



## AN INSTITUTE POISED FOR THE 1990s

**T**his month sees the launch of the Institute of European Golf Course Managers with a mail out of some 3500 letters. It is with a sense of pride that I have taken on the role of Director General - not in what I have achieved but pride in an Institute that is destined to become one of the most vibrant and dynamic in European golf.

The decision to form the new Institute of European Golf Course Managers wasn't taken lightly. An assessment was made about the needs of those managing golf courses and there was a lot of discussion with those working in Europe as well as those working in this country. There must be very few now involved in this industry that have not seen the new role emerging for those dedicated to the management of golf courses. No longer does the title Head Greenkeeper adequately describe the responsibilities of those taking charge and even young greenkeepers are now setting their ambitions towards golf course management.

In deciding then that there was a need for the formation of an Institute the next step was to establish the aims and objectives and the terms for membership.

The first part wasn't too difficult. The aims of the new Institute are clearly to represent the interests of its members and to ensure the experience of the golf course manager is brought to bear on the improvements of golf courses throughout Europe. Also it is to encourage its members to improve their professional competence.

The terms of membership were not quite as easy to determine. The role of the golf course manager had to be defined and discussed in detail. No one body serving the industry had done that before! Also membership had to be attracted from a wide area covering the whole of Europe - job descriptions and titles vary from one region to another so there was a need to find a title that the majority could relate to. Membership also had to be open to people with a responsibility for the design and construction and of course there had to be a category of membership for those working in the trade. Additionally because the sights of the Institute were set at a high level we were keen to attract developers, proprietors of golf courses and owners and managers of golf and leisure complexes. We hope that all will find the Institute provides a vital need in their business plans.

The categories of membership are Fellow, Ordinary and Associate. The definitions of these can be found on the Institute's Aims and Eligibility for membership and application form which is being sent to every golf club in Europe.

The most important category is that of Fellow. The IEGCM is the first organisation to recognise the achievement of those that have a long and dedicated service to the management and improvement of golf courses.

To become a Fellow of the Institute of European Golf Course Managers will not be easy nor will it be granted as a matter of course. Each applicant will be assessed on merit but on acceptance the member will be given the right to use FInstEGCM after his name.

Over the next few months the Council will be working hard and in earnest to bring in membership to the IEGCM. The importance of membership however goes beyond the immediate significance since everyone connected with the golf course industry stands to gain as the Institute gathers momentum.

A handwritten signature in black ink, reading 'Stanley Ellison', with a long horizontal flourish extending to the right.

## GCSAA'S INTERNATIONAL SHOW EXPECTED TO BREAK MORE RECORDS IN ORLANDO

Orlando, one of Florida's hottest golfing destinations, is set to host an expected 15,000 attendees for the 61st International Golf Course Conference and Trade Show. The Golf Course Superintendents Association of America (GCSAA), sponsor of the annual event, is predicting that new records for both attendance and trade show participation will be set with the 1990 Conference and Show, which is set later this year from Feb. 19-26.

More than 70 new exhibitors are already scheduled to take stands at the 1990 show. The total number of exhibitors is expected to be between 475-500. Last February in Anaheim, Calif., 463 international exhibitors, took part, attracting 14,000 visitors.

## UNIQUE HERBICIDE LAUNCHED BY SYNCEMICALS

Knot Out, a completely new answer to the perennial problem of weed invasion in newly sown or oversown grass areas has been introduced by Synchemicals Sport & Amenity Division. Containing the tried and tested active ingredient Isoxaben, Knot Out's residual action controls a wide range of germinating broad-leaved weeds, plus the time old enemy of the turf manager, knotgrass. The approved product MAFF no. is 04701.

Sport & Amenity supply the product in a novel syringe applicator pack. Each pre-measured dose is sufficient to treat 540 sq.m - equivalent in area to an average golf green. It couples easy handling with full compliance of the very latest safety requirements. It costs £18.13 plus VAT. The recommended application, either by knap-sack or mounted sprayer is two days after seeding a well aerated, moist surface. Left undisturbed, the residual herbicide barrier will give a season's weed control once the sward is established it can join the regular maintenance treatment programme.

Technical Manager, Charles Platt, says that Knot Out is completely unique in its timing, weed spectrum and application.

The product has a low vapour pressure and the Government approval enables pedestrian controlled equipment to be safely and legally used - a bonus for less favourable areas.

Other products on the market, he says either carry weed control and spray equipment restrictions or a recommendation not to re-seed within 6 weeks which is impracticable for a groundsman's programme. He considers that the current weed species listed on the label do not reflect the true potential for Knot Out "Apart from the listing for mayweeds, chickweed, speedwells, parsely-piert, common Mouse-ear and knotgrass, excellent control of other broad leaved weeds such as plantains has also been achieved. It is envisaged that these will be added to the label in the near future".



*Trevor Holmes, commercial sales manager with new Knot Out*

## TRELLEBORG INVESTS 5.5M IN NEW TYRE FACTORY.

Trelleborg are to invest 5.5 million pounds in a new tyre factory situated at their subsidiary, Bergougnan in Ghent, Belgium. The production of rims will also be increased through an investment of 1.2 million pounds at their subsidiary Savsjo Falgar, at Savsjo in Sweden.

The new tyre factory will supplement the existing production carried out in Trelleborg itself. The investment will be carried

out in two stages during 1991-1992 and will increase capacity by approximately 30 per cent. The Ghent factory already has a well functioning plant producing large tyres, for tractors. Plans are also in hand to increase production at the main plant in Trelleborg.

## AMERICAN TRIP FOR TORO YOUNG GREENKEEPER OF THE YEAR

Mark Proctor, head greenkeeper at the multi-million pound, Donald Steel designed Tarporley Golf Course, has become the first 'Cheshire' phase two student to receive the Toro 'Young Greenkeeper of the year' scholarship award.

Nominated by the Cheshire College of Agriculture, Mark (below with golf commentator Alex Hay) came top of a group of young finalists interviewed by the judging panel. In January, Mark will fly to America and join U.S. students sitting for the six-week Winter School for Turfgrass Managers, held at the University of Massachusetts, Amhurst, Connecticut.

Later, he will spend the week at a Toro Company corporate headquarters and Mower Division, Minneapolis, before travelling to the Toro Irrigation Division technical facility at Riverside, California.

The finalists, studying phase two City & Guilds or Scotvec were nominated by 'turf colleges' recognised by the Greenkeepers Training Committee.

More information from David Golding BIGGA (03473) 581/2, Peter Roberts Toro (0425) 476261



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## OUT AND ABOUT

### CHESHIRE FARMER'S £15 MILLION GOLF AND LEISURE COMPLEX

A £15 million, 180-acre golf and leisure complex to rival the best in Europe is being constructed at Portal, Tarporley, in the heart of Cheshire by farmer and developer, John Lilley.

Included in the project will be a new 150-bedroom luxury hotel, set amidst some of the most beautiful gardens in the country and complete with three restaurants, a swimming pool, sauna, squash, tennis, snooker, jogging facilities and trout pool.

The 18-hole championship course currently under construction by Brian Pierson organisation - one of Europe's leading golf course construction companies - has been designed by golf architect Donald Steel.

Although work on the course is expected to be completed this autumn, it is unlikely to be open for play until the summer of 1991. "Our aim is to allow the course to mature and really become established long before people play on it," says John Lilley. The entire playing area has been treated with Round-up and is to be reseeded to a high specification. Fairways and tees will be sown with a mixture based on Hunters of Chester's Sports Supreme mixture and containing Agram, Wintergreen and Lustre chewings fescues, Baron smooth stalked meadow grass and Highland Brown Top. Rroughs will be sown with Sports Sovereign - Lustre/Wintergreen chewings fescues, Boreal, creeping red fescue, Baron SSMG and Highland Browntop. Greens will be turfed.

The course will be open to everyone on a pay-as-you-play basis and the new clubhouse will cater exclusively for golfers. A second course is already being planned and, when completed, it is likely that membership will be considered.

### CALL FOR NEW GUIDE-LINES FOR PESTICIDE APPLICATION

Delegates attending a study workshop have called for an updating of the joint MAAC/NTC "Code of Practice" of approved pesticides in Amenity areas"

There was overwhelming concern at the lack of specific information, for risk assessment purposes, on the suitability of protective clothing, particularly coveralls and gloves. Delegates urged the Government representatives to bring together manufacturers of pesticides and protective clothing to exchange information and agree quality standards.

According to Terry Faull, a senior agricultural inspector on health and safety COSHH firmly places two responsibilities on employers. First they have to assess the health risks to employees who are working with substances hazardous to health and then to consider how to prevent or control their exposure to such risks. In addition to the application of pesticides in Agriculture and Commercial Horticulture and Amenity areas, the Regulations apply to many industrial processes in which substances such as Arsenic or Cadmium are used or to agricultural and manufacturing operations which release harmful dusts.

"Pesticides should only be used when there is no alternative method of controlling the pest or disease" he said.

"If substitution is not possible control of exposure should be achieved by technical methods such as remote operation of equipment, or by using closed systems for removing concentrate and washing containers". "Reliance upon personal protective equipment (PPE) alone should be regarded as the method of last resort", he added.

Andrew Bond Product Safety Manager at Rhone-Poulenc, suggested that technical controls, particularly when mixing and filling, provided the best means of reducing exposure. At this operational stage the use of granular or water soluble formulations should be considered. When a liquid was the only formulation available he advocated that the product chosen should be one packed in a wide necked container because, he believed, it is both easy to hold in gloved hands and causes considerably less dermal contamination during pouring.

He regretted that, apart from respiratory and eye protection equipment, MAFF does not recommend particular grades or types of protective clothing. This made it difficult

for employers to be sure that they were providing the right type of garments for their employees.

John Shildrick, the Secretary of NTC, agreed his organisation would start work on a revision of the code as soon as possible.

### THOUSANDS OF GOLFERS ARE TAKING A SWING AT MOSS PLASTICS - AND SO WOULD MOST GREENKEEPERS!

Moss Plastic Parts, based at Kidlington near Oxford, produce the ubiquitous golfing accessory the golf tee. You name the colour, Yellow, Red, Blue, Orange or White, they will then produce it, in one of two lengths either 1 1/4" or 2".

Also available from Moss is another golfing aide, the small white marker. Both items are manufactured in tough and durable polythene.

Britain is one of the few golfing countries where so far, the plastic tee-peg is permitted. The USA use wooden pegs almost exclusively as it is a known fact that plastic pegs can damage grass cutting machinery. Cannot some-one invent a bio-degradable tee peg?



Various golfing accessories available from Moss Plastic Parts Ltd

## TOP JOB FOR SCOTTISH GREENKEEPER

Chris Kennedy, the course manager at the thousand member Haggs Castle club near Glasgow will be taking the long trip south on 1st February to become Course Superintendent at Wentworth.

His appointment will strengthen the Scottish influence in the Surrey stockbroker belt and put him alongside Jack MacMillan at nearby Sunningdale.

This move for Chris to one of Britain's most prestigious golf courses, has long been forecast by those who recognised his expertise and enthusiasm for greenkeeping. Haggs Castle's loss will be Wentworth's gain.

## USGA TO FIGHT \$100m LAW SUIT

The headquarters of the United States Golf Association have announced that they intend to fight a law suit in the American courts, brought by Karsten Manufacturing against the banning by the USGA and the R & A of the controversial square grooved Ping Eye-2 golf clubs.

Both the USGA and the R & A have stated that the grooves on the face of the clubs do not conform to the width and measurements defined as legal within the rules of golf. The Karsten company say they do and claim that by banning their use, the ruling violates anti-trust laws, slanders the company and interferes with their present and future business.

The USGA in their statement said they became aware in 1980 that Karsten were selling an iron which had not been submitted as a sample. It was examined and found to have grooves on the face spaced too closely together.

Karsten Manufacturing in Phoenix were advised it did not conform to the Rules of Golf and were asked to advise purchasers accordingly. This was not done, instead they continued to manufacture and supply.

The decision to fight Karsten in the courts cannot have been taken lightly. It is a matter of principle over who controls the game of golf. The USGA in the United States and the R & A in every other country of the world, or any club and ball manufacturer who can market a product, regard-

less of the ruling bodies in the game.

Should company owner, Karsten Solheim win his law suit and be awarded his full claimed damages and costs, it would bankrupt both the USGA and the R & A. According to the USGA statement Karsten puts the name of golf at grave risk. The issue becomes whether these controlling bodies can continue to write and interpret the Rules of Golf. If they can't - will any organisation ever again have that right?

## TEAMING UP FOR TURFGRASS TRADE

The 1990s will see a tremendous upsurge in the demand for outdoor sportsground and leisure facilities, particularly for natural grass surfaces, irrespective of the Government in power or the state of our economy. In Europe as a whole the leisure boom has yet to reach its peak. Several recent reports have indicated a requirement of up to 700 golf courses, two to three hundred bowling greens and scores of playing fields in the UK alone, over the next ten years. Sadly, the resources in terms of suitably experienced and qualified professionals able to meet this demand is simply not available. This is due, in the main, to the lack of interest shown by students during the '60s and '70s when choosing a career. As a result we are now witnessing the arrival of frustrated developers and financiers who have identified these opportunities but are unable or incapable of exploiting them owing to their lack of adequate skills. In short, there are not enough people who know their grasses, let alone their onions!

Enter Turfgrass Services International Limited, a company within the Inturf group of Companies, newly formed in direct response to the increasing demands being made on their technical and marketing expertise in this field.

Turfgrass Services International Limited brings together a highly qualified and experienced team of horticulturists, turfgrass specialists and agronomists, well able to provide complete technical and marketing services throughout a broad range of sports turf developments. Derek Edwards and Graeme Forbes will head the team which has been carefully selected from within the industry including many leading groundsmen and

sportsground managers. Their services will be available for the developments of Golf Course and all other outdoor playing surfaces.

Turfgrass Services International Limited can be contacted on (0759) 305125.

## FIRST EVER ARCHITECTURAL WORKSHOP

The British Association of Golf Course Architects recently held a new event organised by Martin Hawtree, Hon. Secretary.

Ten prospective members attended an evening followed by a day of lectures at the end of October. The Chairman, Tom McAuley and Full Members Simon Gidman, Stefan Quenouille, and Fred Hawtree spoke on contract law, green contouring, plan presentation, and the life of Harry Golt, founder of the profession. Students also completed an exercise in green design based on plan data provided.

The meeting marked the launch of a two year home and field study course punctuated regularly by similar workshops, and exercises supervised by Full Members. The Association hopes not only to help newcomers to the profession in this way, but also, by projecting traditional design, values, and knowledge into new developments, to reduce the risks of expensive mistakes which can occur where experience is lacking.

## COURSES COMPLETED

Brian D. Pierson (Contractors) Limited, having recently completed 18 holes at the Forest of Arden Golf and Country Club and a new 9 hole course at Meon Valley for Country Club Hotels, have just been awarded a contract to build an additional 18 hole course at the Hotel Groups Breadsall Priory complex, work is to start in the Spring.

The company has also completed alterations to various holes at Dalmahoy which Country Club Hotels took over during 1989 and which is due to reopen in August 1990. Pierson has also completed a 27 hole complex at Woodbury Common, Exeter for the Carter family which is due to be opened for play during 1990.

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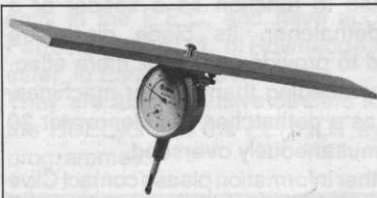
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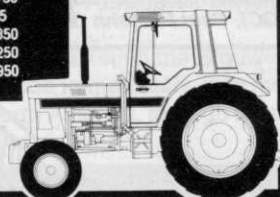
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# OUT AND ABOUT

## GREENKEEPERS AGAIN SUPREME IN THE KUBOTA GOLF CHALLENGE

British Greenkeepers have won the Kubota Golf Challenge held at the Belfry for the fifth time in seven years.

The Greenkeepers first defeated the Stewards 5/3 in a close match where 3 matches were decided with putts on the last green, all in the Greenkeepers favour. In the other semi final the English Golf Union heavily defeated the association of Golf Club Secretaries by a score of 6 1/2 - 1 1/2.

The final was a closely contested affair, but the Belfry always favours the lower handicapped and the Greenkeepers prevailed in by a score of five matches to three.

This made the Greenkeepers the winners for the fifth successive year. The other associations were given hope by Kubota's announcement of their continued support. In twelve months time they will be able to try again to topple the Greenkeepers, who are proving to be the golfing giants in the golf service industry.

## LESCO AT LAST FOR UK

The Lesco range of products, probably one of the most comprehensive selections of golf course maintenance equipment in the world, is now available in Britain, thanks to Suffolk-based CDC Horticultural Equipment Limited.

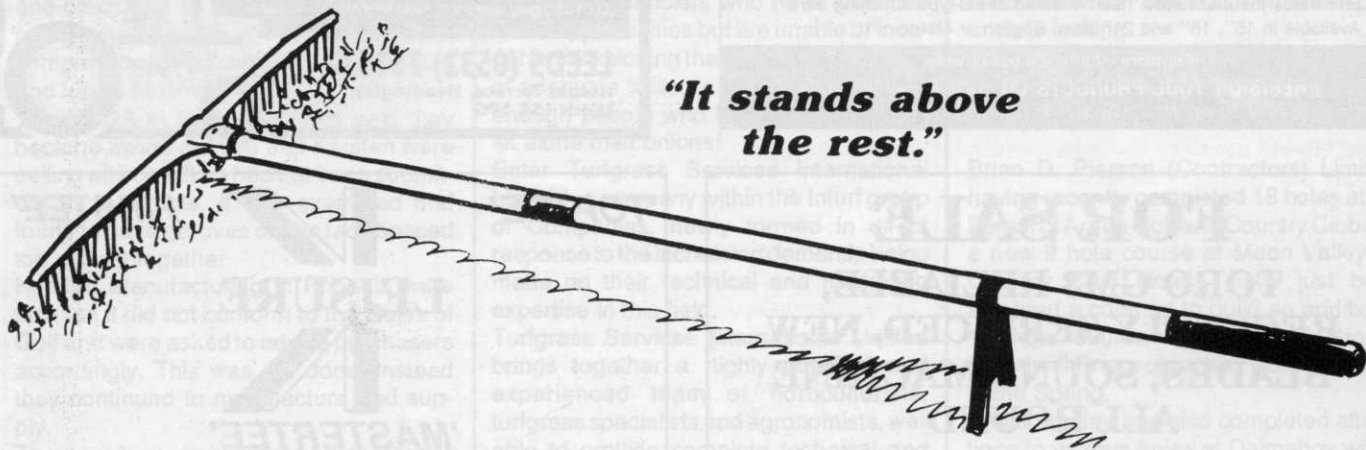
Established 27 years, the Lesco company's inventory is certainly impressive, offering more than 700 dedicated brand products ranging from seed, fertilizers and irrigation equipment to the powerful 500 series Fairway Mowers, 300 series Greensmowers, spreaders, turf renovators...the list is endless. Lesco even market a comprehensive range of golfing accessories which include personalised flags and safety clothing items.

The Honda powered Renovator 20 is another outstanding Lesco performer, designed to function as a seeder or a slicer/dethatcher. Its blade discs are spaced to provide over 40% more effective overseeding than regular machines, whilst as a dethatcher, the Renovator 20 can simultaneously overseed.

For further information please contact Clive Lockwood or Alan Clarke at CDC Horticultural Equipment Limited, Chapel Works, Waldringfield, Woodbridge, Suffolk. IP12 4PT. Tel: 0473 36791.



The Greenkeepers Team, winners of the 1989 Kubota Golf Challenge for the fifth time from left to right: Mark Diment (Knighton Heath GC), Gordon Payne (Maldenhead GC), Michael Hughes (Edgbaston GC), Barry Heaney (Wortley GC), Michael Hannan (Moortown GC), Paul Fitzjohn (Mill Hill GC), Edwin Walsh (Whitefield GC), John Borja (Epsom GC).



**"It stands above  
the rest."**

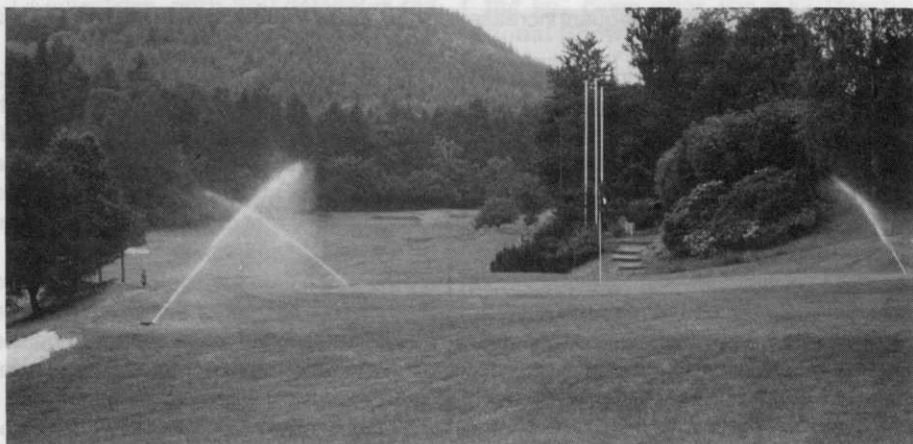
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## Influential visitors

The golf boom in Western Europe was evident for all to see at the first Golf Course Europe Exhibition and Conference held in the well appointed Rhein-Main Halls at Wiesbaden in October.

The event attracted 2,574 visitors from



### Perrot pop-up sprinklers

Perrot systems are now fully in production again after a management buy-out at the former Perrot works, liquidated a year ago in Western Germany.

Perrot companies are trading independently in the E.E.C. and have appointed Perrot Irrigation Ltd., of Rowhedge, Colchester, in Essex, as UK dealers.

They are also exclusive dealers for both the HUEDIG and the PERROT systems programmes.

### US VISIT FOR LELY STAFF

TORO (International) division arranged for Lely Sales staff together with their UK TORO dealer principals to be flown to the USA for a thorough review of the latest TORO machinery bound for the UK.

The first of several visits was to the company headquarter in Minneapolis, which also houses the engineering and test facilities.

Later the visitors toured the fully modernised commercial plant in Tomah, Wisconsin to see how the machines are assembled and create a greater understanding of their products to increase their background knowledge when marketing TORO equipment.

The sales training proved extremely informative and prompted much discussion covering every aspect of, sales and after-sales service. A number of the products reviewed were recently launched at IOG Windsor and included the new TORO flagship, the Groundmaster 580D which is considered to be leading the field in the terms of productivity and manoeuvrability.

### Tracy Park, Langan

The leading Irish and American watercourse and drainage designers visited the site of the new Langan

specialty designed to meet the needs of greenkeepers with a choice of nutrient ratios, accuracy of application and performance reliability. Displayed against a background picture of Jim Thorpe, Wisconsin, the new Groundmaster 580D is a

been back twice since, renewing his many contacts among American Superintendents, both in the United States and Mexico. His current design projects include Hay Wood, a 6,800 yard moorland golf course at Weston Super Mare with superb views over the Bristol Channel and two 18-hole courses at Swindon and Bradford-on-Avon both measuring around 6,700 yards. Construction is due to start at Bradford-on-Avon next year, Eight Lakes at Swindon and Hay Wood are still at the planning approval stage.

He can be contacted through Professional Golf Design Ltd, 32 Charlton Road, Kingswood, Bristol. Tel. 0272-607892.

### WEST COUNTRY GREENKEEPER SETS UP GOLF COURSE DESIGN COMPANY.

Adrian Stiff, who resigned as Tracy Park's Course Manager in June has moved into golf course design in the traditions of the old style professional golfer/greenkeeper. A one time professional golfer, Adrian, 29, has been greenkeeping at Tracy Park since 1976. With a lowest handicap of 2.8, he realised that he was not going to make a successful career with the clubs, so changed his profession to greenkeeping. Now he has found a way to put both talents to good use.

As the winner of the Jacobsen tournament in 1986, he visited the GCSAA Conference in Phoenix the following year and has

### RANSOMES ORGANISE CUSHMAN DEALERS

Ransomes who bought the Cushman Group in August, will commence marketing through a selected dealer organisation in the UK and Republic of Ireland on 1st April next year. Ryan Products come under Ransomes on 1st July 1990.

On the Continent Ransomes will take over the marketing of the Cushman and Ryan lines from the Swiss based ORAG on 1st July. It is anticipated both Cushman and Ryan machines will be sold in these countries through most of Ransomes current distribution outlets..

Ransomes will be marketing the Brouwer products worldwide immediately, with the exception of North America, through most existing Brouwer distributors.



UK Toro dealer principals & Lely staff visit Toro (Int) Division, USA

## NEW HSE REGULATIONS NOW IN FORCE

THE Health and Safety Executive (HSE) has issued a reminder to employers that new regulations on health and safety for employees, came into force in October. To comply with these regulations, employers are required to display a poster or distribute leaflets informing their employees in general terms about the requirements of health and safety law. A poster and leaflet, approved by HSE for this purpose, are available from Her Majesty's Stationery Office (HMSO).

The regulations also require employers to inform employees of the local addresses of the enforcing authority (usually either HSE or the local authority) and of HSE's Employment Medical Advisory Service (EMAS).

## MICROBES HARNESSSED TO REDUCE THATCH AND COMPACTION

OVER the past three years a series of sports turf trials have been conducted on a natural plant extract, which acts as a metabolic stimulant on most bacteria. BOOST was developed from an agricultural soil treatment which was known to increase the activity of soil micro-organisms leading to a "micro-tilling" effect which resulted in an improved soil structure, better

root development and consequent increase in crop yield.

Thatch accumulates in turf because the dead stems and roots of the grasses decay relatively slowly and result in a fibrous mat which becomes saturated and leads to wet, unresponsive greens.

At the same time this cuts off air circulation to the underlying soil, which in turn becomes compacted and prevents root penetration. Under these conditions the only kind of bacterial decomposition taking place is anaerobic hence the typically "putrid" smell of cores taken from such greens.

Regular mechanical treatment to aerate the soil and promote aerobic activity is the accepted remedy. This however is not popular with players.

Because of its ability to significantly speed up both aerobic and anaerobic activity trials were carried out on a neglected tennis court at Rease Heath Agricultural College. These compared a control area with one treated with a granular seaweed derivative and one treated with BOOST.

First applied in the Autumn it is soon noted that the area treated with the seaweed derivative was softer and contained a sticky gel.

The following Spring a further treatment was applied and STRI penetrometer tests carried out. These showed reduced compaction in both treated areas, but with the BOOST areas markedly better than

the seaweed derivative areas (17.5% improvement vs 4.5%).

The following Autumn wedges were dug which showed little or no new root growth or root penetration in the control area. In both the BOOST and seaweed derivative areas the soil structure was far better and good healthy root development had taken place well down into the soil.

At the same time it was obvious that there had been a degree of thatch reduction in the seaweed derivative area, but on the BOOST area the thatch reduction was far greater.

At Beaconsfield where BOOST was applied in the Autumn of last year the treated greens were much drier and firmer in the Spring following a wet winter. Similar effects were noted at The Berkshire and The London Kosaido. At Bangor BOOST was used in the Spring together with mechanical treatments. Deep root penetration and improved soil structure were evident by mid Summer. Prior to this there was little or no strong root structure in the soil.

BOOST is showing signs as a useful new tool for the Greenkeeper, able to reduce the amount of disruptive mechanical treatment required and contributing significantly to the playing quality of the greens.

Further information can be obtained from D & M Hudson, Environmental Products, 15 Hawthorn Gardens, Talke, Stoke On Trent. Tel. 0782 771462

# WESSEX

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# European Golf Course conference attracts influential visitors

by John Lelean

The golf boom in Western Europe was evident for all to see at the first Golf Course Europe Exhibition and Conference held in the well appointed Rhein-Main Halls at Wiesbaden in October.

The event attracted 2,574 visitors from 14 countries, with 350 delegates registering for the conference sessions, to hear the 50 guest speakers, presenting technical, design and golf marketing papers.

Although the exhibitors were relatively small in number, the response by visitors to the accompanying conference was exceptionally encouraging. It was obvious from the first day of the three day event that there are a massive number of potential golf course developments waiting on the launch pad from the Arctic Circle to the Southern tips of Italy and Spain.

There are so many prospective golfers on the European Continent, the existing courses will need to be more than trebled in the next ten years to give any hope of club membership to the vast numbers wanting to take up the game.

The problem facing golf club developers are enormous. As well as the exorbitant cost of land, political, and environmental considerations are likely to play a significant part before the demand for golf can be anywhere near satisfied.

In Northern Europe, particularly Holland, Belgium, and West Germany, where there is probably the greatest pressure to build new courses, a strong well organised environmental lobby, staffed and supported by young intellectuals are opposed, not only to the application of fertilisers and chemicals, but to the concept of land use change, even if it is to build golf courses. Their political aims appear to be based on preservation, rather than conservation.

This is the message that came through from many of those at the conference, who are either wanting to extent existing courses or develop new ones.

A much wider spread of knowledge among those who may not necessarily want to play the game, but understand that responsible golf course maintenance and management can enhance the environment rather than destroy it, is the only way the demand for golf on the Continent will be satisfied.

As a first exhibition aimed purely at the professional section of golf construction and maintenance, many of

the leading British and American manufacturers and distributors decided not to take stand space. Following so close after the IOG International Show at Windsor and equating the costs of three days in the heart of Germany, it was no doubt a financial decision, not to take part.

However those that did participate, felt in the main it was a most worthwhile event, particularly from the quality of the enquiries and subsequent orders.

Companies representing Golf Course Design and Architecture were the most prominent, five of the 15 with stands coming from the USA. Ten UK based companies took stand space, but apart from McConnell Dabro, none of the turf maintenance machinery manufacturers were represented. Ransomes, Toro, Jacobsen, Cushman, Huxley, Charterhouse all gave the event a miss, which was surprising with such a potential market about to open up.

Fisons Horticulture was the sole UK-based supplier of fertilizers and chemicals to take stand space and they certainly did not regret their trip from Ipswich.

According to Export Manager Tony Hutchinson the timing of this show could not have been better. He told "the Golf Course" - "We have seen the European golf course industry expanding dramatically and as one of the UK's leading suppliers, we decided the time had come to launch our professional product range on the Continent."

The main product featured was the Greenmaster Fine Turf Fertiliser range,



specially designed to meet the needs of greenkeepers with a choice of nutrient ratios, accuracy of application and performance reliability. Displayed against a background picture of Jim Thorne, Wimbledon's Head Groundsman, the Fison range attracted considerable attention from the "tennis mad" Germans.

"For Fisons this first GCE Exhibition was a success. The quality of contracts and their reaction to the Greenmaster range, plus the back-up we give from our Research and Development Station, was well received", added Tony Hutchinson.

Among the design companies who found Golf Course Europe an outstanding success was Calum Todd, the European Consultant for Bradford Benz. He said the enquiries received on the stand ranged from Ireland to Russia and Finland to Hungary with even an approach from Korea. "Many of these initial contacts have already been converted into firm contracts and we will surely be back to Golf Course Europe in 1990", added Mr. Todd.

Likewise Chris Williams of the International Golfers Club, launching their computerised golf management system reported great interest, with several orders resulting. The quality of attendance in terms of commercial decision taking was another plus point. Bob Roberts, Sales Manager for Dura Plastic Products of Beaumont California, manufacturers of irrigation pressure fittings said the company thought long and hard before deciding to show their products at the Exhibition, but it was a decision they had not regretted. There was an excellent response to the firm's product and they obtained more than sufficient orders to make the trip worthwhile.

A number of expatriate British Greenkeepers were seen at Wiesbaden, including Peter Shaw, one time Head Greenkeeper at Preston Golf Club, now working for Heinz Fehring Golf Projekt near Munich, Stewart MacIntosh, managing a course outside Munich and Kevin Munt now with, Golf Projection International, who have plans to move into the U.K. market on behalf of overseas clients in 1990.

Next year there will be another Golf Course Europe at a venue to be announced shortly at approximately the same dates in October. Details can be obtained from Ellen MacGillivray, EXPOCONSULT - P.B. 200, 3600 AE MARSEN, Netherlands.

# Is Greenkeeping in Germany an opportunity not to be missed?

Ja - Ja, says Stephen Goldthorpe, but with reservations

**A**s one of those increasing number of British greenkeepers, who have been tempted to seek their fortune on the Continent, in my case, West Germany, I have been asked many times, "Is Greenkeeping in Germany all it has been cracked up to be?"

In my case the answer is - Yes!

Two years ago, after spending the first ten years of my working life at Lees Hall Golf Club in Sheffield, I successfully applied for the position of Assistant Head Greenkeeper on a championship course on the outskirts of Munich and this year was promoted to Course Manager.

The past two years at the 18-hole Olching Golf Club has convinced me that I certainly made the right decision. Brought up on a background of tight budgets, staff shortages and low wages has increased by belief that the majority of greenkeepers in Britain are expected to give far more in time and effort than is justified by their rewards.

The average Head Greenkeeper in West Germany can earn a salary ranging from £350 to £600 a week, dependent on the position, size and quality of the course. First assistants are paid between £250 and £300 a week, and rank and file greenkeepers around £200.

**A**lthough compared to wages in Britain, this may seem high, what must also be taken into consideration is the increased cost of living and the compulsory expenses, such as private health insurance. A single man will also pay around half his salary in tax.

Low wages in Britain must reflect low membership subscriptions and green fees, coupled with poor club management practices, which in turn results in insufficient course budgets for the Course Manager to invest in capital equipment and day to day maintenance materials.

As a comparison, my course budget for next year allows for the purchase of £50,000 worth of machinery, £17,000 for chemicals and fertilisers, plus a monthly allowance for items such as petrol, oil, spare parts and repairs. Most of the newer courses have a high quality irrigation system and it is not

unusual to find two or three Ransomes 350Ds, plus a number of triplex mowers in our Greenkeeping Sheds.

We do have our problems however. Fertilisers and chemicals are difficult to obtain in Germany so we find that it is necessary to have them sent over from England, with the result that we often fall foul of the German Customs Authorities.

Earlier this year they confiscated three cases of fungicides and only after they had been tested by the appropriate authority and been paid the money for the testing and release did we receive the goods - three months later! Machinery breakdowns can also be a headache. There is no such thing as a prompt reply in response to an urgent telephone call to a dealer, like at home. A three or four day wait is much more likely, though the situation is slowly improving.

As far as working conditions are concerned, they are far better than at most British clubs. A car or utility truck such as a Jeep is at the disposal of the Head Greenkeeper which can be used on and off the course. Also living accommodation is invariably provided for both the Head Greenkeeper and his first assistant either free or at a reduced rental.

**A**t Golf Club Olching I have a staff of five, including an English first assistant who has been working in Germany for the past four years. The

four other greenstaff are German locals, who despite no formal greenkeeping training are able and willing to tackle any new job on the course. Their training has been "on the job", but starting this year a three week crash course has been set up for assistants, which one of my staff will be attending in January. Hopefully this is just the start of greenkeeper education and training in Germany.

All my staff are allocated specific work tasks and each one is responsible for the upkeep and maintenance of certain items of machinery.

Although Olching is in a highly populated area, my course can be said to "come to life at night", not from merry makers, but from the emergence of a teeming population of wildlife. We have six lakes on the course, attracting various species of duck, geese, swans and a colony of kingfishers.

The anglers of Sheffield, well known as the home country's largest number of fishermen, would be green with envy if they could see the huge carp, tench and roach in the lakes. However the laws on fishing in this part of Germany are very strict and a licence can cost up to £300.

As the sun sets, the sight of a deer roaming across the course is common place, rabbits and hares are in abundance, and at dusk the course becomes a naturalists haven. Although there is a certain amount of damage, they don't take divots!



Course Manager, Stephen Goldthorpe does not regret leaving Sheffield for West Germany