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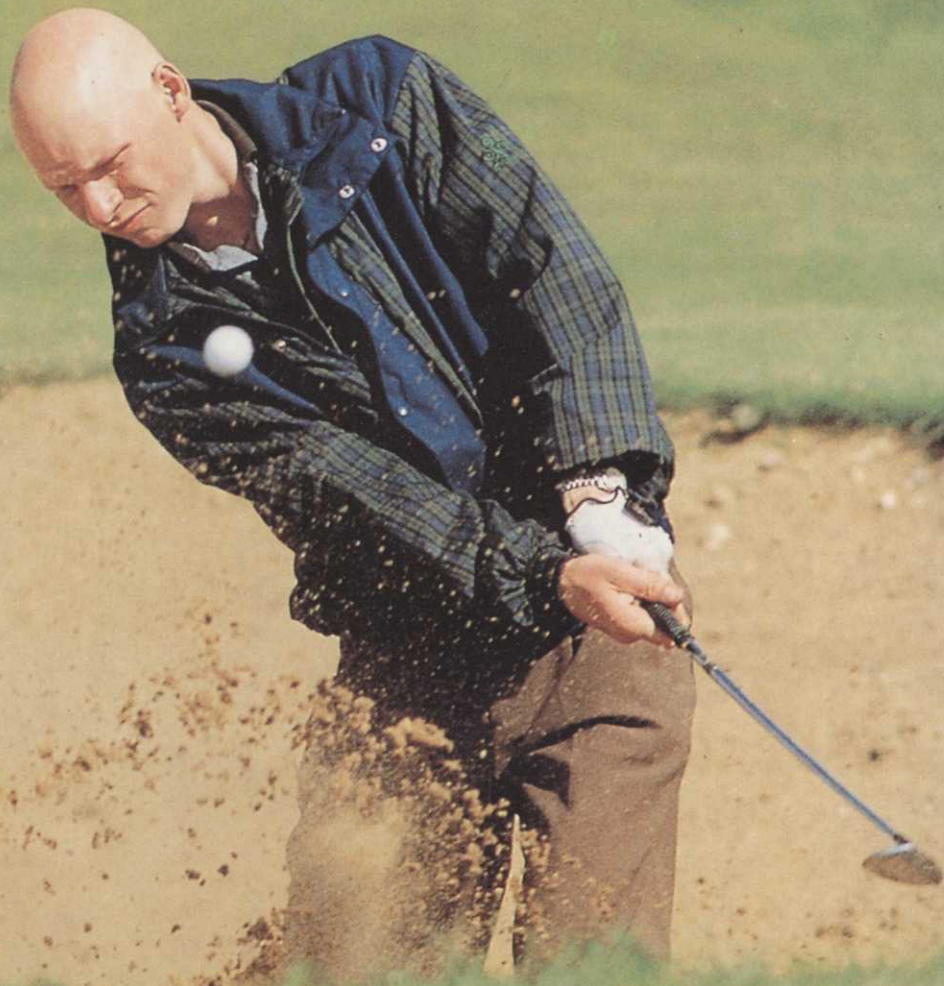
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Where to contact BIGGA

Aldwark Manor, Aldwark, Alne,
York, North Yorkshire YO6 2NF

Tel: 01347 838581
Fax: 01347 838864

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EDITORIAL

Editor: Scott MacCallum

ADVERTISING

Sales and Marketing Manager: Bill Lynch
Senior Advertising Sales Executive:
Carol Dutton
Exhibition and Marketing Executive:
Louise Lunn
Telephone: 01347 838581

PRODUCTION

Design and Production Editor:
Tim Moat, telephone 01904 610611

PRINTING

Hi-Tec Print, Unit 7, Universal Crescent,
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GREENKEEPER

International

AUGUST 1995

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Arnold Palmer and John Daly

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Want to exhibit at next year's BTME? It's filling up fast: call Louise Lunn on 01347 838581 for an information pack

Greenkeeper Education and Development Fund

The Fund provides the key to the future for greenkeeper, golf club and game. Individuals and companies can join the Golden Key Circle and Silver Key Circle. For details, contact BIGGA on 01347 838581.

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The times they are a'changing...

Located somewhere in the centre of England, some 200 miles respectively from London and Edinburgh is a country hotel with a surrounding eighteen hole golf course. Known as Aldwark Manor it is not the easiest of places to initially locate although only a few miles north of the great city of York. It was to here that a young organisation known as BIGGA located in May of 1989 from the Sports Turf Research Institute in Bingley, initially to portacabin offices before moving into a converted out-building in December of that year. Since that time both the organisation and the offices have grown. Through prudent conversion, the offices have doubled in size but they are barely adequate for current let alone future needs. BIGGA is presently committed to a lease which expires at the end of 1997. The Board of Management has now established a Buildings Fund to raise monies to provide for suitable alternative accommodation in the years ahead and has signalled its intent with an initial donation of £5,000 from general funds. So the search is on but it will surely be a wasted search unless the Buildings Fund can raise sufficient revenue to make things happen and facilitate a much-needed move. Within the regions and sections of BIGGA there is an appreciation that accommodation needs are becoming acute and now is the time for BIGGA members to become pro-active in their revenue raising activities to ensure that a move becomes a practical option. Members need to spread the word about the Buildings Fund whilst regions and sections need to give priority to fund-raising activities and set targets each year. It will all help and assist in the Association moving purposely forward to the year 2000 and beyond.

BIGGA's computer system has grown piecemeal since the early days at the Sports Turf Research Institute in 1987 and 1988. We followed the STRI in the use of an Apple Macintosh system and it has served us well over the years. However, in the nature of these things it is now outmoded and



BIGGA in focus

BY NEIL THOMAS

simply not fast or flexible enough to meet the growing demands of our burgeoning Association. With this in mind the Board of Management has authorised the purchase of a new Apple Macintosh system which is currently being installed with software programmes being adapted to meet both current and future needs. There will be particular benefits for the Membership Services and Finance sections and it is, of course, vitally important that we stay abreast of current technological developments if we are to provide an increasingly sophisticated service to our members. It has not been possible in the past, particularly on membership matters, to provide the information services we would have liked to regions, sections and individual members. Now our updated equipment will allow this to be done and we will have in place a system to service the Association's needs over a five to ten year period.

tion's needs over a five to ten year period.

This will be a productive year for BIGGA's Education and Development Fund and one which confirms the wisdom of the establishment of the fund back in January 1992. No fewer than five projects will come to fruition in the months ahead. Currently available is 'A Practical Guide to Ecological Management of the Golf Course', jointly published by BIGGA and the STRI. Shortly to follow will be a video on golf course preparation. A second video on the reconstruction of a green is not far behind whilst in the pipeline is a booklet on grass identification. Finally the long-awaited localised management training courses are coming to fruition with the first two taking place at Elmwood College in October. These must surely be outstanding value for money at a price to members of just £50 a head. So, another significant year of development and new projects made possible by our golden and silver key supporters, who comprise the seventeen contributing companies within the industry and those individuals who wish to further BIGGA's education and training programmes. To one and all I extend the Association's appreciation.

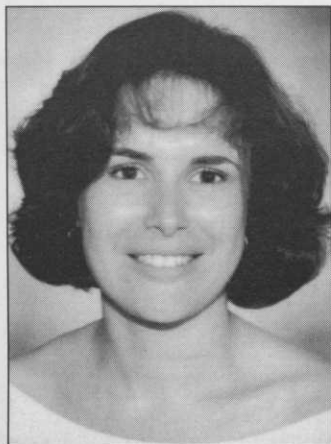
Those of you of a certain vintage will recall folk hero Bob Dylan telling the world that 'The Times They Are A' Changing'. No more so than at Headquarters.

Scott has arrived and is well into his stride with *Greenkeeper International* magazine. Now as I write Sam Flint prepares to leave us with wedding bells beckoning. Sam joined the Association in May 1989, her arrival coinciding with our move to Aldwark Manor. This makes her the second longest serving BIGGA employee and she has seen much water flow under the bridge. Now as the time comes for her to move on we wish her and Alistair every success for the future and thank her for all her efforts on behalf of the Association.

In her place we welcome Vickie Peckham whose past experience with the International Amateur Athletic Federation and the Commonwealth Games Council should stand her in good stead for the world of golf greenkeepers.

A welcome too for our new Membership Services Officer, Janet Adamson, who inherits a current total of 5,676 members which means that last year's final figure of 5,562 has been passed. Janet will have a big job on her hands in both looking after members' interests and taking the lead role in seeking to increase our membership. We wish her well. International members will welcome the news that Janet is fluent in both French and German – we intend utilising her talents! Most certainly times are a'changing in what is a productive and exciting period for BIGGA.

Moving in – and moving on



A BIGGA welcome to Vickie Peckham



...and to Janet Adamson



Wedding bells beckon to Sam Flint

Stalwart looks back on 25 years of service

BIGGA Board Member Pat Murphy was honoured with a dinner for his 25 years service to Shipley Golf Club.

In recounting his time at the club Pat remembered what the greenkeeping facilities were like when he started at the club and how much things had progressed in the time he had been with Shipley.

"In 1987 the committee upgraded the facilities for the greenstaff and I am proud to say that Shipley Golf Club is one of the clubs with decent facilities for the staff," said Pat in his speech.

He also recalled the BTME show in '93 when he was introduced to Prince Andrew and discussed the work that BIGGA does in education and in particular the video filmed at Shipley of the 15th green being relaid which is now being used as a basis for a training video.

NEWS



■ A team of greenkeepers won the Aberdeen Trades Foursomes tournament at Hazelhead at the first attempt. The team all BIGGA members was Chris Pearson, Murcar, Bradley Wood, Westhill, Richard Watt, Deeside and David Murray of Newmacher clinched the final in the double foursomes format by seven holes. It was reckoned to be the first time that a team had won in its debut in the event since in inaugural tournament in 1936.



The Number One Choice
Working for the good of the fine turf industry
A new competition with some great prizes starts on Page 32

East Dorset settlement will have long term implications

The East Dorset Golf Club court case, the result of which has been eagerly awaited within the industry because of its wide ranging implications, has been resolved out of court with Hawtree and the STRI settling on and paying out an undisclosed sum.

The terms of the agreement struck two days into the court case precludes both Hawtree and the STRI from comment but it is believed that the combined payment to East Dorset was in the region of £1.8 million.

The case came to court after the club accused Hawtree of costing it around £4 million when the course waterlogged and developed thin grass cover and it

lost potential club memberships and green fees. The core of the matter was a fine rootzone mix which had been decided upon to allow the course to combat the fact that the area was apt to become wet.

Unfortunately, because ultimately the case was not heard in court, the facts did not have the chance to be aired and this coupled with the confidentiality imposed by the terms of the settlement mean that the detail will remain shrouded in mystery.

Chris Bakhurst who was Managing Director of Golf Build (UK) Ltd, constructor of East Dorset said, "Although I have already read some comments in the press

which are ill-informed I frankly do not wish to enter into a public debate about this profoundly complex case. Golf Build (UK) Ltd which, in fact, no longer exists was paid in full for its work and maintained good relations with all the parties involved.

"It is a matter of sadness for me, personally, that Martin Hawtree for whom I have the greatest admiration found himself in this situation and I hope that the industry will leave this matter behind it and continue to strive for excellence."

It is thought that the East Dorset case and the significant settlements may open the flood gates to more law suits.

FLYING DIVOTS

■ It is with deep regret that we announce the sudden death of Bob Plain. Bob was an ever popular greenkeeper beginning his career at Muirfield before heading south to work as Head Greenkeeper at Beaconsfield GC. Before his retirement he constructed the new Hazelmere Golf Club and it was there that he met his untimely death.

Bob was always great fun for all those who had the pleasure of his company. Unfortunately the loss of his wife Doris only 15 months before after many years of happy married life left quite a void in his life. Many friends in the golfing world attended his funeral at Amersham Crematorium on June 7.

Our sympathy goes to his only daughter Heather, her husband and their son.

■ Don Major retired as Head Greenkeeper from Betchworth Park GC Dorking recently after 28 years with the club. The occasion was marked by the club granting him a golf day which was attended by over 40 of his friends connected with golf and the trade personnel. As a surprise Jim Wyllie, accompanied by his wife Fran, arrived from Canada for the day. Jim and Fran had been friends of Don and his wife for many years. It was a great day for Don and he thanks both his club and the colleagues who were able to join him for the day.



■ The Inturf Group has appointed Ken Sparks as its Regional Coordinator for the North of England

following ten years with Grasslands Turf Company in the South of the country.

■ Paul Nicholls, a familiar face to many after 20 years as Sales Manager with Levington Horticulture, died in a road accident at the beginning of July.

Phil Parry, Managing Director of Levington Horticulture said, "Paul will be sadly missed by colleagues and customers alike. He was popular and hard working and our sympathies go out to his wife and family."

Paul was 45.

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Another greenkeeping award for Orton Meadows, Peterborough

Orton Meadows in Peterborough continued its remarkable run of success in producing awarding winning greenkeepers when 28 year-old Chas Campen received the Barenbrug award for being the Best Student of the Year at Milton College in Cambridge.

Chas, who has also been nominated for the Toro Student Greenkeeper of the Year, works under the current ICI Greenkeeper of the Year David Walden at the excellent municipal course.

Chas was presented with a cheque by John Bradley, Area Manager for Barenbrug, watched by, from left, David Walden, Roger Fitton, manager of Orton Meadows and Martin Crimmans, Lecturer in Horticulture at Milton College.



Educational recognition for experienced greenkeepers

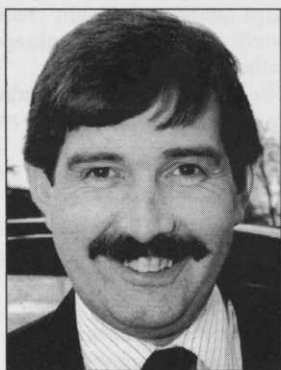
Hundreds of experienced greenkeepers who have learned their skills "on the job" can now be officially recognised for their ability without having to go to college.

The greenkeepers, many of whom will have seen their young colleagues go to college and gain qualifications, will be able to achieve nationally recognised qualifications at the appropriate level without having to attend college.

This exciting development comes with the Greenkeeper Training Committee becoming an assessment centre by gaining approval from City & Guilds and Scotvec to offer NVQ/SVQ in Amenity Horticulture levels 1,2,3 and 4.

By October the GTC will have 42 NVQ/SVQ adviser/assessors in place. All Course Managers or Head Greenkeepers they will have attained qualifications which allow them to:

- offer accreditation of prior learning and thus be in a position to advise greenkeepers on the appropriate starting level of NVQ/SVQ.
- assess a greenkeeper on the



David Golding: this will help education

basis of watching him or her work and questioning his or her knowledge.

■ assess the candidate using diverse sources of evidence other than merely assessing skills and knowledge such as previous non-NSVQ qualifications and testimonials from other Head Greenkeepers.

The 42 adviser/assessors all have the support of their employer and are spread throughout the country with eight in Scotland, 32 in England and two in Wales.

In addition to the 42 there are

200 assessors, who are also Course Managers or Head Greenkeepers, so everyone will have an assessor within easy reach.

"I am delighted that we have achieved Centre Approval and feel that this will help education within the greenkeeping profession and reach as many people as possible," said David Golding, GTC Education Director.

"The GTC's initiative to train advisors and assessors will allow colleges to go back to providing candidates with the underpinning knowledge of their subject and, wherever possible, let the assessment of this happen in the workplace," said David.

BIGGA, colleges and other training providers will still play a large part in greenkeeper training.

"I think this is a great step forward. BIGGA will continue to assess training needs and provide appropriate training courses," said Ken Richardson, BIGGA Education Officer.

Golf clubs are now to be encouraged to contact the GTC to have their greenkeeping staff's training needs assessed and through the NVQ/SVQ advisory service more trained, qualified greenkeeping staff will enhance golf course conditions.

The GTC will continue to train Course Managers and Head Greenkeepers as assessors and if either golf clubs or greenkeepers are seeking more information on the NVQ/SVQ system, assessing etc they can contact the GTC at Aldwark Manor on 01347 838640.

FLYING DIVOTS

Tribute to the greatest game

Kent Section Member and avid golf lover Peter Biscoe came across the following observation on the Royal and Ancient game.

As Peter says, "The sentiments expressed echo all that is good about the game and should be good reading when, as often happens, one walks in the door wondering why we persevere but for some unknown reason can't give it up."

So with due credit to author David R. Morgan:

Golf is a science, a study of a lifetime in which you may exhaust yourself but never your subject.

It is a contest, a duel, or a melee calling for courage, skill, strategy and self control.

It is a test of temper, a trial of honour a revealer of character.

It affords a chance to play the man and act the gentleman. it means giving into Gods out of doors, getting close to nature, fresh air, exercise and sweeping away the mental cobwebs plus genuine recreation of tired tissues.

It includes companionship with friends, social intercourse and the opportunity for courtesy, kindness and generosity.

It promotes not only physical health but moral force.

Salute to Robert Burns

Robert Trent Jones Jnr is to create his first Scottish course, on the Dalquharan Estate in Ayrshire. The new club will commemorate Scotland's national poet.

As the owner of the estate Westway is developing the club and the Dalquharan Castle Hotel and Country Club at a total investment of around £12.5 million. Work begins on-site in early autumn.



Education Update

BY KEN RICHARDSON

Grant system will help to pay course fees

A timely reminder for greenkeepers considering attending the supervisory and management courses; an update on the TORO/PGA European Tour Student of the Year Award, information on the Zeneca Premier Greenkeeper of the Year Competition, news of a new training course on the Ecological Management of Mammals and Birds and news about BIGGA's latest training booklet.

BIGGA SUPERVISORY AND MANAGEMENT COURSES

This year's BIGGA Supervisory and Management Courses are filling up fast. Be sure to reserve your place by returning the card in this magazine, together with a cheque for £117.50 to BIGGA HQ at Aldwark Manor. These courses provide the ideal opportunity to help head greenkeepers bridge the gap to course manager and to prepare all greenkeepers for management roles. Head greenkeepers who have not received any formal supervisory or management training should advise their

clubs that grants of £150 may be available from the GTC to help with the cost of sending their greenkeepers on one or more GTC endorsed management courses.

The 1995 series of BIGGA Supervisory and Management Courses has been designed not only to meet the underpinning knowledge requirements of NVQ/SVQ Level 3 Units but also to introduce elements of NVQ/SVQ Level 4. BIGGA courses are open to all greenkeepers who need to improve their supervisory and management skills. The courses are:

Module 1: Managing People 1. October 16 – October 20. Covering team building, interpersonal skills, leadership, time management and computers in green-keeping.

Module 2: Managing People 2. October 30 – November 3. Covering assertive communication, influencing skills, grievance and discipline and computers in greenkeeping.

Module 3: Managing Operations

and Resources. November 6–November 10. Covering planning and organising, estimating cost, budgets and project management.

Module 4: Managing Information. November 13 – November 17. Covering writing memos, letters and reports, communication skills, collecting and recording information.

Module 5: Management Techniques. November 20 – November 24. Covering level 4 management techniques. Topics include maintenance and improvement of service and operations, project management, negotiation skills and quality assurance.

All course delegates and employers will receive an end of course summary. This could be used to provide evidence for NVQ/SVQ assessors.

Attendance at each year's course qualifies for eight credits towards the Master Greenkeeper Certificate.

The cost per week, including accommodation, all meals and tuition fees is £420 + VAT for BIGGA members and £475 + VAT for BIGGA non-members.

If you need advice on which week to attend or have any other queries call me on 01347 838581.

Regional Supervisory and Management Courses

Places on the Scottish Region two-day supervisory and management course are going fast. These residential courses, which will be held on October 16/17 and October 18/19, have been introduced to make management training more accessible to all BIGGA members. Each course costs £50 for BIGGA members and £150 to non-members. Reserve your place by sending a deposit of £10 to BIGGA HQ.

Planning is being finalised to hold two two-day courses in the Northern Region, the Midland Region and the South Eastern Region, three two-day courses in the South West Region and one two-day course in Killarney, Southern Ireland. All these courses will be held in late February/early March 1996.

TORO/PGA European Tour Student of the Year

Congratulations to all the students who have been selected to take part in this year's Student of the Year Competition. All entrants

will, shortly, be receiving news of the locations of the Regional Finals which will take place between September 11–18. The National Final will take place at Aldwark Manor on October 8/9.

Zeneca (Miracle Care Professional Products) Premier Greenkeeper of the Year

Congratulations to the 15 regional finalists who have now been selected, three by each BIGGA region. Regional judging is currently taking place. The National Final will take place, at Aldwark Manor, on December 3/4.

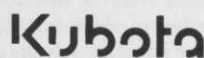
The Ecological Management of Mammals and Birds

This one-day BIGGA training course/workshop, run by the Central Science Laboratory, is designed to enable greenkeepers to plan and conduct cost effective mammal and bird management programmes and determine the appropriateness and cost effectiveness of management programmes undertaken by pest control companies. Completion of the course can be used to provide evidence of competence in Task 117 (Pest Control) of the GTC Training Manual. The first course will be held at Walton Heath Golf Club, Surrey on October 23. The course, which is limited to 25 delegates costs £60 per person which includes all course materials, lunch and tea/coffee. CSL will be sending full details to all golf clubs in Surrey. To reserve your place, call me at BIGGA HQ.

A Practical Guide to Ecological Management of the Golf Course

As pressures increase on greenkeepers to practise environmentally friendly maintenance procedures, it is timely that BIGGA, in co-operation with the STRI has commissioned this very readable practical guide. Thanks to a subsidy from the BIGGA Education and Development Fund, the book can be obtained for the extremely low price of £3 for members and £10 for non-members. BIGGA members can obtain their copy by sending £3, made payable to BIGGA, to BIGGA HQ at Aldwark Manor. Non-members can obtain copies from either BIGGA or from the STRI. Orders are being dispatched, currently, so be sure of obtaining your copy. Order now.

MEETENS



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European architects get together

The first meeting of The Council for European Golf Course Architects took place recently at the Berkshire Golf Club, Ascot.

The delegates pictured represented the British, French, and European Groups and made substantial progress towards the formation of a Federation.

Standing: Howard Swan, Rainer Preissmann, Peter Harradine and Mark Adam. Seated: Jeremy Pern and Alain Prat.



Skin cancer fears lead to warnings about sunburn

The Health and Safety Executive has launched a new free booklet warning of the dangers of sunburn.

The leaflet "Keep Your Top On" is aimed at all those who work outside and are in excessive danger of exposure to the sun.

"It is extremely important for outdoor workers to realise the danger of over-exposing the skin to the sun," said Dr Paul Davies, a senior health policy official at HSE. "Too much sunlight can be damaging – especially to people with sun-sensitive types of skin. Excessive exposure can prematurely age the skin, leaving it wrinkled and leathery and

increase the chance of skin cancer in later life."

In England and Wales there are nearly 40,000 new cases of skin cancer registered among the general population every year and around 1,600 deaths. This number has increased over the last decade and this is believed to be linked to the increased extent to which people expose themselves to the sun for a suntan.

"In our climate the sun is not as strong or as intense as in the tropics but workers are advised to protect their skin from undue exposure to the sun while working out of doors in the summer – particularly during the three or

four hours around the middle of the day. Recommended precautions include wearing a long sleeved top and a hat with a wide brim which will shade the face, head and back of the neck," said Dr Davies.

The leaflet also explains that some people are more sensitive to the sun than others and gives simple advice on how to recognise skin types most at risk.

Copies of the leaflet "Keep Your Top On – Health Risks from Working in the Sun", ref IND(G)147(L) are available free from HSE Books PO Box 1999, Sudbury, Suffolk CO10 6FS. Tel: 01787 881165.

STRI sets out its policy statement for golf clubs

The Sports Turf Research Institute (STRI) has led the field for many years in providing sound, independent advice to golf clubs.

Golf courses are an integral component of our countryside supporting a wide diversity of habitat types, often contributing significantly to the conservation of the landscape, much of which is under continual threat of habitat destruction and/or modification. Many golf courses are important in conserving nationally and internationally important plant and minimal species. Golf clubs are gradually realising the importance of the surrounding natural landscape for the enhancement of the game, realising the need for sympathetic approaches to ecological management.

In working alongside golf, the STRI is striving to promote a greater ecological awareness through:

- Education to establish a greater depth of underpinning knowledge behind ecological management and naturalistic approaches to landscape

development.

The STRI will strive to:

- Consider all issues related to golf course management, especially those with ecological implications.
- Keep abreast of, and comply with, relevant environmental legislation.
- Work with the management of the golf club to develop and implement environmental enhancement programmes and their future monitoring.
- Avoid activities which could result in undue or excessive danger to plant, fish or wildlife, or which could threaten or damage their habitat.
- Provide recommendations for the most effective and most efficient use of resources.
- Ensure that contractors and managers recognise their environmental responsibilities.
- Provide recommendations for the most effective use of fertilisers and pesticides and to minimise their movement from target areas to the immediate environment through transport in air, water or soil.

FLYING DIVOTS

■ A new report shows that nine out of ten golf courses built within the last five years are in financial difficulty.

The report "Financial Performance of UK Golf Developments" by the Golf Research Group claims that of the 388 courses built since 1989, 88% have incurred losses and many have been forced to cut joining fees and reduce standards to attract new members.

An analysis of the accounts of 78 new courses found that 28 made a combined profit of £17.85 million with two of them accounting for almost £12 million of that while the other 50 had combined pre-tax losses of £32.79 million. The report is available from the Golf Research Group price £195. Tel: 0181 987 9950.



■ Andre Baylis formerly Claymore Area Sales Manager for Midland, Wales and East Anglia has been charged

with running the company's new replacement parts division. "Over the past few years we have seen a considerable increase in the growth of the company and this has meant more machinery being used and a great demand for replacement parts. Andre Baylis will coordinate the whole of the replacement parts operation to ensure we meet our commitment to our customers," said Managing Director Keith Christian.

■ UK based companies considering whether to attend the GCSAA show in Orlando will be interested to know that Department or Trade and Industry funding is available to assist with the cost of a stand. The funding is only available to UK based exhibitors and only goods made in the UK may be displayed. To apply for a grant register through the the AEA – servicing the Amenity, Environmental and Agricultural Industries – by Friday November 3. For further information and an application form contact Debbie Dale on 01733 371381.

Honour for Fazio

Tom Fazio has been named as recipient of the Old Tom Morris Award by the Golf Course Superintendents Association of America. The presentation, to one of the game's top course designers, will be made during the GCSAA's 67th International Golf Course Conference and Show in Orlando in February.

Fazio joins Arnold Palmer, Bob Hope, Gerald Ford, Patty Berg, Robert Trent Jones Snr, Gene Sarazen, Chi Chi Rodriguez, Sherwood Moore, William Campbell, Tom Watson, Dinah Shore, Byron Nelson and Dr James Watson as recipients of the award. The winner is selected by the GCSAA.

■ BIGGA's presentation to Arnold Palmer: Pages 12-15

SMALL IS Beautiful

Scott MacCallum meets Bryan Griffiths – a man who builds courses for those new to the game.

How often have you read of a new golf club which, the literature boasts, is “a championship course over 7,200 yards in length” and has cost the equivalent of the prize fund for half a dozen weeks on the lottery?

Membership fees are invariably five figures and the courses are always in immaculate condition partly because when you pass they are usually devoid of play unless of course there is a visiting merchant bank entertaining clients.

They are all aimed at the elite end of the market and many have failed to break the shackles of enormous debt and seen more bankers pass through their gates. On these occasions though they are wearing business suits and frowns and talk is of rescue packages, not how they contrived to make seven at the short 8th.

These clubs do little to promote the game on a popular level. Even if juniors were subsidised and encouraged to join, the courses are so long and difficult they would soon drain any confidence golf's wannabees had in them.

So where can the young and, indeed, old learn the game and, in the case of the younger students, take the first steps to emulating the likes of Faldo and Montgomerie.

There is an answer but unfortunately it is an option which is being embraced by the game's sleeping giant – Asia – and is being virtually ignored in the United Kingdom.

Short, or par-3, courses built as part of an integrated golf academy allow youngsters, and those oldsters new to golf, to build up skills and confidence in an environment not designed to intimidate before they move onto the rigours of the par 72 7,000 yard monsters.

One man who has been at the forefront of the short course concept is Bryan Griffiths, Chairman of Golfconsult International Ltd, who has found the bulk of his current business in Asia. He has designed over 50 courses in 44 countries and pioneered the introduction of suspended water table green in the UK.

“There are 24 million active golfers in Asia and the latent demand is huge and they are showing a great interest in the short course concept. Unfortunately there is little interest

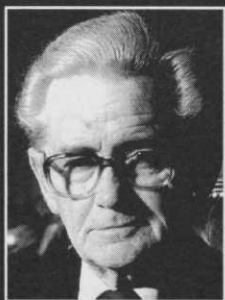
here,” explained Bryan who worked with leading architect the late John Harris.

“We generally build an adults’ short 9 hole course with perhaps two short par-4s, a children’s par-3 course, putting facilities, practice ground and teaching facilities. It is all there. Beginners can play and handicap players can brush up their short and medium iron play on the short course and their long game on the driving range,” he said.

“They can be built on a third of the land of a conventional 18 hole course for two thirds of the cost and the capacity is four times greater than an 18 hole course so they are extremely profitable,” said Bryan, whose company philosophy is “Feasibility Followed by Design.”

“It only takes an hour to get round so many people can play a quick nine holes in their lunch hours. Doing that soon sharpens up your game and handicaps will drop,” said Bryan.

**‘There is an unending supply of people who want to play but can’t’
– BRYAN GRIFFITHS**



“I design for the 95% of people who pay for the industry and not for the pros who, if you forgive me for saying so, take their money out of the game.”

The par-three concept is not new. Sir Henry Cotton advocated the idea many years ago with his plea for “cow grass” courses where the course merely consisted of cut grass for greens.

“That was great at the time for encouraging people to take up the game but things have moved on and the short courses must be built to the best possible specification. They have to be available for use all the time in all weather so they have to be hard wearing built to top spec using all the modern technology.”

Par 3 course greens are generally two thirds the size of conventional greens and Bryan includes very little rough and no water hazards.

“I did break that rule once where I put in one hole across water. The reason was that the complex included two signature courses which were stuffed with water and the client thought it no bad thing to give them a bit of a knee trembling experience.”

On the whole however the aim of the short course is to encourage and not intimidate.

“There is nowhere in this country where a beginner can feel comfortable and have all the facilities available to them to become a rounded handicap golfer. Beginner demand is almost infinite. There is an unending supply of people who want to play but can’t because they can’t afford it or snobbery keeps them out of the exclusive private clubs.

“The longest par three I’ll have is 190 yards off the back tees anything else is just a waste of money. What’s the point of putting down 200 yard par-3s when most of the users are beginners. Brute force should not be encouraged. Anyway some of the finest holes in the world are some of the shortest. Just look at the Postage Stamp at Royal Troon.”

With land at a premium and extremely expensive many developers, or existing clubs with some spare land, could do a lot worse than consider building a complex dedicated to beginners.

“The smallest course I have done is a kid’s nine holer at 625 yards and this requires only two acres. The standard short course is around 1,500 yards and needs only around 15 acres,” explained Bryan.

Just because a course is designated for children doesn’t mean that older handicap players should shun it.

“You mustn’t be snobbish. Play the 10 year olds. It’s quite a challenge for the adults and I can tell you if you play for a bar of chocolate you don’t win very often.

“Even very experienced players can take out their wedge and play. It requires real discipline. I’m a great advocate of the saying ‘Adults may play if accompanied by a child,’” said Bryan.

So there you are. If there is anyone out there with the wherewithal and desire to invest in a golf development don’t rule out the short course concept. It need not be an act of selfless philanthropy. In the location with a sizable catchment area it can be extremely profitable venture almost guaranteed to make a return on investment much more quickly than a conventional 18 hole golf club.



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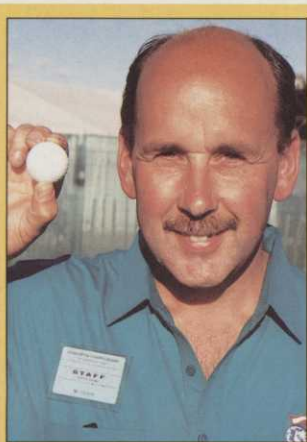
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With unrivalled access to top golfing talent at The Open Championship, members of BIGGA's Greenkeeping Support Team were widely quoted in press and TV coverage. It all helped raise the Association's profile – and provided a memorable experience for everyone involved. Reports and pictures by Scott MacCallum



Life's a ball for champ's main man

Mike Ardley, pictured, Head Greenkeeper at Braintree Golf Club in Essex, will remember the 1995 Open and its Champion for the rest of his life.

Mike was the member of the Greenkeeper Support Team working on John Daly and Ernie Els' match on the final day and won a toss of a coin with Iain MacLeod of Tain who had worked on the Costantino Rocca match to work on the play-off.

Once completed, Mike went to shake the new champion's hand and congratulate him on his achievement and was handed the ball which Daly had used to hole the clinching putt.

"I just couldn't believe it. I'd had such a wonderful week and been so lucky first to get the Daly, Els match and to win the toss of the coin with Iain then to be given the ball by John Daly is unbelievable."

Mike, who has had friends calling him up to say they'd spotted him on TV, is having a presentation case made for the ball and has already turned down an offer of £1000 for it from a dealer.



Team spirit: Members of the BIGGA Greenkeeping Support Team at St Andrews

Unforgettable!

BIGGA's Greenkeeping Support Team was on fine form at the Open Championship at St Andrews with the 49 greenkeepers providing valuable news items for the world's media as well as their more conventional work.

The team provided information for the Great BIGGA Bunker Competition which was run in the Press Centre as well as made notes of any interesting incidents which occurred during the 18 holes.

The competition was to predict the number of bunkers the world's top players would find during the course of the Championship. Every time a player found sand it was marked on a form and this information provided information used by the BBC and the world's press.

The competition was a major talking point in the Press Centre particularly as one man Andrew Farrell of Golf Weekly won the first three daily prizes of bottles of whisky and was only three bunkers out on his prediction after two days. Andrew, who by

the second day was re-named Mystic Meg, choked in the final round and allowed Mike Kern of the *Philadelphia Daily News* to win the final bottle of whisky and Keith Jones, of *Golf Monthly* magazine to walk off with the £600 Hayter Harrier 48 lawn mower kindly donated by Kim Macfie of Hayters.

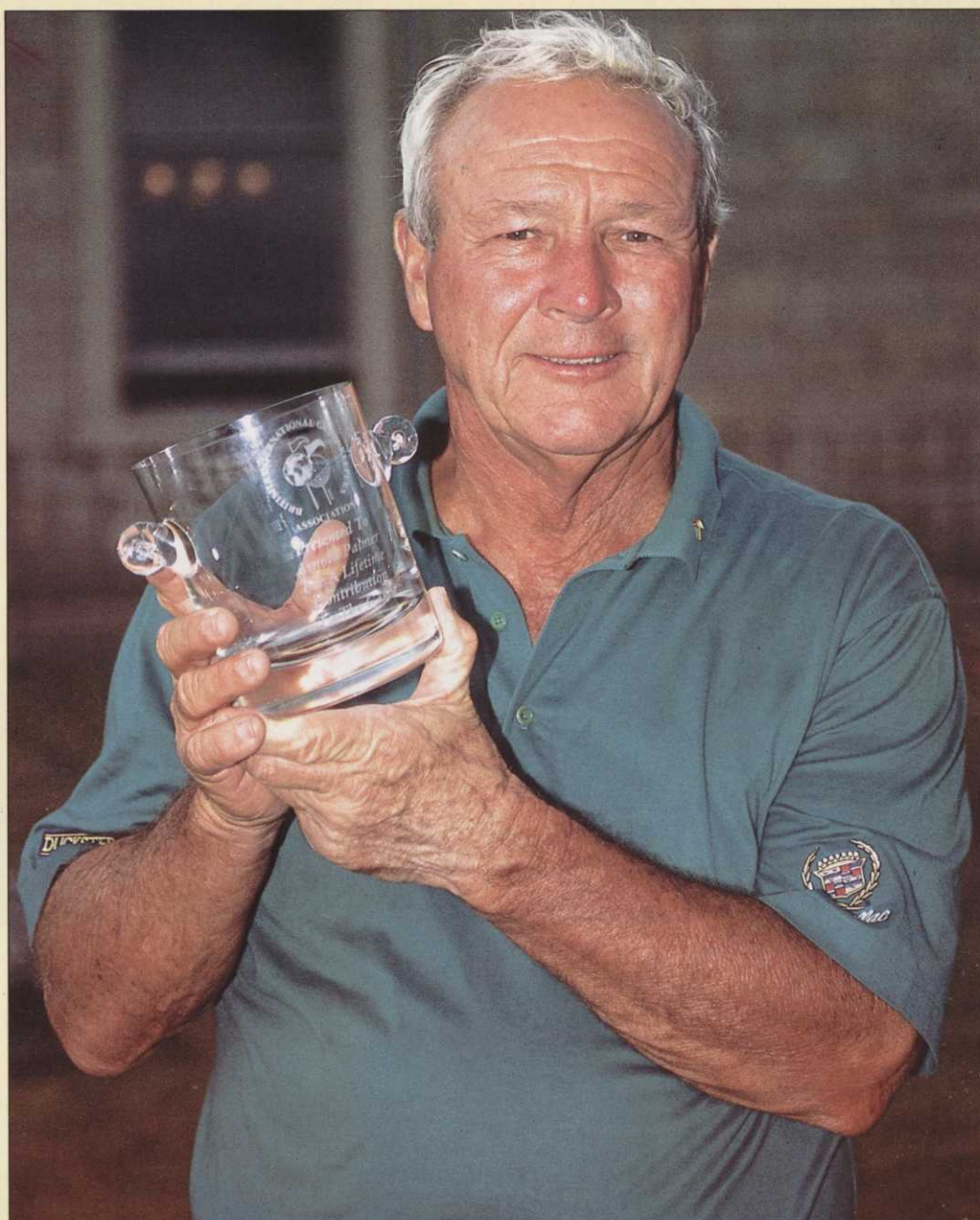
The competition and the titbits of information made it into many of the national daily newspapers and was mentioned everyday on

the BBC coverage keeping the work of the Greenkeeping Support team to the fore and ensuring that BIGGA's profile was high during the most important week on the golfing calendar.

For the record exactly 700 bunkers were found during the course of regular play with Rocca's visit to the Road Hole Bunker during the play-off adding one to the final total.

Taking a break: Our squad relax!





BIGGA adds its tribute to one of golf's legends

Arnold Palmer was presented with the inaugural BIGGA Lifetime Achievement Award in front of the R&A Clubhouse by BIGGA President Barry Heaney and Gordon Moir, Chairman of the Scottish Region on the Wednesday of the Open.

Arnold Palmer said that he was flattered and honoured to become the first winner of the Award.

"My father was in greenkeeping for 55 years and to be recognised by the British and International Golf Greenkeepers means a great deal to me," he said.

He spent a few minutes talking with Barry and Gordon in front of a battery of photographers before going off to prepare himself for his final rounds in the Championship

The citation which accompanied the Darlington Crystal ice bucket read:

"In recognition of the universal debt the game, and all those who are employed within it, owes to Arnold Palmer, the British and International Golf Greenkeepers Association wishes to honour this great and universally revered golfer. As the son of a respected greenkeeper, and a man renowned as much for his sportsmanship and integrity as his talent as a golfer and a golf course designer, there could be no finer choice than Arnold Palmer to become the inaugural recipient of the BIGGA Lifetime Achievement Award."

It is hoped that the BIGGA Lifetime Achievement Award will now become a regular part of Open week.

Picture: Hailey Sports Photographic

JUST FOR THE RECORD

■ Gordon Sherry has been mixing in high company. He has holed-in-one in the company of Jack Nicklaus during a practice round, spent two rounds playing with Greg Norman and Tom Watson and been introduced to ex-US President George Bush. To top it all, though, he has been staying with Gordon Moir, Chairman of the Scottish Region of BIGGA and Head Greenkeeper of St Andrews Eden Course, for the week.

■ One man who watched Michael Campbell with great interest was Jim Johnstone a member of the BIGGA Greenkeeping Support team. Jim backed Campbell at 100-1 at the beginning of the week.

■ Nick Price was in a playful mood as he completed the defence of his title. When his playing partner Brad Faxon nipped into one of the on course toilets Price stuck a tee into the latch to lock him in. Faxon had to put his shoulder to the door to escape – watched by BIGGA Greenkeeper Support Team member Steve Curtis.

■ A fate nearly befell Robert Allenby which the rest of us have to put up with day in day out – carrying his own bag. Under the watchful eye of Alex Robertson, the accompanying member of the BIGGA Greenkeeping Support Team, he failed to escape from a bunker at the 9th and turned to his caddie and said, "That's the last time I listen to you." At that the caddie said "Well carry your own bag then" stripped off his bib, put down the bag and walked off. Allenby was forced to carry his bag to the green by which time the caddie had had a change of mind and returned and there was a speedy reconciliation.

■ John Cook was a victim of the weather when his yardage chart blew out of his hand on the 13th. It was retrieved by Brian Rigby, of the BIGGA Greenkeeping Support team, who said, "That's the Scottish weather for you." He replied, "Yeah, you have to keep a firm grasp on everything." He burst out laughing when Brian added, "Especially your wallet."

■ Ian Woosnam putted poorly all day and at the end of the round instead of shaking hands with his lady marker he handed her his putter – reports Richard Barker, of the BIGGA Greenkeeping Support Team who worked on the match.

MAKING OUR MARK ON GOLF'S PREMIER CHAMPIONSHIP



The Open



★ Arnold Palmer visited one of the on course toilets during his final St Andrews round. Howard McAddey, his accompanying BIGGA Greenkeeping Support Team member, overheard someone say that he was going into write "Arnold Palmer was here" on the toilet wall.

Left: BIGGA Vice Chairman Dean Cleaver soaks up the sun at The Open

Below: BIGGA Chairman Barry Heaney manages to get head and shoulders above the crowds for a better view

Bottom: Neil Whitaker poses beside the Road Hole bunker



Greenkeeper Trevor just misses out

Trevor Foster, pictured above, Head Greenkeeper at Accrington GC, came perilously close to teeing up with the stars over the Old Course.

He headed his local pre-qualifying event, coming back from two over par after two holes to post a 68, and competed in the final qualifying at Scotsraig

near St Andrews. Unfortunately despite posting a two under par total of 140 he missed out by four shots and his visit to the famous course was merely as spectator and not player.

Teeing up in The Open would not have been a new experience for Trevor. Neither would seeing his name on the top of the leaderboard.

After nine holes of the 1989 Championship at Royal Lytham and St Annes Trevor led The Open and he still has the photograph with his name sitting above the top players in the world on the leaderboard.

"It's a moment I'll remember for the rest of my life," said Trevor.

He has a fine record of making it through the pre-qualifying having failed only once but has only once converted it into a final place in the field.

"I've always played well though and never missed by very much. Even this time I did feel with a few holes to go that I could get a couple of birdies and squeeze in," he said.

JUST FOR THE RECORD

■ A total of 700 bunkers were found during the course of regular play in the Championship – Rocca's visit to the Road Hole during the play-off took the figure to 701. The final day, including the play-off produced 156 visits to bunkers. The Road Hole claimed 14 including Daly, Els and Rocca in the play-off.

■ The last man to find a bunker in the Championship was Davis Love III who waited until the 8th hole on Sunday before entering a bunker. Dean Robertson pushed him close but his challenge came to an end when he found sand on the 6th during the final round.

■ The 17th produced the most sand drama. The hole claimed 94 victims with 72 of them coming at the Road Hole – including Rocca's visit in the play-off.

■ Lee Westwood was the man who made most visits to sand during the tournament with 12 visits to sand during the four days. Nick Faldo was second with 10.

■ James, Tomori and Nakajima were the men who made the fewest visits to sand during the week. Tommy Nakajima who became known for his Road Hole horror in 1978 made his first visit and only visit to sand on the 14th hole in the third round.

■ The hole which possessed bunkers but which claimed the fewest victims was the 8th with 16 victims all week.

■ Craig Parry was sick of the sight of one particular bunker on the course. He found the same bunker as he played the 7th and the 11th causing extra work for Sean McDade of the BIGGA Greenkeeping Support Team.

■ After his second successive 75 former US PGA Champion Wayne Grady gave away his putter to a young girl who had accompanied his match. The comment from Robert Hogarth, the BIGGA Greenkeeping Support Team member who followed the match was, "On this showing I don't blame him."

■ On an unfortunate note. The Editor's pick to win the Championship, Bernhard Langer, and the six lottery numbers he selected for the Saturday of Championship week failed to live up to expectations. The Editor expresses his regret to anyone who was daft enough to invest in them and can only rub salt in the wound by saying that he clean forgot to put any money on them himself.



Moment of glory: the BIGGA Greenkeeping Support Team with this year's Open champion, John Daly



BIGGA President Viscount Whitelaw made his traditional visit to the BIGGA Open Headquarters, this year in the Madras College FPs Rugby Clubhouse close to the 17th green, on the Friday of the Championship.

He chatted with BIGGA Chairman Barry Heaney, Vice Chairman Dean Cleaver and Executive Director Neil Thomas as well as a number of the members who were enjoying a break between their matches.



John Daly receives the trophy – and applause. Also at the top table is Walter Woods, Links Superintendent at St Andrews

Managing and

**Management tips from Duncan McGilvray,
Course Manager at Letchworth GC in
North Hertfordshire.**

If one person manages the golf course efficiently, and takes control of the many varied responsibilities involved, the benefits to the golf course and the club as a whole, are immeasurable.

This may be a rather obvious statement to make but I have to say there are still very many private members' golf clubs which do not hold one person responsible for managing their course, and because of this the golf course and its members have to suffer sub-standard conditions and long term problems.

The person or persons who may be responsible at the moment may range from the General Committee, the Green Committee, the Green Chairman or Convenor, the Secretary, or how about the Course Superintendent or the Estates Manager? Or even a "working" Course Manager (whatever that may mean) and in a few isolated cases it may be the Head Greenkeeper.

With all that confusion around I am not surprised that there are many private members' courses not being efficiently managed. But let's not blame anyone for this rather confusing situation. At the moment there is no workable alternative. To be quite frank there are not enough suitably qualified Golf Course Managers to go round. I do believe however that there is an answer and an ideal which can be achieved in the foreseeable future.

To manage a golf course you need a Course Manager NO MORE – NO LESS. There may be Managing Committees and even Managing Sub-Committees which are there (quite rightly in my view) to ensure the members interests, but there should be no argument against the necessity of every golf course having a suitably qualified Course Manager to be responsible for the golf course.

To whom that person is answerable may be a matter for debate but we must hold one person responsible and that person must be a Course Manager.

In the next few months we will cover what I believe is the absolute minimum requirement/remit/job description of that person and I fervently hope that it will become the rule at every private members' club and not the exception. With the Greenkeepers Training Committee now well established, and the many training providers (including BIGGA and the approved colleges), there will be no excuse for not finding the relevant training to develop the necessary competency levels and skills required to be a successful and effective Course Manager.

1. TAKING A MAJOR ROLE IN THE FORMULATION OF POLICY

What is "policy"? Simply explained, it is an agreed system within which we work. Note the word "agreed". The Club sets policy – not the Course Manager. That point is extremely important – we may think the course is ours but it belongs to the members and we are employed by those members to carry out their instructions. That said however – because we are trained to manage courses and possess the knowledge, expertise and above all, experience to avoid potential future disasters – we must be involved and indeed take a major role in the formulation of such a policy.

If for example the club aimed to have a policy of no aeration: "we don't want all those holes in the greens disturbing our putting" – and lots of water so that "we can hold the ball on the green more easily" – it would be the Course Manager's duty to convince the Club of the catastrophic results and that a different policy should be adopted.

In this way policy is set and the Course Manager is responsible for that policy being carried out.

I do not wish to go into detail regarding what a policy should contain but suffice to say it should cover every area of the course from greens and conservation areas, to clubhouse surrounds and car parks. It should also contain all staff and committee responsibilities. This may sound daunting at first but, believe me, if policy is set out, your working relationship with the Club will be much more amicable and workable.

The biggest aggravation I hear from colleagues is that the Committee/Secretary/Green Chairman (or all of them) are always "interfering" in the work on the course. If you set policy and work within it, there is no need for any "interference" – everyone knows what the aims are, and how they will be achieved – the course will be managed in a way which the Club can understand and relate to, and in the case of a written Course Policy Statement (which is highly recommended), is clearly defined and documented.

2. TO OVERSEE THE SHORT, MEDIUM AND LONG TERM MAINTENANCE OF THE COURSE WHICH IS DICTATED BY THAT POLICY

This covers the common sense decisions, made by us without realising it, on a day to day/week to week/month to month basis.

It covers decisions on staff working singly, in pairs, in groups, using overtime effectively and managing your staff's time as well as your own, eg. two or three tasks may be carried out at the same time thus making obvious savings, not only in time but also in machinery wear and fuel costs.

I also think it's essential to re-evaluate how/when we do anything on the golf course

on a regular basis. There is always a more efficient way no matter how well we think we do it already.

The most important work in the above heading is oversee – Course Managers are paid to manage, not to sit on machinery cutting grass all day every day – you save your club a considerable amount of aggravation, and therefore money, because you think and manage.

I do believe, however, that in our position we must earn the respect of our staff by not only being capable of doing any task we ask of our staff (no matter how menial) but also assist staff where and when appropriate. What we have to do is find the balance between overseeing, administration and the physical use of our own labour as part of the overall Greenstaff, so that the course is run as efficiently as possible.

Overseeing should not mean spying on staff. This is time wasting and counterproductive. In my experience staff respond extremely well to trust.

3. TO PRESENT AND IMPLEMENT WORK SCHEDULES

The Course Manager must be capable of assessing the detail and duration of every task on the golf course and convey this information whenever asked. The largest work schedule which must be presented, approved and implemented will probably be the Annual Winter Programme. This may be presented in many different forms but we have found the "3 Part System" to be very effective (Parts 1 to 3 in order of priority).

PART 1. NECESSARY ANNUAL COURSE MAINTENANCE

For example:

- Checking drainage and cleaning ditches, etc.
- Checking trees, staking/tree ties/lopping, etc.
- Checking/replacing small bridges.
- Painting course furniture and machinery overhaul, etc.
- Health & Safety updates, etc.

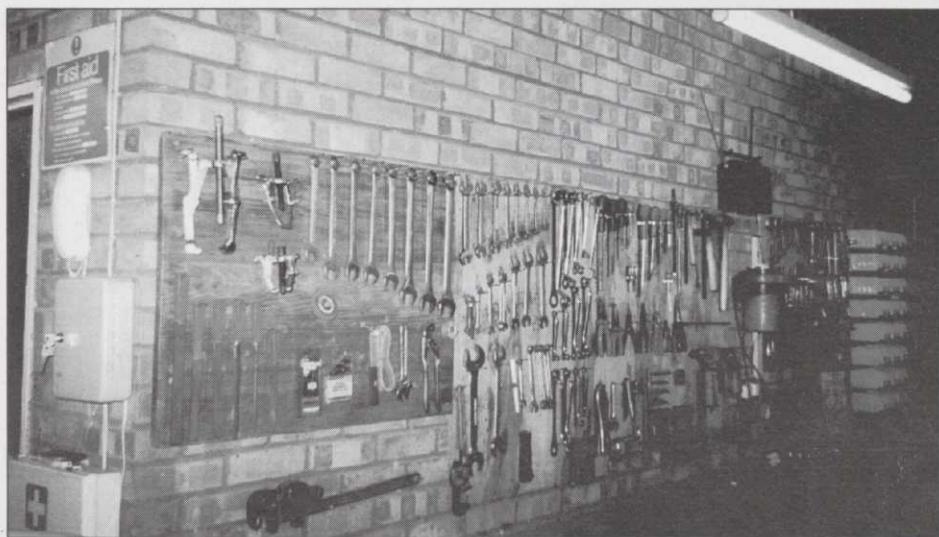
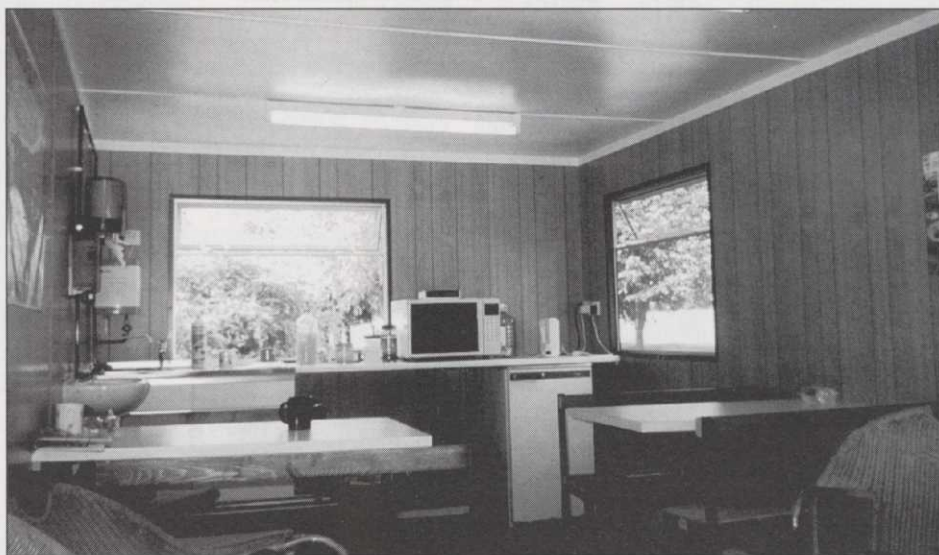
PART 2. AGREED PRIORITY WORK

The Committee/Green Chairman/Secretary will have more of an input in this section. It is effectively what the membership would like done on the Course, for example, new paths, new tees/larger tees, tree planting, etc.

PART 3. GOLF COURSE ALTERATIONS

Following a recognised Golf Course architect's appraisal this section would cover improvements to the Course in design terms, e.g. movement of bunkers, green re-design/re-construction, etc. The Winter Programme should state when it starts and is due for completion, eg. October 31st, 1994 to March 17th, 1995 as well as stating how many staff will be

taking control



A place for everything: Canteen facilities, top, and workshops at Letchworth GC

involved, and how that staff will be allocated to each project. Ideally a Master Plan would have been prepared as part of the Policy Document, so that Annual Winter Programmes are not viewed in isolation, but part of an overall strategy looking well into the future. Regular Course Reports to the Club should be produced throughout the year as a form of work schedule, covering progress and future work envisaged on the course, so that the Committee, and ultimately the membership, know what has/what is/what will be carried out on the course. (More detail of this under the later heading of Communication). Forward Planning is so important in ensuring things run smoothly for ourselves and our staff as well as the membership. Without going into any detail, written schedules have to be kept in a folder with access for all staff, which is updated on a daily/weekly/monthly basis so that everyone knows what is planned for

today/tomorrow/next week/next month. This is of course in addition to Year Planners, Holiday Schedules, Fixture Lists, etc. In this way the allocation of staff, materials, and machinery will be as efficient as possible. However, in the real world there are changing circumstances, and these have to be accommodated, but this should not be used as an excuse for not planning ahead.

4. TO PRESENT AND IMPLEMENT MACHINERY MAINTENANCE PROGRAMMES

A proper Machinery Maintenance Programme is very much reliant on finance and this will therefore be covered more fully under the next article heading of "Controlling Finances".

However, I would like to cover two very important points under this heading now.

An accurate machinery/equipment inventory which is updated immediately following

any change is absolutely vital and is the responsibility of the Course Manager. An efficient, clean, tidy and well-designed workshop, as well as good, comfortable canteen facilities where all staff know where all tools and equipment are kept sets the scene for the whole course. If the workshops are well kept I would bet that the Course would be too.

5. KEEPING ACCURATE RECORDS

Thank goodness for the Health & Safety Executive. Above all others they are the authority which has forced all of us into keeping accurate records. I must say I have certainly improved in this respect following their inspection, ie. chemical records, usage records, machinery repairs, etc. Another form of keeping records is via the desk diary. This tends to be used as the focus of all our operations.

It holds the obvious things like appointments and dates for golf days and the like, but having kept many years worth of work activities on the course, as well as what and how materials have been applied, it is a formidable record for the Club.

It is also important, should you move on, that the next Course Manager has the knowledge of what has gone on in the recent past, and would undoubtedly make his job easier.

And lastly, an accurate plan of the Course is essential in ensuring that everyone knows what's underground as well as what's on top. Expenditure records will be covered under Controlling Finances.

6. KEEPING UP TO DATE WITH MODERN METHODS, MATERIALS AND EQUIPMENT

In this ever-changing environment, with the myriad of materials and machinery, it is our duty to keep up with developments in all areas. I have to say that the best way I have found is to meet with colleagues at every possible opportunity, both in the line of business, eg. BTME, Education Conferences and Workshops, Saltex Exhibition, etc. as well as semi-social occasions, such as BIGGA golf days, etc.

The obvious occasions are the demonstration days given by companies within the trade which are very helpful, but still find talking to colleagues on those days more beneficial. We seem nowadays to be inundated with product information and the tendency is for it to go straight in the bin. However, we owe it to our employer continually to look at the most cost effective way of managing the course, and if that means reading every circular, book or magazine article, then we have to do it. Today's golfing member deserves an efficiently run golf course for the money he or she is paying, and more and more of these members are questioning where their money is being spent.

A Course Manager totally responsible for the course is I believe the only way to make sure that requirement is met in future.

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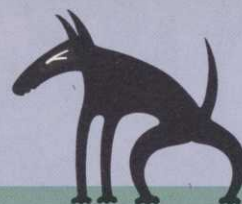
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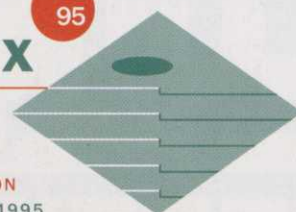
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Calls to the Association's legal helpline continue to grow. Employment barrister Jonathan Waters considers some common problems concerning greenkeepers' employment.

KNOW YOUR RIGHTS

I am an assistant greenkeeper. I have heard on the grapevine that the committee is going to make an assistant greenkeeper redundant. What is redundancy and if I am chosen what procedure should my employer follow prior to making me redundant?

Unfortunately, as a consequence of the recession, this is a common enquiry. The term "redundancy" is often misunderstood – both by employers and employees. In law, redundancy has a specific legal meaning. It basically occurs when either the golf club or the place at which the greenkeeper works closes down or, as is more common, there is less work available for the greenkeeper to do.

A greenkeeper who has been employed for in excess of two continuous years would be entitled to a statutory redundancy payment based upon his length of service, age and gross weekly salary. The statutory redundancy payment is calculated as follows: a) one and a half week's pay for each year of employment which consists wholly of weeks in which

the greenkeeper was not below the age of 41;

b) one week's pay for each year of employment (not falling within (a) which consists wholly of weeks in which the greenkeeper was not below the age of 22; and c) half a week's pay for each such year of employment not falling within either of the above.

The maximum amount of a week's pay is £205.00. The redundancy payment is tax free.

The greenkeeper would also be entitled to notice money calculated on the basis of one week's notice for each complete year of service. If, however, the contract provides for more notice money than this then it is the greater amount that must be provided.

Making someone redundant, an employer must follow a full and proper procedure. This usually involves consultation with all greenkeepers who are likely candidates for redundancy, consideration of alternatives to redundancy (such as an agreed reduction in hours or salary) and consideration of alternative employment – if available.

If the greenkeeper is one of a number who may be selected for example, the employer needs to dismiss one of three assistant greenkeepers, then the employer must have a legitimate reason for selecting that particular employee. Traditionally, this has been based on the principle of "last in, first out" however, in recent years, there has been an increased tendency to follow a points criteria. This is based on marking each employee on factors such as attendance, timekeeping, sickness record, disciplinary record, and qualifications. The greenkeeper with the least amount of points is the one who will be selected for redundancy.

If a greenkeeper has been employed for more than two years he will be protected from unfair dismissal. If he considers that there is either not a true redundancy situation or that the procedure followed is defective then he may make a complaint for compensation for unfair dismissal at an Industrial Tribunal within three months of the date of dismissal.

I recently left my last club to take up a new position as a Head Greenkeeper at a rival club. My new employers have requested a reference from my old employers but they have refused to provide one. Are they entitled to do this?

Unfortunately, the answer to the question is yes. With the exception of the financial services industry, a former employer is not legally obliged to provide an ex-employee with a reference. The law does, however, provide that if a reference is provided then it must be truthful and accurate. If it is not and the greenkeeper is unable to obtain a new job as a result then he may be able to sue the former employer for damages to compensate him for any losses sustained.

■ The information contained in this article is for general guidance only. In the event of a member having any legal problem then it is extremely important that Hambro Legal Protection Ltd be contacted without delay. Hambro Legal Protection Ltd's telephone number is 01206 867775 and the service is available 24 hours a day, 365 days a year.

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Celtic Manor Golf and Country Club is the result of one man's dream, a dream which will give pleasure to thousands and provide Wales with a truly great Championship venue.

Written by Scott MacCallum Photographs by Phil Inglis and Jeff Morgan



'It is a quality development of truly international standard'

Crossing the Severn Bridge into Wales at the moment it is difficult not to marvel at the magnificent structure currently under construction a mile or so to your left. The new, as yet unnamed, bridge, complete but for a few gaps in the span and with huge cranes somehow floating in the water around it, gives a reminder of man's ability to create technological masterpieces.

Travel a few miles further down the M4 and again your breath is taken away by another extraordinary feat.

Like the new bridge Celtic Manor Golf and Country Club is a showcase for man's talents as well as being a tribute to the achievements of one particular human being. We've all heard tales of the local man made good but the story of Terry Matthews puts most others in the shade and is sufficiently awe inspiring to make all but Richard Branson feel an underachiever. He began his professional life repairing telephone kiosks and has risen to become the tenth richest man in Great Britain. He no longer resides in Wales however. He moved to Canada some time ago and his £500 million personal fortune – that's £500,000,000, a five and eight zeros – was amassed from the telecommunications business, Newbridge Network, he founded.



Riding high: Course Manager Jim McKenzie

Terry was born in the building which is now the Celtic Manor Hotel when it was a maternity hospital. He bought it some years ago and turned it into a hotel before his

dream of creating a golf course fit to host a top PGA European Tour event for a Welsh title developed fully.

It's a dream which is nearing fruition and one which has cost in excess of £50 million.

It sounds, and is, a lot of money but when you visit Celtic Manor and see the sheer scale of the development, 36 holes plus the Ian Woosnam Golf Academy, and the blind devotion to excellence it is easy to see where the money has gone and even, it may sound ludicrous to say, conclude that he's got a bit of a bargain.

Designed by Robert Trent Jones Snr, who would have a strong case for being the man at the very pinnacle of the profession, the Roman Road course at 7001 yards par 70 is not something you'd want to play to in the Monthly Medal while the Coldra Woods course 4094 yards par 61 will help to develop new talent – Celtic Manor is also the new home of the Welsh Golf Union. Coldra Woods is a selection of par-3s and par-4s with the added bonus of making it a pure par-3 course by moving to the front tees which have been built on the par-4s.

Testing every club in the bag the Roman Road will be a particular examination for the putter as Trent Jones Snr has installed his trademark greens with subtle and some not so subtle borrows. One thing it doesn't do is comply with conventional wisdom when it

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Celtic Manor's head mechanic Cal Callaby, left, in the well-equipped workshop with Julian Driver, sales manager of Pro-Turf Equipment, Carmarthen

comes to considering Roman Roads. Long it may be but dead straight and flat it isn't. High on a hill overlooking some majestic Welsh countryside it will require shot making of the highest quality to make a score and when the wind blows as it undoubtedly will even Touring Pro Ian Woosnam will be hard pushed to tame it from the back tees.

It also carries the flag of the Wales Tourist Board which is hoping that it will attract top sportsmen and women as well as accompanying tourist influx from all over Britain and the rest of Europe.

"It is a quality development of truly international standard and ideally placed, just off the M4, to attract visitors from the rest of Wales and across the border," said Shan Ekin-Wood, Wales Tourist Board Press Officer.

"With Ian Woosnam's involvement and with proposed equestrian and tennis centres it should attract top quality sportsmen and women to Wales. It will be an important part of the Welsh tourist industry," she added.

Course Manager, Jim McKenzie, is the man who has been charged with bringing the courses to peak condition.

"We've actually kept very quiet about Celtic Manor before we opened. Our marketing people have been very clever in that they have not given the course a huge build up as has happened at some others. The idea was

to finish it and then let people make up their own mind about it. Then they could be the ones to sing our praises," explained Jim.

A 33 year-old Scot with an impeccable greenkeeping pedigree having worked at some of the country's finest courses, Jim has been on site since June '93 slowly bringing it along so its condition will match the quality of the lay-out.

"I've had the benefit of being involved from very early on so I've had input on a great deal of the construction work.

"Trent Jones Snr drew up the construction specifications, Wenvoe Construction of Cardiff moved the top soil, Trent Jones' own shapers shaped the course, the top soil was replaced, Gerald Davis did the final seeding and the irrigation was put in by Toro," he explained.

Jim's own team did all the final shaping, all the drainage and sanding of the bunkers and this not only had cost cutting benefits but also enabled the job to be done at the optimum time.

"By doing this ourselves it meant that we could structure the jobs much better. If it was

too wet for my guys to put in sand they'd go and do something else. If a contractor came he'd do it anyway."

The course has been built to be extremely maintenance friendly and capable of fending off all but the worst the South Welsh elements could throw at it.

"It really is a facility to play golf every day of the year. It's built on the apex of a hill so drainage is not a problem and there is little or no frost because of the wind. There is very little time consuming strimmer work involved and it's all ride-on Toro mowers on the banks so it's quick to do."

At the moment there are 35 people working on the course with 20 full time permanent staff. Once open, and the official opening will take place at the beginning of this month, there will be a full time staff of 25 to 26 working under Jim including two mechanics and two gardeners.

There are two Head Greenkeepers. Russell Anderson, formerly with Jim at Wentworth, is Deputy Course Manager and in charge of the Roman Road while Paul Davies, who previously worked at St Pierre is Assistant Deputy Course Manager and in charge of Coldra Woods.

Byron Thomas, runner-up in the Toro Student Greenkeeper of the Year, is also a member of the Celtic Manor staff.

"Once both courses are open I'll pick out people with strengths in particular areas to work on the course where that skill is important. The ability to handle a machine on a slope will be a skill required on the Coldra Woods course for example," explained Jim who in addition to his last position at Wentworth has had experience at Haggs Castle, Cawder and Renfrew, a course he rates as one of the best inland courses he has ever seen.

The maintenance sheds at Celtic Manor are among the best anywhere and at a cost of around £333,333 they should be.

"The design came from a collaboration with Robert Trent Jones, a local architect and myself.

"There is a drive in area to the Chemical Store so there is little danger of spillage and the Mess Room is designated a clean area so dirty boots and jackets are banned. The floors are tiled and the tables and chairs can be

folded away and stacked so it can be hosed down. The office is by the main gate so I can see who's coming and going while we have a skip permanently on site so you won't see any litter anywhere.

"We have low level lighting so mechanics don't need spotlights to see what they're doing."

CELTIC MANOR FACTS

■ The total number of hours on ride-on grass cutters currently stands at 2,672.

■ The estimated time on the Roman Road course spent pedestrian mowing since April 1 is 1,568 hours.

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Jim rates Chief Mechanic, Patrick Callaby, as the best in the country and is delighted that he was able to persuade him away from St Pierre.

"The maintenance area was available in April '94 and I didn't touch it or buy anything until Patrick arrived and he lived in his workshop for two weeks before he bought anything just to make sure he had the feel of it. It took seven of us to unload his specially designed £1,000 workbench when it arrived.

"People might read this and think it's alright for them they've got the money to do it but I'm sure if they were in the same position they'd try to do the same," explained Jim, whose February wedding to Tracy, the Sales Manager, was celebrated at a reception in the sumptuous hotel.

Celtic Manor is probably unique in that it concentrates on one main company for all its greenkeeping equipment and another for

the heavier work with the club owning 34 pieces of Toro equipment and six Massey Ferguson tractors.

"I went for Toro equipment because Lely, Toro's UK distributor offered me the best overall deal and the benefit in going for one brand is quite considerable when it comes to spare parts and in the general maintenance and servicing of the machinery.

"It was not a decision taken purely on financial grounds, quality of service was extremely important as well. To give you an example our local Toro dealer is Pro Turf in Carmarthen 70 miles a way but I phoned an order in for three items about £10 each and someone made the 140 mile round trip to deliver them to me that day. That is them coming across with their side of the bargain."

For Jim it is a superb job but also a huge challenge and one which swallows up his time.

"I used to look at the Greenkeeper of the Year Award and think it was wrong because instead of going to the likes of David Whitaker at Wisley with all the money he could possibly want it should go to the one man and a boy working on a course at the top of a hill. I've changed my thinking and now believe that the more money you've got the more pressure there is and the greater the expectations.

"The entire staff have been working seven to seven, seven days a week for the last five weeks and there was a time last year just after we'd seeded that we clocked up 103 hours in the one week. We'd arrive in the dark and go home in the dark.

"At the moment (just before opening) we're not under the same obligation to do things when they should be done. For example the tees need cutting today and if we were open we would be doing them but the boys are doing something else and we'll cut the tees tomorrow.

"You just throw the rule book right out the window.

"You always try to strive for perfection and ideally I would like it to open next year because then it would be better and all the non grassed areas would be grassed," he said.

It's that attitude and general attention to detail which will ensure that when the course and clubhouse opens fully Celtic Manor will quickly establish itself as one of the premier golf and hotel resorts in Europe. It also virtually guarantees that the dream that has driven Terry Matthews will make that all too rare metamorphosis and become reality.

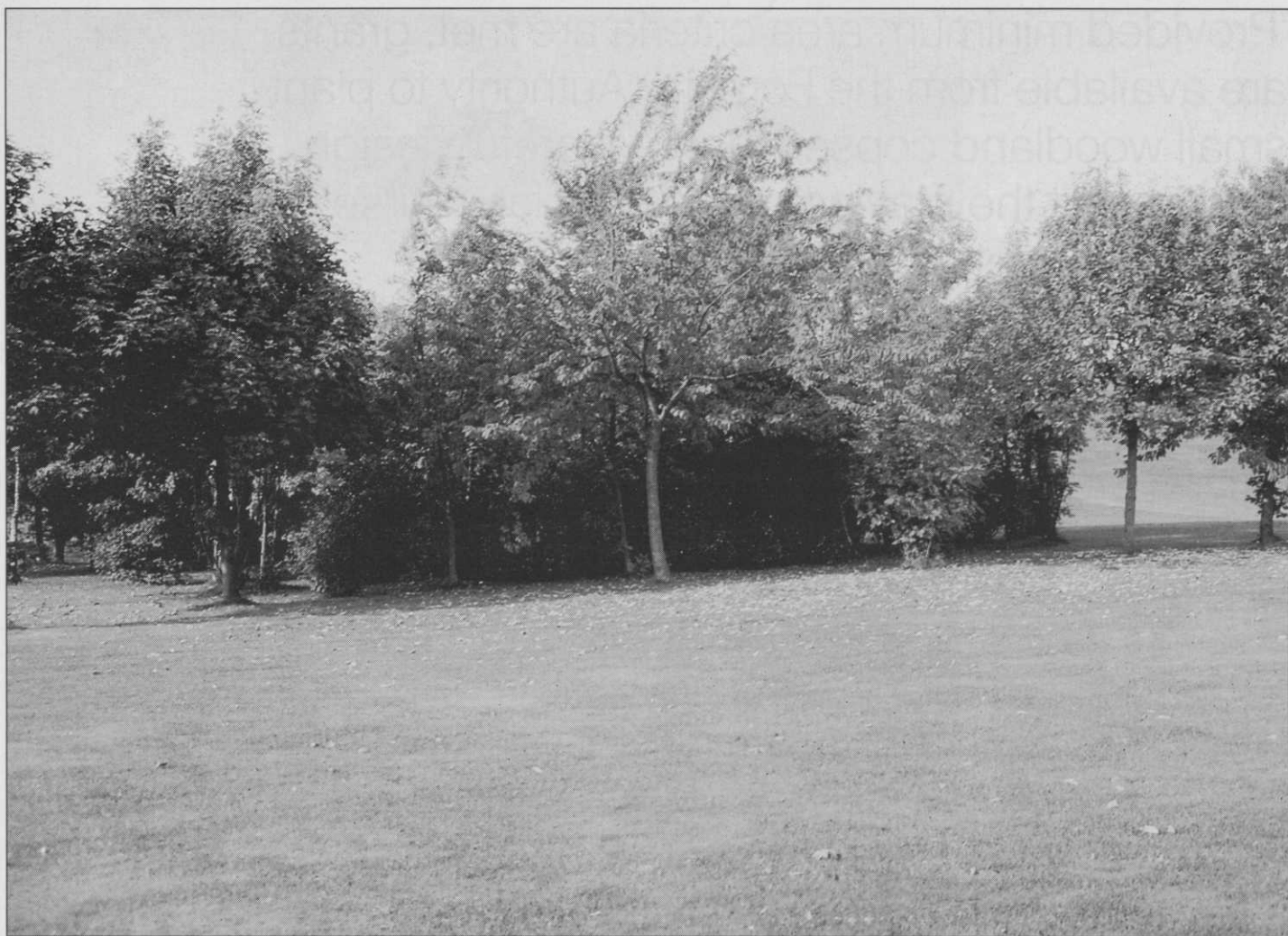
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Golf courses that have had the foresight to manage their landscapes are without doubt the most attractive and inspiring to play, says Andrew Vaughan. Catch up with a thoughtful tree planting programme.

Anyone connected with the management and upkeep of a golf course will be aware that virtually all courses are currently in the process of being measured to upgrade their Standard Scratch Score.

As the deadline on 31 December 1995 draws ever closer, at the time of writing some 30% of courses have yet to be measured and surveyed. Of those already completed, approximately 50% will remain unchanged, 30% will have their Scratch Score raised by 1, 10% raised by 2 and 10% reduced by 1.

Although the assessment procedure is rather complex (if not mystical) an understanding of the Rating System could allow the Scratch Score to be maximised.

For the uninitiated, the Standard Scratch Score and Handicapping Scheme originated in 1925, and was last upgraded in 1983 when the system used by the Australian Golf Union was

Up to SCRATCH

introduced, based on all scores returned by players under Medal Play conditions. However, this still did not address the problem of uniformity of Scratch Scores or the portability of handicaps, and as a result the Course Rating System of the United States Golf Association is now the basis on

which golf courses are to be assessed. Under this system the Standard Scratch Score is the score which a scratch player is expected to return in ideal conditions over a Rated course.

Before assessment and measurement begins, the course is provisionally rated by standard

length (the sum of the horizontal distances from the medal tee to the centre of each green). The Provisional Scratch Score is then adjusted up or down depending on a number of physical factors that affect the playing length, namely; roll, changes in elevation, forced lay-ups, dog-legs,

'Provided minimum area criteria are met, grants are available from the Forestry Authority to plant small woodland copses that by careful design can benefit the playing of a particular course'

prevailing wind and altitude. Secondly, the obstacles that affect playing difficulty are evaluated and scored to give a final adjustment.

The basic USGA Course Rating is therefore based on the performance of a scratch golfer, whose better half scoring average will equal the Course Rating in normal conditions. However, more interestingly the USGA System also provides procedures to determine the Bogey Rating, based on the performance of a Bogey Golfer (handicap 17 to 22, or a player who cannot normally reach the green on a hole exceeding 370 yards in 2 shots).

Such a rating could help deter poorer golfers, or at least reflect the anticipated difficulty (or cost in new balls!).

Besides driving the ball much shorter, the bogey golfer is much less successful at hitting fairways and greens. He/she plays long

par-4 holes as a par-5 and is not nearly as effective in getting up and down from rough or bunkers. Thus the areas (and angles) they play differ from those of a scratch golfer.

While the Rating system adjusts for the bogey golfer, no account is taken of an obstacle being more difficult for them to escape, or because they cannot recover as well as a scratch golfer. Overall, the system converts obstacle ratings to stroke values by multipliers of 0.26 for scratch players and 0.11 for bogey golfers (because scratch players avoid and overcome obstacles more than twice as easily as bogey golfers).

In the process of rating a course, and a typical hole, an assessor will consider the following (roughly from tee to green):

■ Chute – consisting of trees that are positioned such that they can interfere with the early flight path

of a shot, where on average, the ball must pass through a narrow opening. Difficulty is rated on the width of the gap between extending branches, how far the opening is from the tee, or for a subsequent shot, from the landing zone. Other factors include foliage density, where might the ball drop and how well can the player recover.

■ Extreme Rough – classified as vegetation that will either make it likely that the ball will be lost, or can only be advanced with great difficulty (eg. long grass, heather, gorse, tree roots, marram grass, underbrush).

■ Landing Zone – defined as the area from where the shot hits the ground to where it comes to rest (length) by the fairway width. Generally, Landing Zones are rectangular, and obstacles are considered to be near when within 20 yards.

■ Layup – Forced – where obsta-

cles cross the fairway or reduce the width in the normal landing zone to less than 15 yards.

■ By Choice – where a player decides to hit less than a full shot to allow a subsequent full shot to the next target (usually a green).

■ Obstacle Squeeze – occurs when obstacles within 20 yards of the centre of a Landing Zone prevent a player playing away from either obstacle.

■ Shot Length – assuming players hit straight shots, the average distance covered after two shots can consistently vary by 100 yards between Scratch and Bogey golfers. Therefore assuming obstacles apply to all golfers, is often not the case.

■ Transition Zone – the area just beyond the average distance of shot expected to be hit with consistency. On the drive, 10 yards, from the fairway (2nd/3rd shots) 20 yards. Where a green lies within a transition zone, a golfer



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has a 50% chance of reaching the green. Placing an obstacle close by can determine how the "average" approach shot is played (eg. lay up by choice with short approach to give a full shot to the green).

■ **Accuracy Pattern** – an Accuracy Table indicates the average target size that can be hit with 67% of shots over increasing distance. This is used to evaluate the effect of an obstacle around the target or Landing Zone (usually a green).

■ **Combining and Weighting** – In some situations an obstacle can have a greater effect than would otherwise be the case, particularly where two types combine (eg. extreme rough under trees or crossing deep rough to a green surrounded by bunkers). Also severity on one side of a Landing Zone can differ greatly from the other, or indeed where one "hazard" varies in severity (eg. well maintained grass under trees in one section, heavy rough in another).

Ten types of the most common obstacles have been identified that will affect play namely; Topography, Fairway (width, nearby hazards, hole length), Green Target (difficulty of hitting green), Recoverability and Rough, Bunkers, Out of Bounds/Extreme Rough, Water Hazards, Trees, Green Surface (Putting difficulty) and Psychology (cumulative effect of obstacles on a player's score).

Other than major changes to

the layout of a golf course, the obstacles that are most easily influenced by course management are greenside bunkers, rough and trees.

Missing a green is twice as significant as missing a fairway, thus increasing the difficulty around the green is likely to be the favoured option when tightening up a course. This also generally coincides with the largest area of "dead" ground.

While increasing the acreage of heavy and semi rough will almost certainly be opposed by many club members, the planting of trees is gaining popularity. Many courses considering tree planting not only seek an immediate "woodland", but also one which is designed to provide an attractive and pleasant backdrop to the course. Although shelter is an obvious benefit, trees also provide security to players/passers-by/neighbors, help divide the course in a natural manner and influence how the course is played.

Very few courses are prepared to be really bold in making certain holes more difficult, as with increasing player numbers and pressure, slow play (and exasperation) is often the result.

Accordingly, designing woodlands for golf courses is fraught with difficulty, not least as golf balls are one of the best tree pruning devices available.

Previous attempts at tree planting on an informal basis very often prove to be an expensive

and wasteful exercise as either tree protection and maintenance are non-existent, or they are sited in the wrong place. There is no instant way to establish trees, and although many courses plant six to eight feet high "Standards", they are initially expensive and establish slowly, while smaller, trees quickly establish and can soon overtake their larger counterparts.

Provided minimum area criteria are met, grants are available from the Forestry Authority to plant small woodland copses that by careful design can benefit the playing of a particular course (and cover 30-80% of the total cost). Coupled with planting individual trees scattered between larger areas, the effect can be very natural and attractive.

When designing the layout of new planting, the following criteria are especially important:

1. Landing Zones off the Tee should generally be given a wide berth, as there is no point making a particular hole impossible to play for the poorer player. Also, as tee shots are the most erratic trees close by the landing area are likely to be bombarded at regular intervals making establishment difficult.
2. Trees will eventually occupy significant space as the canopy broadens and matures. Thus, strategically placed young trees will increasingly interfere, with play.
3. Creating Obstacle Squeeze

for players approaching the green is the most likely method of deliberately affecting play, not least as this usually corresponds to the largest area of dead ground, and is the one shot that is under control (reducing damage to trees). However, maintaining adequate aeration and light to the playing surface must also be considered.

4. The location of open space and vistas is just as important as where trees are located. Reducing space around the green/tee area will increase wear and tear as player traffic concentrates in a narrow through-route.

5. Tree planting need not be completed all in one season. Not only will this spread the cost, but it allows for the player/tree interaction to be gradually increased.

6. Work out a grass management regime before tree planting, identifying who does what and where. Green staff need only be concerned with areas potentially in play. Maintaining closely cropped grass in between hundreds of young trees is not realistic.

7. Where possible try to use site specific native tree and shrub species. This should ensure rapid establishment and promote the long term vigour and viability of the trees into old age.

8. Plan for dropping zones (and the necessary local rule changes) such that the tree bound shots are properly but fairly penalised.

9. Secure the support of club members/players, or at least attempt to educate them about the problems of tree establishment and the damage they can inflict.

10. Be prepared to maintain newly planted trees for three to five years, ensuring that a prescribed maintenance programme is rigidly applied.

Those golf courses that have had the foresight to manage their landscapes are undoubtedly the most attractive and inspiring to play. Therefore, golf clubs wishing to plant trees are initiating a major change in how their course looks and plays, and seeking specialist guidance is crucial to getting it right. Happy planting!

■ **Andrew Vaughan** is a consultant with **Eamonn Wall & Co**, the **Woodland Design and Management** firm, which offers a nationwide service. Tel: 01259 7432120.

Hugh Tilley canvasses opinion on six TMV and ATVs from the people who know them best.

Whether their main used is as course runabout, to carry specific attachments or as the major component of greens maintenance, turf maintenance and all terrain vehicles (TMVs and ATVs) have found a place on most UK golf courses. Cushman has arguably become a generic name and the best known of TMVs, perhaps with the greatest number of attachments built for it, however there are competitors and most greenkeepers agree that a TMV is not always the best machine to carry out some tasks, nor are they ideal for three point linkage implements. For tasks such as ball collection or course ranger an ATV without frills, except possibly a protective cage for the driver, is a simple and inexpensive means of accessing all parts of the course without damaging the turf. Many tasks require load carrying capabilities, while for others the ability to carry two or three people as well as tools and materials is important. Prices range from around £2500 for a plain ATV to around £4000 – £6000 for a transport utility and up to £14,000+ for a purpose built TMV. Diesel adds perhaps £1000 to the price but few greenkeepers are looking at anything else, nor is price the most important factor when it comes to buying such a major item.

Jacobsen Workhorse SV 2322 at Tiverton GC

The SV of the name means "Sys-

tems Vehicle" – Tiverton Golf Club has now had its own for a couple of months and the club extremely satisfied with it. Bought through MST at Tiverton nevertheless consideration was given for several other competitive machines. Head Greenkeeper at Tiverton is Stephen Baker and he said that selecting the Jacobsen was a joint decision because all four of the greenkeepers expect to have to operate and maintain it, "and it is no good having a machine which not everyone is happy with".

The machine is expected to undertake the majority of greens and tee work, and for this the club has top dresser, cargo box, sprayer and multi-tine aerator. These units have the same working width as the Workhorse itself thus making matching runs easy, particularly when topdressing. Stephen commented that turning on and off the topdresser drive was extremely easy and pleasant as the lever was very conveniently placed. Important features in the selection apart from the easiness of driving was the fact that the engine is mounted at the front under a bonnet where it is

extremely convenient for maintenance. The "solid" construction of the machine was another factor and it felt safe with four wheels and a good track width. Stephen said that they undertake their own machine maintenance and the good accessibility made this simple, it also meant that such routines as checking oil levels was less likely to be neglected. The three cylinder Kubota diesel rated at 23.5 hp has adequate power, and the payload is around a tonne. Although Stephen felt that the machine may be heavier than its competition it is still very nimble, and it does have very wide wheels, thus he is perfectly happy to have it in his greens.

Cushman Turf Trucksters on Salisbury & South Wilts GC

This 27 hole downland course has two Kubota 22hp engined diesel Trucksters, both three wheel versions and the club likes them. Naturally Salisbury has an extensive range of equipment to fit, including a three point linkage kit which has yet to be used. The main uses for the machines apart from transport of staff and materials is for spraying and top

dressing. At the present one machine is being used exclusively with a Hardi sprayer, while the other alternates between transport duties, topdressing and other implement tasks. The 'stable' includes two types of slitter, a coring drum and brush.

Kerran Daly, Course Manager at Salisbury admits to being a fan of Cushmans, he likes the simplicity, the (lack of) size and the manoeuvrability. He hopes that Ransomes won't increase the Turf Trucksters size, add complications or in any way 'tart the machines up'.

The only serious reservation he has is over the pto which at 1000 rpm is too fast for the many implements which use (the normal European speed) 540 rpm. Mention was also made of the fact that the machine found difficulty maintaining a constant speed on undulating ground, so that the operator has to consciously compensate with the throttle to maintain his speed when spraying. There are other little niggles such as the seats which are not well attached and a cab induced drone which is "wearing" for the operator over day long use. The service record includes a parking brake cable which snapped, but with this as with other items no problems have been found with spares and service which are sourced through T.H. White Ltd. For maintenance access to the engine and mechanical components was rated as excellent. Kerran said he finds the machines 'very stable', certainly he has no criticism over the three wheel configura-



Jacobsen Workhorse SV 2322



Cushman Turf Truckster

tion, and with a good suspension they are very comfortable. Attaching implements is easy, and the box is light enough not to need legs or complex jacking systems. The new machine is seen as offering several important improvements on previous models, such as wider lower ground pressure tyres, greater ground clearance and several other upgrades which add strength and reliability to the machine – and better looks in the Ransomes livery. Nevertheless the machine still scores at Salisbury on its simplicity, ease of use and overall efficiency for the job.

Toro Workman 3300D – Highpost GC near Salisbury.

Lauchlan Millar “inherited” the Workman when he moved to Highpost earlier this year, in this time he has become an ardent fan of it. Although only 18 months old the Highpost machine has clocked up 1,000 hours with few problems. A lot of the work has been hauling soil, sand and other materials around the 18 hole course during the winter when the ground was too wet to take a tractor and trailer. Lauchlan praised the brakes and surefootedness of the machine which allows the operator to back to the edge of a bunker and tip in the knowledge that the machine won’t slide in. The hydraulic tip works even with a full load of over a tonne. Highpost has the full length cargo box which was considered the most useful option, a decision which not been regretted. Another option which has been appreciated is the cab,

“the course is not called Highpost for nothing,” Lauchlan added. It is possible to get the machine to spin its wheels, as like both the Jacobsen and Cushman only rear wheels are driven. This was not really a criticism just a reflection of the natural result of making a light-footed carrier which can be taken onto greens without marking them. The Workman mounts its 21hp Mitsubishi engine and transmission centrally and integrates them with the rear axle to give better balance. There are two short constant velocity joints on the transaxle and Highpost have had a problem with one.

The machine was bought with topdressing as a priority use and for this it has been “brilliant”. “I was stunned how fast it works,” Lauchlan said. “We can topdress all 18 greens in under a day including the brushing in. The machine has a fast transport speed and a topdresser which is wider than the loader bucket thus non-working time is minimised. Toro provides a key lock-out feature which prevents operators accessing 3rd gear unless it is unlocked by key. “We don’t need that feature here, but I foresee a lot of clubs where it would prevent abuse,” he commented – “members don’t like to see greenkeepers racing around the course.”

Other uses for Highpost’s Workman include slitting, tineing and brushing. The brush is used on Saturdays and Sundays rather than switching, “and you can’t see any marks.”

Routine service and maintenance is carried out by Highpost

staff themselves, but the machine did go back to Romsey Garden Machinery for a 1000 hr/pre season service this winter. There were no criticisms over assess to the mechanicals which live under the body, props are supplied to hold the body up safely and servicing was rated as “easy”. The considered user opinion on the Toro Workman at Highpost is that it is a well thought out machine, with a suspension which is “streets ahead” of the competition.

Kawasaki Mules at Donnington Grove, near Newbury

Two Mule 1000s on the Donnington Grove Country Club have a hard life and are putting a lot of miles under their wheels. Bought specifically because there is a lot of running around to do, it is over a mile to the furthest hole, and even the nearest is over half a mile from the ex-farm buildings used as the greenkeepers’ base. Bought in March 1993, each has now clocked up about 7500 miles, and cost a significant sum in replacement parts. Course Manager, David Winterton, was not critical of this except that he considered that Kawasaki parts were expensive, quoting the recent necessary replacement of the electronic ignition circuit box as £260.

Donnington looked at several machines before electing to buy the Mules. The competitors were “failed” for lower speed and lack of “pull”. Stability, low ground pressure and ability to carry a payload were factors which added to the Mule’s speed and

engine torque to select them. The Mules ability to climb steepish slopes even when loaded is not overlooked and, of course, this is important given the steep nature of quite a lot of the course.

Both machines are on differing tyres to those originally fitted, Donnington had to try quite hard to get a less aggressive tread pattern. Both machines have weather cabs fitted, a feature which is particularly appreciated because of the exposed nature of much of the course and the distances which are travelled at high(ish) speeds going to and fro. David assessed the life of the machines, in his use, as about three years, when they should have clocked up about 11,250 miles, used about £2350 worth of petrol and cost £1500 in parts. Bought at £4700 and with an anticipated resale value of £1000, this means an annual cost of £2500, however when worked out on a mileage basis the 67 pence per mile is seen as perfectly acceptable given the work they are undertaking.

Donnington’s experience with the Mules was that they need a skilled mechanic close by, fortunately they have one in-house, otherwise they might not have kept the machines. Apart from replacing parts there had been a regular need to re-tune the twin carburettors, however David conceded that new models are likely to be better.

Although on the face of it this does not appear an ideal recommendation for the Mule, David was happy that he received good value, particularly as they did a



Toro Workman 3300D



Kawasaki Mule

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Now it's 92% sold for the 1996 BTME

The 1996 BTME at Harrogate on January 24-26 is already 92% sold – and that's including the additional space in Hall D which has been added for next year's show.

New companies which are showing for the first time or returning next year are Wood Graphics, Swards, Broadside Publishing and Phoenix Sports Turf Services.

The BIGGA stand will have a new home for '96, moving to Hall D where you can find out all the usual information about membership, educational initiatives and *Greenkeeper International*. You will also be able to purchase merchandise including blazers, rain suits and reference books.

Hall D will also feature expanded catering facilities.

The educational programme is all but finalised and with speakers travelling from USA, Canada, Switzerland and Portugal it will be the most comprehensive programme found anywhere in Europe. The National Education Conference, the specialist workshop programmes and the Seminars which run in conjunction with the exhibition are second to none.

BTME 96 will be the place to be next year but don't just take our word for it. Here's what Andie Hardie, Sales Director of Gem Professional said about it: "The show goes from strength to strength and is an absolute must for any organisation active in the amenity market today."

AUGUST QUESTIONS

1. Name one of the countries from which National Education Conference speakers are coming.
2. In which hall will you find the BIGGA stand?

Normal competition rules apply

First prize: Return rail travel from anywhere in the UK plus three nights accommodation at a top hotel in Harrogate and entry to all the education seminar sessions.

Second prize: Return rail travel from anywhere in the UK, two nights accommodation in a top Harrogate hotel and entry to all education seminar sessions.

Third prize: One night's accommodation in a top Harrogate hotel and entry to all education seminar sessions.

REAL WORLD TEST

TMVs and ATVs

GREENKEEPER INTERNATIONAL



Huxleys Huxtruk

job which he felt nothing else could do significantly better or cheaper.

Huxleys Huxtruk at Maidenhead GC

Right price and package with proven backing were important factors in Maidenhead GC's selection of the Huxtruk. It was supplied with box, cab and topdresser and also a Hardi sprayer. In future there is a prospect of purchasing a Core-master, when the hydrostatic drive of the Huxtruk will mean no problem travelling at the very slow pace required for this operation. There was some initial scepticism about the electronic speed control however it has been found to work very well and the greenkeepers have become enthusiastic about it.

Gordon Payne, Head Greenkeeper and Chris Mitchell, First Assistant and main operator were very positive about the machine. They had found that in almost all respects it was better than the well known machine it replaced. For instance they considered it to be better made with a stronger better turning circle. They were also sold on hydrostatics, feeling these to be simpler, more flexible and less prone to wear and tear. Power steering and a well placed steering wheel were singled out for mention as was the hydraulically driven pto.

Top dressing has become a mornings work which can be carried out by one man on his own. The machine has sufficient speed to make it easy to return to the

heap and tractor loader without bothering to take a tractor and trailer out or have another member of the staff hanging around to service and assist the topdresser. Maidenhead's Huxtruk service record is excellent, and in the 18 months it has been on the course there has been one pto seal failure and a loose hydraulic pipe, both "no charge" items.

Routine servicing is minimal with very few grease points to grease and no problems of access. If there was a criticism it was that there is too much fibreglass cladding, however it was agreed that this material withstands a greater knock than "tin" without damage or loss of paint, although once damaged it was more difficult to repair. The feeling was that it would keep its good looks better.

Both greenkeepers felt that Huxleys had listened to greenkeepers about what they want in a TMV, and they complimented the attention to detail such as the higher front to the box which prevents material tipping down the front onto the works beneath. They also liked the cab which was easy to remove, furthermore it has a better windscreen wiper than its predecessor. The machine was supplied by and is serviced by Huxley's retail division.

John Deere Gators at Wootton Bassett Golf Club

American Golf (UK) Ltd, operator of Wootton Bassett Golf Club near Swindon, has purchased about ten John Deere Gators for UK courses and has three working on this particular course. Their main

use is as lightweight runabouts with ability to carry a significant payload. The Wootton Bassett's machines are in constant use every day and Laurence Pithie, Director of Maintenance UK, said because of the drainage problems inherited on the course they were about the only machines which could be used this winter. Two of the machines are 4x2 models – four wheels with two driven while one is a 6x4. The latter carries a greater load and is more comfortable to ride, but is also more difficult to steer. However according to Mark Silk, course superintendent, once you have the knack of using the throttle to assist the turn it is no more difficult than the normal two wheel drive machines, although there is less manoeuvrability.

Mark admitted that the machines were often overloaded, nominal capacities are 408kg and

544kg, but at Wootton Bassett they pile the box as high as they can. With the soil, sand and gravel which so often are the payload this has had the local distributor, John Miller Ltd at Chippenham, winning. Nevertheless there has been very little downtime for the machines, the main replacements have been two king pins and an exhaust on the two 4x2s which are now almost eighteen months old. Drive belts have also been replaced once, more as routine than necessity, as the cost is only £20. The six wheeler is a year younger than the four-wheelers.

Options specified on the machines include the plastic bed liner, electro-hydraulic box tip, heavy duty air filters and a tow hitch. The standard knobby tyres have been retained, but when questioned about any damage to the turf, Mark was adamant that there was very little even with the



John Deere Gator

machines fully laden. Although the engines are petrol driven Wootton Bassett has found them very economic, tanks are normally filled about once a week, and "filled" means three quarters full as there can be some leakage from the cap breather when filled

right up. The club has a licensed petrol store which is kept locked and complies with local authority and fire brigade requirements, although storage quantities probably don't need this. Thus there were none of the problems often levelled against petrol machines.

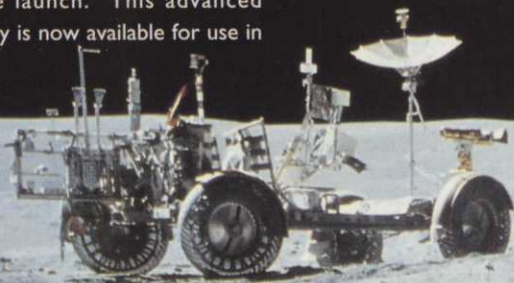
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Acid theory: controversial topic needs exploring

I am pleased that Jim Arthur and I are in agreement that many old greens do not need the addition of phosphorus for healthy growth of turf (*You say*, June issue). There are two reasons for this.

The first is, as we agree, that many already have very high phosphorus levels in the soil.

Secondly, where old greens are healthy but have extremely low "available" soil phosphorus levels it may be that they can sustain growth because the grasses and other plants growing in them have mycorrhizal fungi growing symbiotically with their roots to help them absorb phosphorus from the soil. The simple chemical extractants used in laboratories cannot simulate the beneficial effect of these fungi so it appears that the grasses need less phosphorus than they are actually getting. On new greens with low phosphorus levels these kind of microscopic relationships have not developed and fertiliser containing phosphorus should be added if analyses so indicate.

On the subject of the acid theory, how can Jim Arthur say that the ideal pH is the one you have got when the acid theory which he seems to be espousing involves the artificial lowering of soil pH by the use of acidic materials?

The acid theory has always been a very controversial topic and has damaged many greens over the years I suggest that, to get a balanced view of the theory, the "students and starters" which Mr Arthur wants to protect from modern thinking on nutrition go to their college libraries and read some of the old literature on the subject. I suggest "Turf" by Lewis, published by Faber in 1948 and "Lawns and Sports Greens" by A.J. MacSelf for starters.

Robert Laycock

A fair day's pay

Congratulations to BIGGA who in the last seven years have created a new image and profes-

sional status of our greenkeeping workforce. These initiatives have given us better guidelines for working conditions, recommended salary/ wage scales and further education programmes. This professional approach will manifest itself at club level with well trained dependable staff being available when needed.

In your recent article in *Greenkeeper International* you explained that the published salary/wage scales were "recommendations" and not mandatory. This statement will assist Green Chairmen when dealing with their individual club wage negotiations. Salaries can now be paid which will be commensurate with staff qualifications and their workload.

The Association of Golf Club Secretaries (North West) recent survey revealed a wide variation in salary/wage scales, hourly rates, overtime rate, staffing levels and hours worked. The findings of these clubs through the North West were so varied it was evidence that no positive guidelines had previously been available and an ad hoc system had prevailed.

Often neighbouring clubs would compare their course and staffing levels and make pay awards accordingly. Pay awards and conditions for house staff does not often promote such lengthy discussions. Green budgets have been reduced to ensure staff remain who provide food and drink. That I suggest is not the main function of a golf club.

The initiatives of Ken Richardson, BIGGA Education Officer, and the Greenkeepers Training Committee will in the long term benefit clubs.

The educational qualifications can be drawn up and included in all green staff terms and conditions of employment.

Further education will benefit both the profession and golf clubs and will provide us with staff who can advise us on all

specialist matters which currently most clubs have to seek from "Advisory Services" at considerable expense. We will soon be able to pay a "Fair Day's Pay for a Fair Day's Work".

TM Yates

Hon Secretary, Dunscur Golf Club

Well-aimed boot

All of us are aware that in certain circumstances we would benefit from a friendly push, or indeed a good kick up the backside. This awareness however often comes after the event and is in most cases regrettably too late. I would therefore like to thank Neil Thomas for his far reaching 'boot' in the July edition of *Greenkeeper International*.

Reflecting on the various stages of BIGGA's development can possibly help to show the way to a more integrated international or at least European membership.

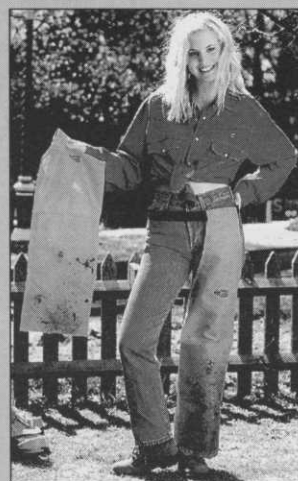
In short, numerous localised groupings run by volunteer organisers progressing to a regional association ultimately reaching a national level with one central base. The local and regional organisers playing a major role not only in the initial stages but also in the continual development and recruitment of members.

And so I feel that BIGGA should be looking for European members who have the time and commitment and are prepared to organise local Greenkeepers with a view to eventual BIGGA integration. Six 'local organisers' could certainly support a monthly column and if Neil Thomas keeps his boots well polished he may even persuade twelve.

David Abercrombie
Hattstatt, France

PS: I have great respect for the traditions of the game and of the job title *greenkeeper* as opposed to any other variation.

NEW PRODUCTS



■ Central Spares have come up with a novel way of preventing trousers becoming ruined when working a nylon line trimmer. Made from waterproof acrylic coated nylon with a foam padded insert on the shins to new lightweight leggings are easily worn over trousers or shorts and will keep operators clean and dry and at the same time offer protection from flying stones and other debris. A lightweight jacket is also available. For further information call 01202 882000.

■ Richard Long Engineering has launched a new gang flail mower, the G-F5000 to complement its range of existing mowers, topdressers and flail/carrier collectors. The G-F 5000 trailed flail mower has a working width of 4.75 metres and a transport width of 2.4 metres. It's equipped with fully independent floating cutter heads and mounted on two twin wheeled axles situated in line with the two rear flail head which ensures that ground contours are followed even in severe conditions. The G-F 5000 sells for £13,450. Details: 01773 520301.

■ Snip "n" Grip, a versatile adjustable banding system from Terry of Redditch has been designed for use in both outdoor and indoor environments and is suitable for both temporary and permanent repairs. Supplied in lengths of two, 20 and 40 metres and fastened by a continuous worm-drive fastener, the Snip "n" Grip system is ideal for fence repair, bundling or strapping applications. For further information: 01527 64261.

Around the Green

Keeping in touch with news and comment from the regions

North West

The temperature is 90 degrees in the shade and rising. The grass has not been cut this year and is now six feet tall and turning to a golden brown because there is no irrigation system and it has not rained since January. Everything is dust dry but I'm enjoying every minute of it. Yes, I am on holiday in central Africa (Zambia) and it just occurred to me that I had better drop you a line to remind you about the autumn tournament at Didsbury GC on September 7. Soup and sandwiches will be served between 12-1pm. The tee is booked from 1.30pm and tee off times will be allocated on the day. The closing date will be Friday September 1 and all applications to play including a £10 deposit must be sent to Paul Pearse, 1 Swan Close, Poynton, Stockport SK12.

Now back to the holiday. My wife Marie and I are staying at the orphanage that we help to support deep in the bush about 30 miles from Lusaka, the capital of Zambia. The only way to the orphanage is on a road cut through the bush about one and a half cars wide and riddled with pot holes. We use a four wheel drive Toyota pickup truck to go to Lusaka for supplies and driving in the town is similar to the dodgems at the fairground.

The orphanage, called Kasisi (which means little sister) is run by a Polish community of sisters and they care for about 130 babies and children from one week old to 13 and 14 year olds. Unfortunately many of the babies that arrive are HIV positive but they are all cared for as normal babies by the sisters. Amazingly in several cases after about 12 months further tests prove they are negative. No medical cure has been found for HIV so I can only assume that the never ending love and care that these children receive from the sisters can be the answer.

Since we arrived two weeks ago we have travelled extensively and we have visited Livingstone and the Victoria Falls, the Musi-o-tunya Game Park and the Kafue National Park photographing rhino, hippo, giraffe, elephants, crocodiles, monkeys and many other animals. The national parks are thousands of square miles of thick bush burnt brown by the sun and the lack of rain. It is a beautiful country totally unspoilt.

Today we visited the Kariba dam and Lake Kariba, travelling about 300 km on a winding pot holed road. On each side of the road is dense bush and towering above the bush are giant Boa-Bab trees that look as though they are growing upside down with branches that look like giant roots.

The only problem is that in a week's time we have to return home. But hopefully we can save enough to return again next year.

Greetings from Zambia.

BERT CROSS

Northern

Our President's Day golf tournament at Woodhall Hills GC got underway amid breezy conditions but even so the standard of golf was very high. The condition of the course helped tremendously

EVENTS DIARY

September 5-7: **SALTEX, Windsor Race Course**

September 13-14: **Hayter Challenge Tournament Final, West Lancashire Golf Club, Blundellsands**

January 24-26, 1996: **BIGGA Turf Management Exhibition, Harrogate International Centre**

as it was excellent. Many thanks to the greens staff for the course preparation prior to our event.

The winners on the day were: Div 1. 1. M.A Cordingley; 2. R. Smith; 3. D. Collins. Div 2. 1. A Baxter; 2. S. Dalton; 3. D. Cockburn.

Overall winner for the Jubilee Cup for the best gross was S. Hall of Woodhall Hills with a 78. Many congratulations. Nearest the Pin winner was G. Potter.

Many thanks to Woodhall Hills GC for allowing us to hold our tournament there and also thanks to the catering staff for an excellent meal and first class service.

All members and friends would like to send their kindest regards and best wishes to Bill and Emma and hope that Emma is feeling much better after her recent stay in hospital following a stroke.

MARCUS CORDINGLEY

South Wales

It was our section's turn to host the Hayter Regional Final and Carmarthen GC, Dyfed, West Wales was the venue – slightly awkward to find but definitely worth the effort. A typical Welsh welcome awaited all – we even arranged the weather, glorious sunshine with a cooling breeze (gale force 3).

The course, not overlong but narrow and demanding of a thinking game of golf, proved tricky as the scores will no doubt reveal.

Our thanks to the green staff, and especially David Gladwin, for their hard work and effort in presenting the course for what was an extremely enjoyable day.

Congratulations to our section members who did so well and therefore progress to the Hayter Challenge Tournament Finals at the West Lancashire GC on September 13-14, namely John Borja, Vale of Glamorgan GC, and Andrew Roach, Haverfordwest GC, second and third respectively in category 1 and to one of our newest members Alan Crighton, Kington GC who was the category 3 winner.

A sincere thanks to Kim Macfie and Robin Boyes of Hayter's for their generosity, hospitality and continued support. To Marion and Gordon Child for their super organisation and to all at the Carmarthen GC for contributing to making the day such an enjoyable one.

My thanks to all of our team who tried so hard to win the Section Shield event eventually running our in second place behind the deserved Devon & Cornwall team.

On Saturday June 24 Pencoed College held its annual Open Day. Again the weather was splendid with glorious warm sunshine making it a typical summer's day.

Although overall the attendance seemed a little down on last year, the BIGGA stand that shared room 16 with the IOG was kept ticking over quietly all day, with many general queries regarding greenkeeping as a possible career as well as membership queries. A valuable day and one which remains firmly on our calendar. Thanks to all those who gave up their time to help out.

Congratulations to our Education Chairman, Malcolm Davies and his wife Roberta on the birth of their second baby daughter, Rebecca Louise who weighed in at a healthy 7lb 11oz recently.

A belated happy 65th birthday wishes to our President, Mr Colin Murphy.

Our annual greenkeepers v secretaries match will take place as usual at the Southerndown GC on August 17. Will all those who are able to attend and who wish to be a part of the team please contact me as soon as possible to confirm a place and hopefully help us to retain the shield.

PETER LACEY

East of England

Our second golf tournament of the year was held at the windless Sandilands GC – "A rare day," said one member. Thanks to Bob McGowan for courtesy and a super meal by the staff. The event also incorporated the Hayter Qualifier where the winners go on to the Midland Regional Finals at Erewash Valley.

The East of England Qualifiers were:

Cat 0-9 1. Richard Owen, Boston; 2. Charlie Macdonald, Newark; 3. Graeme Macdonald, Eysbury; 4. Michael Wood, Thorpe Wood.

Cat 10-18. 1. Nick Downman, Belton Park; 2. Ian Ross, Newark; 3. David Hornsey, Woodhall Spa; 4. Geoff Knowles.

Cat 19-28. 1. Simon Piggott, Belton Woods; 2. Brian Robinson, Belton Woods; 3. David Griffon, Belton Woods; 4. John Scotney, Sleaford.

The only sour note on the day was that several members did not turn up. Please cancel early if possible, so that meals can be cancelled.

On happier matters Kevin Garfitt, Head Greenkeeper at Ely City GC was in a proud mood recently when I spoke to him because the Cambridgeshire County Championships were to be held at Ely GC – two days of scratch golf over 72 holes.

Kevin felt quietly confident that his course preparation was in good order and that the course would test the best of Cambridgeshire's scratch golfers. Kevin has been at the club for 18 months, moving from Pontefract and says he has settled well into the Fens lifestyle.

Please let me have your news.

GRAEME MACDONALD

East Midlands

Congratulations this month go to all those section members who successfully achieved their Assessor tests at Brooksby College. Good luck to all other greenkeepers who are taking the course.

A team has been selected to represent the section against the East of England section on August 15 at Market Harborough. Good luck to both

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teams and let's hope everyone has a good day.

Some results have come in for the singles and pairs competitions. Antony Bindley & Martin Hopkins, Kirby Muxloe, beat David Wright & David Marshall, Ramsdale Park; Peter Billings & Tommy Foster, Cotgrave Place beat Anthony Foulds & Donald Blacker, The Manor GC. In the singles Antony Bindley, Kirby Muxloe beat Jeff Dickinson, Hucknall; Dave Mitchell, Springwater, beat David James, Scraftoft; Paul Tatlow, Kedleston Park, beat Roger Willars, Birtstall; Adie Porter, Greetham Valley, beat David Wright, Ramsdale Park. A reminder to all entrants that semi-finals must be played before August 31.

This year's Autumn tournament will be hosted by Kedleston Park on September 11. All members should have received an entry form by now. If any member has not you can give me a ring and I will forward a copy to you.

ANTONY BINDLEY

Devon and Cornwall

This year's Hayter Regional final was held in Wales at Carmarthen GC. As usual Hennings our Cornish Hayter distributor, kindly helped to finance the mini bus which took the majority of our team on the 500 mile round trip to Carmarthen. It was a pity that we couldn't gain the help of a Devon Hayter dealer but there's always next year! A special mention and thanks must go to our driver Steve Evans who had the unenviable task of setting off from Cornwall before 4am and not returning home until midnight. As for the golf we were once again blessed with fine weather but a difficult wind kept scores higher than usual – at this point I won't mention my score as I am sure someone will within the Around the Green section. All I will say is that the team picked up Regional Shield for the third year out of five.

Our congratulations are extended to the qualifiers for the final from our section who took a clean sweep of the 10-18 category – 1. Trevor Pipe 2. Kevin Piper and 3. Buster Lewer. On behalf of the section would like to thank Marion and Gordon Child for organising and running a superb day. Also to Robin Boyes and Kim Macfie of Hayters for their support and friendliness shown to everyone on the day. Long may it continue.

Belated congratulations to Tony Blackburn on his appointment as Head Greenkeeper Crediton GC where Tony has been First Assistant for many years. Two new members have joined our section after taking up posts of Head Greenkeeper and our congratulations go to Steve Peters, Yelverton GC and Nick Rouke, Dawlish GC on their appointments.

Our good wishes to Ivan Brown, formerly of P.J. Flegg Ltd and Vice President of our section on his appointment in the Virgin Islands.

Cornish summer evening meeting dates to remember are August 23, Newquay and September 20, Bude. If you would like to attend these meetings please contact organiser Steve Evans 01208 863647.

RICHARD WHYMAN

South Coast

The annual match against the South West section will be played at Lee-on-Solent GC on Thursday September 21. The team will consist of 10 players and all those eager to take part should phone me on 01489 782976. Last year we not only provided a team but also came quite close to winning. This year could be our turn to trounce the South West.

Congratulations to Ed McCabe and Alan Mitchell on recently qualifying as NVQ assessors. With the recent introduction of National Vocational Qualifications within our industry there is

Around the Green



still a need of additional people to become qualified assessors, particularly in the Dorset area.

For further information on this worthwhile subject, contact Kerran Daly on 01722 742898.

BOB CULLY

North

The North section welcomes two more new members, Christian Till, Assistant Greenkeeper at Pitlochry GC and Alan Joss, Club Secretary at Portlethen GC. Ken O'Donnell has rejoined and last month he got married so all the best to him.

The Scottish Greenkeeping Championship was held in the north in June at Royal Dornoch and I'm pleased to report that section members were very much to the fore at the prize giving, with the following major winners.

Scratch. I.A. Macleod, Tain; Cat 1. E. Riddell, Royal Dornoch; Cat 2. S. Morrison, Royal Aberdeen; Cat 2. R. Napier, Camperdown; Head Greenkeeper Trophy R. Patterson, Royal Dornoch. There were numerous second and third placings and it was no surprise that we won the St Mungo Cup for the best four scores from each section.

Double congratulations to Robert Patterson, firstly along with his staff for the excellent condition of the course and secondly for his recent victory in the Royal Dornoch Club Championship.

On the eve of the Scottish Championship 24 greenkeepers played over Tain in a hastily arranged Stableford competition. Two Stewarts lads were present and volunteered a sweatshirt for the winner. They then played their hearts out to keep it in the company with the north rep, Pat Allan winning it! A big thank you to Tain GC for granting courtesy of the course to everyone.

Remember that tickets for the dinner/disco are available now at £12 each. The venue is the Westhill Hotel, Aberdeen on Friday November 24 and accommodation is available at £20 per person per night. So come on book now. You won't regret it.

The section is looking into the possibility of staging a one day seminar in conjunction with the STRI this December with Elgin being a possible venue. More details when available.

Next month will see our autumn outing at lovely Grantown-on-Spey. Entry forms will be out about now so get them back quickly to ensure your place in the field.

IAIN MACLEOD

South West

Some outstanding views and one of the hottest days so far this year greeted those who playing in the annual match against the secretaries on June 27. Lyme Regis GC was where it all took place with two teams of 12 enjoying a social and competitive afternoon of golf. After our victory last year at Clevedon in the same event team captain Dave Neale was keen to carry on in winning form and was duly rewarded with a final result of five matches to one in the greenkeepers' favour. Well done again Dave.

Dave Everett and his staff had the course, and particularly the greens, in excellent condition. They were fast, true and hardly and visible dry patches to be seen. Quite commendable bearing

in mind the recent weather conditions.

After was was a first class evening meal it was time for the prize giving and our thanks go to Avoncrop Amenity Products, the sponsor of the event, and to John Palfry who joined us for the meal. Not only did Avoncrop provide a prize for each member of the winning team but also the wine for the evening meal.

So to the moment Secretaries' team captain Jackie How hadn't been looking forward to – the shield presentation. Never mind Jackie, it gets easier each time. This year is Jackie's last year as captain and we thank her for her organisation over the years and wish her successor well. Finally, thanks to the Secretary of Lyme Regis GC for making us most welcome.

The other event to take place recently was the Hayter Regional Qualifier at Carmarthen GC where there was more success for the South West section. Congratulations to Shaun Richards for Taunton & Pickering GC on winning the day's event by coming first in Category 1 with a nett 72. Well done also to Sean Sage from Thornbury Golf Centre and Chris Sealey from Chippenham GC both with a nett 71 in Category 3 and to Les Johnson with a 72 and a reserve for that category. Congratulations to the Devon and Cornwall Section for winning the team Shield for this year's best team performance. Well done lads. The above mentioned people will go on to the final to be played at the West Lancashire GC on September 13 and 14. Thanks to Hayter for its continued support; to Carmarthen for its hospitality and to Gordon and Marion Child for the unenviable task of organising the event for the four sections in our Region.

The next section event for everybody is on November 9 at Salford GC but prior to that is a team match against the South Coast on September 21. As mentioned in last month's report to Lee-on-Solent by minibus is hopefully to be arranged so if interested please get in touch.

KEVIN GREEN

Surrey

The Cresta Cup held at Kingswood GC this year was enjoyed by 30 competitors in what proved to be testing conditions. On reflection the 37 points achieved by Ian Sutcliffe were exceptional as the course played its true length.

Thanks go to Ken Cooper and the rest of his team for all the hard work but into setting up the course for our enjoyment. Also thanks to Tom Hilliard for allowing us to use the course and a thank you to Gerry Doughty of Gerry's of Wimbledon for donating a voucher for £25 to be spent in Kingswood's pro shop which went to the winner. Results:

1. Ian Sutcliffe 37 pts; 2. Bev Eyre 33 pts (on countback); 3. A. Gattland 33 pts.

Trade Prize: Brian Wilmot. Nearest the Pin: M. Kirkham 17th hole. Longest Drive G. Holland 9th hole.

Also a big thank you to Ron Jobson for his valued assistance with the scorecards.

Interested parties for the dinner/dance at Reigate Manor Hotel this November should contact the committee for tickets – priced £18.

Southturf was again a great success and thanks to the South East regional committee's hard work and the trades continued support, an estimated 6-700 bodies past through the gates and in general most enjoyed the exhibition.

An item of personal news for those of you who know me. I am now the proud father of a baby daughter. She was born in the 10th June (Derby Day) and weighed in a 7lbs 11.5 oz. We have named her Danielle and mother and baby are

doing well – dad's shattered.

Forthcoming events include August 3 – McMillan Tankard; September 5 – Parker Salver; October 4 The Autumn Tournament and November 10 Dinner/Dance.

DAVID GIBBS

East of Scotland

I am afraid I must open this month's report on a sad note. Norman Whytock of Rhône-Poulenc has died at the age of 49. Norman was a man who would help any greenkeeper young or old at great length with any problem he might have. I am sure that I speak with every member of the section in extending our sincerest condolences to his family.

On a happy note I have just returned for the Scottish Tournament at Royal Dornoch GC and this has to be the best kept course I have ever had the pleasure of playing. Well done to Robert Paterson and his staff who worked tirelessly to have the course in first class condition for us (even on Sunday afternoon I might add). And thanks to Elliott and Edna Small for all the work they put in to make the tournament the great success that it was. Thanks again.

On Saturday June 10 we had a family barbecue at the Kilspindie House Hotel which was well attended with 48 members, wives, children and guests all enjoying a good night. Pity it was on the cool side but it was dry so we hope to have another during the summer so keep a look out for the next date soon to be arranged. The annual dance is at the same venue as last year (as above). Tickets on sale now at a price of £18 per person. Rooms are also available at £18 per person per night bed and breakfast. Letters regarding this will be with you soon or give me a call.

Tickets for the 100 club are going slowly so come on get entering and don't miss out of the first draws to be made soon. So hurry.

The East section football team is on the look out for some more games so come on other Scottish sections how about some challenge games home or away against the boys from the East. Give me or Chris Teaman a call on 01875 870 485. In Glasgow you may have Gazza and Hooydonk but in the East we have Stevie (Bergkamp) Dixon and Roberto (Baggio) Hogarth so let's get arranging some fixtures.

A mistake in the last issue. the library that is being set up is being done by Chris Yeaman and Andrew Forrest with the money they received from their Patrons Awards earlier this year, and not the committee as previously said. the library will be situated at Swanston GC in the Course Manager's office when the new sheds are built later this year. A small fee will be charged from anyone wishing to borrow any. Money collected

Around the Green



will go towards buying more books.

Best wishes to all the lads who have just had their results. They have all passed their HNC. Well done to you all.

We recently had our committee outing to Craigmillar Park GC. Thanks go to Captain and Council, Tom, Stevie and staff. The course was in excellent condition and the weather pure sunshine – 80 degrees. The winner on the Eddie Holt Trophy was our Secretary Robert Hogarth and he also accepted the shield from the Chairman's team verses the Vice Chairman's team as the Chairman could not attend.

Better luck next time Stevie.

ANDREW FORREST 0131 339 1315 or ROBERT HOGARTH 01721 722 832

Midland

Sitting in the garden sunbathing as I write this month's note must mean that summer has finally arrived. My family and I headed off down to Richard Whyman's neck of the woods for our annual dip in the sea on July 1. It must be a joy this time of year to be on the coast with the sands just a few minutes away.

Firstly may I congratulate Paul Jenkins on his marriage. Paul has given me advice over the years and it's nice to know Paul has joined the ranks of the biggest institution known to man. How does the song go – "another one bites the dust"? Seriously, we all wish they both a happy future.

The next golf tournament is on September 25 at Maxstoke Park GC. that day Reginald W.T. Stonebridge will be celebrating his retirement and would like to see new and old friends alike join in. If you would like to attend the evening meal, contact Rhys Thomas on 0121 357 5378. All entries to the tournament must be with Rhys by August 25.

Finally I would like to congratulate all the Course Managers/Head Greenkeepers who have become NVQ Assessors. It hasn't been an easy thing to do, especially as we have had to learn what seemed to be a new language altogether. So we all now know what PC stands for. No it's not Police Constable!

KIM BLAKE

Kent

Three months ago at the excellent Littlestone GC Andy Arthur and his brother won the Rigby Taylor Shield and being Bromley's answer to "Marvo the Memory Master" I forgot to mention it. So congratulations to Andy and Malcolm and thanks to Bernard Dibbins of Rigby's who put up the prize.

Herne Bay was the venue for our second golf day of the year. It was made all the more special as the club had invited us down to help celebrate its centenary year. Phil Hirst and his team worked extremely hard on the course to give us a great day and special mention should also go to Mr Brealy, the Owner, and Mr Westlake, the Captain, for donating the prizes and making us all so very welcome. I must also mention the catering and bar staff for their patience, good humour and fine evening meal. One of the most enjoyable parts of these golf days is the opportunity to meet with one's peers, develop friendships and discuss the weighty issues facing greenkeeping today. That is, of course, unless you are John Roots who entertained the whole gathering with a non stop barrage of jokes, all of which, as you can imagine, were politically correct, clean and bereft of sexism.

Unfortunately there is no room here to print these jokes but for anyone interested John will be busking outside BTME next year. On a more serious note the newly reinstated Parker Hart Trophy was won by Stewart Smith of Deangate Ridge with an excellent 65. Congratulations to him and thanks to John Noyce of Parkers for the trophy.

Finally a day for your diaries. Birchwood park GC September 25. Among other things this is the last round of the Eclectic competition and even if you are yet to enter a card you are still in with a chance of winning.

RICHARD PAGE

Sheffield

On July 3 we had our 27 hole National tournament at Cavendish GC. Our thanks go to Pat Heaney and his staff for having the course in excellent condition. Everyone thoroughly enjoyed the course and we look forward to playing it again.

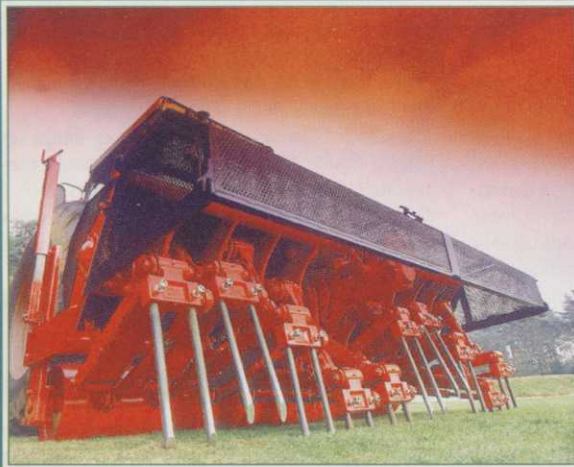
Results: Nine Hole Morning Comp.

1. R. Binns 20 pts; 2. B. Heaney 19pts.

18 Hole Afternoon Competition.

1. M. Clegg 68 (nett) 2. M. Coultas 69; 3. R. Needham 69; 4. C Hopper 70.

Our thanks for the prize table go to our trade members Rhone Poulenc, G. Brady; Barenburgh UK, A. Elliss; Alexanders, S. Chapman and E. Sommerfield; Amenity Sports Turf, S. Burrows; GEM, T. Adamson and S. Dyson; Rigby Taylors, B. Booth, Aitkens Sports Turf, P. Fell; Trident, M.



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The next golf tournament is at Coxmoor or September 25 and the first winter lecture on October 5.

RONALD ULLATHORNE

Sussex

On the premise that "no news is good news" Sussex must be doing very well. However, things have been happening in the section with our spring meeting at the Nevill GC in April at which Bruce Cruickshank educated us on the many and varied uses of hollow cores on the course. And they say the Scots are mean! The winners in the morning were Matt Saunders, Chris Reed and Carl Whyborne with Alan Wickens taking the Guest Prize. The afternoon winner were Chris Allen and Raymond Day with Sean Sturrock as Guest winner. Thanks are offered to the sponsors of the day, Culverwells and Rigby Taylor. Congratulations also go to those who qualified for the next round of the Hayter Challenge but more especially to Chris Allen and Raymond Day who have made it through to the Final - good luck!

Summer found us at Ifield on a blisteringly hot day. Thanks must be given to Alistair Cale and his team for their efforts in preparing the course for us - pity about the pin placements! The winners in the morning were Jon Hall, Raymond Day and Colin Martin with Gary Ogilvie taking the Trade prize. The afternoon winners were Andy Paynter, Lawrie Tremlett and Duncan Haste with Norman

Around the Green



Kennard and Peter Stuart collecting the Guest prize. Thanks again to the sponsors, Farmura and John Shaw (Machinery) Ltd

Special thanks must go to both clubs and their catering teams for looking after us so well.

While handing out the accolades, I would like to thank the Steering Committee of the Southturf Show for putting on another great event. However, one has to wonder at how sincere the support is for the Association when two of the South East Region manufacturers were not only absent but held private display days on either side of the show. It has been noted who they are. On the other hand support from Head Office was outstanding and I personally noted some "heavy-weights" among the crowd.

And now to the future. The autumn meeting takes place on September 27 at Worthing GC. Are you ready for us, Rob? Please don't forget that if you have been unable to attend the last two meetings this is your last chance to be eligible for the

Turkey Trot (some time in December at Littlehampton GC)

STEFAN ANTOLIK

North Wales

I was saddened to hear that Peter Gabriel, the Head Greenkeeper from Carden Park, was made redundant recently. If anyone can help him out with either casual work or a permanent position please contact him on 01978 266284.

I have not been made aware of any other news around the area so I can only presume all is well in the North Wales section.

The only point I have to raise is that there is a required standard of dress for all greenkeepers who attend BIGGA Greenkeeper days and the committee would be grateful if all members would do their best to comply. If anybody has difficulty in obtaining the correct standard of dress please get in touch with me and I will do all I can to help.

Can I say well done to all the boys who took part in the Hayter Qualifier at Middlesbrough and my congratulations to Darren Davies of Flint and Ian Buckley of Northop Country Park who I believe got through to the Final.

Congratulations to Haydn Jones and Richard Taylor of Chirk GC in passing their Level 2 Greenkeeping this month. There goes the myth that you can't teach an old dog new tricks. Well done to both of you.

T.P. EVANS

Southern Irish Section

The Glasson Golf and Country Club in Athlone Co Westmeath was the venue for the Southern Irish Section of the Hayter/BIGGA Challenge.

Fine weather greeted the protagonists who managed to record some very healthy scoring.

The event was contested by 48 players which reflects a substantial increase in numbers from last year. Everyone agreed that the Glasson Golf and Country Club was a perfect venue being in the heart of Ireland and therefore within reach of all participants. The course itself provided a mix of challenging holes and superb scenery although not everyone enjoyed the 15th hole where both tee and green were islands on Loch Ree which adjoins the course.

Stan Mitchell of Dublin Grass Machinery played as a guest and his score of 70 would have equalled that of the winner.

The event was a great success for all concerned, particularly Hayter, whose new FM514 was demonstrated cutting the last six fairways. Earlier in the week Thomas Spratt, greenkeeper of West Waterford GC had placed an order for the new Hayter T93 following a successful demonstration organised via John O'Flynn/Paddy Geary.

Results: Cat 1. 1. Des Murtagh, Tramore GC, 70; 2. David Casburn, Athy GC, 71; 3. Oliver English, Dun-

HAYTER CHALLENGE

dalk GC, 71. Reserve. David Behan, Killeen GC.

Cat 2. 1. Ciaran Gorman, Hermitage GC, 71; 2. Eddie Gilsinan, Skerries GC, 71; 3. David Molloy, Royal Dublin GC, 72. Reserve. Thomas Dorran, Westmanstown GC.

Cat 3. 1. Martin Browne, Skerries GC, 71; 2. Michael O'Brien, Royal Dublin GC, 72; 3. Paddy Guinnan, Island GC. Reserve. Colm McGuinness, Swords Open GC.

Northern Region

The Northern Regional final of the Hayter Challenge was held at the Middlesbrough GC in early July.

Thanks to Hayter for its generous sponsorship and especially Kim and Hamish Macfie for their help on the day. Thanks also to Bert Cross for starting and driving the mini bus, Howard McAddey and Ian Holoran for help with the scoring and everyone at Middlesbrough GC for making the event such a success.

Cat 1. 1. D. McJannet, Sheffield, 69; 2. D. Davies, Wales, 71; 1. Buckley, Wales, 71.

Cat 2. 1. P. Harley, North West, 66; 2. R. Johnson, Northern, 66; 3. M. Broughton, North West, 68.

Cat 3. 1. C. Powley, Cleveland, 68; 2. K. Bush, Cleveland, 68; 3. D. Cockburn, Northern, 69.

Midland Regional Final

The Midland Regional Final was held on July 5 at The Erewash Valley GC, Stanton by Dale, Derby.

Our thanks go to the Captain and Committee of Erewash for allowing us to stage the event and to Graham Arnold and his staff for getting the course in such superb condition under very trying weather conditions and to Doreen and her inside staff for an excellent meal.

Some very good scores emerged and as we know in the East Midlands we were Bindleyed again. It was nice to see Neil Thomas and Barry Heaney attend our event.

Special thanks go to Hayter for sponsoring the event (long may they do so) and to Kim Macfie and his entourage for all their help on the day.

Cat 0-9 1. R. Barker 72-4-68 on countback; 2. C.A. Macdonald 72-4-68; 3. J. Dair 71-2-69. Reserve P. Woodham 71-1-70.

Cat 10-18. 1. P. Richmond 86-16-70 on countback; 2. R. Thomas 85-15-70; 3. P. Holtham 82-10-72 on countback. Reserve E. O'Hanlon 91-18-73.

Cat 19-28. 1. A. Bindley 85-20-65; 2. I. Dunmore 91-22-69 on countback; 3. A. Roberts 88-19-69 on countback. Reserve G. Arnold 88-19-69.

Section Team Prize: East Midlands Section.

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The 1995 Sports Amenities & landscaping Trades Exhibition (SALTEX) Show at Windsor Race Course from September 5-7 has attracted over 400 exhibitors and its sure to be a highlight of the second half of the year.

The diverse nature of the companies exhibiting at the Institute of Groundsmanship's annual show is sure to attract visitors from every side of the business and the '95 show has attracted computer software companies as well as the more conventional exhibitors in the machinery market.

With that in mind Massey Ferguson-Iseki make a return to the show after a break of three years.

The seminar programme which runs in conjunction with the exhibition features topics ranging from "Safety with Pesticides", "Risks in the Workplace", "Machine Development".

The programme runs across each of the three mornings of the show with each morning consisting of two sessions with two papers per session. The price per session is £10 to non-members with a special price of £5 to IoG and BIGGA members.

For a full seminar programme call Mrs Chris Costello at the IPG on 01908 312511.

1995 represents the first year of the IoG BIGGA strategic marketing alliance which benefits exhibitors who show at both SALTEX and BTME.

"Anyone exhibiting at both SALTEX this year and BTME '96 next January are entitled to a 5% reduction in the cost of their stand," said Bill Lynch, Sales and

Marketing Manager of BIGGA.

"It is the first tangible development in the new alliance and the two organisations are exploring ways in which the ties can be improved," he added.

WHO TO LOOK OUT FOR AT SALTEX

Toro – stand W51 – the market leader for quality lawn mowers in the USA is returning to the exhibition after a year's absence to introduce the Proline PL-920.

Rear collection, speed, manoeuvrability and productivity are key factors when purchasing a mower and the Proline PL-920 excels in all areas. It reduces

mowing time and trimming time as well and its dual Eaton hydrostatic drives enable it to do true zero radius turns and its features include a hydraulic dump option, a parameter collision system with heavy gauge tubular steel to protect the machine if it should ever rub against a wall or immovable object, an optional homologation kit for high visibility when crossing roads, 31 grease points to ensure prolonged service and a welded integrated frame and cast-iron Maletti gearbox.

Euromec – stand 18 – will unveil its 15hp Top Green front deck mower and its new 703 high

dump sweeper at this year's show.

The most compact of Euromec's range of front deck mowers and collection machines, the Top Green's rear wheel steer makes it extremely manoeuvrable enabling it to cut close to trees and borders. The hopper has a capacity of 240 litres and an alarm signifies that it is full.

The 703 high dump sweeper offers users a fast and economical sweeper with hydraulic hopper emptying.

Inturf – stand CA26 – launches another new product at this year's show. To be called Lawn Pack, it creates a lightweight, clean, instant turf grass area which can be installed extremely quickly and removed without trace. The system can be bought in sections, four to a square metre or can be rented on a daily, weekly or monthly basis. Its introduction follows on from the development and success of the Big Roll and Lay 'n' Play turf tile system both of which we pioneered for the sports ground and large landscaping markets.

Allett Mowers Ltd – stand C19 – will give pride of place to its Buffalo mower which recently won awards for best pedestrian cylinder mower and overall winner at recent trade product awards.

The Allett Buffalo is extremely robust, versatile and reliable and is fitted with a large 8ins diameter cylinder which makes light work of long grass which give an

A SHOW NOT TO BE MISSED



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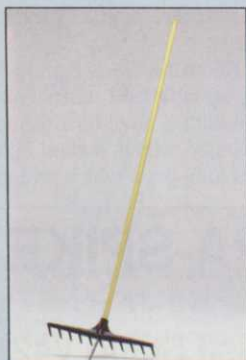
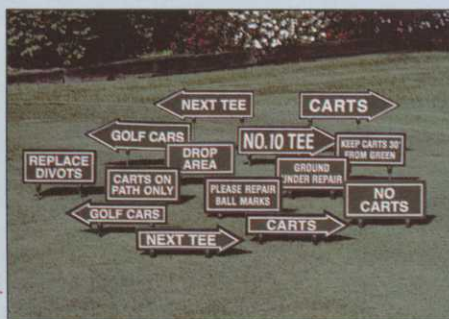
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Our Economy Rake is priced so low, you can order several for each bunker! The full-size 15" head is made from high-impact, molded plastic, and the 4' bright yellow handle is available in wood or long lasting fibreglass. NB: we no longer fit spikes as standard.

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Telephone Lo-Call 0345 125398
Fax: 01276 452616

WHO TO LOOK OUT FOR AT THE SHOW



See it for the first time at SALTEX: the Hayter FM514 Five Gang Fairway Mower

excellent finish on finer areas.

The Allett Regal is now available in three sizes, 30ins, 36ins and now also 42ins – the only 42ins sports field mower available.

Hayter – stand W15 – The Hayter product line up for SALTEX will include grass cutting machinery to suit all applications. Local authority parks, sports grounds and golf courses are well catered for with the award winning fully hydraulic TM729 gang mower, and the lighter TM520. The very successful versatile

lightweight triple turf mower, the LT312, will also be on display complete with cab. Hayter will also be showing for the first time at SALTEX, the FM514 Five Gang Fairway Mower which has been designed with the exacting golf course requirements in mind. The newly designed Condor range will also be featured. These machines are just part of the impressive Hayter product line up which can be seen on Stand W15 where future information is readily available.

Barenbrug UK – stand K13 –



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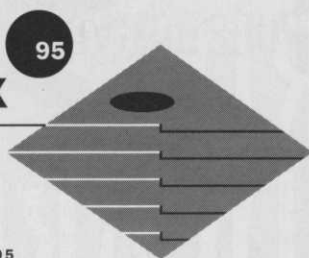
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5,6,7 SEPTEMBER 1995
ROYAL WINDSOR RACECOURSE



has regularly launched new developments in grass seed breeding at SalTex and '95 will be no exception with several new products. Among them will be Barcrown, a slender creeping red fescue which has been acclaimed for compactness, disease resistance and draught tolerance. It has already proved to be successful on golf greens throughout the UK.

Also being exhibited will be Barkoel, a crested hair grass, representing the lowest maintenance requirements every achieved. Trials and practical testing have shown Barkoel to be ideal for fairways and rough.

White Horse Contractors Ltd – stand C29 – drainage specialists since 1957 has a wide range of experience in all aspects of land drainage and sports field/golf course construction. The company operates through-

out the UK using its own specialist plant which boasts six fully equipped laser grade control Mastenbroek trenchers. WHC is able to provide a comprehensive package for design through to construction for a wide range of projects. It offers services including drainage, sand slitting, sand grooving, vertidrainage and top dressing, water supply, irrigation, lakes and ponds, access roads, fencing landscaping etc.

Sovereign – stand J7 – will be exhibiting its popular range of turf for golf courses, amenity and landscaping applications. As well as supplying high quality turf via a network of regional distributors, a comprehensive installation service is offered utilising standard one or Jumbo 25 square yard rolls.

Steve Williams, Sovereign's recently-appointed Sales Coordinator, will be on hand to wel-

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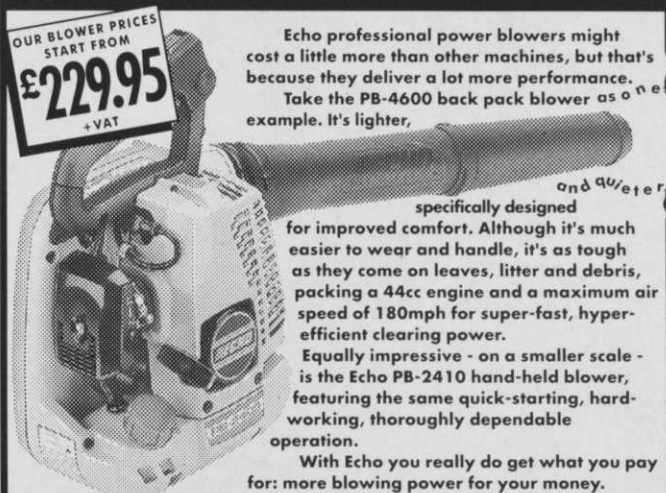
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- Series 20 Compact Tractors - Versatility with comfort
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NEW HOLLAND

FOR PEOPLE WHO CULTIVATE A NEW IDEA OF THE WORLD

WHO TO LOOK OUT FOR AT THE SHOW

come you and offer advice on the price, performance and applications of the different types of turf together with the name and location of the your nearest stockist.

Lloyds & Co is introducing the MKII Paladin Fine Turf Mower to its range at the show – stand B19. The launch comes following the successful introduction of the Elite Motor Triple and the Leda Hydraulic 7 Mower Trailer at last year's show.

The MKII boasts a new style grass box, operator presence control and wider transport wheels.

Ransomes – stand V15 – will launch its T-Plex 185 ride-on mower and the Greens Super walk-behind greens mower at the show. The two machines featured in the July issue of *Greenkeeper International* are major additions to the Ransomes stable.

The T-Plex 185 is a tees and surrounds mower with a driver position to the front of the engine. It is a three unit 6ft cut machine in a choice of 19hp or 18hp petrol engines with constant drive to all three wheels and a maximum speed of 9.3mph – maximum mowing speed is 5.6mph.

The Greens Super has a 3.7 hp petrol Kubota engine which allows a cut speed of 246 cuts per metre as opposed to the 140 available on the existing machines in the range. Joining Ransomes of its stand this year will be four dealers from the south-east of England. They are J Gibbs Ltd, Paice and Sons Ltd, Ernest Doe and Sons Ltd and John Wilder (Agricultural) Ltd.

Green Direct – stand X23 – is a new company offering professional products into the golf, sports turf, amenity and landscape sector. The company has, in fact, been involved in supplying products to the agricultural and commercial horticultural sectors for the past 10 years and it is passed on that experience that it feels ready to offer a range of professional products to the sports turf marker.

The company intends to supply products direct from the manufacturer to the end user and it will work with the manufacturers to build in relevant features into the products it offers.

C & P Soilcare Ltd – stand B52 – will again be showing Ter-

ralift aeration machines, together with the Deep Drill which was launched at last year's show. The potential of the Terralift and its ability for aerating and root feeding trees has been acknowledged for some time and it has been estimated that aerating at depth once every five years can save the requirement to rebuild complete greens.

Supaturf – stands E16-E20 – will be displaying its complete product range including its latest addition Topline 2000, an advanced new design to take Supaturf's line marking systems to and beyond the next millennium.

British Seed Houses – stand J21-23 – is launching a new low growth, high density amenity ryegrass at the show which will join the company's extensive range of Grade A amenity mixtures plus

Providence, the creeping bent grass introduced at BTME '95 at Harrogate earlier this year.

Lex 86 is ideally suited to turf production providing a sward of exceptional quality and consistency. It germinates and establishes quickly to form a dense, low growing turf with a very fine leaf texture and a consistent mid-green colour all year round.

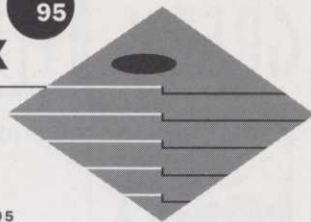
Providence has been in strong demand since its launch and already been planted at The Belfry and The London Golf Club.

Claymore Grass Machinery – stand Q1 – will be showing the new 18 in (46cm) Mulching mower which has joined the Masport range or rotary mowers. The mower eliminates the need to collect the grass as all the clippings are returned to the turf where they breakdown and provide valuable nutrients plus extra moisture. Uncut grass is sucked

SALTEX

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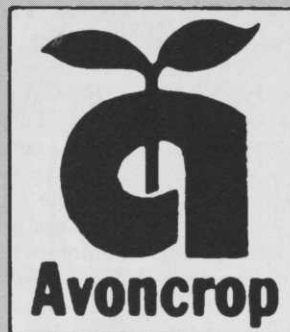
We are a new Company offering a range of specialist products for all types of sports turf directly to the user. For free product information and prices call or fax us.

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THE DRIVING RANGE

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WHO TO LOOK OUT FOR AT THE SHOW

up into the blade and circulated in the housing where it is chopped into minute particles which are then blown deep into the grass where they quickly decompose and release all their natural nutrients.

The company will also be showing its extensive range of professional and domestic machinery from leading manufacturers in Europe, the United States and New Zealand.

Miracle Amenity Care (formerly ICI/Zeneca Professional Products) – stand E1 – will be exhibiting its two latest additions to the "Longlife Fertiliser Range", Cleanrun, a weed + feed and Renovator, a triple action weed, feed and mosskiller. Also on display will be the turf fungicides, Daconil turf and Greenshield.

In addition, Touchdown LA, a new glyphosate formulation will be featured which provides improved rainfastness and speed of kill.

Details of the company's free soil analysis and empty pesticide container collection schemes will be available and also on display will be the award winning Osprey chemical injection system from

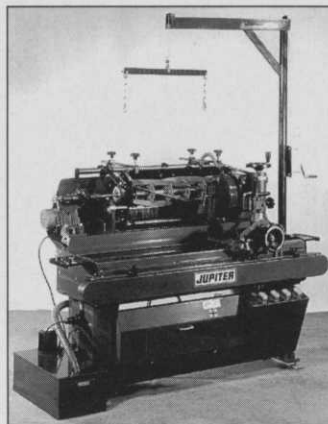
S.H. Goss and Co.

Inter Seeds – stand J18-19 – the amenity seed division of Perryfields Holdings Ltd will be exhibiting the PRO range of amenity grass seed, Wild Flora and Fertiliser mixtures. The highest quality seeds have been blended into 23 PRO Grass seed and 11 PRO Flora seed mixtures.

All quotations given at the show will be entered into a daily draw with the winners receiving a bottle of champagne.

Technical staff will be on hand to answer any questions.

Eric Hunter Grinders Ltd – stand P35-37 – will demonstrate the difference between grinding and sharpening mowers at the show. Mowers sharpened correctly with a "relief" angle will cut cleaner, stay sharper longer, use less fuel and suffer fewer problems than mowers that have been spun ground in the conventional way. "Relief" grinding is simply grinding each blade of the cylinder with a clearance angle which, when performed correctly, results in mowers which are easier to set, produce a much cleaner cut and creates hardly any fric-



The Jupiter from Eric Hunter Grinders

tion between cylinder and bed-knife thus causing less overall wear.

Sisis – stand R4 – will launch the new Sisis trencher and bowling green roller at the show. The recently introduced 321 tractor will also be on display together

with some of the wide range of attachments as well as a Land Clearer.

Kubota – stand A21 – will unveil two new products at the show while also included in the line-up is the three strong Grandel tractor range and the 29hp ST-30 compact tractor with Bi-speed turn. A selection of ride-on mowers is also on show including the 18hp GI900 with four wheel steer and the front mounted 18hp F1900 complete with a 2WD/4WD option to tackle a variety of terrains.

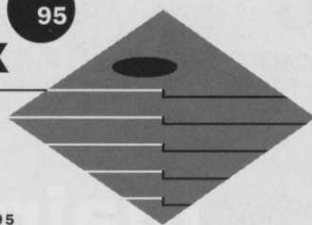
Links Leisure – stand G4-6 – will be showing a range of equipment including the Pro-Tee Mat which has been a great success since introduced four years ago and is now in regular use at approximately 250 courses, some for 52 weeks of the year.

Also on show will be the Clas-

SALTEX

95

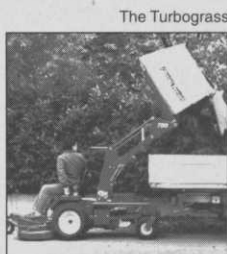
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- Powerful vacuum collection system
- Large grass hopper
- Powered high lift dump
- Hydraulically lifting front decks
- Low maintenance
- Highly manoeuvrable - zero turning circle
- Front mounted cutting deck
- Kubota diesel engine

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on Stand
18 at
SALTEX



The Turbogress



The Topgreen



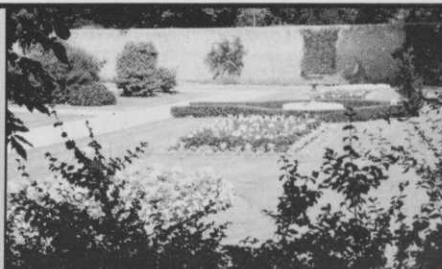
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M O W I N G

WHO TO LOOK OUT FOR AT THE SHOW

sic Tee Markers which can be supplied in a variety of shapes, sizes and mountings, the Golf Driving Bay which is supplied in kit form and the Flexible Range Mat which Links Leisure developed from a system of range mats to provide the ideal playing surface for the practice range.

Standard Golf – stand P27 – and its sister company Envirogreen will display the complete range and colour choice from the world's leading manufacturer of golf course equipment – Standard Golf of America. Also on display will be the American made hole cups to enable UK manufactured flag sticks to fit. Also on display will be Standard Golf UK's range of winter tee mats and and range of equipment including the Golpet Tee Up machine.

Envirogreen will have a display on chemical waste and empty container disposal and experts will be on hand to answer technical questions.

Rhône-Poulenc – stand P2 – The NEW Rhône-Poulenc Environmental Products technical

manual (pictured below) will be featured at SALTEx this year.

The manual is produced in full colour and broken down into colour coded, tab marked sections eg. fungicides. Each section begins with helpful information including colour photographs of the major weed, diseases and pests to help with identification. After all, correct identification is the basis of control! The section then continues with label information and a colour pack shot for each product in our comprehensive range.



Golf Landscapes – stand O10 – will launch its new com-

pany brochure and announce details of further construction project awards.

The new brochure is attractive and informative and features the breadth and depth of the company's expertise in the design and construction of golf courses and other sports facilities. The company offers clients a complete service from design conception to project completion including feasibility studies, budget analysis and planning application through to complete project management and construction programming. In addition the company can provide an on-going maintenance contract of the facility.

Scotts UK Ltd – stand X30 – Scotts UK will be displaying their recently introduced range of spring/summer and autumn/winter slow and controlled release fertilisers, specifically

designed for use on fine turf golf and bowling greens and close mown amenity turf areas.

Samples and literature for these products will be featured alongside their established coated product range including Sierrablen Flora (formerly Agroblen) Tablets for long term tree fertilisation.

Terravent – stands A18, H12 & H13 – At the start of the year Terravent introduced its unique range of hand held soil aerators and decompactors.

Since their launch over 200 units have been sold throughout the UK and the equipment is now becoming recognised as being at the forefront of decompaction for all sports turf environments, parks and gardens. Its silent operation, cheap running costs and minimal maintenance requirements all combine to ensure that it is the ultimate in

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AMENITIES

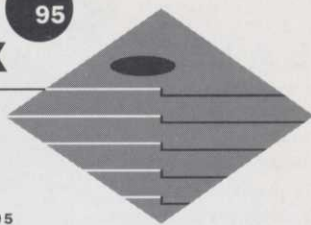
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When it comes to quality aggregates, at Grundon we like to be really thorough. From extraction through to treatment and delivery, we offer service and advice which guarantees that you get the very best out of our wide range of products. To find out how Grundon can help you with all your aggregate requirements, call us now.

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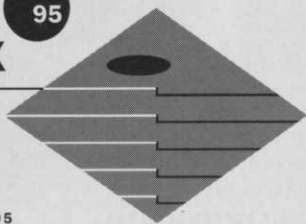
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decompaction and aeration.

Terravent soil aerators and decompactors will be on show on the stands of Risboro' Turf (A18) and A&F Warehouse (H12 & H13).

D K East – stand J32/33 – Established 1954 D K East have built up an enviable reputation as one of the largest wholesale horticultural distributors to the garden leisure centre industry in the South East. Our comprehensive commercial section has grown too and offers the professional user a vast range of products from our own manufactured high quality turf dressings, surrey loam, to the supply of sands, aggregates, mulchers, chemical fertilisers, grass seed, hand powered tools and many other products all available at keenest prices through our cash and carry or delivered. A sport amenity landscape trade cash carry outlet (SALTCO).

Multi-Core Aerators Ltd – stand P30 – At SalTex both the TM1500 1.5m and the TM1000 1.0m will be featured. Each machine combines robust construction with ease of maintenance and therefore down time is kept to a minimum. A vast choice of tine spacing and sizes are available, from mini hollow and solids, slicer tines and solid tines from 6mm to 16mm. The 19mm hollow gives depth up to 5 inches. All heads and tines will be on display. Also featured will be the greenkeeper pedestrian aerator, which offers reliability at an affordable price visit our stand and speak to the company which specialises in aeration equipment.

Jubilee Seeds & Turf – stand A46 – Fast expanding new company – Jubilee Seeds & Turf – launch four new ranges of products of great interest to greenkeepers, groundsmen and landscapers.

WHO TO LOOK OUT FOR AT THE SHOW

The innovative new Organic topdressing range – Greentop Turf Humus, Greentop 50/50 Course Turf dressing, Greentop Fine Turf Dressing.

Q Lawns Turf launched in the south-east this year, this high quality turf range has been welcomed by many landscapers and greenkeepers for its greenness, moistness, consistency and rapid establishment.

Techni-Turf Grass Seeds contain quality cultivars, give exceptional value for money and are delivered with indecent haste.

Lewis – stand D30 – The Lewis Landlord 320S Sideshift Backhoe (pictured below) to suit compact

tractors, was launched early in 1995. It has 9ft digging depth, 180° slewing and hydraulic sideshift clamping as an option.

Other exhibits include the range of front end quick fit loaders and backhoes for compact tractors as well as the Lewis Badger 3 Tonne Backhoe loader.

Bourne Amenity – stand B42 – Bourne Amenity will again be supporting SalTex '95 in September and will be on Stand B42. SalTex provides an ideal opportunity for new and existing customers to meet the whole Bourne Amenity team including the two new Area Sales Managers Robert Kendle and David Driver.

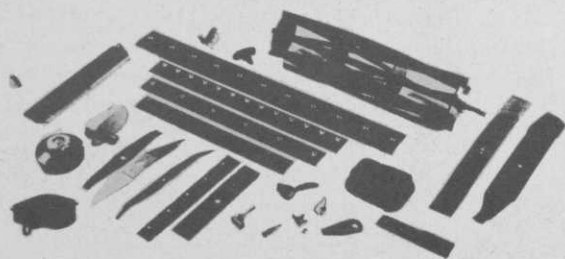


Mower Accessories Ltd

65 FORNCETT STREET, SHEFFIELD S4 7QG

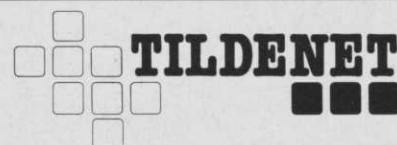
Manufacturers of lawnmower blades and cutting cylinders

Suppliers of lawnmower spares and accessories



FOR ALL YOUR BLADES AND SPARES PHONE (0114) 2765825
FAX: (0114) 2765855

See us on Stand H10/11 at SALTEX



Tildenet Ball-stop Fence at Farrington Golf Club

- ★ Ball-stop Fencing
- ★ Anti-ballplugging Net
- ★ Grass Germination Sheets
- ★ Target & Chipping Nets
- ★ Padded & Net Bay Dividers
- ★ Perimeter Safety Netting

SEE US ON STAND M16 AT SALTEX

Tildenet Ltd, Longbrook House, Ashton Vale Road,
Bristol BS3 2HA

Tel: (0117) 9669684 Fax: (0117) 9231251



Scotts®

Autumn/Winter Coated Fertilisers

Sierrablen Turfmix – 15.0.22+Fe & 15.0.29

*For Autumn/Winter Turf Applications
to Coarse and Close Mown Turf*

For:

Tees, Approaches and Surrounds

Wear Areas

Fairways

New Course 'Grow In'

One application of Scotts coated fertilisers encourages strong, healthy growth during the autumn, winter and following spring, without flushes and with minimal loss through leaching. The unique temperature controlled release mechanism ensures consistent growth when conditions are favourable, with the unreleased nutrient carrying over to the following spring to enable maximum recovery for worn, thin areas of turf.

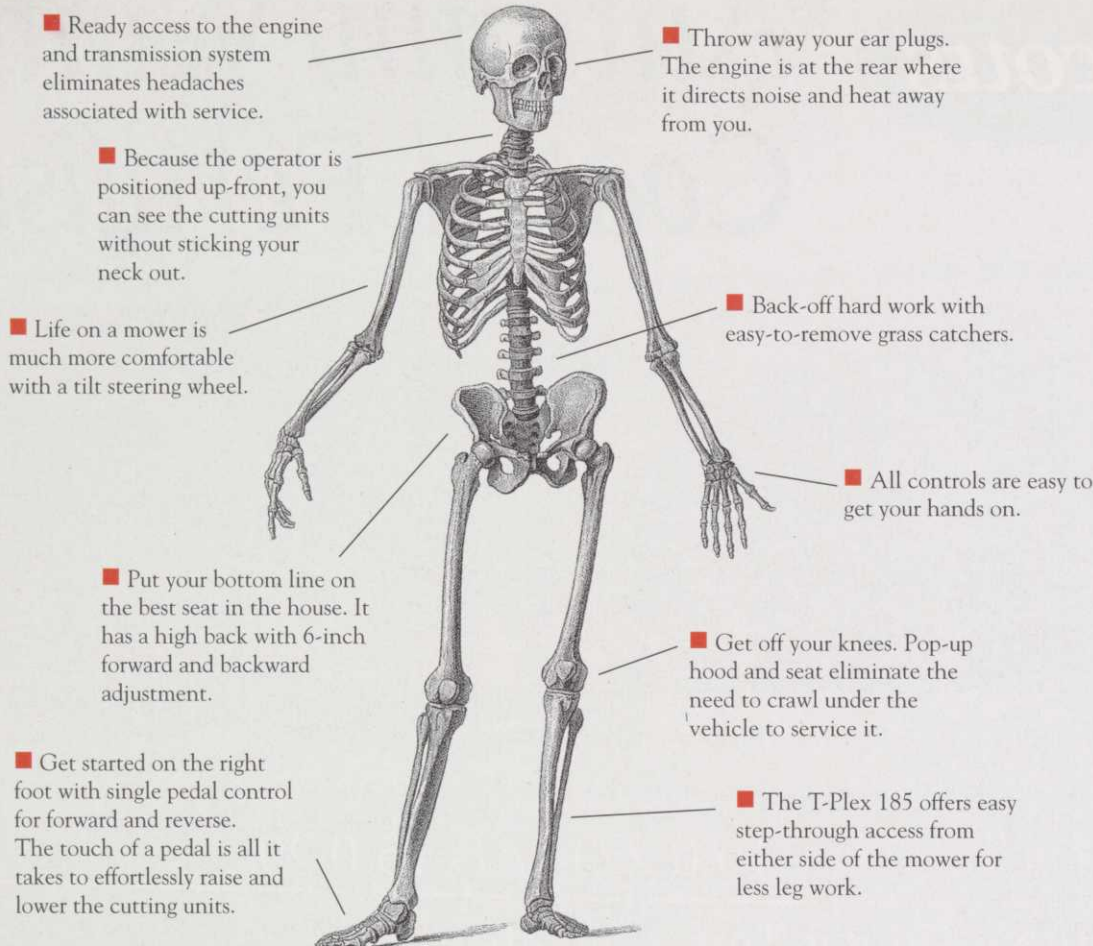
Photograph taken in May 1995 courtesy of West Hove Golf Club, Sussex showing spring carryover from October 1994 – applied Sierrablen NK - 15.0.22+Fe on left hand fairway compared to untreated right hand fairway.



Scotts®

Scotts UK Ltd (formerly Grace Sierra UK)
61 Loughborough Road, West Bridgford, Nottingham NG2 7LA
Tel: 0115 945 5100 • Fax: 0115 945 5311

See us
on Stand
X30 at
SALTEX



See us
on Stand
V15 at
SALTEX

Perfect for Every Body



Before we designed the T-Plex 185 and its surrounds mower, we took a long hard look at another design: the human body. What we discovered allowed us to build a machine that pays as much attention to operator comfort as it does to performance.

VISIBILITY

The T-Plex 185 is specifically designed with the engine at the back. A rear-mounted engine clears the way for greater operator visibility, as well as directing noise and exhaust away from the operator for greater comfort.

SERVICEABILITY

Just as important as comfort is ease of serviceability. The engine position makes servicing the T-Plex 185 a simple task instead of an arduous chore. And the hood and seat pop-up, so the operator never has to crawl under the unit to service it.



PERFORMANCE

On the performance side, the T-Plex 185 is in a league of its own. Floating heads follow ground contours for a beautifully consistent cut. Constant three-wheel drive provides superb traction and large tyres exert low ground pressure.

COMFORT

Because the engine is located at the rear, noise and exhaust are directed away from the operator. The tilt steering column means the operator can sit in a natural position.

Instead of building the 185 around the needs of an engineer or manufacturing plant, we built it around the special requirements of the operator. The result is a trim mower that everybody will feel comfortable owning.

Phone free for details on
0500 026208

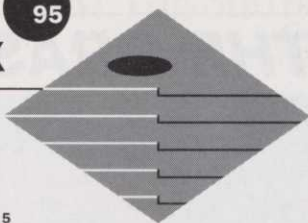


RANSOMES

Driven to be the best.

SALTEX

SPORTS
AMENITIES
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TRADES EXHIBITION
5,6,7 SEPTEMBER 1995
ROYAL WINDSOR RACECOURSE



The Trilo from MJT

Robert Kendle will be extending Bourne Amenity's coverage in the South to include Essex, North London, Hertfordshire and Buckinghamshire areas. David Driver will be visiting existing customers in Surrey and extending the area to include Hampshire.

Bourne Amenity's services provided include design and installation of sports turf drainage systems, winter pitch reinstatement, sportsground design and build, application of top dressings, fertilisers and chemicals and an advisory service on amenity projects.

MJT Contacts Limited – stand B55-57 – Trilo manufacturing have been producing vacuum sweepers for almost 30 years, their reputation for producing top quality high performance machines is almost second to none. As always they are always striving to produce better, more efficient, machines. Because of the importance of the UK market they have decided to use Saltex as the venue to launch their new range, starting with the Trilo SG1170. Producing more than 30% more suction than the current 7 cubic metre machine the SG1170 is the first in the "super series" of Trilo vacuum sweepers. Also new at Saltex will be the new fine cut flail unit, created in response to customer demand, it makes the machines even more multi-functional. Previously only available 1.5 metres wide, the interchangeable flail unit is now available 2 metres wide, meaning it can be fitted to our existing 7 and 11 cubic metre machines. This probably makes them the biggest cut and collect units available anywhere!

Vitax – stand J29-31 – Vitax Ltd is now acknowledged as one of the UK's premier suppliers of a range of high quality professional turfcare products.

Vitax will be displaying its full portfolio of products at Saltex 95, strongly featuring their leading brands, Tecto, Fairy ring destroyer, Estermone and Ultraflo. These products have firmly established themselves with greenkeepers, groundsmen, contractors and local authorities over many years, providing highly cost effective answers to their turfcare problems.

Ocmis – stand U20 – Ocmis are irrigation experts with a referral driven reputation in problem solving system design, manufacture and supply and installation and servicing to the Sport Turf and Landscape Irrigation market.

Ocmis are UK distributors for Buckner, Hunter and Rainbird sprinklers; as well as national stockists for 11 types of pressure pipe, valves, pressure vessels, electric cable and mobile irrigators.

Ocmis provide a 24 hour emergency call out and full service contract to new and existing irrigation systems.

Sharpes International – stand E60 – At Saltex '95 Sharpes International will be highlighting the performance of two new amenity ryegrass cultivars – BELLEVUE and CHAGALL.

Bellevue couples a very fine leaf with excellent turf density and will be ideal for turf growers and landscape contractors alike. Chagall has both wear tolerance and fine leaf characteristics and will be used in a number of

The clear advantage



We are very proud of our 1995 crop of *Advantage* greens turf. This unique and proven top quality turf has a very high bent grass content in the **finished** turf.



INDEPENDENTLY TESTED BY THE STRI.

Rolawn *Advantage* greens turf is purpose grown and specially maintained on the finest sandy soils in the UK.

Advantage greens turf is harvested at an average age of 12 to 15 months.

This means rapid and trouble free establishment on your course so your greens will come into play sooner.

SOIL TYPE

SAMPLE PARTICLES SIZE DISTRIBUTION OF ROLAWN FIELDS*

Very fine sand 1.2% Fine sand 11.7% Medium sand 61.5%
Coarse sand 15.8% Very coarse sand 0.4% Silt 5.8% Clay 3.6%

Soil classification – **SAND** Total sand 90.6%

All grades of Rolawn Turf are available washed using the StrathAyr system of soil extraction. *Independent soil analysis is available.

REMEMBER ROLAWN HAS A **NO MINIMUM ORDER POLICY** – YOU CAN BUY AS LITTLE OR AS MUCH TURF AS YOU NEED. (All orders are despatched within 24 hours of receipt).

Advantage greens turf is available locally from one of Rolawn's nationwide turf depots – **THERE WILL BE ONE NEAR TO YOU.**

Telephone **01904 608661** and ask our customer services for details.

See us
on Stand
K10 at
SALTEX

Rolawn®

BRITAIN'S FINEST TURF

"DON'T BASH THE GRASS"

SEE US ON
STAND P35
AT SALTEx

JUPITER 42" MOWER CYLINDER & BEDKNIFE GRINDER



JUNO 36" MOWER CYLINDER & BEDKNIFE GRINDER



Quality machines manufactured by:
ERIC HUNTER GRINDERS LTD.
HOBSON INDUSTRIAL ESTATE,
BURNOPFIELD,
NEWCASTLE UPON TYNE NE16 6EB
TEL: 01207 270316 FAX: 01207 270312

Have your mowing machine cylinders accurately 'relief angle' ground on a Hunter Grinder, quickly and efficiently. Grass is cut finely and mowers stay sharper longer. Bedknife friction is reduced and maintenance costs drop dramatically after sharpening on a Jupiter or Juno. Blades are not simply 'ground' - THEY ARE SHARP, VERY SHARP. (Same machine ALSO accurately grinds the bedknife - no need for 2 machines.) HUNTER MACHINES ARE SOLID - NOT FABRICATED. GRIND CYLINDERS PERFECTLY PARALLEL - not tapered. FULLY WATER COOLED - prevents harmful dust and heat distortion. CAN GRIND MANY UNITS "IN-SITU" - if required ON SITE TRAINING - given with all new machines

AD
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73

See us
on Stand
F40 at
SALTEx

Weather matic®

The heart of a good irrigation system



Weathermatic has developed and manufactured specialist turf irrigation quality products for 50 years. This wealth of practical experience and product, through local dealers, offers those in the sports turf industry the very best irrigation system design, installation and service.

Freephone 0500 888820 to contact your local dealer.

AD
REF
283

WHO TO LOOK OUT FOR AT THE SHOW

important applications such as improving the appearance of sports mixtures.

Belwood Nurseries – stand E19 – Transform your golf course, or leisure complex, 'overnight' and create immediate impact with mature trees and shrubs from Belwood. We are the largest tree nursery in the UK specialising in the production of semi-mature trees, which we distribute nationally (throughout mainland UK).

Although we specialise in large rootballed trees, we can also offer many varieties in smaller sizes.

Avoncrop Amenity Products – stand H71/72 – "Where Service Counts" Avoncrop's commitment to the Amenity market continues to grow with their expansion into London and the Home Counties and the opening of a New Depot at Bracknell, Berkshire very shortly. Offering both Greenkeepers and Groundpersons a wide range of Chemicals, Fertilisers, Grass Seeds, Topdressing, Line marking Materials and General Sundries and with Main Distributorships such as Cooper Pegler, Farmura,

H.Pattisons, Headland, Levington, Maxicrop, Miracle Amenity Care, Rhone Poulenc, Ruffords, Scotts, Sharpes International, Supaturf, Terralift, Vitax and their Own Branded Ranges along with free technical advice and a prompt delivery service.

Hardi Ltd – stand B27 – Hardi Ltd is the leading supplier of chemical application equipment to the Amenity Market. On display at Saltex will be a full range of spraying equipment specifically designed to cater for all sectors of the Amenity Industry. Whether your particular situation requires a trailed, mounted or demountable spraying system, Hardi has the answer.

For the first time Hardi will be featuring on its stand the recently acquired Cooper Pegler range of professional spraying equipment.

In addition to sprayers Hardi, through its association with Greencare Industries, will be displaying a full selection of Aeration Equipment, including the tractor mounted Coremaster 12 and Shattermaster together with the pedestrian operated Coremaster 6 aerators.

Our team of spray application

specialists look forward to welcoming you to our stand where you can inspect the equipment on display and discuss your individual requirements.

Nature First – stand – Nature First Ltd offer a comprehensive arboricultural service on a nationwide basis.

Experts in supply, planting and maintenance of semi-mature trees, the company undertake major contracts for a wide range of clients.

Transplanting of trees using their modern fleet of Tree Spades is regularly undertaken with excellent success rates. Machines with a rootball size of up to 2.1m are available for hire with experienced operators.

Dedicated to the supply of the complete arboricultural service the Tree Surgery Division of Nature First has the facility to offer services such as Consul-

tancy, Stump Removal and Brushwood Chipping as an integral part of the operation. Highly skilled staff and modern mechanised techniques enable the company to offer competitive quotations in all areas.

Supreme Mowing Ltd – stand V15 – Supreme Mowing is proud to introduce its all new backlapping machine the Supreme Superlap. The Superlap offers a high quality low budget maintenance for all types of grass mowers. This machine features variable lapping speed, reversible motor for left or right hand drive units and adjustable height drive shaft. Supreme is also showing its renowned Supreme System grinding machine designed to accommodate all sharpening needs. Supreme Mowing also manufacture superior quality cutting cylinders and bottom blades for all types of standard machines

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ROYAL WINDSOR RACECOURSE

95

VITAX

WHAT YOU SAVE ON OUR FUNGICIDES

See us
on Stand
J29-31 at
SALTEx



YOU CAN SPEND ON WHAT YOU LIKE

e.g. Fertilisers, Wetting Agents, Top Dressings, Equipment etc

New
lower water
application
rates now
apply

TECTO: A liquid flowable systemic turf fungicide with contact action for the control of fusarium patch, dollar spot, red thread and several minor turf diseases.

- Systemic action prevents reinfection.
- Contact effect even in low temperatures. Stops disease quickly.
- Can be applied even when rain is expected.
- 1 litre treats one bowling green or three golf greens.

Pack size 1 litre. Contains 450g/l thiabendazole.

FAIRY RING DESTROYER: Concentrated formulation. Controls all types of fairy ring on amenity, sports and ornamental turf.

- Easy measure ~ 1 litre pack treats 333 sq m.
- Good grass safety record.
- Leaves no powdery deposits on leaf surfaces.
- Pre-treatment the day before application with Vitax Ultraflo Wetting Agent will add to the long-term product's effectiveness.

Contains 190g/l triforine.

READ THE LABEL
Use
Pesticides
Safely
BEFORE YOU BUY

VITAX LTD Owen Street, Coalville, Leicester LE67 3DE Tel 01530 510060 Fax 01530 510299

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Take a
leaf
out of
our
book...



Trilo's combination of high power vacuum, brush, scarifier and wanderhose, gives the power and versatility to cope with leaves, thatch, cuttings and litter.

With the new SF150 designed to mount on any golf truck, Trilo now offer six different sizes so there's a Trilo to suit you!



FOR HIRE OR SALES CONTACT:

MJT CONTRACTS LTD

50 Bury Road, Stapleford, Cambridge CB2 5BP
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stand demo
B55-57

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REF
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THE DEEP DRILL SERVICE FOR SPORTS TURF

Why suffer turf problems associated with compacted soil?

Our Deep Drill machine will create a pattern of sixty 5/8" holes, up to 10" deep, on a 5" spacing, in one movement, leaving an unmarred surface.

RESULTS IN • Relief of compaction • Improved aeration and percolation of water to the root zone • Deeper, wider and more vigorous root development • Holes offer a way of introducing fresh media to the soil • Healing time of three to four days • Drills through dry patch.

BENEFITS WITHOUT SIDE EFFECTS FOR
GOLF FAIRWAYS, GOLF TEES, GOLF GREENS, RUGBY PITCHES,
BOWLING GREENS, HOCKEY PITCHES, CRICKET SQUARES,
CROQUET LAWNS, AND FOOTBALL PITCHES

See us on
Demo B52
at SALTEX



SOILCARE

C & P SOILCARE LIMITED, Unit 3, Bush Farm, Nedging, Ipswich,
Suffolk, IP7 7BL. Telephone/Fax 01449 741012

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46

See us
on Stand
J7 at
SALTEX



**THE TURF
ON TOP**



ON TOP FOR CHOICE - A grade for every purpose. Available in standard or Jumbo rolls.

ON TOP FOR QUALITY - Top rated STRI cultivars all grown on light, sandy soil.

ON TOP FOR SERVICE - Available direct or through local depots. All Sovereign Turf is delivered fresh within 24 hours of harvesting.

GET ON TOP WITH SOVEREIGN - Call Steve Williams now on 01603-664209 for a quote, sample, or to arrange a visit to our fields.

Fir Tree Farm · Blaxhall · Woodbridge · Suffolk · IP12 2DX

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Stand R59
at SALTEX



GRASS ROOTS TRADING COMPANY

- | | | |
|----------------------|--------------------|-----------------------|
| Course Furniture ✓ | Germination Aids ✓ | Power Tools ✓ |
| Grass Seed ✓ | Wetting Agents ✓ | Germination ✓ |
| Course Equipment ✓ | Turf ✓ Agronomy ✓ | Specialist Products ✓ |
| Spraying ✓ | Aggregates ✓ | Machinery Hire ✓ |
| Secondhand ✓ | Computers ✓ | Storage ✓ Sands ✓ |
| Machinery Sales ✓ | Fire Insurance ✓ | Soil Analysis ✓ |
| Animal Repellant ✓ | Insurance ✓ | Shrubs ✓ Spares ✓ |
| Servicing ✓ Tools ✓ | Chemicals ✓ | Lubricants ✓ |
| Health & Safety ✓ | Seed ✓ | Line Marking ✓ |
| Fuels ✓ Netting ✓ | Course ✓ | Dressings ✓ |
| Books ✓ Clothing ✓ | Measurement ✓ | Drainage ✓ Help ✓ |
| Course Accessories ✓ | Casual Staff ✓ | Pathway Materials ✓ |
| Construction ✓ | Irrigation ✓ | Tools ✓ Tanks ✓ |
| Soils ✓ Trees ✓ | | Line Marking ✓ |

**YES
CAN DO**

"FOR ALL YOUR TURFCARE NEEDS"

Quality ✓ Value ✓ Choice ✓ Availability ✓ Service ✓
Operating hours Monday to Saturday 7am-9pm

**Grass Roots House, 34 Ashton Road,
Wokingham, Berkshire RG11 1HL**

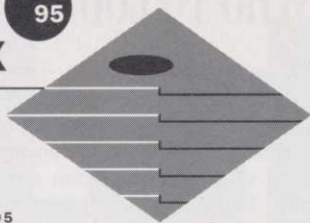
Tel: (01734) 771185 Fax: (01734) 785116

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SALTEX

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5,6,7 SEPTEMBER 1995
ROYAL WINDSOR RACECOURSE

95



The Atterton Anglemaster '2000' Bottom Blade Grinder fitted with Power Traverse and Coolant Attachment.

and to customers individual requirements.

Atterton & Ellis – stand S51 – will be showing the latest developments on its Express Dual grinders and Anglemaster bottom blade grinders. They enable the greenkeeper to keep his cylinders in tip top condition and include a number of innovative features to do so. Express Dual models allow cylinders to be sharpened “in-situ” in the normal grass cutting position without dismantling the unit, but the models also provide the ability to grind the cylinder separately on the same machine when the mower is stripped down during maintenance.

Prime Waterman – stand F40 – Prime Waterman is main agent for the Weather-Matic range of irrigation equipment as well as designers and installers of complete irrigation packages tailor-made for turf, landscape and sports applications.

The Weather-Matic range comprises impact and gear driven pop-up sprinklers together with remote control valves from brass and plastic materials and also electrical controllers giving micro-processors accuracy at traditional mechanical controller costs.

Along with this Prime Waterman has introduced a three-wire, remote-valve control system which have visual display and permanent printed record if the date and time of irrigation periods, watering times for individual stations.

Jacobsen – stand W28 – Jacobsen E-Z-GO is one of the

world's leading suppliers of grass-cutting and turf maintenance machinery and they will be exhibiting a wide range of products at this year's exhibition on stand number W28.

Jacobsen will be using the 1995 SALTEX show to launch a brand new product which will be the flagship of the range of equipment for the professional greenkeeper, this product will be available to be seen and tested at this year's show.

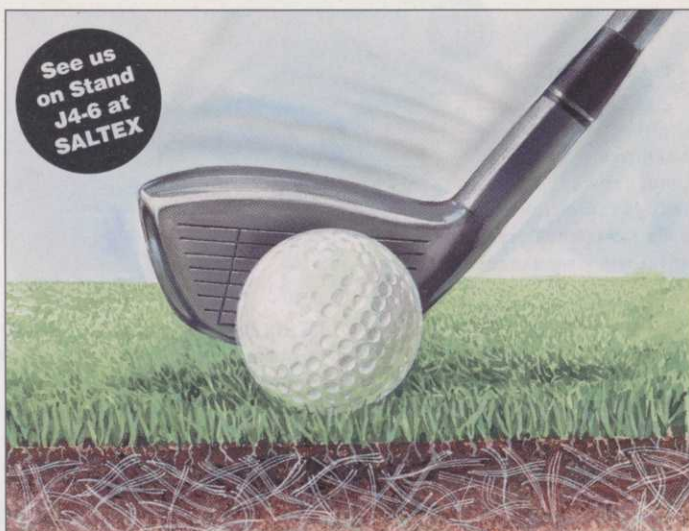
Emphasising Jacobsen's commitment to its customers there will be a “Customer Care Area” fully dedicated to the customer for any technical or parts enquiries they have. There will also be an area dedicated to finance highlighting the finance options available through Textron Finance Corporation.

Also on show will be a range of existing products including the Tri-King; HR5111 and the newly introduced LF128 and Greensking 522. In addition there will be a range of golf carts on show.

Mower Accessories Ltd – stand H10-11 – Mower Accessories Ltd is again exhibiting its extensive range of professional and domestic cutting cylinders, bottom blades, rotary blades and rollers. All our products are manufactured at our Sheffield factory from the highest quality materials. 1995 has proved to be another successful year for the company and we have both production for the original equipment manufacturers and our overseas markets.

Our motto continues to be ‘Cut your costs, cut your grass but

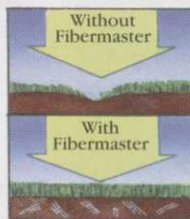
See us
on Stand
J4-6 at
SALTEX



FIBERMASTER THE ANSWER TO YOUR DRIVE FOR PERFECTION

Due to golf's year round attraction and the ever increasing number of players enjoying their round, many of the country's courses are now subject to severe compaction and erosion problems. Today's greenkeepers are facing unprecedented demands on their skills to maintain tees in top condition.

Now with Rufford's revolutionary “Fibermaster” rootzone stabilising system, serious problems caused by scuffing, scoring and divoting, such as untrue surfaces, inferior grass cover and poor footing can be rectified.



Fibermaster, the result of intense scientific research and development and successfully proven on many leading golf courses, is an environmentally safe binding agent of advanced synthetic fibres which are mixed with Rufford rootzone in various densities to interact with the root network, stabilising both turf and rootzone in one simple application. Ensuring improved

playability and reduced maintenance for years to come.

*Call Rufford today and
find out why top
greenkeepers rely on
Fibermaster in their drive
for perfection.*

Tel: 0161 877 8550

Fairway House, South Stage,
Broadway, Salford Quays,
Manchester, M5 2UQ.
Fax: 0161 877 8554

ALSO AVAILABLE

Top Dressings	Fine, medium and coarse
Sands	Wide range, for bunkers to greens
Rootzone Mix	Standard U.S.G.A. or made to order mixes
Screened Soil	Fully screened and shredded
Divot Mixes	Especially blended for golf tees & fairway divoting

Rufford

TOP-DRESS SUPPLIES

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5

SALTEX

SPORTS
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TRADES EXHIBITION
5, 6, 7 SEPTEMBER 1995
ROYAL WINDSOR RACECOURSE

don't cut quality'. Come and visit us and find out more.

Allen Power Equipment – Now available from Allen Power Equipment is the National 68" De Luxe Triple Mower.

This new model retains all the features of the standard unit, but has the added benefits of electric starting, full width steel rollers, an hour meter and ammeter plus a transport speed.

This new model which is an addition to the range and not a replacement for the standard machine is competitively priced at £4995 + VAT. The 68" recoil start unit is still £4225 + VAT.

The new mower has been introduced in answer to the demand of greenkeepers who are current National users for the above features to be incorporated into the design of the 68".

RCS – New to SALTEX 95. The

RCS (Ranging Coding System) links you and your turf machinery to the only National Security Register available. It is an effective theft deterrent, providing protection against buyers being defrauded with stolen machines, and making the particulars unique to it and the owner by using a laminated certificate and personal security code (RCS). Already successful in the Off Road leisure market in ATV's, Quads and Motorcycles. The system is used by Suzuki and Husqvarna in their model range. Details are held on a secure data base along with security marking locations on the registered machine.

Farmura Environmental Products – stand B56/57 – Farmura will be exhibiting its full range of products for amenity and landscape use. All the products are either organic or sensi-

WHO TO LOOK OUT FOR AT THE SHOW

tive to the environment. Highlighted will be Inhibiter being shown for the first time. Formulated to manage fusarium naturally, Inhibiter is a major British breakthrough. Not a fungicide, Inhibiter works by stimulating the soil's natural defences.

Also on display will be the Farmura Liquid Organic range, the innovative Super Concentrate fertilisers, Ferrosol Liquid Iron, Farmgran Soil Conditioner and Blazon Spray Pattern Indicator. Another new addition is Liquid Green for the renovation of damaged turf. Completing the line up is the Turf Iron for the ultimate greens surface.

Announced at the show will be the winners of the Blazon 'Spraying in Process' promotion and there will also be for visitors to the stand a Farmura Whisky draw.

Rufford Top Dress Supplies – stand J4-6 – As well as exhibiting its existing range of top-dressing and construction rootzones, Rufford Top-Dress Supplies will be launching a unique new product at SALTEX called WETTER-AIDE.

Developed over a number of

years with Service Chemicals who are acknowledged for their expertise in Sufactant (wetting agent) technology.

The benefits of consistent quality top-dressing materials are well established in the principles of turf management and the use of wetting agents is rapidly becoming standard practice in the maintenance of high quality turf surfaces. With this in mind, Rufford has developed a combined wetting agent/top dressing material, the first combination of these materials into one product. The wetting agent component will be incorporated pre-delivery into all of Rufford's top dressing materials, selected according to the greenkeeper's individual specification.

New Holland UK Ltd – stand B11 – Choose any sector of the sports, amenities and landscape market and you'll find a range of prime movers and specialist machinery available from New Holland to suit your needs.

For compact tractor requirements, New Holland's range starts with the 16.7 din hp model 120, with mechanical transmission, also on display will be the

NEW from

MULTI-CORE

The superb TM1500 Greens/Fairway Aerator



- 1.5 metre coring width
- Variable spacing with a choice of tine sizes. Hollow or solid tine.
- Productivity. 67,000 square feet per hour at 2.6MPH.
- Adjustable depth. Depth capacity to 5 inches.
- Durability. Robust all steel welded frame

- No grease points. Fully sealed throughout.
- Fits your tractor. From 22HP gearbox or hydrostatic.

MULTI-CORE

3 Hillside Close, Euxton, Chorley, Lancs PR7 6JB
Tel/Fax: (01257) 231861

For Ireland please contact:
Croft Turfgrass Industries,
Greencroft, Castlebellingham,
Co. Louth. Tel: 00 353 427 2163

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on Stand
P30 at
SALTEX

WE'VE
GOT
OUR
SEED
MIXTURES
DOWN
TO A
TEE

Pro-GOLF

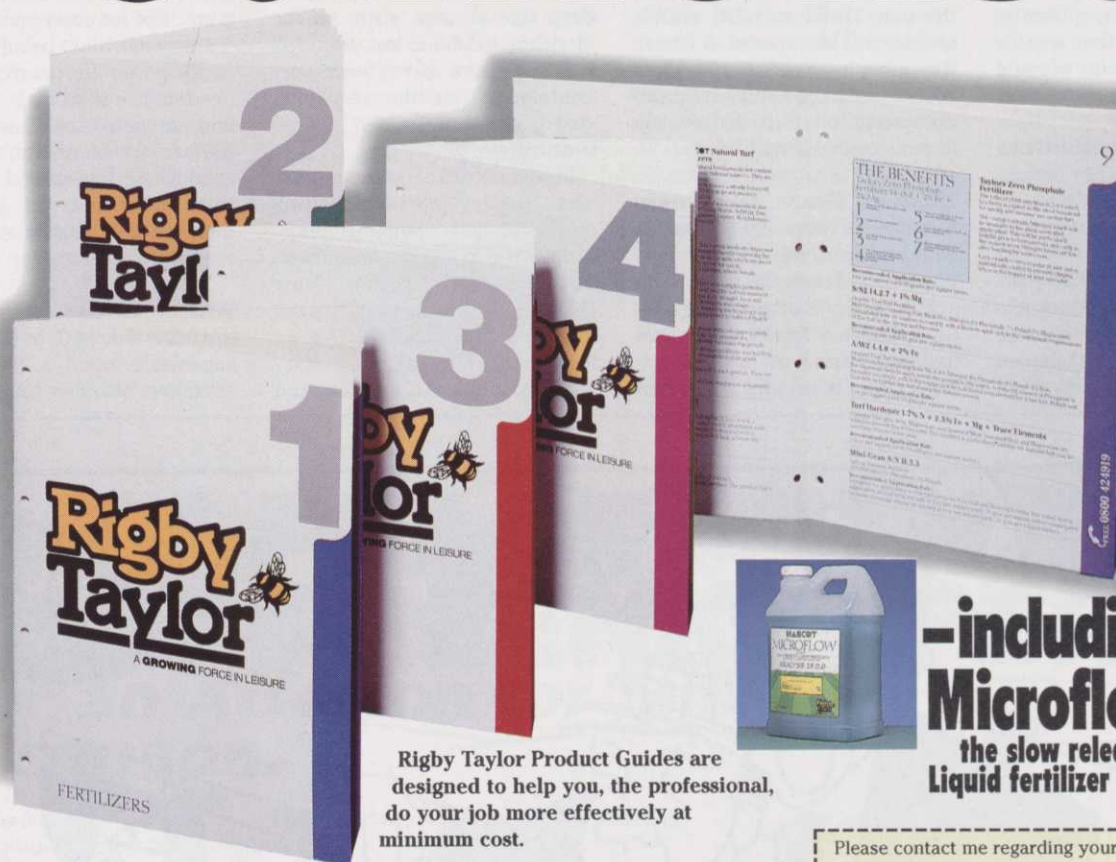
SPECIALIST SEED MIXTURES



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5, 6, 7 SEPTEMBER 1995
ROYAL WINDSOR RACECOURSE

22.7 din hp model 1520, in hydrostatic transmission form and a 27.4 din hp model 1720 this time showing the 'without cab' option. Completing the line-up is the 33.1 din hp model 1920, fitted with 'Q' cab and the 41.3 din hp model 2120, also fitted with cab.

For larger specialist requirements, New Holland will be showing the 51 din hp model Ford 3930 Highway Tractor, designed to meet the specific needs of local authority use and highway applications.

Levington Horticulture Limited - Stand X11-13 - Levington Horticulture Ltd will be exhibiting the comprehensive Greenmaster range of fine turf fertilizers at SALTEX this year. The range offers Greenkeepers and Groundsmen a wide selection of nutrient ratios to suit their specific needs, and is manufactured

to an exacting quality standard to ensure that the product is easy and accurate to apply, and results in a reliable and even turf growth and colour response. The Greenmaster range is recommended by the PGA European Tour Courses.

For the Outfield, the Levington Sportsmaster range will be shown, comprising a choice of three nutrient options.

Seen for the first time at Saltex, the new Turfclear WDG soluble sachets will be featured. A first in the amenity market, Turfclear WDG is sold in pre-measured soluble sachets which dissolve on immersion in water.

Huxleys Grass Machinery Limited - Stand S9 - Huxleys will be launching several New Products at Saltex this year.

The Huxley 3 Wheel drive ride-on Triple Reelmower has hydraulic drive to both wheels and cutting units. This brand new

WHO TO LOOK OUT FOR AT THE SHOW

British machine has been designed specifically for high quality mowing of Golf Course tees, surrounds and aprons as well as most Sportsground grass areas. Stability on slopes and banks is exceptional and Huxleys' initial production starts this autumn.

The Grainskeeper Greens Brush fits to most popular ride-on Greens Mowers and provides a far quicker and more effective way of integrating top-dressing and brushing greens than traditional methods. Carnoustie Golf Links have already purchased the first one.

Also new at Saltex will be the Huxley Soil Reliever model 80 deep tine aerator, sister to the Model 60 exhibited last year. Soil Reliever users have been very impressed with the machine's speed, clean finish and rugged construction.

In addition to these new products, Huxleys will be exhibiting most of their complete range including the 358 Greensmower, Compact and Heavy Duty Hydraulic Reelmowers, Huxtrik Turf Vehicle, Huxley Turf Care Implements, Turfblazer Rotary Mowers, Royer Shredder and

Powerscreens and Little David Stump Grinder.

Huxleys is an independent British Company with a wide range of commercial products. Most visitors will find something of interest on their stand S9.

Wiedenmann - stand V42 - Wiedenmann (UK) Ltd will be exhibiting its range of turf maintenance equipment including its successful Terra Spike - a tractor mounted deep aeration spiking machine. The robust Terra Spike has proved to be very popular and successful with golf courses and local authorities alike. Having working widths ranging between 1.35 and 2.10m there is a machine for every application.

Other machines being exhibited include a Verticutter, Perfo Seeder (De-thatching machine) and a new self loading top dresser. Wiedenmann have an established dealer network throughout the UK who will demonstrate any machine on request.

Walter Wilder - First year at SALTEX but half a century of experience.

Walter Wilder Agricultural



SALTEX Stand S.51



Relief grinding attachment



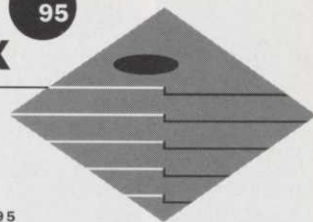
Electric drive lifting table

WHO TO LOOK OUT FOR AT THE SHOW

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were established in 1947 as a Massey Ferguson agent and are no strangers to the needs and demands of the modern grass care professionals.

1995 saw the formation of Walter Wilder Grass and Power together with the backing of Massey Ferguson, Iseki and Richard Long Engineering.

New Machinery on display includes: *GT 5000 Fine cut gang flail mower – perfect for sports grounds, parks and other amenity operations. The first real alternative to the cylinder mower.

Turf Machinery Ltd – stand O1 – Spare Parts & Engines – Top quality replacements parts and engines for your turf and grass machinery – Toro – Jacobsen – Cushman Ryan – Ransomes etc.

New Machinery Sales – Maruyama – Brush Cutters and Hedge Trimmers, Turfco – Top Dressers, Edgers and Turfcutters, Easyrake – Powered Dethatchers.

Contract & Hire – Contact us for your aeration and drainage requirements.

British Overhead Irrigation – stand M2 – British Overhead Irrigation Ltd will display a com-

prehensive range of irrigation hardware for both portable use and permanent installation including automatic controls and accessories. Most of the equipment can be seen operating on the demonstration area and experienced staff will be hand to discuss any irrigation matters of interest to you. Demonstration area B.

Toro – stand W50 – is launching three new turf products for both the amenity and golf course markets on Stand No W50 at SALTEX '95. Also being announced is a new four-wheel-drive version of its popular Workman 3000 utility vehicle.

First in the new line-up is the Groundsmaster 3000-D, an out-front rotary with a totally different design which incorporates



The new Toro Groundsmaster 3000-D

many new features to deal with the demands of larger amenity and local authority operators. There are deck options, including recyclers.

Next comes the Greensmaster 3200-D, the latest model in Toro's top-selling greensmower series, which features a unique new cutting system for unrivalled quality of cut.

Completing the turf products' picture is a new Triplex mower, the Reelmaster 2300-D. Designed to give a precision cut around bunkers, greens, tees, collars and approach areas, the machine is all-new in design, engine, drive, main frame and more.

Dixon & Holliday Ltd – Dixon & Holliday are specialists in Knapsack brushcutters, movers and hedgetrimmers, and offer a wide range of machines ideal for golf course use. Knapsack design minimises fatigue and gives the

operator better balance. Flexible drive provides an exceptional zone of reach and enhanced safety and control. It also gives either right or left handed use.

A wide range of cutting heads is available to suit all applications from cutting grass to pruning or thinning trees of several inches thick. The D & H hoverhood offers the easy manoeuvrability of any hover mower with the added advantage of total control when cutting banks. The hedgetrimmer gives the operator maximum freedom to cut without restriction while the cultivator is ideal for loosening and weeding borders, mulch and sand bunkers where its portability and ease of use give it exceptional advantages.

John Deere – stand V4 – offers a comprehensive range of equipment for the professional, amenity turf and golf course markets, backed by an unrivalled

MAKE PEACE WITH YOUR GREENKEEPER...

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He worried the life out of all the committee members and kept on complaining about sending out his cylinders for grinding.

He told everyone about the attributes of an Atterton grinder, how you can grind in-situ with the cutter unit still in the machine.

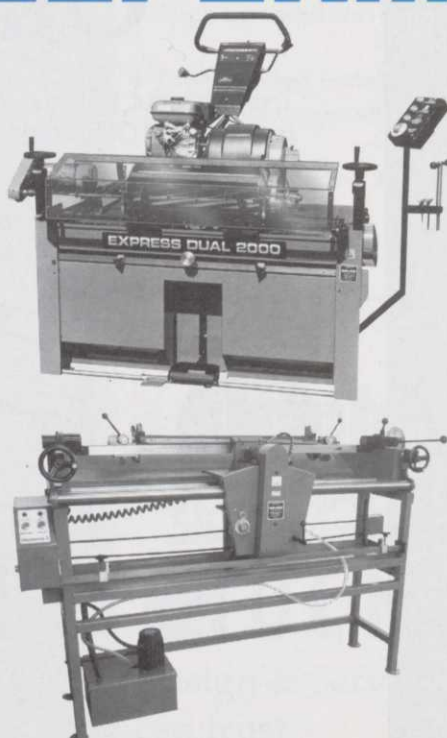
Now you can grind the cylinder separately when the machine's stripped down for maintenance.

Now there's a new model out with a relief grinding attachment and an electric drive lifting platform to get those heavy old gang units up onto the grinding table.

Now there's a bottom blade grinder that made the ideal pair and how the pair of them would enable him to keep his cutter units and the course in tip top condition.

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We made peace with our greenkeeper – do the same and you'll see how an Atterton reduces service account costs and provides real benefits to your greenkeeper and the course!



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W15 at
SALTEX



HAYTER

Purpose built - Precision made

WHO TO LOOK OUT FOR AT THE SHOW

level of parts and dealer service support.

Over 20 models are on display at Windsor, including several machines being seen for the first time at a UK event, such as the 2653A diesel professional utility mower. This three-gang, three-wheel drive, ride-on machine was introduced in July, with new 30in cutting units available from this September.

The 455 AWS (all-wheel steer) and 415 lawn and garden tractors, launched at last year's event, have already become a popular choice with local authorities, city councils, groundscape contractors and DSOs, and can be seen equipped with side discharge mower decks and a materials collection system.

Charterhouse Turf Machinery Ltd on Stand C28 has some exciting developments on display. The Verti-Drain has become the Turf Manager's ally in the fight against compaction and the latest models will be on show for the time in this country.

The Turf Tidy, launched at BTME this year, makes its Saltex debut and Charterhouse Turf Machinery is promising more

new products in the coming year making the stand one which should not be missed by Grounds Managers and Greenkeepers.

Managing Director David Jenkins and his team look forward to meeting established and new customers.

Tildenet – stand M16 – is launching an exciting new scratch card promotion at Saltex in September. This follows the enormous success of the company's "Win a holiday in Barbados" promotion at the British Growers Look Ahead Exhibition last January at the NEC, won by Mark Floyd from Broadhouse Farm Nursery in the West Midlands.

Tildenet will be exhibiting their extensive range of products, specifically designed to assist Groundsmen and Greenkeepers, including their new range of germination sheets.

Sports Ground Irrigation Co., Sales will be at Pavilion A9/10 exhibiting the full Hunter range from the new PSC 6/9/12/16 Station controllers and the HPV 1" Solenoid valves to the complete series of sprinklers.

The Hunter Sprinklers range from the PS-Type/PGM/PGP Garden/Shrub series with the new 1/2" triple swing joints to the very popular industrial I-Series of which Hunter offers seven different types to suit any application.

Hunters Golf Series offer you the G550/P/Circle, the G600 F/Circle and G650 1"/Circle & G700 F/Circle, with the choice of the same type of sprinklers in the new V.I.H series.

Hunters Bowling Green Series the G750 & V.I.H. G756 gives the same choice.

Sports Ground Irrigation Sales offers associated products.

The CIC Controller has remote facilities for golf course irrigation and shortly we will be adding the PC operated controller.

Rigby Taylor – Stand M1 – Yet more interesting new ideas from Rigby Taylor for the Professional

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Lubrication Engineers – Stand X17/18 – has provided a lubrication service to many of the best known names in British Industry for more than 20 years.

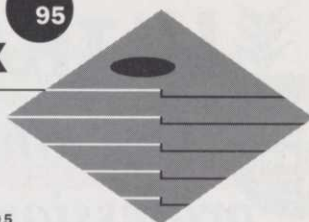
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U20 at
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Demonstrations will be given throughout the day.

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Grass Roots' selection of turf-care products offer value and choice to suit all budgets. Sourced from well-known suppliers they are happy to supply whatever brand customers are currently using. Their range includes several grades of top dressing, top quality grass seed, bunker sands, top soils, turf and tools to mention but a few. Their catalogue reads like the A-Z rang-

ing from Aggregates to Wetting agents and Work wear.

H. Pattisson & Co Ltd - stand T17 - When looking for course furnishing you have to look no further than the new Pattisson's.

From the tee to the green, Pattisson's offer a wide variety of choice to suit any golf course requirement or budget.

From the tee area Pattisson's wide range starts with wimple placement markers to their exclusive popular resin pear shaped and golf ball tee markers, the latter being recently re-launched that are now of a better quality. As an alternative Pattisson's also offer Tee Consoles, which come complete with a sign that can show anything from the course layout or simply the yardage information. This concept also lends itself to allow advertising to be placed on the back of the sign.

The launch of Pattisson's new "Royale Ball Washer" made of cast aluminium, the first 18 having been supplied to St Andrews is proving to be a great success.

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Judges' decision is final. Not open to BIGGA staff.

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★ **Eagle-eyed William Cumming, Deputy Course Manager at Royal Dornoch Golf Club, Sutherland, is the lucky £50 winner of last month's competition – it could be YOU with this issue of Greenkeeper International! Get searching right now and who knows, YOU could be our next big winner!**

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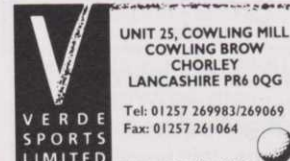
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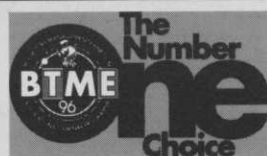
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Hydrostatic (as new).....£5,750
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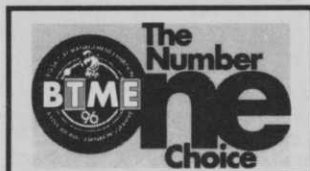
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Shirley Park Golf Club

require

ASSISTANT HEAD GREENKEEPER

Qualifications and experience essential.

No accommodation.

Salary negotiable.

Apply in writing with CV and references to:

**Secretary/Manager,
Shirley Park Golf Club,
Addiscombe Road,
Croydon, Surrey CR0 7LB**



The Royal Jersey Golf Club

Invite applications for the position of:

ASSISTANT HEAD GREENKEEPER

to join an enthusiastic team committed to high standards of maintenance of this famous links course.

Applicants must be fully experienced in all aspects of greenkeeping with appropriate qualifications including PA1 and PA2, have knowledge of modern equipment, Health and Safety requirements and Man Management.

A knowledge of the Watermation Irrigation System would be an advantage.

Salary and accommodation negotiable.

Please apply in writing with full CV marked "Private and Confidential" to:

**Mr R C Leader, Secretary/Manager,
Royal Jersey Golf Club, Grouville, Jersey JE3 9BD**



Guildford Golf Club

Established 1886

is seeking to appoint a

HEAD GREENKEEPER

Guildford Golf Club has an old established Downland course and is equipped with modern machinery and a new storage facility.

The successful applicant will be responsible for all aspects of course preparation and presentation and is likely to meet the following criteria:

- Fully qualified with proven practical experience, including the use of turf machinery and automatic irrigation systems. PA1 and PA2 certificates must be held.
- Currently running an existing golf club. Knowledge of Downland courses advantageous.
- Ability to lead and motivate an enthusiastic, well-qualified greenkeeping team.
- Ability to manage resources, including the organisation of work programmes, budgetary control and the maintenance of safe working practices.

Salary in accordance with BIGGA recommended scales.

Applications in writing with full CV to:

**Mr R E Thomas, Secretary, Guildford Golf Club,
High Path Road, Merrow, Guildford, Surrey GU1 2HL**

(Closing date for applications: 15 September 1995)

AMENITY FINE TURF COMMISSION AGENTS

Required to promote and sell a full and comprehensive range of amenity products, including seeds, fertilisers, chemicals, Hardi sprayers, and spares, top dressings and line marking compounds, etc, into the amenity fine turf markets within East Anglia.

The successful applicant should have a thorough knowledge of the fine turf and amenity trade, and preferably be BASIS registered.

Self motivation is paramount and rewarded accordingly.

Applicants should apply only in writing in the strictest confidence, giving full career details to:

**Box No. R6/95, BIGGA, Aldwark Manor, Aldwark, Alne, York,
North Yorkshire YO6 2NF**

Tankersley Park Golf Club, Sheffield

require a

HEAD GREENKEEPER

Applicants must be suitably qualified, experienced, with proven ability in organising and carrying out course management.

The ability to enthusiastically lead, motivate and organise a small team of greenstaff is essential.

Salary and conditions negotiable.

Please apply in writing with full CV to:

**Secretary, Tankersley Park Golf Club,
High Green, Sheffield S30 4LG**



Howley Hall Golf Club Ltd.

requires a

HEAD GREENKEEPER

for its 18-hole course

The successful applicant will have some of the following skills, knowledge, experience and personal qualities, and will be rewarded accordingly.

- Greenkeeping qualifications and knowledge of tree husbandry
- Machinery maintenance
- Management skills of planning, directing and controlling
- The energy and enthusiasm to develop and implement a plan of course improvement.

Application with CV in writing to:

Mrs A Pepper, Secretary/Manager, Howley Hall Golf Club, Scotchman Lane, Morley, Leeds LS27 0NX

Tel: 01924 478417



PENINA
Golf & Resort Hotel

require a

HEAD GREENKEEPER

After a £2 million modernisation programme, October 1st 1995 sees the reopening of the Henry Cotton designed Championship Golf Course.

We require a Head Greenkeeper who is experienced in all aspects of modern greenkeeping techniques to nurture this great golfing complex back to its former glory.

Applicants must be fully qualified, knowledge of creeping Bent grasses and modern irrigation are essential.

Please reply in writing including CV to:

Director of Golf, Penina Golf & Resort Hotel,
PO Box 146, Penina,
8500 Portimão, Algarve, Portugal

Morrison Golf Club

wishes to appoint

HEAD GREENKEEPER

Applications are invited from persons of proven ability with appropriate qualifications and experience and possess the necessary management and supervisory skills to lead and motivate an enthusiastic team, organise work programmes and maintain health and safety requirements. A knowledge in the use and maintenance of modern machinery will be required.

Salary and conditions by negotiation.

No accommodation.

Apply in writing with full details of qualifications and experience to:

The Secretary/Manager, Morrison Golf Club,
160 Clasemont Road, Morrison, Swansea SA6 6AJ

Greenkeeping Section

LECTURER IN GREENKEEPING



Applications are invited for the above post.

Candidates should have a qualification in greenkeeping and recent experience in a golf course and/or groundsman situation.

Salary from £13,914 to £21,612.

Application forms and further particulars are available from Personnel, Elmwood College, Cupar, Fife KY15 4JB, or by telephoning (01334) 652781.

The closing date for applications is Monday 28th August 1995.

Elmwood College is a provider of quality education and training.

INTERNATIONAL OPPORTUNITY

Express Dual & Anglemaster

Technician/Salesperson required to help train and demonstrate cylinder and bottom blade grinders to golf course mechanics in top clubs around the world.

We are world leaders in our field and need a bright, energetic, sharp technician. Experience in sharpening mowers on a golf course required.

If you want to join a dynamic team apply in writing to:

Alison McLachlan, Bernhard & Company Ltd
Bilton Road, Rugby CV22 7DT
Tel: 01788 811600 Fax: 01788 806813



require an

ASSISTANT GREENKEEPER

Experience of vertidrain, boom sprayers and other modern machinery essential. No accommodation available.

Approximate earnings £11,500pa.

Applications with full CV including details of previous experience to:

The Personnel Manager, Wavendon Golf Centre,
Lower End Road, Wavendon, Milton Keynes MK17 8DD

Previous applicants need not reapply



Porters Park Golf Club

Applications are invited for a

DEPUTY HEAD GREENKEEPER

to join our young enthusiastic team at one of the finest courses in Hertfordshire.

Applicants must:

- be suitably qualified to Phase 2 level
- have a wide practical experience, with good working knowledge of computerised irrigation systems
- be able to motivate and control staff
- be aware of the current Health & Safety regulations, COSHH, etc.

Remuneration is negotiable and includes BIGGA membership and four weeks annual holiday. No accommodation.

Please apply in writing with full CV to date by August 31st to:

The Club Manager, Porters Park GC, Shepley Hill, Radlett, Hertfordshire WD7 7AZ

The Glen Course

Alyth, Perthshire

invite applications for the position of

HEAD GREENKEEPER

This 18 hole par 71 course is at present under construction and is expected to be ready for play in 1997. The successful applicant will have the ongoing responsibility for all aspects of the course maintenance and development and should have a proven track record in the following:

- Suitable greenkeeping qualifications
- The ability to organise and motivate staff effectively
- A working knowledge of the operation and maintenance of an automatic irrigation system
- A sound understanding of Health and Safety regulations
- Experience in budgetary control.

A two bedroom detached cottage is provided and the salary will be negotiable according to experience.

Please apply with full CV to:

David Stewart, Director and Company Secretary,
Glenshee Chairlift Company Limited,
Cairnwell, by Draemar, Aberdeenshire AB35 5XU

Nevill Golf Club

Applications are invited for the position of

HEAD GREENKEEPER

The Nevill Golf Club is an 18 hole parkland course fully equipped with modern greenkeeping machinery. The club is over 80 years old and has hosted several major county events.

Applicants should have reached the position of Head Greenkeeper with suitable qualifications and possess good man management expertise.

A good financial package with a three bedroom detached house is available for the successful applicant.

Please apply in writing with full CV and current salary.

Details to:

K N R Pudner, Secretary/Manager,
Nevill Golf Club, Benhall Mill Road,
Royal Tunbridge Wells, Kent TN2 5JW

Liphook Golf Club

require an

ASSISTANT GREENKEEPER

Must be hard working and enthusiastic. Should have practical experience in all aspects of greenkeeping and be able to operate and maintain modern grass machinery.

Applications in writing please with CV to:

The Secretary, Liphook Golf Club, Wheatsheaf Enclosure,
Liphook, Hants GU30 7EH

Hellidon Lakes Golf Club

invite applications for a

FIRST ASSISTANT GREENKEEPER

Applicants must be suitably qualified and experienced in all aspects of Course Management. PA2 and PA6 Certificates are an advantage.

Opportunities for career advancement are available on this 27 hole Championship Course.

Please apply in writing with full CV to:

The Head Greenkeeper, Hellidon Lakes Hotel,
Hellidon, Daventry, Northants NN11 6LN.
Tel: 01327 262550 Fax: 01327 262559

Scott MacCallum talks with the new Chief Executive of the STRI, Dr Mike Canaway

A brighter future begins today

Dr Mike Canaway has had six weeks to settle into his new office and become accustomed to the responsibility of being the Chief Executive of the STRI. In many ways it is less of a quantum leap that it might have been for others as he been with the Institute since 1974 and made steady progress through the ranks before making the final step up from Head of Research and Assistant Director to main man.

He has therefore an almost encyclopaedic knowledge of the workings of the Institute and appreciation of its strengths and weaknesses.

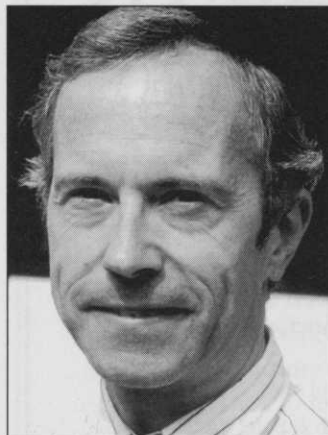
"The beauty of the Institute has always been that we've had our research department providing answers to questions that our agronomists and their clients want answers to. It is the perfect chain, one which no-one else can provide," he explained.

"On the other hand one of the problems we've had in the past has been our conflicting corporate objectives and a lack of overall direction. In other words the communication between the different departments has not been as good as it could have been.

"We've also been weak in the past with regard to our image within the industry. We've tended to let work come to us and done very little in the way of marketing."

It is this situation which Dr Canaway is keen to address quickly and he already has a plan in place.

"It is my intention to appoint an External Affairs Manager who will look after marketing, advertising, public relations, customer care, publications, seminars etc. Our staff is professional and I want them to have the back-up from base to help them improve



Dr Mike Canaway: 'We're in a different, more commercial world'

our customer care."

An unassuming, friendly man Dr Canaway, who achieved his Doctorate from Liverpool University while at the Institute, is modest to a fault. He must be otherwise the "Differential Slip Wear Machine" which is internationally recognised as the best piece of equipment to simulate golf course wear would have been known as the "Canaway Differential Slip Wear Machine".

He feels that it was his commercial business like approach in his 12 years as Head of Research that helped him clinch the job as Chief Executive.

"I encouraged staff to produce budgets and costings for different projects so that I could produce annual budgets for different sections. Prior to that nobody had really looked at costs. We were a non-profit research organisation with some advisory work grafted on to it.

"We're in a different, more commercial world these days so you have to look at everything in terms of cost and ensure that whatever is being done in the most cost effective way. Are there other ways in which we could do it better? Are there other ways in which we can give a better service to the clients and to the golf clubs?"

It is a point which was hammered home time and time again during our meeting and gave a clear indication that Mike Canaway's STRI is more attune to the demands of its customer and the threat of competition.

"I want to be more customer

led... We need to be meeting the needs of the customer rather than just offering a service... We need to operate in a commercially aware manner and generally operate in a more efficient way and in a manner appropriate to an organisation heading towards the 21st century."

He is still fine tuning his vision for the Institute but it is clear that an ability to fight its corner and compete for business will be fundamental in that vision. As will a restructuring of its internal workings.

"Other than in 1951 when other sports were added to golf the structure of the Institute has not changed since it was formed in 1929 and I think from a business point of view it has led to us under performing.

"We have conflicting objectives in that as a research organisation we are here to carry out research for the industry as a whole and provide answers to questions and that essentially is why the Institute is a non profit making organisation. Research is not meant to be profit making. If we are doing research for the R&A it's not our intention to profit from it as they have donated money for it to take place freely and on behalf of golf. So one element of our work is almost a charity.

"The other part of our business, the advisory, consultancy work and commercial research is where we are trying to be profitable, trying to be dynamic and a commercial operation trying to make money.

"We are therefore in a Catch 22 situation. If we make money people say why should we give you donations when you've got enough money to do it yourselves and if we don't make money we're told we're not operating efficiently.

"I would like to look at ways of ensuring that the two sides of our business work independently and are not as closely connected as they are at the moment."

Meeting Dr Canaway you are left with a feeling that the new Chief Executive is a man desperate to pull the STRI into the commercial world and will ensure that the resources are there to make it happen.

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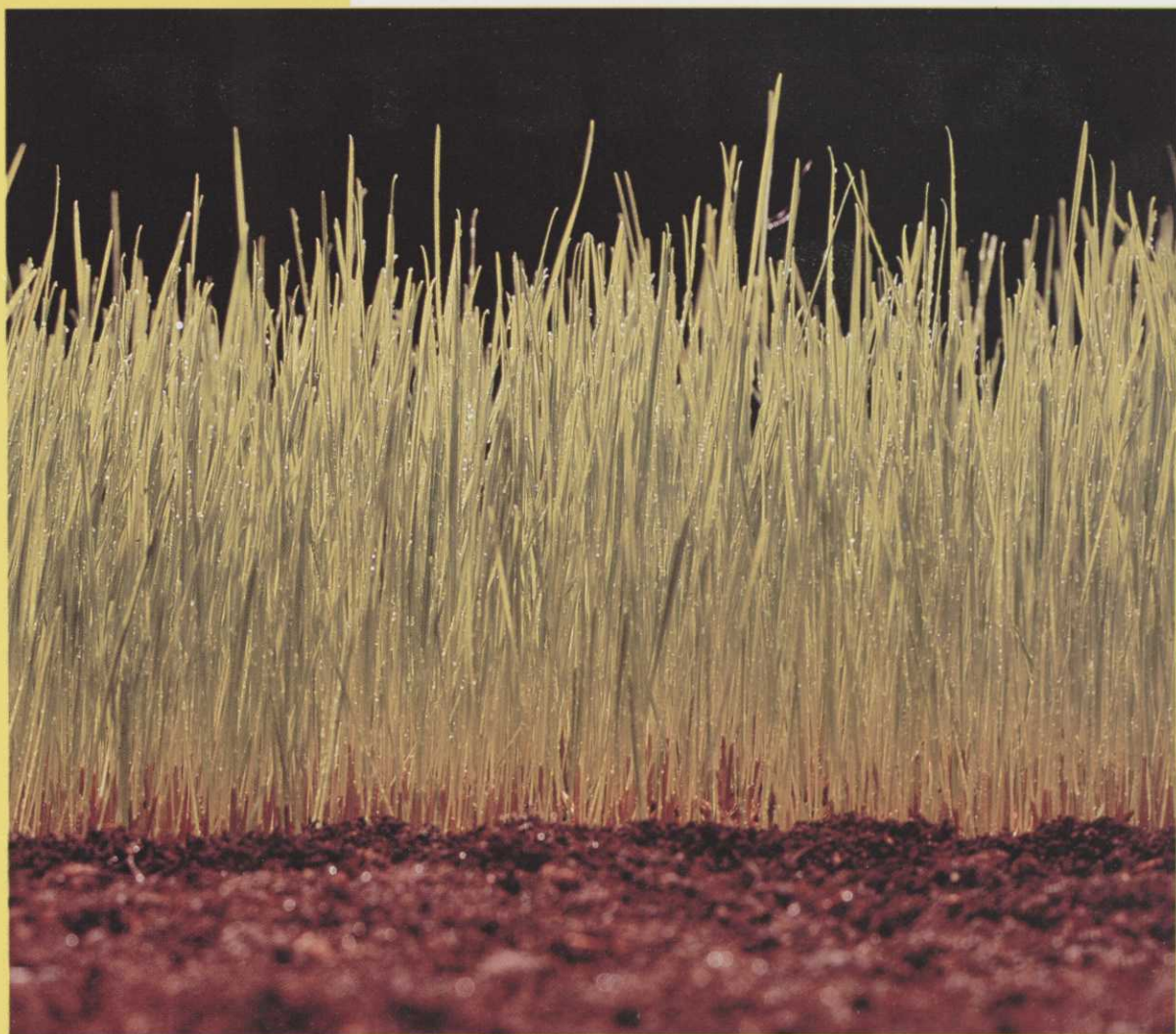
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The Art of Grass

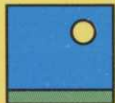
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