

## OUT AND ABOUT

### TURFLAND KEEP BROUWER DISTRIBUTION

Ransomes, who recently acquired the Canadian based Brouwer Company as part of the Cushman Ryan deal, has announced that there will be no change to Brouwer distribution in the UK.

Outside of North America, Ransomes Commercial Division, based at Ipswich, now have the responsibility for marketing Brouwer worldwide and intend re-appointing Turfland Professional Equipment Ltd Cheshire to continue selling and servicing the complete Brouwer range in the UK.

Ransomes Sales and Marketing Director, Keir Wyatt, said, "We are pleased that Chris and Janet Watmore will continue to handle the Brouwer line. They have a very experienced team, and we are confident they will develop further, this important sector of the market."

The Brouwer product range is principally comprised of turf harvesters, handling systems, vacuum trailers and gang mowers. Brouwer are the market leader in turf harvesting equipment throughout the world.

### TIS WIN WISLEY IRRIGATION CONTRACT

Probably one of the largest contracts ever awarded in this country, the 27-hole Wisley golf course irrigation system has been won by Toro Distributor Turf Irrigation (TIS) Sandbach.

Delighted by the news, Robin Hume, managing director, TIS, says that the £560,000 system - covering greens, tees and fairways calls for no less than 750 Toro '670' model pop-ups!

The Control System will comprise a Toro VT2 central controller and 49 VT4 satellites. This is the first time that this combination of Toro sprinklers and controllers have been specified in this country - or Europe. Construction work, by Southern Golf, (Warwicks) is already underway on the Robert Trent Jones II Wisley course which will include a hotel, country club and 18 and 9 hole courses. The developers are Marlin Estates.

Turf irrigation have scheduled installation of the 670 system for March and aim to

complete the job by the end of September. Weisley, a neighbour of the Royal Horticultural Gardens, will be the first syndicated members golf club in Britain, but at a cost.

A share and a debenture will cost £31,300, limited to ten units for each purchaser and these will be put on the market by the developers - Marlin Estates through the stock brokers, James Capel this month. Each unit will allow companies to nominate annually, only one member per unit and a ceiling on membership has been set at 750.

### IRRIGATION CONTROL - SOPHISTICATED BUT SIMPLE

A new irrigation controller for golf course watering systems is being produced exclusively by Irrigation & Slurry Services of Salisbury, the Toro Area Distributors for the South of England. The ISS 'Aquaflow' irrigation system controller is said to provide to a flexible, reliable method of golf course watering control, easy to use and requiring no computer knowledge.

Based on a computerised full colour monitor, keyboard and disk data storage principle, the 'Aquaflow's' printer provides a print-out of all data, so that a log of the system operation can be built up throughout the season. Full information is provided of total sprinkler/station operating times in hours/mins plus gallons used so there is an easy check on water use.

The system is menu driven from the full screen display (without LED/buttons). Stations are called up by hole number, such as green 7 or tee 6. The system allows for 4 automatic starts each day, on a separate daily programme, together with 2 automatic syringe cycles.

The system operates in up to 4 zones concurrently with a station timing from 1-30 minutes. An indefinite cancel feature suspends watering without de-programming at any time. When necessary the automatic programmes can be overridden to manual.

An additional feature is the ability to store specific programmes on independent disks so irrigation meets the exact requirements to suit the conditions.

As the system is computer based, coding is completed within the central unit so that all "slave" units installed in the field are identical and do not require any field setting up or coding to operate. Each slave unit controls up to 9 outputs and the unit can control up to 40 slave units giving a system capacity of 360 stations. This gives easy extension of the system at any time simply by adding required stations to the disk data.

The managing director of ISS, Gary Parker believes the 'Aquaflow' system is not only extremely flexible, but very simple to use. "Operators need know nothing about computers", he said.



## OUT AND ABOUT

### SEED FIRM LAUNCH CATALOGUE

Bentley's 1990 Amenity Catalogue issued this month with an attractive green cover and redesigned full colour pages.

The new style is designed to make product referencing and ordering much easier for the 'professional user'. Amenity Products are listed by product type - chemicals, composts, equipment, fertilisers, pots sundries, tools, tree planting and turf care. Product name, size of pack, net price and Bentley's computer code, plus full colour pictures of the products are featured in a new easy to identify layout.

The 138 page catalogue contains approximately 6500 products, all coded and indexed. In the front of the book is a message from Bentley's new managing director, Vaughan Foster and details of how to use the catalogue.

The new catalogue is the first to be issued since Joseph Bentley Ltd. came under the ownership of Good Life Holdings Ltd - a company with wide interests in Horticulture and Agriculture.

### LAW MAN HEADS POSSE ACROSS THE LAKES

Membership of Hellidon Lakes Golf Club, the championship course featured in our March issue is growing rapidly.

Heading the swiftly expanding list of new members is David Jarratt, a police superintendent with a passion for golf.

David, an 18 handicapper and one time captain of Staverton Golf Club, has joined Hellidon Lakes with his wife Joyce, a former lady captain. He is a detective superintendent of Northamptonshire Police 'B' Division based at Towcester.

"I consider myself very lucky and honoured to be the club's first member. The Hellidon Lakes course is going to be second to none in the area. The design is superb, and with 10 lakes coming into play it is going to be a testing golf challenge, but a very enjoyable one", said the number one member.

"While you may have to pay a little more for membership at Hellidon, in the long run we are going to benefit from a well developed and well manicured course where the members are the sole priority. A lot of people play golf these days, and the last thing you want is the hassle of a crowded course."

The multi million pound Hellidon complex developed by Daventry businessman Stuart Nicoll is based on a policy of providing exclusive golf for a restricted membership of 500. Already 650 enquiries have been received, reports Mr Nicoll, following the recent launch by former England soccer star Bobby Charlton. The course opens officially in January 1991.

### FRENCH "ACADEMY" FOR GREENKEEPERS AND CLUB DIRECTORS

A 27-hole golf course, just 10 kilometers from Montpellier, in the South of France has become the training centre for French Greenkeepers and Golf Club Directors. Established in 1987, the "International Academy of Golf Careers", runs 12 month courses starting in September each year, consisting of eight months of theory and four months of practical tuition at a chosen golf course.

Recruitment for the various courses commences in May and continues until July. Competition for a place is intense and candidates must have a university degree in either management, social sciences, commerce or in the case of the greenkeepers, the equivalent is agriculture or horticulture. A further qualification is what is described as "a good level at golf - at least a handicap of 24-28!"

Applicants must sit an entrance examination, followed by an in depth interview to assess their suitability for the course and level of motivation to succeed; highly necessary to reduce the annual 300 applications to the final 35 available places.

The training period is spread over 1,000 hours with tuition in accountancy, management skills, administration techniques, general commerce and turf culture specific to the golf course.

As well as the formal study sessions, the French Golf Federation, Golf Journalists, Golf Club Directors and other professionals related to the game of golf are brought in to run conference style lectures.

Weekends are not for time off. For two weekends out of three, the students are sent out to the Massane Golf complex for practical work on club administration, running competitions, or in the case of the greenkeepers, course maintenance and presentation.

The success rate for finding a job at the

end of the year of study is around 85%, but higher in the case of greenkeepers as there is a desperate shortage of trained greenstaff in France, growing week by week as more and more courses are developed.

France is now the European country leading the golf course development boom with a high concentration around Paris, Brittany and down the west coast towards the Spanish border.

### MORE SUCCESS FOR BAGCC MEMBERS

The constructor members of The British Association of Golf Course Constructors have landed a number of notable contracts already for 1990. Land Unit Construction have been awarded the construction of a 36 hole course designed by Hawtree and Son for Burhill Estates on a site near Nottingham. CDC Golf and Leisure Developments are working on course alterations at Dale Hill Golf Club East Sussex, Waldringfield Heath Farm Golf Club, Suffolk, Ely City Golf Club, Cambridgeshire as well as the construction of 18 hole courses at Deben Valley Golf and Country Club, Woodbridge Suffolk and Windmill Golf Club, Cleethorpes, Humberside. Another interesting project being undertaken by CDC is the installation of synthetic tee surfaces at Belhus Park Golf Club at Thurrock in Essex.

Brian D Pierson Contractors Ltd have been awarded the contracts to build the second 18 hole course at Portal, Tarporley, Cheshire, the original course being featured in this issue of 'the Golf Course'; An additional 18 holes for country club hotels at Breadsall Priory, Derbyshire. Piersons have also won a contract for an 18 hole course at Longham near Poole, Dorset as well as undertaking two 18 hole course constructions abroad one at Treuvelberg near Hamburg and the other at Chateau Des Vigiers near Bordeaux.

Whilst in Scotland Sportworks Ltd are working on the Inverurie Golf Course near Aberdeen with a view to a possible contract for additional tree planting as well as new greens and tees.

As reported previously Southern Golf have been awarded a multi-million pound contract to build the British Aerospace course at Wisley, the first course in the UK to be designed by Robert Trent Jones Jnr.

## OUT AND ABOUT

### WETTING AGENT FROM FARMURA

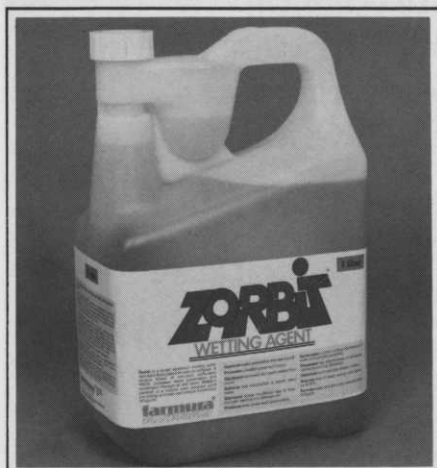
Specially formulated following ten years of research and development Farmura Ltd have entered the turf wetting agent market with their new product.

Zorbit is a broad spectrum wetting agent containing a unique blend of non-ionic surfactants designed to assist water penetration and movement through a wide range of soil types. Once a water related problem has been identified a programme of Zorbit wetting agent should be undertaken.

In addition to improving water penetration, eliminating dry spots and relieving the effects of soil compaction Zorbit will maximise the benefits of fertilizer and top dressing applications and will stimulate and maintain deeper root development.

Zorbit is supplied in a unique easy measure 6 litre pack which provides accurate, simple and economic dispensing of liquids.

For further information contact Farmura Ltd on 023 376 241/581.



### DRAINAGE EXHIBITION FOR BIRMINGHAM

A new two day exhibition designed exclusively to attract specifier, contractor and stockist visitors operating in the drainage industry has been announced. Draintech 90, which will take place at the Edgbaston Conference Centre, Birmingham on 16th and 17th October this year is the UK's only specialist show for

manufacturers and suppliers of drainage products and systems technology.

Up until now, say the organisers, this multi-million pound industry has not had its own showcase and has been an unrecognised and fractured part of large general building, civil engineering and public works exhibitions.

Draintech 90 will include products and systems from many diverse areas of the drainage industry including pipes and fittings; geotextiles; geomembrane drains, non-corrosive drainage systems, roof drainage systems, surface water channels, trenchless technology, land drainage, plant and machinery and software technology etc.

A series of drainage systems seminars will run during the course of the exhibition full details of which will be announced in the coming months.

### TOP HOTEL MANAGER FOR WENTWORTH GOLF CLUB

Wentworth club has announced the appointment of Mr Keith Williams as general manager. Mr Williams 39, currently Executive Director and General Manager of the luxury class Capital Hotel in Knightsbridge, joins Wentworth in March with overall responsibility for the daily running of the club.

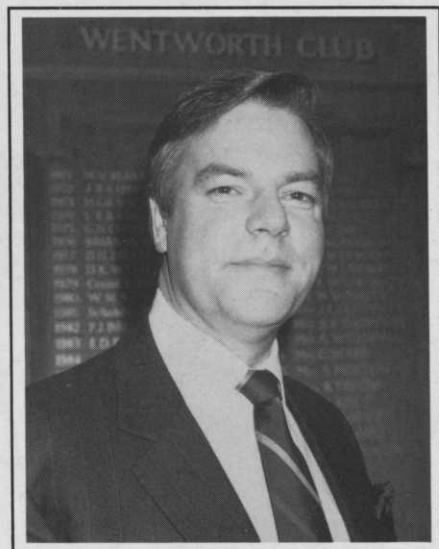
Mr Williams has first-hand experience in playing the championship course at Wentworth. In his 20 years in the game he has participated in many pro-am tournaments and has played at over 100 first class golf clubs around the world.

Commenting on his new role, Mr Williams said "I am delighted at the challenge offered by this appointment. The scope of working with Wentworth, one of the country's finest inland courses, is extremely exciting."

Willy Bauer, Chief Executive of Wentworth Group, said, "The club is most fortunate in securing Keith Williams for the appointment. His acknowledged managerial experience and his passion for golf makes him the perfect man for the job."

During Mr Williams' 15 year career at the Capital Hotel, the hotel gained many accolades for its quality of service and food, including a Michelin award, four red

stars from the AA and rosettes for food. Joining as House Manager in 1975 he became its General Manager in 1977. He entered the hotel industry as a management trainee at The Savoy.



Keith Williams

### 1990 GROUNDSMAN AWARDS

The Master Groundsman and Young Groundsman of the Year competition is now in its 10th year. The event is sponsored by three ICI Businesses - ICI Professional Products - ICI Seeds - ICI Advanced Turf Systems and organised by The Institute of Groundsmanship.

The competition is open to everyone involved directly in the management or maintenance of sports and leisure turf-culture facilities: groundsman, greenkeepers, parks officers, estate managers, trainees, apprentices and students.

Valuable prizes are to be awarded. Both the winners of the Master Groundsman and the Young Groundsman Awards will win a trip to the GCSAA Convention which is to be held in Las Vegas, Nevada in February 1991.

Other prizes include weekend trips to Europe, day trips within the UK, silver salvers, crystal decanters and much more. There is also a prize for the college with the highest student entry and for the employers of the winners of the top Awards.

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### RANSOMES MONOPOLY SHOCK

Within days of Ransomes announcement that year end profits had increased by £1.1m to £14.4m, Trade Secretary Nicholas Ridley has decided to refer the company's Cushman acquisition of the Westwood Garden Tractor and Ride-on-Lawn mower company to the Commission.

It would appear that the Office of Fair Trading have some misgivings over the exclusive dealer system. Ransome dealers now carry the Cushman range and there is concern that local authority buying options might be restricted.

Ransomes Chief Executive, Bob Dodsworth, told 'the Golf Course' as this issue went to press that the company were very unhappy over the situation as this was the second referral in a month concerning Ransomes' expansion plans and is involving the staff in a great deal of work.

"As you know there is a lack of statistical information in the grass machinery industry, but we are doing our best to help."

"We are trying to build up the company to compete in Europe as well as the UK, with sights on a world market", said Bob Dodsworth, "but the Government seem to want us to work with our hands tied behind our back."

Countering the suggestion that dealerships are too exclusive, Bob Dodsworth pointed out that the previous ten Cushman dealers, with the exception of Huxleys as the main distributor all carried Ransome products. Outlets have now been expanded to 28.

### EAGLE PROMOTIONS LAUNCH NEW LASER MEASURING SERVICE

Eagle Promotions, who specialise in providing quality scorecards in the UK, are launching a new laser measuring service, using a laser measuring system, to complement their existing business.

The laser is portable and light-weight - weighing only two and a half pounds - and is powered by a 4 amp pocket sized battery. It is accurate to + or - 3mm over 1000 meters. The equipment has been commissioned and designed by Eagle Promotions, who have a client base of over 350 golf clubs and are rapidly expanding.

"It's all part of the service we offer", says Eagle's partner, Philip McInley. "Primarily we provide our client clubs with a top quality scorecard. These clubs often carry out improvement programmes on their course and we are able to quickly remeasure, issue a new English Golf Union sanctioned certificate and make all the necessary amendments to their scorecard."

The advantage of using the laser system is that golf clubs can have their course measured accurately and efficiently, with no disruption to those playing. Philip McInley comments: "Many established courses have not been measured for years. The old traditional 100 meter chain, or the meter wheel, have been responsible for many inaccurate measurements, which can often make a difference when calculating standard scratch. Clubs can have a yardage chart and a full three-tee certified course measure, with the on-course survey taking only four hours and receipt of certificates within three days."

### ORLANDO TO PARIS FOR GCE '90

Ellen MacGillavry, project manager of the Golf Course Europe Exhibition which this year moves from the inaugural event in Wiesbaden to Paris, flew out to Orlando to see how the GCSSA run their annual event.

She found it to be a "swinging show", attracting hundreds of exhibitors, many taking massive stand space to show their full range of turf maintenance machinery.

Also impressive was the range of conference subjects, presented by the leading agronomists from five continents as well as the Golf Course Superintendents themselves.

Although there is still growth on the American Continent for golf, manufacturers and suppliers are aware of the even greater growth potential in Europe.

Continental golf ten years ago was simply a rich man's sport. The standards in the club houses proved the point though this was not always reflected in the presentation of the course. All this is changing with projections of 1000 to 2000 new courses, more if the political barriers are removed and Eastern Europe moves towards a western style economy.

The Paris Exhibition - GCE '90 is to take place at Le Parc des Expositions du Bourget from 28th to the 30th November.

After Ellen MacGillavry's trip to Florida it is expected that a large contingent of US manufacturers will want to test the European market as well.

# WESSEX

**Compact Tractor Attachments**

## Golf Course Machinery

Designed for both compact and full size tractors, Wessex machinery can be found on many of the leading golf courses. Sweepers for grass clippings and leaves, rotary and flail mowers for rough and semi-rough, the GR Pick-up mower for one pass cutting, collecting and scarifying, even wood chippers turning waste timber into chips for pathways.



Illustrated: GM 415 finishing mower, pto sweeper collector, P18 rotary mower, LGU wood chipper.



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## NEW VERTI-GROOM CUTTING UNITS FOR RANSOMES GT GREENS TRIPLE

Introduced to maintain consistently good putting surfaces on golf greens more economically, (pictures) Ransomes new hydraulically driven Verti-Groom Cutting Units seen on their GT Greens Triple mower.

Compared with conventional greens cutting units, during trials both in Britain and overseas, the Verti-Groom units collected up to three times the amount of material after cutting a green. Besides grass cuttings, the boxes also contained thatch and moss.

Being mounted ahead of the front disc roll the Verti-Groom, which can be lifted out of work, does not throw top dressing into the cutting cylinder and as it floats independently of the cutting unit, Ransomes say it is not over aggressive.

Mounting the Verti-Groom in front of the unit keeps the distance between the front and rear rollers to the minimum which reduces the incidence of scalping on undulating greens.

The front disc roll helps to penetrate the thatch without marking the greens.

Adjustments for height of cut and cylinder to bottom blade are without the use of tools but the depth control of the verti-groom has been designed for setting and locking.



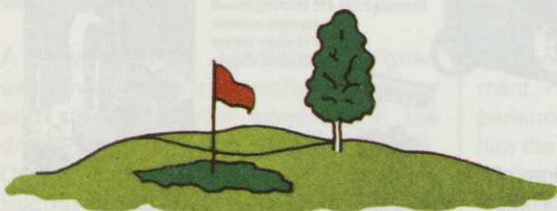
## NORTHERN REPRESENTATIVE FOR SISIS

SISIS Equipment (Macclesfield) Ltd are pleased to announce the appointment of Terry Dickinson (right) as Area Sales Representative for the North East of England. Terry is based in Hartlepool and will be responsible for all sales and service in the North East and North Yorkshire areas. He has particular experience in hydraulics.



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Aerial view of the 1st and 11th holes including lake and feed ditch at the recently completed Graveley Golf Course near Stevenage