. Morgan.

Two new Vice-Presidents were elected: Mr. H. Reeves, Mr. G. Dale. Out of the existing Vice-Presidents the following were re-elected: G. Hiams, H. G. Lunt, S. Allen, W. H. Heath, P. Wyatt, D. Parker, W. H. R. Lloyds, L. Handley, R. Pilsbury, D. J. Moore, J. B. Franks, C. C. Moore, D. J. Morgan, W. F. Payne, A. Webber, R. Huntley, J. W. Jackson, A. H. Clayton, E. Ballinger, G. Stubbings, K. Sargeson, F. Stanbridge and R. A. Pratt.

We would like to thank the retiring President, Mr. Carl Bretherton, for all the tremendous work he has put into the Midland Section, without his efforts our Section would not be the healthy, expanding Section it is today. Thank you Mr. Bretherton, we will always be indebted to you for all you've done in the past.

We would like to welcome to the Midland Section the following new members:

G. A. Phipps, Moorhall Golf Club, Class C; F. B. Winters, Moorhall Golf Club, Class C; A. J. Lawley, Moorhall Golf Club, Class C; P. D. Yiend, Fulford Heath Golf Club, Class C; G. J. Allsopp, Tolladine Golf Club, Class A; D. Rea, Droitwich Golf Club, Class A; W. Danks, Edgbaston Golf Club, Class C; S. Campbell, Kenilworth Golf Club, Class C; J. C. Swambo, Cotswold Hills Golf Club, Class B; R. Hughes, Dudley Golf Club, Class A; W. R. J. C. Sproul, Shifnal Golf Club, Class A.

East Midland Section

Chairman:

B. MOTT
84 Balmoral Road,
Mount Sorrel,
Nr. Loughborough,
Leics.

Hon. Secretary:

S. FRETTER
4 Queens Drive,
Leicester Forest East,
Leics.

ANNUAL DINNER/DANCE will be

held at the Shakespeare Inn, Braunstone Lane, Leicester, on Saturday, 15th November, 1975. Details to follow.

Annual Golf Tournament will be held at Birstall Golf Club on Wednesday, 1st October, 1975, first tee 12.30 p.m. Do not forget to notify Mr. B. Mott, our Chairman, re this match.

Lecture given by Johnsons Seeds on grass will be held at Rothley Park Golf Club on 7th October, 1975, at 7.30 p.m.

Please note that from 30th July, 1975, the Hon. Secretary's telephone number is Leicester 394870 and not Kirby Muxloe 4870.

South West Section

Chairman:

R. GAITES

Hon. Secretary:

M. R. LYONS
33 Pensfield Park,
Westburn-on-Tryn,
Bristol.

FUTURE EVENTS. 7th October: Match against Welsh Section, 10 a.m., St. Pierre. 12th November: Winter Foursomes, 12 noon, Bristol and Clifton Golf Club.

Wateration Cup. A very good day was had by all members at Clevedon Golf Club on 19th May. Competing for this cup for the first time.

The weather was very warm and the course was in excellent condition. May I thank Clevedon Golf Club for allowing us to use their facilities and catering so well for us.

Results: 1st Net 73 P. Hedges (Bremhill Park Golf Club); 2nd Net 74 L. Croad (Enmore Park Golf Club); 3rd Net 75 A. Cockfield (Bath Golf Club).

Greenkeeper / Amateur. This was held at Bath Golf Club the first time away from Saltford Golf Club for 15 years.

It was played as a Greensome Stableford/Medal, with the gross scores being the best completed Medal rounds and the Net being the best Stableford rounds. Again the day was very hot, but tolerable. Scores were good considering the firm unpredictable conditions.

All members convey their thanks to

Bath Golf Club for the use of their course and club house; a special thanks to the catering staff for the excellent food provided.

We were pleased to have Mr. Eric James, the National Chairman of B.G.G.A., with us and trust he enjoyed his time with us; it is a long trek up from Parkstone Golf Club for half a day. We were honoured at your presence, Mr. James.

Results: 1st Gross 76 A. Cockfield and K. M. Watkins (Bath Golf Club); 2nd Gross 77 P. Hedges and R. Hacker (Bremhill Park Golf Club); 1st Net, 37pts. F. Tucker and L. Hewson (Knowle Golf Club); 2nd Net 35pts F. Ainsworth and P. Appleton (Kingsdown Golf Club).

Annual 36-Hole Championship. West Wilts. Golf Club, Warminster, was the venue for this, our main event of the year. A rather damp start to the day, but this soon cleared and we were left with warm, windy conditions. The catering staff looked after us very well as did the greens staff, providing us with very good playing conditions; we are all most grateful.

Results:—Head Greenkeeper's Section: 1st Net 146 L. Millar (Burnham and Berrow); 2nd Net 147 L. Croad (Enmore Park Golf Club); 3rd Net 161 A. Cockfield (Bath Golf Club); 4th Net 163 M. Lyons (Henbury Golf Club).

Assistants' Section: 1st Net 151 E. Ham (Burnham and Berrow); 2nd Net 156 M. Brand (Knowle Golf Club); 3rd Net 165 A. Nicholls (Henbury Golf Club); 4th Net 166 F. Tucker (Knowle Golf Club). Best overall Gross 148 L. Millar (Burnham and Berrow). The attendance was reasonable but could have been better.

All members wish Mr. John S. Ireland, our President, a speedy recovery from his recent operation, and trust he will be well soon, and be back with us. A warm welcome to the following new members: P. Hedges (Bremhill Park Golf Club); G. Brooks (Bremhill Park

Golf Club); L. Carless (Chipping Sodbury Golf Club); A. Nicholls (Henbury Golf Club).

Sheffield Section

President:
S. K. ARNOLD

Hon. Secretary:
B. V. LAX
153 Kilton Road,
Worksop, Notts.

ON 9th JULY we held our Section Annual Tournament at Wheatley Golf Club, Doncaster, 22 members taking part in the 27-hole Medal Competition.

All those who took part were unanimous in their praise of the condition of the greens that Neil Maltby had prepared for us to play on. We had just had weeks of very hot dry weather, and I am sure Neil and his staff had put in a lot of work to produce such good results.

We had some really good prizes to play for, and thanks go to the following who generously gave to our prize fund: Chaplins Grass Machinery, Rigby Taylor Ltd., May & Baker Limited, Pattison & Co. Ltd., Henton & Chattell Ltd., Stewart & Co., Toro U.K., Sutton Seeds Limited, Joseph Bentley Limited, Ransomes, Sisis Limited, W. Mountain & Sons Limited, Chipman Limited, Henry Middleton Limited, Fernco Ltd., Cannonck Fertilisers Limited, S.A.I. Horticulture Limited, Mr. Sinclair, Mr. W. Atkinson.

Thanks also to Wheatley Golf Club for giving us the use of the course, also the catering staff who provided us with some fine meals.

Our thanks also go to the Captain of Wheatley Golf Club for joining us, and helping to present the prizes which were won by the following:

Ron Whitehead (Dore & Totley) fresh from his success at Abbeydale, and in spite of a reduction in handicap, came back to Wheatley and collected all three of our trophies. Best 27-hole Gross Cup (115 Gross); Best 27-hole Net Cup (105 net); Best 18-hole Net Cup (69 net). Well, done, Ron.

Other prizewinners were as follows

(all 27-hole Net scores):

M. Coultas, Grange Park Golf Club, 104 net.

R. N. Maltby, Wheatley Golf Club, 107½ net.

P. Quartermaine, Worksop Golf Club, 110 net.

B. V. Lax, Worksop Golf Club, 112 net.

K. B. Heaney, Wortley Golf Club, 112½ net.

R. Brailsford, Worksop Golf Club, 113 net.

J. McNicholas, Silkston Golf Club, 114 net.

D. Chappell, Grange Park Golf Club, 114 net.

G. Herrington, 114½ net.

C. Colton, Lindrick Golf Club, 115½ net.

A. Wadkin, 115½ net.

E. Palmer, Abbeydale Golf Club, 116½ net.

J. Clarke, Hallamshire Golf Club, 117½ net.

L. Allsebrook, Renishaw Park Golf Club, 118½ net.

H. Herrington, Lindrick Golf Club, 122½ net.

D. Neeve, Dore Tolley Golf Club, 126 net.

An 18-hole Competition for our Vice-Presidents and Visitors, held in the afternoon, was won by Mr. J. Wardle (Wheatley Golf Club) 70 net, with Mr. A. J. Sinclair (Doncaster Golf Club) 74 net 2nd.

North West Section

Chairman and Hon. Secretary:

H. M. WALSH
34 Kingsfold Close,
Brightmet,
Bolton, Lancs.

AS PREVIOUSLY stated the Autumn Tournament will be played over the Bury Golf Club's course 6th October. I must have entries as soon as possible so that I can complete catering arrangements and time-sheet, times from 9 a.m.

The October talk will be given by

B. Metcalf, Esq., of Joseph Metcalfs Limited, on the 20th October, venue Swinton Park Golf Club, time 7.30 p.m. The November talk will be given by Jim Bradbury, of Mommersteeg Seeds, on 3rd November. Venue, Swinton Park Golf Club, time 7.30 p.m. Further dates and details when available.

It has been arranged that the Section make a trip this winter to the Toro factory at Darlington. The date to be the 4th December, and conveyance by coach. I would like members to inform me as soon as possible if they wish to make this trip so that I can make the necessary arrangements with the management of Toro. I will be able to give details, etc. re this trip at our Autumn Tournament at Bury, as to cost, times of pick-up.

Dates for your Diary: 6th October, Autumn Tournament at Bury Golf Club; 20th October, Talk by B. Metcalf, Swinton Park Golf Club; 3rd November, Talk by Jim Bradbury, of Mommersteeg Seeds; 4th December, Annual Trip, Toro Factory, Darlington.

B. Buckle is now the Head Greenkeeper at Brookdale Golf Club, Failsforth, near Manchester. We welcome the following new member and hope his association with the Section will be a happy one: S. Richardson, New Mills Golf Club.

South Coast Section

Chairman:
E. R. JAMES

Hon. Secretary:
MRS. J. STIMSON
North Wilts, G.C.

ALL members are reminded that the Autumn Meeting will be held on Thursday, 2nd October, 1975, at Lee on the Solent Golf Club, by courtesy of the Committee. Tee-off 9 a.m. 27-hole Stableford Competition. Members are invited to bring one guest partner (entry fee £2.25 each).

Entries, together with current golf handicaps, should be sent to Mr. E. Fox, Tournament Organiser, c/o Huxley's Machinery, The Dean, New Alresford, Hampshire, not later than Friday,

19th September, 1975. Cheques and postal orders to be made payable to B.G.G.A. South Coast Section, please.

The Winter programme of lectures will be held at Alresford Golf Club on the first Tuesday of each month, November to April inclusive, at 7 p.m.

Welsh Section

President:
J. BIRD

Treasurer:
D. C. OLIVER
Lywnpia,
Rhondda,
Glam.

OUR Autumn Meeting will be held at Clyne Golf Club on 17th September. Could all attend by 9.45 a.m. Would all members who have not yet paid their Annual Subscriptions do so as soon as possible.

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Diary Dates

- Sept. 17 Welsh Section, Autumn Meeting, Clyne G.C., 9.45 a.m.
- Oct. 1 East Midland Section Annual Tournament, Birstall G.C., 12.30 p.m.
- Oct. 1 Southern Section, Quiz, Whitbreads, 6.30 p.m.
- Oct. 6 N.W. Section, Autumn Tournament, Bury G.C., 9 a.m.
- Oct. 7 Southern Section, Secretaries' Match, Beaconsfield G.C.
- Oct. 7 East Midland Section, Lecture by Johnsons Seeds, Rothley Park G.C., 7.30 p.m.
- Oct. 20 N.W. Section, Lecture by Joseph Metcalfs Ltd., Swinton Park G.C., 7.30 p.m.
- Nov. 3 North West Section, Talk by Mommersteeg Seeds, Swinton Park G.C., 7.30 p.m.
- Nov. 5 Southern Section, Suttons Seeds, 6.30 p.m.
- Nov. 15 East Midlands Section. Annual Dinner/Dance, Shakespeare Inn, Leicester.
- Dec. 3 Southern Section, Ransomes, 6.30 p.m.
- Dec. 4 N.W. Section. Visit to Toro

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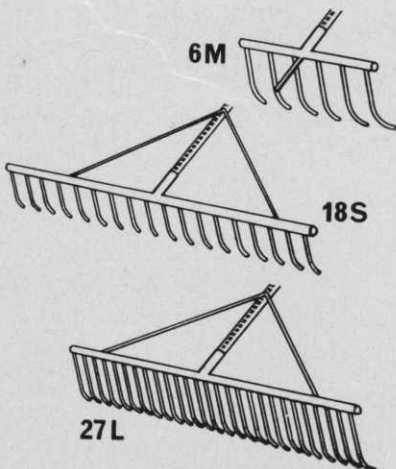
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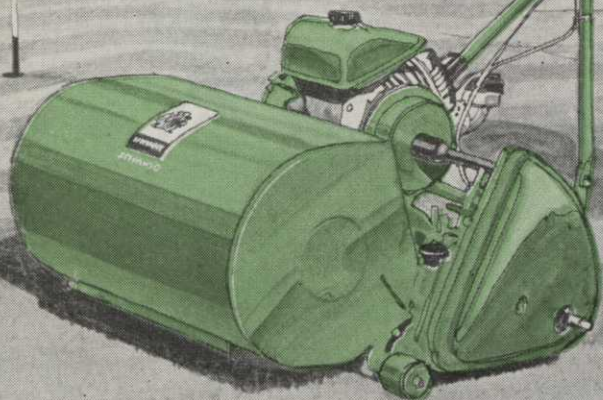
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