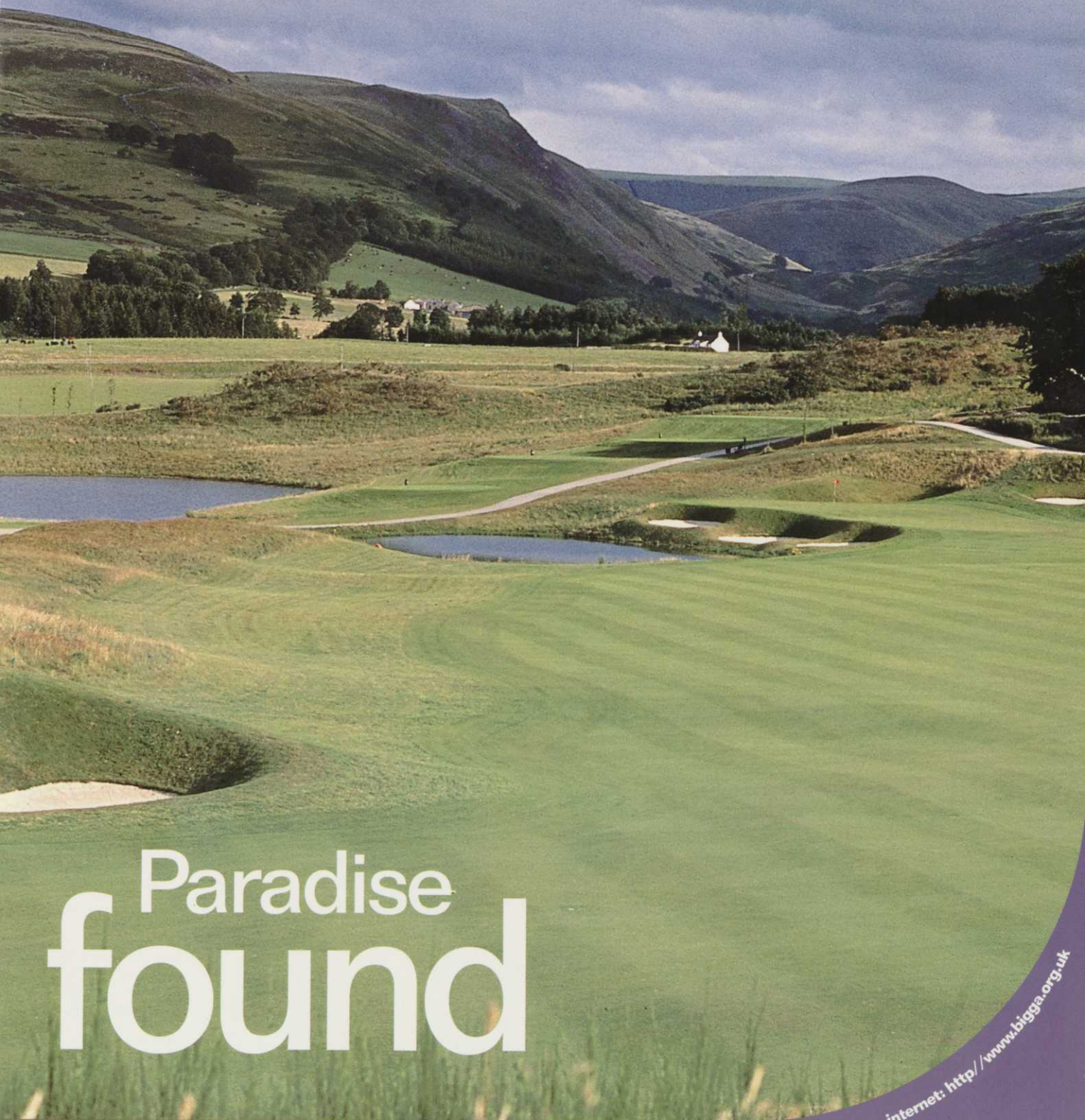


# Greenkeeper

April 1998 – £3.50

## INTERNATIONAL



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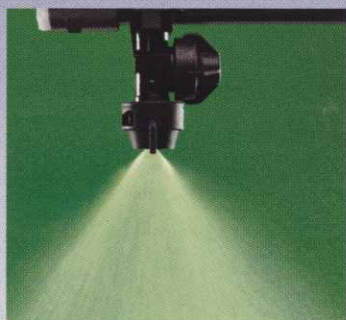
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# Greenkeeper

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#### Editorial

Editor: Scott MacCallum

#### Advertising

Sales & Marketing Manager:  
James McEvoy

Sales & Marketing Assistants:  
Amanda Mayo, Jenny Pantou

Tel: 01347 838581 Fax: 01347 838864  
E-mail: bigga@btinternet.com

#### Design

Design & Production Editor: David Emery

#### Printing

Hi-Tec Print, Units 9-10, Houghton Road,  
North Anston Trading Estate, North  
Anston, Sheffield S25 4JJ

Tel: 01909 568533 Fax: 01909 568206

#### Origination

R C Bailey & Sons, Half, White Cross  
Road, Haxby Road, York YO3 7JR

Tel: 01904 658480

#### Contact us

You can contact The British and  
International Golf Greenkeepers  
Association in any number of ways.

Post: BIGGA, Aldwark Manor,  
Aldwark, Aline, York, YO6 2NF

Tel: 01347 838581

Fax: 01347 838864

E-mail: bigga@btinternet.com

Internet: www.bigga.org.uk

## April 1998

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Greenkeeper International  
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## Reader Reply Card

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## Greenkeeper Education and Development Fund

The Fund provides the key to the  
future for greenkeeper, golf club and  
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panies can join the Golden  
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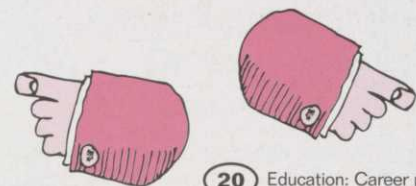
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60 Money Matters



## Big is beautiful!

One thing which has been really pleasing has been to see how many new members have been listed by Sections in the Around the Green notes recently. Now there are always new members around this time of year but it would appear that this year there does seem to be more than usual.

Of course this is only of lasting benefit to the Association as a whole if those existing members haven't, or don't, become lapsed and the overall membership figure continues to rise.

Everything that happens within BIGGA is for the ultimate benefit of the member, whether directly or indirectly, and the more members we have the easier it is to persuade companies to become involved with the Association.

It is because BIGGA's membership has grown so quickly - at roughly 6500 it is arguably the largest member's Association within the golf industry - that it is as successful as it is... and it is successful. Think of BTME, think of the extensive education programme, think of the long list of member's benefits, think of this magazine.

A figure of 6500 isn't at all bad, an educated estimate says that there are around 13,000 greenkeepers in the country, and there are professional Associations up and down the length of the country which would give their eye teeth for 50% take up by those eligible to join.

However, wouldn't it be great if we could get much closer to saturation coverage and to do that it is a case of shouting loudly about how so much better it is to be a member than not.

I'm a member of two professional bodies, the British Association of Communicators in Business and the Association of Golf Writers, and proud to be so, but I can tell you that neither of them offer nearly as many benefits as BIGGA. That's because neither of them have the numbers and therefore the muscle to persuade companies to give special deals.

However, I must admit that I'm not exactly sure of the benefits either of them do offer. I know that I get reduced AA membership and a legal Helpline with one while I get access to every golf tournament in Europe, with the other. I'm sure there are others that I don't know about.

It might well be the same for many of you with BIGGA. I'll bet there are many things available of which you are unaware. For instance do you know that you can have a proportion of training course fees paid for you if you are having to pay them yourself or that free legal representation can be arranged for you in certain employment related issues. The small print in each case is minimal so there isn't always a catch and there have been quite a few satisfied customers so far.

They have learned the benefits of being a BIGGA member and these are also available for every other member or potential member in the country.

Let's keep growing!

Editor: Scott MacCallum

# Greenkeeper

## INTERNATIONAL

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Courtesy of Brian Morgan Tel: 0141 221 6236

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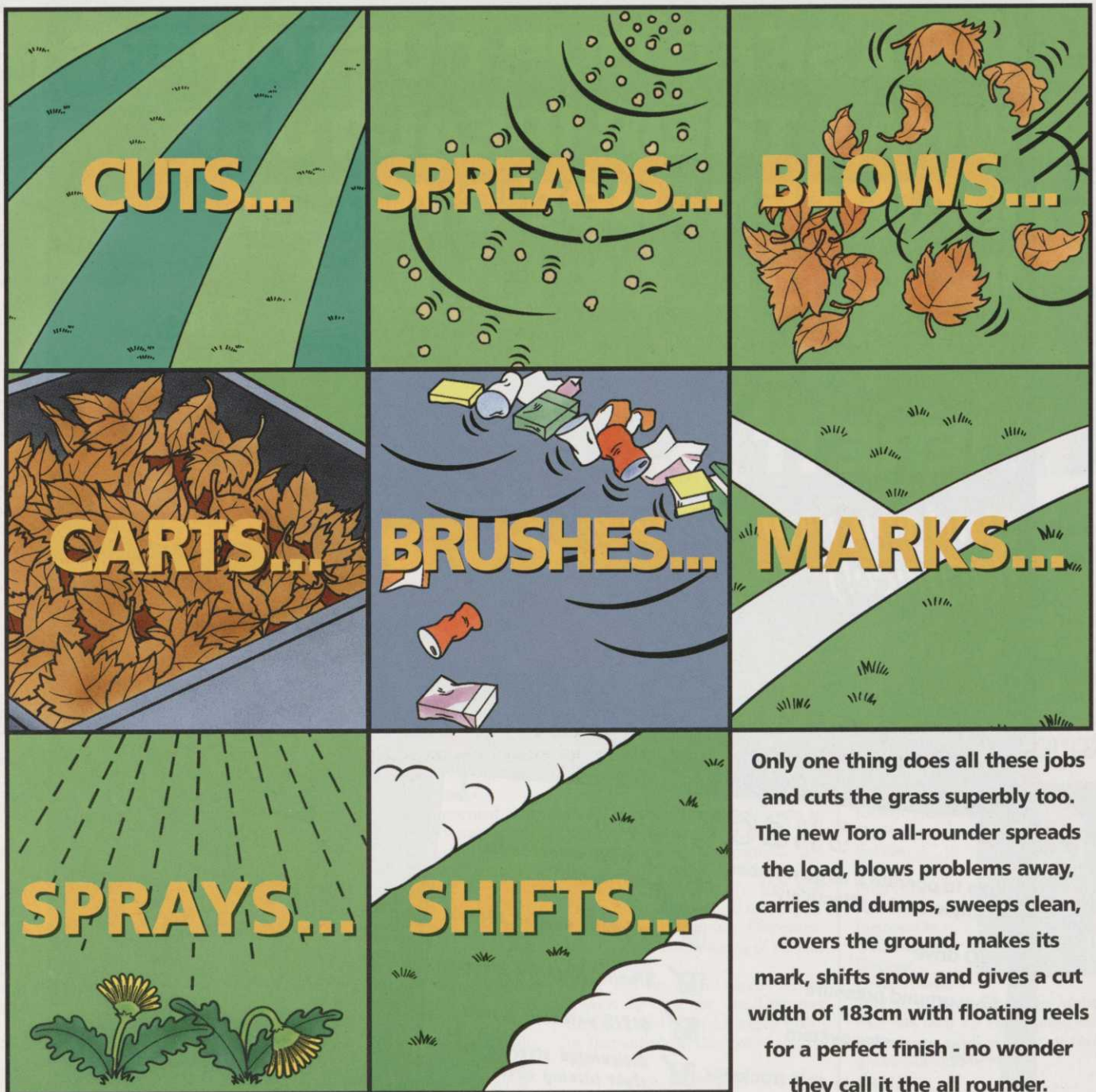


**52** The Rain Bird has landed





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# Anchors away as divots get heave-ho

Ever since golfers started using iron clubs on turf fairways there has been the problem of divots, their replacement and regrowth.

Birds soon learnt to exploit this new food source as worms, grubs and insects sought refuge under replaced turf.

It is not only birds which disturb divots as machinery, golfers' spikes and drying winds which desiccate the turf all contribute to rooting failure.

Attempts were made to fabricate divot anchors 50 years ago but were prone to failure as the anticipated moulded anchor was intended to be made of clay, seed and fertiliser, designed to eventually break down and improve the soil.

This never got off the ground let alone into it.

Many bio-degradable materials have been investigated in the development of the divot anchor and varying methods of manufacture, such as moulding, pressing and laser cutting have been attempted.

Field trials under normal conditions and fairway management were held at South Herts Golf Club, Totteridge, during the period November to March.

In the STRI trial pairs of reasonably adjacent divots were identified and marked. One divot of the pair was then anchored.

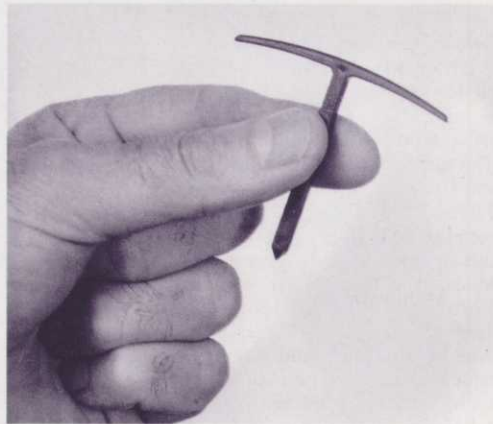
Final assessments were given after a period of at least one month when re-rooting of the divots was evaluated visually and scored with appropriate scale methods, the results showed that already over a third of the unanchored divots had been displaced and would therefore not root.

Of those divots which had been anchored 14% had been dislodged, primarily by the aeration work as vertidrainage had taken place on the fairways during the trial.

The STRI commented that significant improvement was brought about by the use of anchors in terms of divot retention and recovery.

An informal trial was also conducted when all divots were routinely anchored on three fairways. Only substantial divots with rooting potential were anchored. Thin divots, scuffs and fragmented turf was excluded.

All the anchored divots in the trials, identified by coloured aerosol markings had grown in and were undetectable by mid April when grass



Not a pick axe for pixies, but a divot anchor!

growth was under way.

Course machinery such as Sweepers, mowers, slitters, scarifiers and overseeders had no major adverse effect on anchored divots. Vertidrainers will, however, pull out an anchored divot.

General thinking now is that the golfers themselves should anchor their own turf. Members and are always demanding that more attention is paid to the welfare of their course.

Encouraging members to anchor their own divots gives the players an input in preserving their club's fairways and can be instrumental in better course care generally.

The Manufacturers of "Tuff Tie" Divot Anchors have now made available a "Locker Room Dispenser" which gives a supply source of anchors for members.

The text on which advises on the reasons for their use, the Dispenser can be located in the Changing Room or alternatively in the area of the 1st Tee.

For further information Tel: 0181 275 0018

## Martin procures new job

Johnsons Seeds has appointed Martin Swinnerton as Procurement Group Manager. Based at the company's headquarters in Boston, Lincolnshire, Martin will be responsible for contracting seed crops, systems stock control and purchasing for Johnsons' entire seed range.



Martin is no stranger to Johnsons. After studying agriculture at Reaseheath College, he joined the company as a trainee 12 years ago. Immediately prior to his new appointment, Martin was Sales Administration Manager.

Martin and his team will be dealing with the entire supply and production chain, from securing deliveries and packaging, to liaising with suppliers throughout Europe, United States, Canada and New Zealand.

## Ken's On Course

Ken Barbour, formerly Golf Courses and Estate Manager at East Sussex National, has formed On Course, Golf Course Consultants.



Trained at Penn State University Ken has over 25 years practical experience in all aspects of turf-grass Management.

He is now offering a full consultancy service to golf clubs throughout Europe.

He can be contacted on Tel/fax: +44 (0) 1825 732031.

Fairway	Number anchored	No. disturbed by machines/	birds
1st	313	5	11
15th	168	Nil	Nil
18th	188	3	5

Most methods and materials gave unwieldy and unacceptable anchors in terms of practical usage on fairways.

The material chosen to fabricate the anchor is an impact styrene, which though non bio-degradable, has a number of advantages as it is malleable yet tough but breaks readily by the impact of a clubhead.

Moulding an anchor with this plastic allowed the designer to use the minimal amount of material that works efficiently.

## I'm sorry, could you spray that again?

In a move supported by BIGGA, the suppliers of Blazon Spray Pattern Indicator are offering Course Managers and Head Greenkeepers the opportunity of an expenses paid trip to next year's Golf Course Superintendents Association of America Convention in Florida, USA.

Included in the trip will be the registration costs for the Pre-Conference Seminars, Educational Programme and entrance to the trade exhibition. In addition, the winning

greenkeeper's club will receive a brand new Hardi AMK 300 Tractor Mounted Sprayer.

All Course Managers and Head Greenkeepers have to do is order one outer or more of Blazon Spray Pattern Indicator before June 30 complete a Blazon Claim Voucher and their name will go into the national draw. At the end of the campaign, the first name drawn by Gordon Child, BIGGA Chairman, will be invited, together with a representative of the club, to

receive the prizes at this year's Saltex. Details are being mailed to every golf club and additional leaflets will be available from Farmura and Blazon Distributor representatives.

This initiative is part of the joint BIGGA/Blazon 'Spray Watch' campaign introduced last year to increase awareness of spraying issues, as they affect safety, and the need for a responsible approach to the practice of spray application within a golf course environment.

I use **RiteFeed** because



It suits my course  
Alastair Tough, Muckhart GC



Usually the spotlight falls on the Course Manager or Head Greenkeeper at a Club.

Now it is the turn of those whose work often goes unheralded to star.



**Name:** Spencer Haines

**Club:** Wokefield Park GC, Near Reading

**Position:** Deputy Head/First Assistant

**Age:** 26

**1. How long have you been a greenkeeper?**

Nine years.

**2. What education are you currently undertaking?**

Bringing into play a new golf course (An education in itself)

**3. Which one task do you most enjoy doing?**

Cutting aprons

**4. Which one task do you most dislike doing?**

Picking stones from bunkers

**5. What job other than greenkeeping might you have ended up doing?**

Bricklayer

**6. Who has been the biggest influence on your career?**

Lindsay Anderson, Course Manager, Bridgemoor Park GC, for his constant encouragement.

**7. What would you do to improve the life of a greenkeeper?**

Improvements to Greenkeepers' facilities and storage areas.

**8. What are your hobbies?**

Cricket, golf and fishing.

**9. What do you get out of BIGGA?**

Up to date information and good reading.

**10. What do you hope to be doing in 10 years time?**

Hopefully retired and living off my lottery winnings!

# A sharp solution from Multi-Core

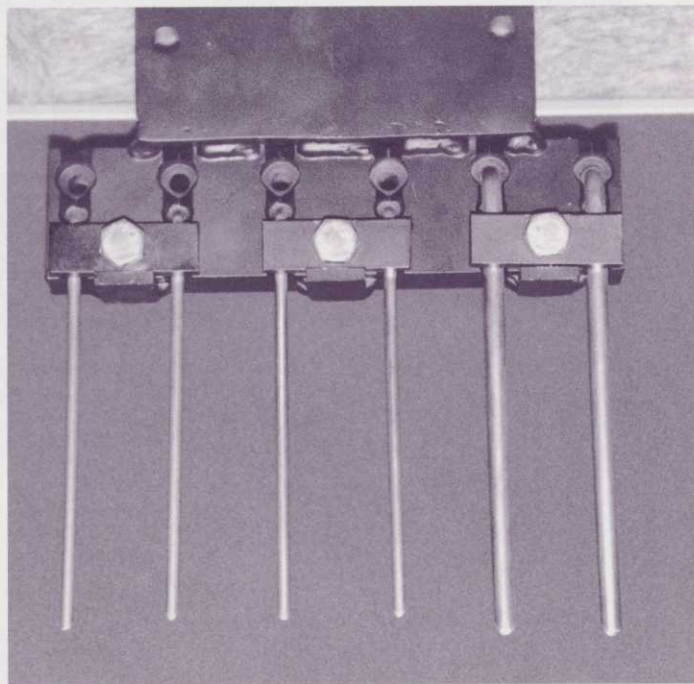
Two new super-thin needle tines have been added to the range suitable for use with Multi-Core's MC 10 and MC 15 tractor-mounted turf aerators.

Developed in conjunction with John Coleman, Course Manager at Abbeydale GC, in Sheffield, the specialist solid tines are designed for use on fine turf areas which reduce regular aeration without interrupting normal sports or leisure activities.

Measuring 5mm and 8mm in diameter, the two new tines are capable of aerating at depths of up to 125mm (5in) with virtually no surface marking. This has been achieved through a combination of the thin tine design and the working action of the Multi-core aerator which keeps the tines vertical as they enter and leave the ground, irrespective of the tractor's forward movement.

"The new tines will appeal to Course Managers, Greenkeepers and Groundsmen who wish to aerate regularly during the growing season without causing any disruption to play," says Multi-Core's Ian Waddington.

"In receptive ground, it should be possible to go straight in with the 5mm needle tines. Tougher conditions may require initial treatment with the 8mm version."



Mounted in special holders, the tines come in sets of six which are spaced 40mm apart across the width of the machine. There are 24 tines on the Multi-Core MC 10 aerator and 36 tines on the MC 20 aerator, which have maximum workrates of 4,050 sq m (1 acre)

per hour and 6,075 sq m (1.5 acres) per hour respectively. If the tractor is driven at a suitable forward speed to produce a square tine pattern (40mm x 40mm), the aerator will create 625 holes per sq metre.

For further information Tel: 01937 843281

## Grass at risk from high temperatures

With temperatures in mid-February 10° above the average for the time of year combining with an unseasonably warm January and early February, growers are being warned to monitor their grassland with care by Geoff Taylor, Technical Officer at Johnsons Seeds.

"Temperatures of 16-17°C are being reached and the climate at the moment is more like April than February, and this could have very serious implications for grassland production in 1998," said Geoff.

"There are many factors that are affected, from nitrogen uptake to diseases, pests and weed infestation. None can be looked at in isolation and the scenario could be described as a cascade effect, all triggered by the recent above average temperatures."

One of the primary concerns for anyone who has applied fertiliser is that temperatures suddenly fall. There are two side effects of this.

"Negative environmental impact is a very real threat as rain could occur, leading to leaching. Alternatively, the ground tempera-

ture may drop, meaning the plant is no longer able to utilise the nitrogen and it is a wasted application and costly mistake," explained Geoff.

Changes in plant physiology, which is greatly affected by temperature, could also make the grass vulnerable, should a cold snap occur. The cell division and expansion that takes place under favourable conditions means that recuperative potential is severely curtailed, should temperatures fall to freezing, the larger cells will freeze causing irreparable damage to the individual grass stems.

"Equally, rapid growth, without regular mowing could mean that, when cutting does take place, the plant loses a large proportion of its nutrients which are stored in the stem base. The outcome of this is that the plant finds it hard to recover following cutting, again leading to susceptibility. A regular mowing regime is essential and should take climatic conditions into account."

If the sward is left damaged and vulnerable following rapid growth

and then sub optimal weather, disease outbreaks pose a significant threat, particularly fusarium, red thread and pythium, all of which should be checked for.

"Leatherjackets, and other pests look like being a potential problem this March, so again, regular testing and monitoring is essential, with an option of chemical control.

"The grass is also highly susceptible to weed infestation. This is especially crucial to look out for as many weeds and annual weed grasses are more aggressive than the perennial varieties sold in grass mixtures and, in a very short space of time, could have a very negative effect on sward performance," said Geoff.

"With forecasts indicating that temperatures will soon return to normal for the time of year, there are many factors to consider for any grower wanting to make use of early grass growth, but minimising long-term damage to the sward," he concluded.



# Walton Heath plays host to Gentlemen

Bearing in mind the weather that we have had throughout February I suppose that we could have considered ourselves unlucky to have had such a downpour in the couple of days leading up to the Annual Gentlemen's Dinner at Walton Heath. However I'd like to look on the bright side and that that on the day we were fortunate only to be hampered by a couple of hours of drizzle.

The one casualty of the weather was the Sisis Putting Competition as the putting green was flooded.

Coincidentally Sisis were also the "victims" at the National Tournament at Cooden Beach when rain caused the abandonment of the third day competition which they sponsored. Is it Sisis or Stefan Antolik who is the bringer of rain?

While the putting green may have been flooded the rest of the course was in tip-top condition and Clive Osgood and his staff had really done us proud.

The magnificent half-way house was provided by Bill Oliver, of Twose Turf and Spray Ltd and Johnny Beck, lately of Scotts/Miracle. All who know Johnny are saddened by his news and sincerely hope that he will be seen again shortly in the trade and once again providing half-way houses in the "Egon Ronay" class.

The evening banquet was



Brian Ling, Walton Heath Captain presents Ray Day with his prize

attended by Walton Heath Club Captain, Brian Ling, Chairman of Green, John Woods, and Secretary Nick Lomas while BIGGA Chairman, Gordon Child made the long journey to be with us.

The prizes were presented by Brian Ling and the entertainment came from comedian Alan Wallace.

#### Results:

**Cat 1:** 1. Raymond Day, 2. Jim Russell 3. Simon Haynes.  
**Cat 2:** 1. Steve Jones 2. Paul Weston 3. John Winters  
**Cat 3:** 1. Tony Bremner.  
**Visitors and Guests** 1. Chris Allen 2. Mark Harvey.  
**Greenkeepers Playing with Club Officials** 1. Jon Selwood

and Graham Winckless. **Best Gross.** 1. Ian Semple. **Rigby Taylor Short Holes** 7th. Huw Morgan. 11th, Chris Reed, 17th Graham Winckless.

I'd like to thank the sponsors who helped to make the day possible: Amenity Technology Products Ltd; CJ Collins Construction Ltd; Geo Brown Implements Ltd; CMW Ltd; E & S Sportsground Construction Ltd; GEM Professional Ltd; Grass Roots Trading Co Ltd; Rigby Taylor Ltd; RiteFeed Ltd; Rolawn Turf Growers Ltd; RPK Turfcare Supplies Ltd; Sisis Ltd; Twose Turf and Spray Ltd and Vitax Ltd.

Derek Farrington

# New man for Merrist Wood

Merrist Wood College has brought David Rhodes to its expanding team in Greenkeeping and Sports Turf Management. David, who for the last five years has been Lecturer in Turf Science at Myerscough College, near Preston, has taken up the position of Senior Lecturer in Turf Agronomy at Merrist Wood.

"The turf section will continue to co-operate with all industrial governing bodies and with employers in particular, as it strives to meet the requirements of those within the sector," said David.

Merrist Wood was the first college of further education in the country to build its own 18-hole championship length golf course, which opened in September 1997. Designed by David Williams, the course occupies 240 acres of the College's estate and offers a first class resource for the training of greenkeeping and turf personnel.

David, who has also written and published a handbook on the construction and maintenance of artificial turf, started his new role at Merrist Wood at the beginning of March.



## Joining forces...

Kings Horticulture and Willmot Pertwee which have been trading as separate companies for the past two and a half years are, in the interests of improved business management and to avoid customer confusion, now operating under the same name - Willmot Pertwee Amenity.

Based in Colchester Willmot Pertwee Amenity has, through recent improvements, a new up to date Chemical Fertiliser storage unit while amenity products are stored and distributed from the Malden depot in Kent and the Oxford depot.

The company has also become the first agrochemical distributor in the world to attain Accredited Certificate of ISO 14001, the environmental management standard.

## South East Seminar

The South East Regional Seminar sponsored by Ransomes and Grass Roots Trading Company is to be held at Hadlow College, Tonbridge, Kent, on Tuesday May 19, takes a golf course from conception to play.

In the morning Howard Swan, talks on the architect's role, Andy Cole on that of the agronomist and Chris Collins, the constructor.

After lunch Joe Paulin, of The London Club, speaks on administration; Robert Brewer, of St Mellion Golf and Country Club, on managing a new course and Keith Backhouse, of Hadlow College and some of his students, on getting the best qualifications to tackle the job.

Further information can be obtained from South East Regional Administrator, Derek Farrington, Tel: 01903 260956

## Hi-Tec answer to irrigation problem

The need to control irrigation systems as an integral part of golf course management, and the need to optimise water usage is becoming one of the key tasks facing Course Managers. Over the last few years the UK and Ireland has seen the installation of some extensive irrigation systems to greens, tees and fairways. The number of sprinklers, and the necessary complexity of the irrigation programmes, makes PC based control an essential feature for a successful operation.

SitePro uses full graphic depiction of the actual course on which it is installed these graphics show the position of the pipework,

cables and sprinklers. Operation of individual sprinklers is activated by simply clicking on the sprinkler marked on the screen. This is only the beginning; full utilisation of the system features, flow management, weather station communication to calculate site evapotranspiration rates and a range of course management reporting functions. SitePro represents the pinnacle of irrigation system control technology and all that is required to run the system is a basic understanding of Windows 95, and a knowledge of a turf irrigation practices.

For further information Tel: 01425 476261

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NOT THE HYPE**

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COURSE MANAGER  
ANSTY  
GOLF CLUB

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## Watermation complete MBO

Watermation has been acquired by its management team, led by Chief Executive Ray Lewis, in a deal worth £1.6 million.

Funding for the transaction was led and arranged by the Thames Valley office of investment capital group 3i which provided £1,367,000 equity and senior debt facilities. The management team was advised by Kevin Cook of BDO Stoy Hayward and Franco Bosi of Penningtons Solicitors.

Established in 1970, Aldershot-based Watermation designs, manufactures, distributes, installs and maintains irrigation systems for sporting facilities. The Watermation product range comprises a mixture of the company's own manufactured sprinklers and control systems and Watermation badged products bought in from other suppliers.

Operating within a market valued at £20 million pa, Watermation has a 22% market share. At present the company employs 62 people and has a turnover of £5 million. Potential sales are expected to grow due to the increasing popularity of outdoor leisure activities, together with increased spend on sports pitches/courses.

# Saxon not stumped by tree problems

When ground has been roughly cleared by flails and chainsaws there is always the need to go over it again to clear tree stumps left proud of the ground before further preparation can be put in hand.

Saxon Horticultural have produced the 8.5 h. p. Briggs and Stratton engine drives the pedestrian controlled commercial Bearcat stump grinder, whittling stubborn stumps below ground level in minutes thanks to a durable four tip cutting head with hardened carbide teeth.

The compact 23" wide Bearcat Stump Grinder can work in tight spaces and the grinding head will safely operate within inches of building foundations, pavements and other fixed objects.

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For further information Tel: 01488 684545



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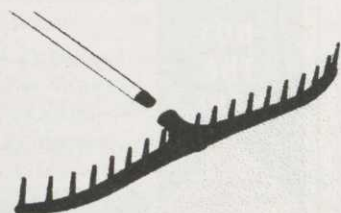
**Set of replacement tines - £20**

**Tricoflex 3/4" 50m hose - £68**

**2 Snap fast hose tails - £5.90**

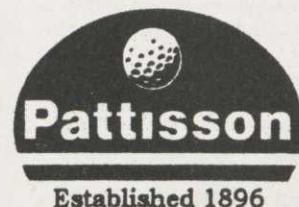
**TOTAL VALUE -  
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**Promotional  
price - £160!!!**



**2. Pattisson's are selling  
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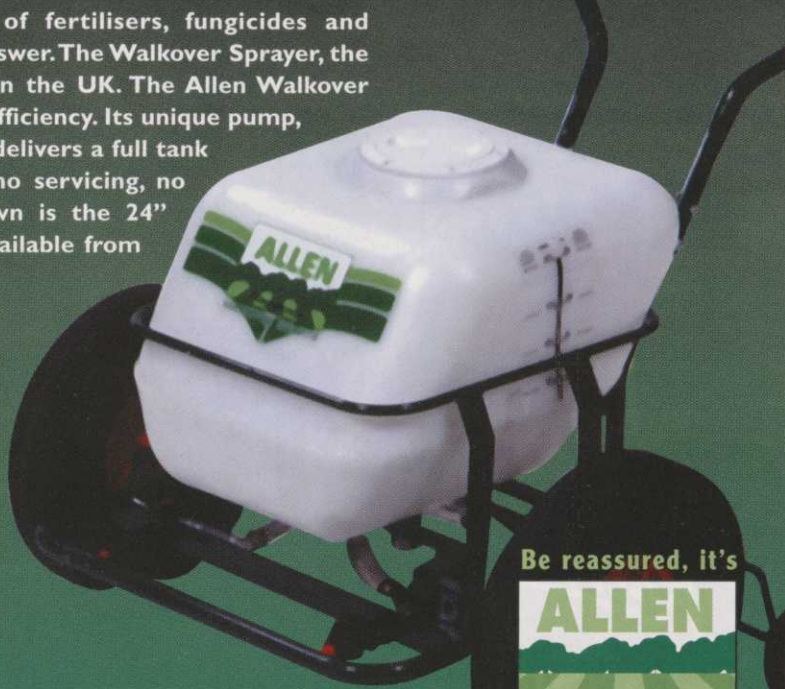
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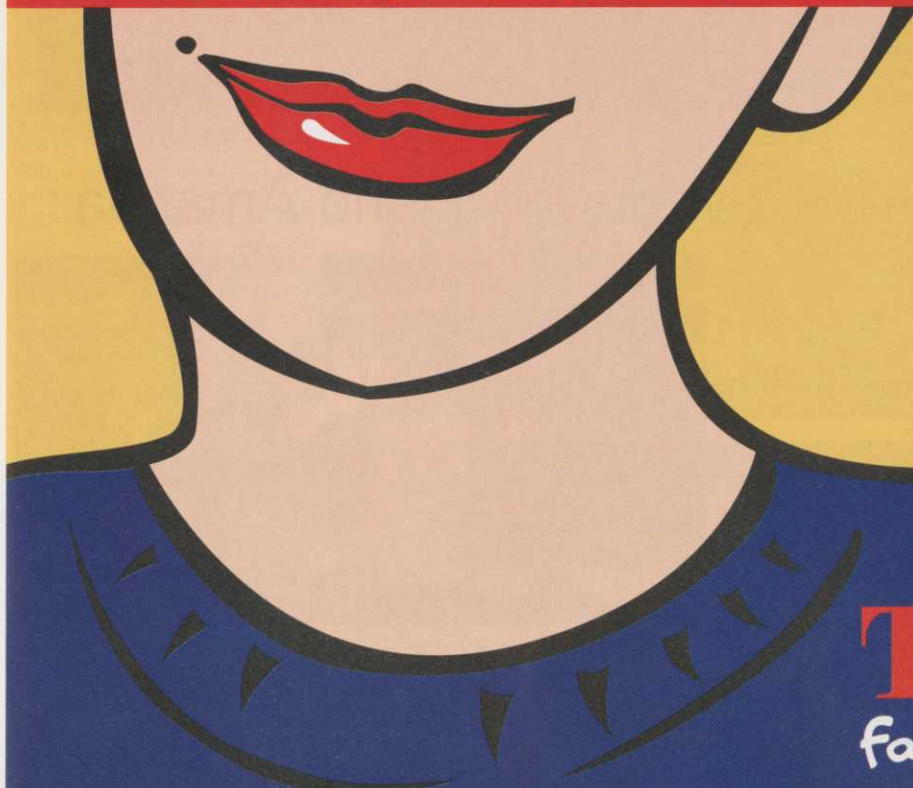
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## Paul's new appointment is a real Driving Force

Driving Force Leisure has appointed Paul Buxton as Area Sales Manager for Surrey, East Sussex, West Sussex and Middlesex. Paul joins Driving Force Leisure from Parker Hart where he had been employed for the past 16 years.

Also joining the company's new Van Sales Division is Richard Lewis who has two years experience in selling golf Course Equipment in the South East.



The Northern Ireland venue for this year's RiteFeed Classic Regional Qualifier has been confirmed for July 1 at Malone GC. The qualifier is open to any BIGGA member resident throughout Ireland. Anyone who has not already received an entry form should contact BIGGA Headquarters.

Qualifiers from the six Regional Finals will have the opportunity to compete in the National Final at the wonderful Monarch's Course at Gleneagles Hotel in October.

Regional Finals: July 11, Scottish Region - Royal Dornoch GC; July 29, Northern Region, Mere G&CC; June 24, Midland Region, Stoke Poges GC; June 29 South East Region, Wildernes GC; June 4, South West and South Wales Region, St Mellion G&CC; July 1 Ireland, Malone GC.

National Final: October 7, The Gleneagles Hotel.

I use  
**RiteFeed**  
because



The results were better than my expectations

Jim Smith, Ardeer GC

## Happy landings for Dug

Dug Gooch, Harvest Manager at Sovereign Turf, made a safe landing in a sand pit, following a 1,500 ft parachute jump in aid of Cancer Research. Taking off from Peterborough Parachute Centre, the intrepid parachutist was given an accuracy field of 17 acres within which to land. In one corner of this was a sand pit, forming a 20m circle, and this was Dug's chosen landing spot.

"This charity jump is something I have always wanted to do and I had planned to undertake on my stag night," reports Dug. "However family members did not like the thought that I could end up with my leg in plaster so I delayed the event for four years. It was well worth the wait and I found parachuting a truly exhilarating experience."

Dug paid thanks to colleagues at Sovereign Turf, who lent both moral and monetary support, and other sponsorship over £600 has been forwarded to Cancer Research.



## Pastures new for Janet and Amanda

Membership Services Officer, Janet Adamson, and Sales and Marketing Assistant Amanda Mayo, have left the Association to take up new posts with London-based charity, the Oasis Trust, and Cambridge-based software company, i2, respectively.

Janet, who has been with BIGGA for two and a half years, will be involved in fund raising for the charity, which assists homeless people both in the UK and abroad.

"I'm really looking forward to the challenge of my new role and feel that the experience I've gained from my time with BIGGA will stand me in good stead," explained Janet.

"Janet's contribution to the development of membership services has been greatly valued and I am sure that I speak for all of our membership, as well as the rest of the staff, when I wish her every success in the future," said Executive Director Neil Thomas.



Janet with Headquarter's staff and BIGGA Chairman Gordon Child at her leaving presentation.

Amanda, who did much to make BTME'98 such a success, will also be involved in the running of exhibitions in her new position.

"I have enjoyed my time at Aldwark Manor and will miss the many friends I've made in the industry," said Amanda, whose

husband, Dan, has also recently moved to a new job in the Cambridge area.

"Amanda has made a big impression since her time with the Association and we wish her and Dan all the very best in their new jobs and home," said Neil.



# Top accolade chimes sweetly for Peter

Peter Bell, Managing Director of Jacobsen E-Z-GO, has been named Jacobsen Branch Manager of the Year for 1997 at a presentation held during the GCSAA Conference and Show in Anaheim, California.

The Award recognises outstanding business development and sales performance by a Jacobsen branch.

David Withers, the National Accounts Manager received the Jacobsen European Sales Manager of the Year Award at the same presentation.

Pictures show Peter Bell (top) and David Withers receiving their Awards from Jacobsen President, Phil Trialles, (left) and the Vice President of Sales and Marketing, Harold Pinto.



# Rolawn to aid campaign

Rolawn has thrown its weight behind BIGGA's Buy a Brick Raffle to raise money of the Association's new Headquarters and training facility currently under construction at Aldwark Manor.

Each of Rolawn's 16 Depot Managers has been issued with five books of raffle tickets and each depot will have a poster on display publicising the raffle and the attractive prizes.

Many of Rolawn's landscaper customers are keen golfers and the company feels that they will be keen to win some of the prizes on offer.

"As Silver Key members of BIGGA and founder

exhibitors at BTME in Harrogate we are keen to play our part and do all that we can to help boost this important project," said Rolawn Sales and Marketing Director, Terry Ryan.



# Rene named as Kubota Deputy MD

Rene Orban has been appointed Deputy Managing Director of Kubota (UK) Ltd.

Retaining his existing position as Director of Agricultural and Grass Machinery Sales, Rene has now taken on the overall responsibility for the company's spare parts, assembly and warehouse departments. He will also deputise for Managing Director, Mr Masakazu Miyake, during his absence from Kubota (UK) Ltd's headquarters at Thame, Oxfordshire.

Rene joined Kubota in March '96 having spent over 25 years working within the industry.

"Our aim is to provide customers with a comprehensive range of hard working, cost effective and reliable tractors, implements and mowers backed by the best possible parts and service support," said Rene.

"We will be working extremely hard to build on the company's undisputed strength within the amenity, horticultural, landscaping estate and grounds maintenance sectors," he added.



# Greencare from Twose

Twose Turf & Spray Limited (TTS) has acquired the UK & Ireland distributorship for the Greencare range of turf aerators.

The Coremaster ECO is the first Turf Aerator specially developed as an ecologically friendly machine offering low noise levels, reduced fuel consumption, controlled emissions and longer intervals between maintenance and servicing.

While environmental considerations have been in the forefront of the ECO's design, performance and productivity has not been compromised. At a steady 2 mph, operators will be able to aerate up to 2,000 square metres of turf per hour providing a hole pattern of 50mm x 100mm (2" x 4").

For further information Tel: Twose Turf and Spray Limited on 01536 511243 or contact the company head office, 6 Torridge Close, Henson Way, Telford Way Industrial Estate, Kettering, Northants., NN16 8PY Tel: 01536 511243 Fax: 01536 511675

# Royal Inverdivot GC...

by Tony Husband



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Chris Yeaman, Swanston GC



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## Profile

Usually the spotlight falls on the Course Manager or Head Greenkeeper at a Club.

Now it is the turn of those whose work often goes unheralded to star.



**Name:** Paul Davies

**Club:** Tiara Rado, Colorado, USA

**Position:** Assistant

**Age:** 40

**1. How long have you been a greenkeeper?**  
Eight years.

**2. What education are you currently undertaking?**  
HNC Golf Course Management, Distance learning through Elmwood College in Cupar, Scotland

**3. Which one task do you most enjoy doing?**  
Walk mowing at sunrise and improve projects

**4. Which one task do you most dislike doing?**  
Cleaning ditches - we have miles of them!

**5. What job other than greenkeeping might you have ended up doing?**  
Logistics - materials and financial resourcing

**6. Who has been the biggest influence on your career?**  
Geoff Porter, former Head Greenkeeper of Golf Club Issum, Germany, now in India

**7. What would you do to improve the life of a greenkeeper?**  
Give golfers a handout detailing what greenkeeping involves

**8. What are your hobbies?**  
Golf, cross country skiing, white water rafting, travel photography, cooking and music

**9. What do you get out of BIGGA?**  
Keep in touch with UK greenkeeping

**10. What do you hope to be doing in 10 years time?**  
Remodeling golf courses or Superintendent

## Letters

Address your letters to the Editor, Greenkeeper International, Aldwark Manor, Aldwark, Alne, York YO6 2NF. You can also fax them to 01347 838864, or e-mail them to [general@bigga.co.uk](mailto:general@bigga.co.uk)

## Letter from America

The reason I write is that I saw the announcement in the February issue of the current location of Geoff Porter and his e-mail address, which was great as I'd lost contact with him. Geoff is responsible for introducing me into the profession over in Germany. His great enthusiasm and knowledge got me hooked and resulted in me running my own course and progressing to owning my own greenkeeping business in the UK.

I have recently moved to Colorado to settle down into "married life" and have been fortunate to secure a job here, albeit at assistant level. I think this could be a good way of telling all of the greenkeepers and other wonderful people I have met over the years know of my whereabouts and extend an



open invitation to contact me (or drop in!) and hear 'how it's done' here in the desert. Also, at some later date, I would like to attempt to write a short article about greenkeeping Colorado style and illustrate some of the vast differences due to our extremes of climatic conditions.

Paul Davies  
BIGGA Member. 4445.

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Address your letters to the Editor, Greenkeeper International, Aldwark Manor, Aldwark, Alne, York YO6 2NF. You can also fax them to 01347 838864, or e-mail them to [general@bigga.co.uk](mailto:general@bigga.co.uk)

## An unfair dismissal?

Question - What's the difference between:- a) Head Greenkeeper, b) Course Manager, and c) Senior Greenkeeper?

Answer:- P45

This is a scenario which has occurred all too often. For some reason the committee has held a meeting and decided that you are, due to whatever reasons, made redundant, and a reshuffle of staff takes place. Soon afterwards, the position is advertised in our own magazine with a new job title but the same old job.

What can we do to stop this? How can we protect ourselves, and how is BIGGA supporting its members in such cases?

A.W. Peel  
Bull Bay GC  
Isle of Anglesey

Editor's Note: I can appreciate fully the sentiments contained in your letter, however, we can only take action if we know there has

been, or is, a problem at a particular golf club. A call to Headquarters will alert us to the possibility that an advert may be forthcoming.

Before it has reached that stage, however, members should remember to make full use of our Legal Helpline which can offer advice and, in some cases, legal representation can be arranged which can often prevent a situation reaching the stage that a job is lost. Additionally, it is always wise to have a written contract of employment and a job description which can act as evidence if it is suspected that someone has been employed to do exactly the same job as the one from which you were made redundant.

## A stinging letter...

I'm the Golf Course Superintendent at Saratoga Country Club in Saratoga, California. Terry Buchen, of Terry Buchen Golf Agronomy International, has referred BIGGA

as a potential source of remedies and/or advice for controlling a perennial yellowjacket (hornet) problem we face every summer. It is my understanding that the United Kingdom has a serious problem with these aggressors and I am hopeful that you might offer some suggestions for us to develop a plan of attack.

We are located in the eastern foothills of the Santa Cruz Mountains, just outside of San Jose. Typical of California, we have a rainy season from November through March and usually a very dry season from April through October. We are on hilly terrain, bordered by an "Open Space Reserve" with very few homes and population surrounding us. Every summer there are great populations of yellowjackets that inundate the golf course. This past summer was very tough as we had numerous stings reported, including two rather serious allergic reactions.

To this point, the club has placed hundreds of yellowjacket traps around the property during the high season, mostly in low play/activity areas, with "bait" freshened regularly. They are rather successful in that

we are forced to empty the traps on a regular basis as well. Due to the expanse of land and severe terrain immediately surrounding us, not to mention a large amount of poison oak, it is unrealistic and unaffordable to attempt a nest specific eradication program. The only other item I have covered with the membership is to use caution and visit their physician for either an allergy kit or recommendations in the event that they are stung. For maintenance, we make our best attempt to retain cleanliness, including as few clippings, trash and standing water as possible.

As mentioned earlier, our consultant, Terry Buchen, suggested that you may have some recommendations for reducing the possibilities of stings to our players. I would greatly appreciate any "tricks of the trade" you may have heard or might be utilising to combat the problem.

Tracy Shanahan  
Superintendent  
Saratoga Country Club

Any suggestions should be sent to Ken Richardson at Headquarters and he will pass them on to Tracy.

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# Good buy, **Intrepid**

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This month, Tim Kirk takes a look at off-road driving

# Making tracks

Many people in the land base sector use 4 x 4 vehicles, indeed they are an invaluable mode of transport helping drivers get to their place of work on schedule with any load they may be carrying intact.

There are several regulations under the Management of Health & Safety at Work Regulations 1992 which place legal duties on employers, employees and the self employed. Employers have a duty of care to ensure that employees are properly trained to operate equipment they must use in the work place and that includes 4 x 4 vehicles.

Most drivers who attend an off-road driving course are amazed at how little they know about the principles of off-road driving. Usually they have been driving for years without understanding how their vehicle works. Most have a good tale to tell.

Recognised by various Government departments as a standard setting body, ATB-Landbase has developed off-road training courses which lead to the attainment of a national stan-

dard in off-road driving ability.

A good off-road driver knows the capabilities and limitations of his vehicle. He will reduce operating costs by sympathetic driving techniques, reducing wear and tear on the components of the vehicle. He will minimise the environmental damage by preventing unnecessary churning up of the land.

On a Professional off-road driving course a trainee will learn how to recognise a safe working environment, assess the suitability of ground, prepare and perform the necessary maintenance checks to ensure the safety of the vehicle, route plan and safely operate a vehicle in a variety of off-road conditions such as slopes, mud, obstacles, water and understand the dangers of vehicle recovery.

For further information on training courses and consultancy contact Jean John at Agenda Training Limited on 01282 831973 or Tim Kirk at Kirk Forestry on 01484 685114.



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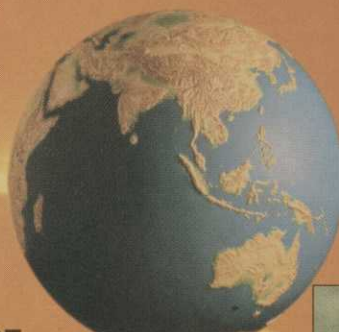
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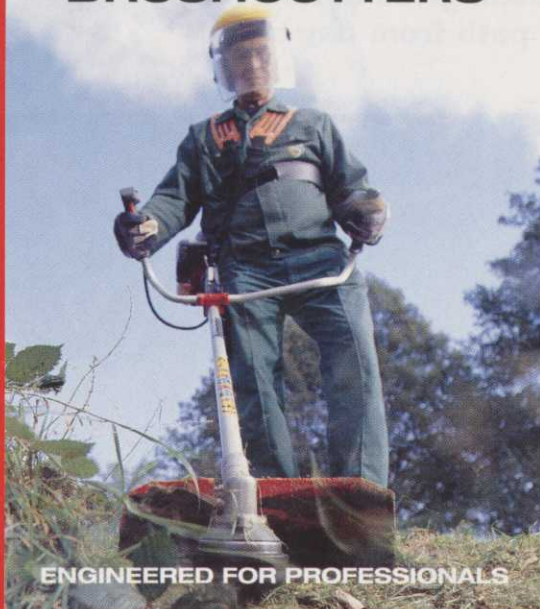


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# Grass routes

Following the publication of the 1998 recommendations of the Standing Committee on Greenkeepers Salaries and Conditions of Employment, several greenkeepers have contacted me about the Greenkeeper Career Pattern. The Standing Committee sits again in May, when the salary scale for 1999 will be discussed, along with any other changes that are considered necessary, however, I thought that it would be useful to use some of the common questions posed by concerned greenkeepers to clarify some of the reasons for, and theory behind the Career Pattern.

**Question. Why are National Certificate/Diploma and Higher Certificate/Diploma shown as the same qualification on the career plan?**

Answer. I agree that NC/ND and HNC/HND should, perhaps have been separate to show that they are different qualifications, however, some greenkeepers go straight on to HND courses whilst others move onto HND after ND and some greenkeepers move onto HNC courses after completing N/SVQ courses. It would have been impossible to show all of the routes that could be taken and the decision was made to keep the diagram as simple as possible. However, the Standing Committee may consider changes to the Career Pattern.

**Question. Why were N/SVQs selected as the qualifications for**

**greenkeeper, head greenkeeper and course manager.**

Answer. The Committee felt that all greenkeepers entering the profession should, eventually, be assessed as competent greenkeepers. ie. prove that they can meet National Standards in the role of greenkeeper. The National Standards that show competence in a job are National/Scottish Vocational Qualifications. Other qualifications such as Higher National Certificate, may contain similar underpinning knowledge and, sometimes, greater knowledge to N/SVQs, which coupled with suitable experience may indicate competence. The Committee recognised that few, if any greenkeepers held Levels 3 or Level 4 qualifications, that very few training providers offered training courses leading to Level 4 and that, currently, there were not any industry assessors at either Level. Therefore, it was decided that the Career Pattern should include the words 'competent at' rather than 'qualified to' at Levels 3 and 4. Although this may seem a play on words, those words do have significant different meanings. 'Competent at' means that the person is capable of performing the tasks described in the N/SVQ Standards Level 3 or Level 4 Sports Turf Management ie. capable of doing the job of a head greenkeeper or course manager. This competence could have been gained from experience, attending a number of college courses, including HNC and HND or even by adapting

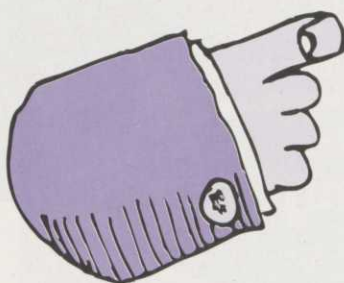
knowledge and skills acquired in a different industry, coupled with other qualifications and/or experience in greenkeeping. What the Career Pattern does not say is that head greenkeepers should hold a Level 3 qualification or that Course Managers should hold a Level 4 qualification, although this may be the case in the future.

**Question. Why is Higher National Certificate/Diploma and BSc shown to be lower than N/SVQ Level 4?**

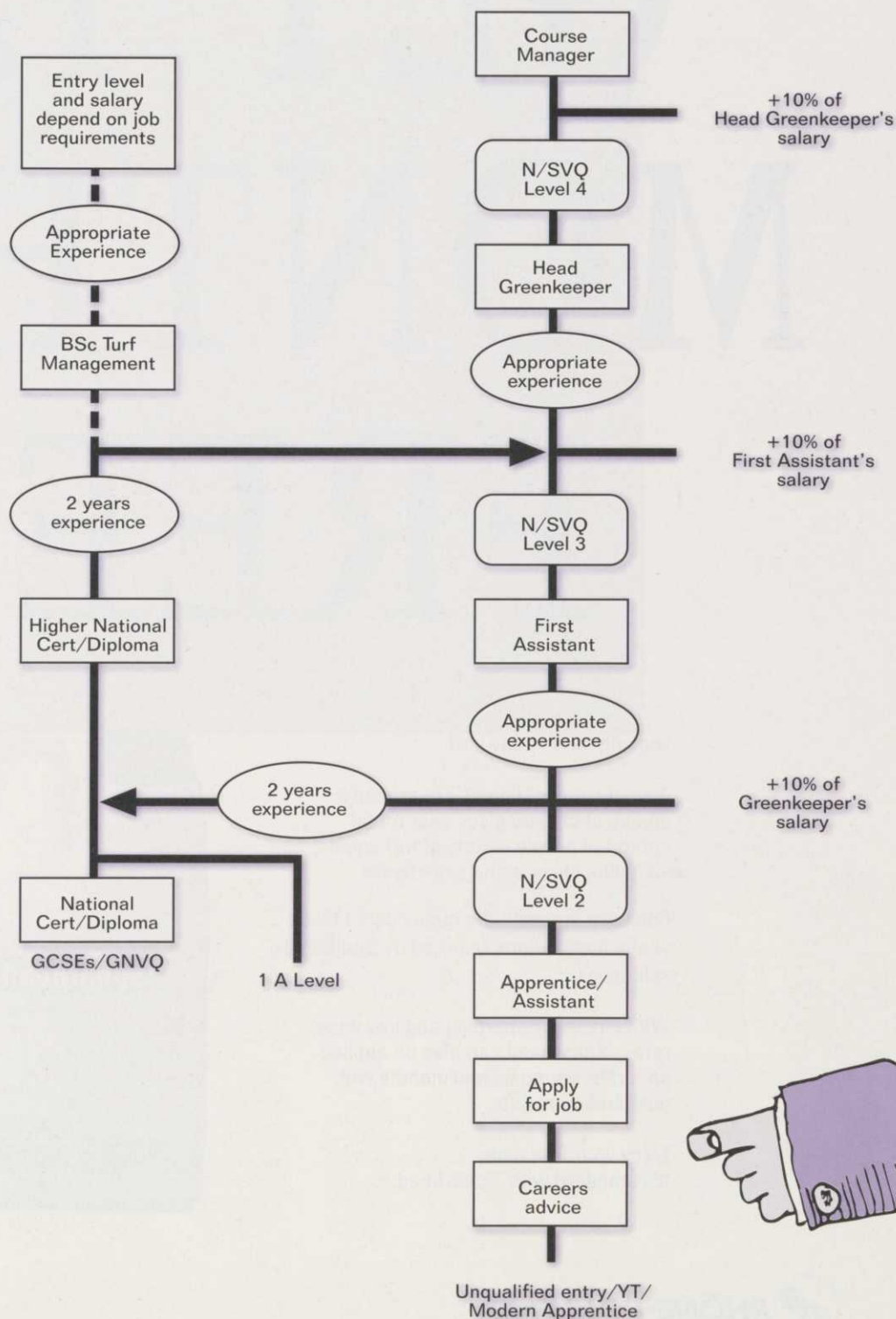
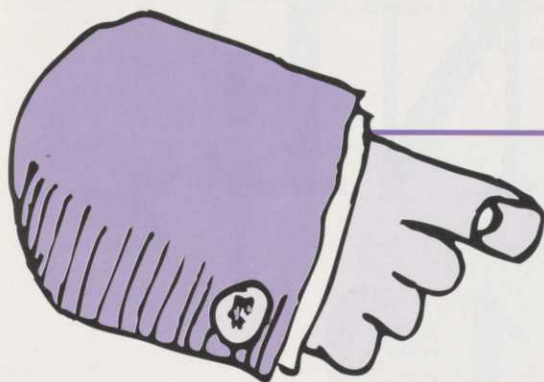
Answer. This was done to fit all of the qualifications onto one sheet of paper and did not imply any relative merit. Comparing vocational qualifications with academic qualifications is extremely difficult as they are two different things, but one type of qualification can lead to the other. However, whereas vocational qualifications indicate what the holder knows and can do, under working conditions, academic qualifications indicate only what the holder knows.

**Question. Why does the link from HNC/HND come below deputy head greenkeeper?**

Answer. This was done to show that the holder of an HNC or HND needed suitable experience before taking up post as a deputy head greenkeeper or, even, as a head greenkeeper. Some people enter, and leave, HNC/HND courses with little or no experience of turf management whilst others enter, and







leave, these courses with many years of experience.

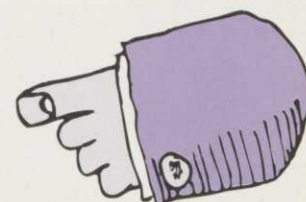
**Question.** Why can some people 'get' a N/SVQ by attending college for a few weeks when it takes years to get an HNC/HND?

**Answer.** If the N/SVQ system was running properly, it should not be possible for an inexperienced greenkeeper to prove competence in a few weeks. However, an experienced greenkeeper may be able to prove, to a qualified assessor, that they have the necessary skills and knowledge to be assessed as competent without attending college or having to reprove competence over a further extended period.

**Question.** Why should I send my assistant greenkeeper on an N/SVQ Level 3 or N/SVQ Level 4 course?

**Answer.** As I explained above, N/SVQs should indicate that the holder has proved to be competent to National Standards. The Level 3 Standards include higher level greenkeeping skills and some supervisory management skills and knowledge. The Level 4 Standards comprise business management skills and knowledge. Therefore, do not send your greenkeepers to college just because they went last year. Assess their potential career prospects and determine their training needs before paying for training that may not be necessary.

NB. Head Greenkeepers with D32/D33 assessor qualifications should receive an increment to their basic salary





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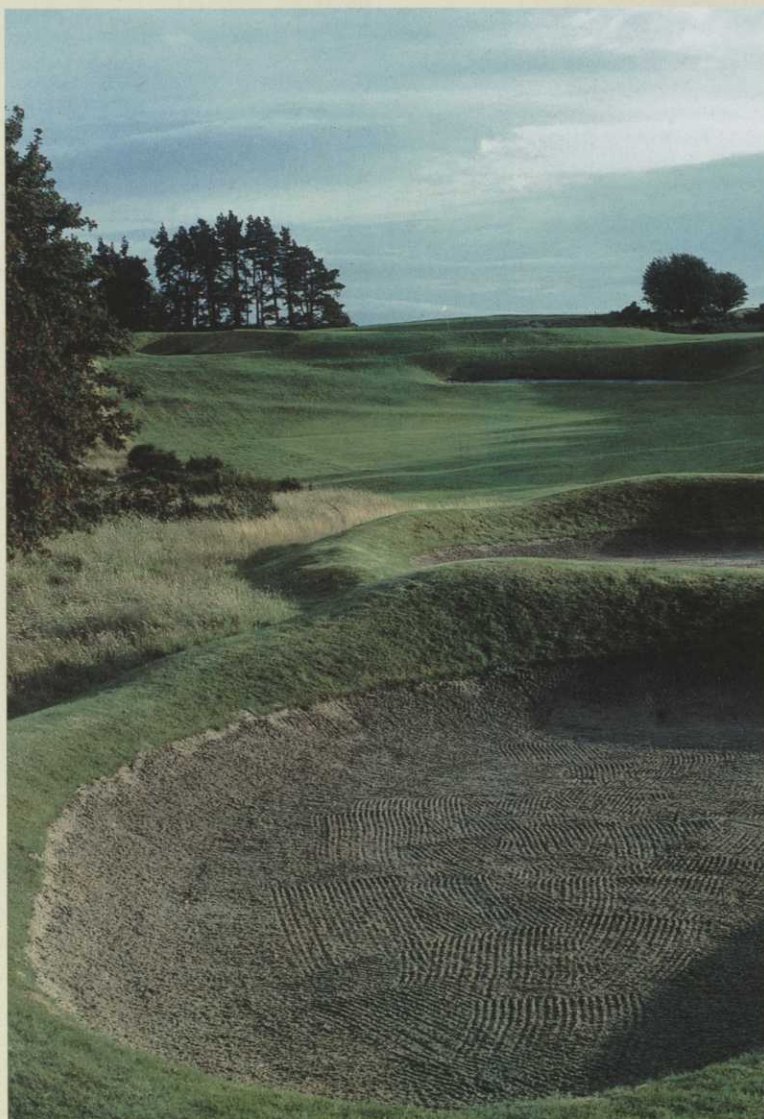
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**Gleneagles Hotel is one of the top golf resorts in the world  
and Scott MacCallum met up with the man who ensures  
that excellence comes as standard...**



Pictures courtesy of Brian Morgan

# Paradise found



# Paradise found

If you were to ask a golf lover to paint a picture in words of his idea of Paradise, there's a fair chance it might finish up as a description of a place which actually exists - Gleneagles.

With its five star hotel, three magnificent golf courses, innumerable other leisure pursuits and scenery, which has adorned every self respecting shortbread tin in the country, this particular Perthshire Paradise is at the top of the tree when it comes to catering for the wishes of golfers who demand all that is best in the game.

The man charged with ensuring that the King's, Queen's and Monarch's courses are maintained to a standard which befits their Royal name is someone who needs no introduction to those people who are familiar with the golfing scene north of the border. Indeed he is also known to a great many in the rest of the country... and much further afield as well.

Jimmy Kidd has been at Gleneagles Hotel since 1983 and seen the resort transformed from a hotel which was still closing down every winter as recently as 1981 to a place which has been voted Best Leisure Resort in Europe for seven out of the last eight years.



Jimmy Kidd

"When I first arrived there was one Head Greenkeeper in charge of four golf courses, the King's, Queen's, Prince's and Glendevon but I changed that so I had one Head Greenkeeper on each of the courses with me as Courses Manager," explained Jimmy, from his office in an idyllic lodge on the edge of the Gleneagles Estate.

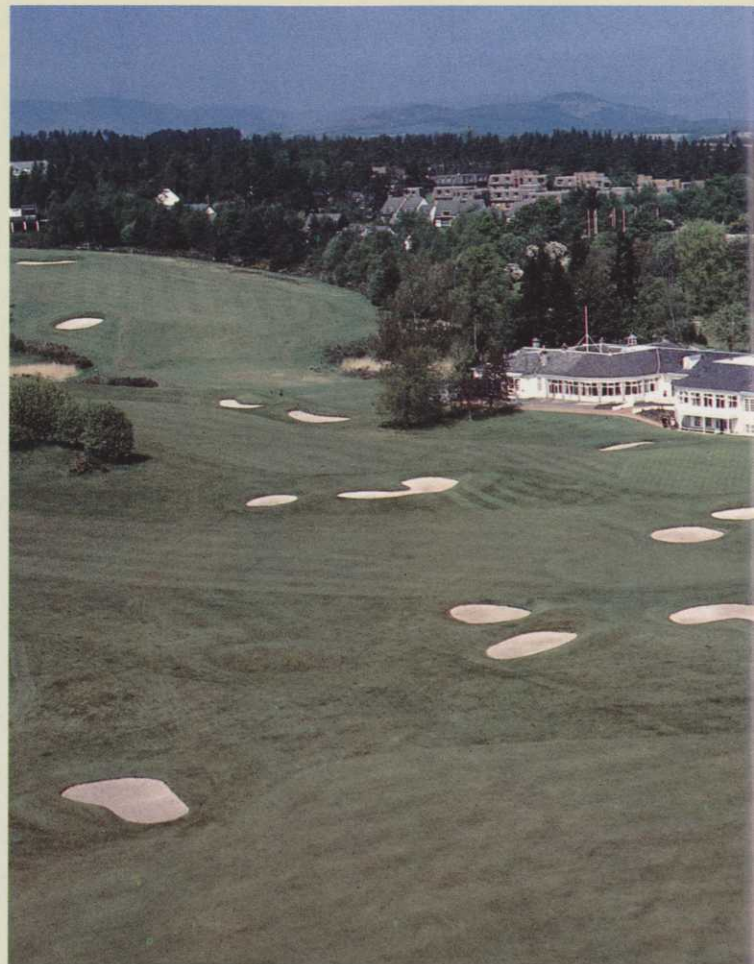
There can be little doubt that had the changes, which have taken place since the mid '80s, been known about at the time it would have boggled many a mind but Jimmy has adapted extraordinarily well.

"In 1989 the Princes and Glendevon courses were scrapped to make way for the new 250 acre Jack Nicklaus designed Monarch's course," explained Jimmy, who by this time was Estates and Golf Courses Manager, with additional responsibility for the development and design of Gleneagles' Mark Phillips Equestrian and Jackie Stewart Shooting Centres.

However, it is, and always will be, golf which is the biggest draw at Gleneagles - to the tune of £4.2 million last year alone and it is still the element to which Jimmy devotes most time. It is an enormous operation with 35 full time staff rising to 52 during the summer looking after 70% of the 830 acre estate.

With the advent of the Monarch's Course, for which incidentally there are high hopes of attracting a Ryder Cup in the early part of the new millennium, it meant another major change for the staff at Gleneagles.

"We examined the structure and decided that we had two very distinct types of maintenance here - the exact science of managing a USGA specification course and the old traditional maintenance of the King's and the Queen's. Obviously it was very difficult to give precise training in both of these aspects so we decided to create specialists in USGA maintenance as well as tra-



ditional push-up greens maintenance."

"We appointed two Golf Maintenance Co-ordinators at the beginning of 1997 - Stuart Stenhouse, who had been Head Greenkeeper on the Monarch's for the previous three years with Robert Heath as Head Greenkeeper to look after the daily running of the course, the Golf Academy and the Pitch and Putt course which are also built to USGA guidelines. Scott Fenwick, who was Head Greenkeeper for three Bell's Scottish Opens as well as two McDonald WPGA Championships, became the Golf Maintenance Co-ordinator for the two James Braid courses," said Jimmy.

"So when a young man comes for an interview we ask him where he'd like to be in the future. Do you want to be working on a USGA spec course or a traditional or both? Then we set up a career model which gives him that opportunity."

If all this change was not enough for the man who had previously worked solely on 18 hole courses - at Killermont in Glasgow and Kilmacoll - he then took the plunge into possibly the biggest change of all.

The Hotel's General Manager, Peter Lederer, showed why he's a regular winner of the Best Hotelier of the Year in Europe when he hit upon an idea which had the dual purpose of saving money and spreading the good name of

Gleneagles Hotel across the world.

"He decided to set up Gleneagles Golf Developments to become a fee based service company working on a worldwide stage as well as managing all the golf at Gleneagles. So, in other words, whatever the costs incurred in salaries and expenses to run Gleneagles Golf Developments they had to be covered by external fees," explained Jimmy.

The company provides services in design, management consultancy, project management and construction and publishing - they did all the publishing for last year's Ryder Cup.

"It might frighten a few people if they had to go out and find consultancies to cover their salaries and expenses, plus run a successful operation," said Jimmy, while admitting that it was made easier having the Gleneagles name to open doors.

Gleneagles Golf Developments was launched at a time which coincided with a major world recession but the parent company was shrewd enough not to expect an immediate return and be securing contracts straight away.

"It takes time to build relationships, trust and credibility and it was a couple of years before we were able to stand up for ourselves, start winning contracts and become successful," said Jimmy, who added that these were being won in the face of competition from the likes of Nicklaus, Palmer, Player and Fazio.

Having this dual focus is some-





thing which Jimmy handles well and uses to mutual benefit.

"We call Gleneagles our shop window. If we enter into a management contract we generally invite the client here and let them stay for a couple of days at our expense to view our operation. It helps them make up their minds and it sells itself," said Jimmy, who still describes the high point of his career as the moment the final putt was sunk by Ian Woosnam in their first Bell's Scottish Open in '87.

"That is the moment which has given me most satisfaction as I was so pleased for the team and so pleased that we'd returned the course to conditions which had been missing for 15 years or more."

Another task which has recently been completed and which will give lasting benefit is the computerisation of the entire management plans for the organisation.

"We felt it was time to create a historical record in relation to the maintenance of the golf courses here so we would not be lost if any greenkeeper were to walk away from us. It protects the asset."

"We have comparisons year on year for the last seven years on water tracks, root zone profiles, thatch profiles and all the fertiliser records. It will become a model which can, with no more than a tweak, be taken around the world

to the ventures in which Gleneagles Golf Developments are involved."

The logistical problems inherent in running such a huge operation were eased when Gleneagles entered into sole supplier arrangements with Ransomes and RiteFeed.

"We had been dealing with over 120 different suppliers and phoning round for the best price was taking endless amounts of time. Today we are down to no more than 30 suppliers including our two sole supplier arrangements."

"They don't tie us down completely but if RiteFeed has a material which is ideally suited to us we will use it. If our guys think that there is a better option they will come and discuss it and we may use it or we will give RiteFeed the opportunity to manufacture a product or assist us by finding one," explained Jimmy, who will play host to over 50 greenkeepers at the final of the inaugural RiteFeed Classic National final to be played over the Monarch's Course in October.

"The agreement with Ransomes was to purchase all of our grass cutting and personnel carriers from them but if we thought that a piece of equipment was not satisfactory for Gleneagles we reserved the right to go into the market place and buy an alternative... although



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# Paradise found

that hasn't happened as yet."

Gleneagles also gets used in the research and development of new Ransomes machines and prototypes are tested over the courses. RiteFeed's computerised soil analysis programme was also devised at Gleneagles.

Jimmy now spends around half the year advising on ventures all over the world and fulfilling his other role within the company, that of Associate Designer.

"I have the great privilege of working closely with the company's own golf course architect, my own son David, who has been with us for around six years.

"I was the Clerk of Works for four years during the building of the Monarch's Course and on about nine separate occasions for two days a time walked the golf course with Jack Nicklaus during the design and construction phase. I also worked closely with his senior designer, Rod Kirby," said Jimmy, to explain from where his design experience had been drawn. "You pick up a lot as you go along."

As well as that such rare and invaluable experience Jimmy believes he has a natural flare for design.

"I'm very lucky that I have a creative mind. I'm a Taurian, which gives me an artistic background. I've also got 37 years in

the industry which gives me the knowledge of the areas of design which create incredible problems for the maintenance people."

Asked if he ever yearns to get out on to the vast 18th green of the King's Course with a hand mower Jimmy's answer is an emphatic, "No. I don't."

"My motivation today is completely different from what it was. When I arrived at Gleneagles my aim was getting the golf courses in first class condition and I was a totally autocratic greenkeeper. I wanted the job done and didn't mess about because I had a limited amount of time to prove myself and gain credibility.

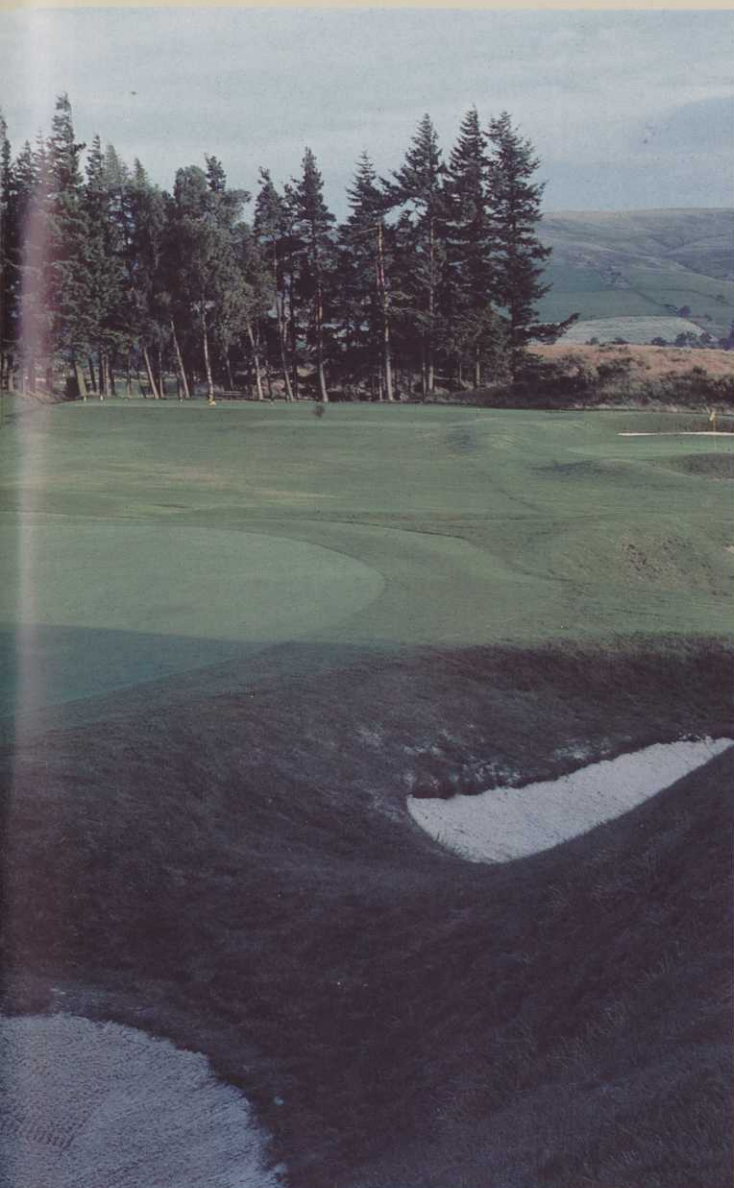
"Nowadays I love to see young students come through and cut that green themselves, I enjoy sitting back, reading their projects



Picture caption in here As well as that such rare and invaluable experience Jimmy believes he has a natural flare for design.







and knowing that I've played a part in their future."

As confirmation of his aims for young aspiring greenkeepers Gleneagles Golf Developments runs the Gleneagles Excellence in Golf Scheme, sponsored by Ransomes and Scottish Grass Machinery.

"When we were setting up our sole supplier agreement for machinery it coincided with Peter Wilson's arrival as the new Chief Executive of Ransomes. I visited him in Ipswich and we spoke for around three hours about my proposals for an excellence in golf scheme. He just grasped the nettle and said that Ransomes would supply the annual bursary finance as well as provide £2000 to set up a library, which has since received a £500 top up every year.

"The idea was that we would be the catalyst between the colleges and industry and provide a solid year out for students from British colleges. Today we have eight students from eight colleges."

Once the year is over the students go back to finish their college courses but many return to Gleneagles and all have their careers followed.

"We've currently got one at Pebble Beach and another working for a contractor in Florida," revealed Jimmy.

"During the year we give USGA and traditional training and organise about 35 lectures for them."

"We have two fully blown training rooms, a computer training room and our library plus an internet link with Michigan State University."

"The scheme will be expanded and we would like to include colleges affiliated to the Federation of European Golf Greenkeeper Associations and America although we've already had four Americans training here."

"The idea was that we would provide quality Course Managers for our worldwide projects with Gleneagles Golf Developments as well as here at Gleneagles."

As he talked about his next trip to Bahrain the very next week it was easy to see that there can be few more demanding jobs. However, he must be one of the luckiest guys around as whenever he is having a bad day he can look out of his window, gaze at the view and reflect on life working in a Golfer's Paradise.

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**Roland Taylor examines compact tractors and gives some advice on what to look out for when buying a new one**

# Small is beautiful

It is almost 25 years since the first compact tractor arrived here in the UK. Today, it is well established in the grass care and amenity market. This is a relatively far cry from what it was originally intended.



Japan is a small country and land is scarce, so farming is on a very small scale - what we here in the UK would call market gardening. The compact tractor was developed for this type of home-based agriculture, which it quickly saturated, so manufacturers had to seek export markets worldwide.

The first compacts arrived in the UK in 1974 and were introduced to replace the "Little Grey Fergie", but it was soon discovered that through lack of suitable attachments very few farmers were interested. These first tractors were powered by a twin-cylinder 12hp diesel engine and market gardeners and growers began to recognise its potential as a replacement for the Howard Gem Rotavator. Unfortunately, this industry was on the decline, mainly due to imports from Europe and sales were quickly coming to a standstill. The leading compact tractor distributors realised that an alternative market had to be found and they turned their attention to the grass cutting and maintenance sector. Today, this represents over 90% of the market.

For a golf course the compact was and is ideally suited. Lighter and smaller than its agricultural cousins, it has all the benefits of hydraulics and PTO. Soon whole ranges of attachments covering a host of turf-care applications were available.

## **Different role**

Things never remain constant and new developments and ideas in turf management are introduced. Outside factors also play their part. The spate of new courses plus greater media coverage of USA championships led to an increasing demand for fairways that looked more like the centre court at Wimbledon. Large self-propelled machines began to appear on the market and replace the traditional gangmowers. The introduction of this type of mower has on many courses led to the compact tractor having a reduced role. However, there is still a lot of equipment that requires a tractor as a power source. Compact tractors range from 12.5 to 33 horsepower. There are larger models listed (40hp and 48hp) but it is debatable whether these can be classed as compacts. As far as basics are concerned, there is a choice of either mechanical gearbox or hydraulic drives. Diesel power is the norm and full hydraulics, powered steering and four-wheel drive are standard. As with all products, each manufacturer offers refinements and extra benefits. Before any decision to buy is made these need to be assessed to determine what advantage they will give to your specific requirements.



# Small is beautiful



## Think long and hard

A compact is a long-term investment, so it is important to take a long hard look at exactly what you require as a specification. As well as addressing immediate requirements, a projection over at least the next five years has to be considered.

Will the horsepower level of today be sufficient to drive future machinery? What type of transmission? A hydrostatic drive may be all right now, but in a few years time will you have attachments that require crawler gears. It is not easy to determine what is going to be needed over the next half-decade, but a calculated assessment of future requirements could save extra expense and frustration because there is insufficient power available. It is a bit like computers. One that has the capacity power today is below par tomorrow.



## Spread the load

Buying a compact is a capital expense, and, as such, can be written down over a period of time. On this basis it should be included as part of a planned replacement programme spread over a number of years. This will also help to keep abreast of both with compact tractor developments and the attachments they drive.



One big benefit the compact tractor has introduced to grass maintenance is the financial packages. These are designed to make buying as painless as possible. From the experience gained in the agricultural industry, companies have come up with a choice of schemes that spread the load. Cashflow is the life blood of any business and a golf club is no different. If a method of payment that reduces the pressure on available cash is available it needs to be given consideration. Working with manufacturers, finance houses have



been able to provide the funding needs of golf clubs. There are a number of alternatives to buying outright. These may include either 0% or low interest hire purchase schemes or low cost leasing. Other plans include a programme that allows for a number of annual payments of capital to be made plus low interest monthly payments spread between. Often there is a choice of contract ends. These could be disposal, trade-in, final payment or refinancing.

Having formulated your budget plan then is the time to call in an expert to demonstrate which method of payment is going to give you the most benefit. It is also recommended that professional advice be sought on how the availability and timing of tax relief will impact on the cost of the investment. The market is highly competitive, so it is worth shopping around to find the best finance option that will match your specific requirements and financial planning.

A compact tractor is still very much the main source of power for an extensive range of operations and this is likely to continue. How else would you operate a front loader for moving top dressing or drive a vertidrain? For many courses it is still the most cost-effective way of mowing their fairways.

From the point of view of choice it is very much a buyer's market with companies who previously only sold grass-cutting machinery now offering a range of compacts. For this reason alone when considering a new one of these little workhorses, it is worth taking time out to access what is on the market. Then consider exactly what your requirements will be for at least the next five years. Armed with all this information find the most cost effective finance package. You are very much in the driving seat.





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**Dr Roger Bennett gives a taste of what his major study on golf and its environmental impact uncovered...**

# A positive be

Between 1992 and 1997 I undertook a major and comprehensive research programme looking at golf and environmental impact.

The study focused on the issues concerned with the amenity and environmental impact of golf development in England and Wales. The study has been widely acknowledged by the Industry (in its broadest sense) as being the best independent study of its type and one that addressed the real environmental issues and giving clear guidance on the way forward.

In short, the study assessed the impact upon a number of different environment types against the type and nature of applications for golf development that were received by Local Planning Authorities (LPAs) during the boom years of golf development in England and Wales (1988 - 1992).

The study also concerned itself with the effectiveness of the LPAs planning framework in terms of its preparation in dealing with an unprecedented number of golf development applications they received between the late 1980s and early 1990s. It also took account of the wider environmental implications of golf development including post-construction management practices.

In particular, the study looked at the effectiveness of landscape impact assessments and whether they fostered and safeguarded the interests of the public. While the focus of the study was on England and Wales it drew on many of the developmental experience of Europe in terms of golf development and the wider environment.

Clearly, many of the environmental issues surrounding course development in particular are often seen as the core issues in the context of world-wide course development. To this end the conclusions and recommendations coming out of the study could, albeit in wider context, be of

value to those individuals and/or organisations directly or indirectly concerned with golf on a world-wide scale.

The study was undertaken at a time of agricultural decline against an almost unprecedented interest in the development of the game in England and Wales. Farmers and landowners who were looking to move out of farming for economic reasons saw golf development as a means to an end, whether it be in terms of self build projects or selling off surplus agricultural land to speculators and/or developers. This in turn raised the profile of golf development and alerted a whole range of groups, associations and individuals to the potential damage a course development might inflict on the wider environment.

Many environmental, wildlife and countryside groups believed the scale of golf development in England and Wales would, on the face of it, pose serious environmental and conservation problems. The study took these issues into account and examined them thoroughly within the research period.

In short, the study at its conclusion did not wholly support the opponents of golf development in their perceptions that development by its very nature was alien to a landscape and caused adverse damage.

While inevitably some mistakes on the part of developers were made in the design construction and post-construction management phases of development, on the whole development in environmental terms during the boom period was not as damaging as the protagonists would have us believe and in many cases the reverse is true.

There is little doubt that golf development irrespective of land environment types does have significant potential to actually increase and enhance the environmental benefit.

Clearly site location, design, con-

struction and post-construction management are major success indicators in terms of the potential of courses in the wider amenity and environmental sense. I have little doubt that if the developer can fully understand the wider issues relating to the environment and the wider community that golf courses can have a positive role to play in conservation in its broadest sense and in fostering good landscape management.

Early dialogue between developer and those that for one reason or another oppose development and the Planning Authorities is crucial if the benefits of development are to come to fruition. One should also consider the golfer, here there has to be a constant need to balance the needs of the golfer with those of the environment in order to fulfil mutual benefit for all those parties involved in development particularly where it affects or is likely to impinge upon our natural and cultural heritage.

The study has a wide range of conclusions and recommendations. Many of the recommendations collectively imply a need for a standard approach in the preparation, submission and judgment of a golf development application. However, the likely impracticalities and associated problems of implementing the process may be difficult, at least in the short term.

Providing LPAs and those other interested parties with clear guidance is key to how to deal with golf development applications in the future. The dissemination of guidance is equally important and techniques and/or methodologies for this should be considered no less important, not least of which in the area of course management.

In my view, course management represents probably the most single important factor in terms of future environmental impact and while



# nefit

good design and construction can lay the foundations full environmental benefit will only be maximised through well thought out and considered management strategies. Courses should have well developed strategic plans which take account of forthcoming years (the strategic plan), and strategic plans need to be underpinned by annual plans (operational plans). At the heart of these plans should be the amenity, environmental and community issues.

By far the most important and significant findings of the study concerned the following issues all of which relate to the amenity and environmental impact of course development:

## **Planning**

- the use of landscape appraisals
- the use of environmental assessments
- the use of ecological appraisals and/or others

## **Design and Construction**

- design quality needs to improve
- design and construction needs to take account of land reversibility
- planning authorities need to work more closely with professional associations representative of golf development and the opponents of golf in order to foster "best practice"
- simpler design and construction methodologies are the future many designers and course constructors would benefit from increased training opportunities relating to environmental issues/concepts

## **Ecological Conservation**

A course's ecological conservation potential will only be maximised through early planning.

Design integration is crucial to the future ecological success of a site. Comprehensive management strategies are needed alongside visionary expectations Course Managers and Greens' Committees need to be envi-

ronmentally aware.

## **Landscape Enhancement**

- many designers and constructors/developers are still not appreciative of this concept. There is a real need to develop and promote perhaps world-wide "good practice".
- a need to develop an ethos that promotes simple design and build practices which take account of the wider landscape. For example, the promotion of green bunkers and florally rich fairway margins and roughs are important visual and ecological features.

## **Historic and Other Designated Landscapes**

There is still a perception held by the golf protagonists that all golf development on such landscapes is harmful this study has clearly shown that golf development can live in harmony with historic and designated landscapes and that mutual benefit can be achieved.

## **Management**

Evidence gathered as part of the research into course management practices suggested that many established courses and a high percentage of newly developed courses had and/or were not managing their courses specifically in the interests of conservation. However, there is strong evidence coming out of the industry as a whole that management practices are beginning to make an impact at operational level in particular.

Restricting the number of rounds per annum (reduces impact on wear and tear), the adoption of organic management techniques where possible and a commitment to the other improvements and protection of habitats within the site can individually but better collectively reduce the course impact upon a particular environment type.

Without clear management strategies the landscape and its natural

resources could fall into disrepair and as Pearce, Markandya and Barbier put it: 'the resource is extinguished or irreparably damaged (source: Blueprint for a Green Economy 1994).

If courses are fully to maximise their conservation potential then strategic management plans which have to be visionary and innovative are needed particularly as one has to bear in mind the many different interpretations that are used when considering conservation. As North reminds us: "Conservation in the modern world is riven with contradictions". Management strategies also have to be broad enough to implement site enhancement opportunities which if successful will undoubtedly make a valuable contribution to the wider environment.

Social and economic criteria also have a role to play if a course is to be managed successfully.

Just as farmers and landowners are seen to be the custodians of the countryside those that own or manage a course could, albeit informally, take on a similar role (a kind of amenity and environmental stewardship).

- this study has shown that this is an area that needs considerable improvement if the potential courses undoubtedly have are to be realised. It is an area that is extremely important if golf is to break down the barriers that many individuals/organisations have relating to its environmental image.
- "best management" practice holds the key management strategies often under-developed.

## **Water Resources**

- too many water features on courses, unless they are tied to sources of on-course irrigation their use and development as features should be considered against a wider environmental background
- a greater need to use and develop

further those grass sward species that have drought tolerance characteristics.

I have only touched on the overall findings of the study in this article, but clearly I have more substantial research data on the above items and more. One issue that became crystal clear during the study relates to independent guidance. Without question this is an important factor in terms of establishing a way forward. As this study was entirely based upon independent foundations it does provide through its conclusions and recommendations guidance that is wholly independent (inclusive of future trends).

Many of the issues surrounding golf development in terms of amenity and environmental impact need to be considered against independent guidance and where it exists "best practice". To this end I am happy for individuals and/or organisations to contact me and I would be particularly interested in helping those individuals, groups and/or associations who believe as I do that golf course development can if the right pathway is steered benefit the wider environment rather than harm it.

For information, I have a particular interest in the management of courses particularly at strategic level and an interest in the planning and wider community potential of golf development.

Dr Roger Bennett M.Hort.  
(RHS), M.A., D.Phil., F.I. Hort. is  
Principal of Askham Bryan  
College, Askham Bryan, York,  
YO2 3PR, England. Tel: 01904  
772202.

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**You may think that your local rep has life easy, but a look at the day in the life of a rep might change your opinion...**

# The grass is always greener

While the vast majority of greenkeepers are extremely attached to their jobs and content with their way of life; regarding golf courses as infinitely superior places upon which to carve a living, there is nevertheless something in their psyche, deep down, that causes them on occasion to cast an envious glance at the other man's lot.

Mild cases of envy are, of course, altogether acceptable human traits. Certainly they cause no harm, while the odds-on bet when it comes to a declaration of which man's grass is greenest, surprisingly often focuses on the machinery dealer. This is not altogether unexpected, for in the eyes of the greenkeeper, the dealer – or more specifically the dealers' representative – on the face of it does appear to lead a charmed existence.

To look into the dealers role and to present a more rounded picture, Greenkeeper International took the opportunity recently to spend a day in the company of a typical dealership – Ernest Doe & Sons – a firm whose solid, long-established foundation has just been celebrated by 100 years of successful trading.

To be fair, Ernest Doe's are an exception rather than the rule, for they employ the largest number of staff in any dealership by far – over 400 at last count – while irrefutably they are Ransomes' largest Professional Products dealers. With 14 branches and over 100 service vehicles, theirs is a web that expands visibly through sophisticated main-frame computer networking; for parts, machinery, accounting, indeed

every conceivable scrap of minutiae is logged and accounted for, plus a holding of over £300,000 in Ransomes' spare parts alone.

Though as old as the century, Doe's in 1998 are as modern as the latest apparatus shown on Tomorrow's World; clearly successful and set fair upon a spirited programme of continuing expansion.

For the purpose of producing this article, the visit was restricted to a single location, Esher, in Surrey, the youngest in a long line of Ernest Doe/Ransomes dealership bases, all strategically placed around the east, south, and south east of England. In serving parts of SW London, Surrey, West Sussex and Kent, the new Esher dealership is unique for Doe's in attending exclusively to the needs of the fine-turf industry. This is the first dealership within the company's empire not to deal also in the farm implements and agricultural machinery upon which much of Doe's success has been founded.

Guided by a general consensus of opinion and a peek at the EEC barometer, which indicates that farming in Europe is in a condition of 'slumber', aided, no doubt, by a strong pound, a decline in world wheat prices and a host of meaningless governmental restrictions, Doe's decision to plump for selling professional turf care products in exclusivity at Esher came as no surprise. Proof of their smart thinking can be seen in the healthy volume of business generated in just nine months since opening.

Perhaps the first question to pose might be 'what is a typical dealer?' Simply stated, the definition is one who buys and sells, thereby making a profit. Yet even the most naïve will appreciate that to succeed in dealing, a high level of investment by way of after-sales support is necessary. Service, repairs, maintenance, spare parts supply, product training, all serve to create the successful dealership make-up.

This typically is the case at Esher, where Branch Manager, Phil Bush, leads a team of nine skilled personnel, while continuing on occasion also to doff his salesman's hat in servicing

and cultivating special accounts. "Busy" is a word that's barely adequate to describe this man's working day, which begins at much the same time as most greenkeepers begin theirs, though for Bush it means a heart-in-mouth scramble round the M23/M25 racetrack, enough to strike terror in all but the very bravest.

Around 7am each morning he begins work on site by supervising the arrival of spares and equipment, delivered daily by Ransomes', aided by the very epitome of a human computer; spares wizard, Sue Kemp. Meanwhile salesman, Brian Ryder, initiates the loading of the first of several pieces of machinery contracted for hire – a Cushman aerator, a compact tractor, followed by a couple of golf cars, later a Ryan Sodcutter – all of which must be on site early enough to justify honest value from their hire. These will be trailer hauled behind a 4x4 Maverick, refreshingly used for its rightful purpose and visibly conspicuous as a proper working vehicle, especially among those who tend to favour 4x4s for fashion alone, never sullying their Firestone's on anything that looks even vaguely like dirt.

It is at times like these that one realises the importance of the salesman's place in the maelstrom of everyday events. Indeed, far from having it cushy, the dealers' rep. is often expected to be in a dozen different places at once, which explains why splitting his day into planned segments and forever juggling with Old Father Time is a skill that makes the difference between success or failure.

The retail store must be up and running by 7.30am, the all-important parts salesman topped-up with essential supplies for his van before being dispatched on his rounds, while the workshop crew will be assigned work on essential machinery maintenance; mower blade grinding, the renovation of work-weary machinery, plus all manner of trouble-solving. In these departments there's rarely a dull moment, either.

Finally settled at his desk, Bush begins by surfing through e-mail, checking computer stock print-outs, listening to several overnight recorded





messages and returning each call promptly and impressively, this between taking live telephone calls and at all times demonstrating the wealth of knowledge essential to the running of an effective dealership.

It becomes patently clear to the onlooker that information is the very life-blood of efficient dealing. In stocking a multitude of items – everything from a split pin to a fleet of Ransomes grass cutting machinery – there's no room for indecision. Thus "I don't know" translates more readily into "I'll find out and get back to you."

One is aware also that with a phone that seems never to stop ringing, infinite patience, unquestioned scholarship, product awareness, (both of their own range and those of competitors), keeps every team player very much on their mettle. Each tiny spare part must be understood by number or description, as also must the heart of its working parent. Product training days therefore are an essential part of a dealers efficiency, and regular training periods are set aside, including tailor-made workshops staged by Ransomes at their Ipswich headquarters.

Forward and following the sales trail now; there are very few people as familiar with the maze of roads encircling London's airport than Brian Ryder. While negotiating uncharted back-doubles, Ryder speaks of his selling experiences, echoing much of what had been uttered earlier by Phil Bush. It's clear they're on the same wavelength, for one remark, "all things being equal, people would rather do business with a friend, so we cultivate friendships," made eminent good sense, yet we agree there are far too many horror stories of 'couldn't care less' attitudes, and these not always confined to the scapegoat public sector, either.

Ryder is firm in his opinion that people buy from those who make it easy to buy from them, so as common practice he and his colleagues work harder at accommodating any special customer requests. In that way, a trust is soon established between prospect and vendor, whether its an issue of price, quality or quantity. "It's a question", Ryder says, "of making people feel comfortable."

There's an element of cold-calling – knocking on doors – in every salesman's day, for this builds the basis for future growth. 'Make new clients but keep the old' is a familiar ditty. Ryder, it appears, is a clever inquisitor, rarely pressing for an order, but probing and pondering over a customer's perceived problems; how they may be solved, how his organisation might well provide the solutions.



From the conception commonly held, it's easy to appreciate why greenkeepers' think of dealer reps as 'having it made'. The comfortable salesman's style is shown at its finest as the afternoon unfolds, with Ryder travelling next to Ashford Manor Golf Club and an appointment with Course Manager, Terry Huntley, an activist in BIGGA's Surrey Section and a skilled practitioner who holds forthright views.

There's an element of chewing the fat, of course, with Ryder showing a keen interest in Huntley's tastefully remodelled greenkeeping facilities. A whistle-stop tour is called-for, with time also to admire Huntley's spirited rebuilding of Ashford's 13th tee. Under such circumstances, commercial conversation evolves rather than being dictated. Huntley's business of the day is lightweight; nothing save a seasonal demand for a piece of kit, which Ryder will satisfy through a short-term rental contract. Yet in Ryder's display of empathy and understanding, the doors at Ashford Manor open yet wider and allow for many future sorties; a juicy prospect, in fact!

More miles now and it's approaching 4.30pm. The next hurdle is dodging through sprawling suburbia and traffic build-up, for there's one call remaining. Will the client still be there? It's best to check, so the essential cellular 'phone is cranked up and a voice crackles over the ether; "Hey, it's good of you to touch base, Brian, we guessed you'd been highjacked!" There's no hint of customer irritation, but for once it seems the clock has won the day, thus an appointment is established – right there and then – for a rendezvous "first thing in the morning." No, wait a minute, I'm sure he said "at first light!"

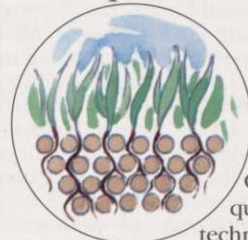
In focusing again toward the purpose of the exercise, the thought occurs that if this is a typical salesman's day, these dealers make their profit the old-fashioned way. They earn it.



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# Around the green

## Keeping in touch with news and comment from the Sections



**Scottish Region**  
Peter Boyd  
Tel/Fax 0141 616 3440

### North

The rush of new members has begun in earnest as we welcome the following, from Downfield GC, Alistair Turnbull and Mark Ritchie; from Moray GC, Douglas Lambie, Peter Fisk, Kevin Thomson, Mark Cordell and Stuart Grant; from Royal Aberdeen, Graham Dawson, Alan Stewart, Steven Frost and Martin Fullerton; Andrew Leslie; from Forres GC; Richard Macintosh from Kingussie GC; Andrew Mellon from Stornoway GC, and, last but not least, Craig Campbell, a student from Thurso. Keep them coming.

Members please take note that to save on postage entries for Spring and Autumn outings will be sent out together this year, so put your Autumn entry in a safe place for when it needs to be returned. Please also note that a guest is only allowed to come to one outing per year now, and a guest greenkeeper only once as hopefully he/she will enjoy it so much and join the Association right after.

Two lucky members from the Section will be at Augusta for The Masters this month. Gordon Moir, St Andrews, who is travelling over with the ex North man, Charlie MacDonald, and Ian Carson, Nairn. I am sure they will have a great time as I did two years ago.

I am happy to report that the missing library books have turned up and we have a full complement of books again. Phone Dougal on 01224 740329 for details.

Finally, have you paid for your 200 Club ticket yet? Or at least informed Stewart that you will be paying for it either soon or at the Spring outing. The Spring outing will be at Fortrose and Rosemarkie on Thursday May 14, you better get your entry back quickly to ensure you are in the field.

Iain Macleod

### Central

We start this month's report with the terrific news that another 18 new members have joined the Section and we extend a warm welcome to Michael Doris, Allan Paterson, Scott Fenwick and Stuart Stenhouse all Gleneagles; Mark McLeish, Steven Martin, Mark Campbell, Gary Reid, Paul Keyworth, all Carnoustie Links; Ian Spence, Elmwood; Steven Turner, Alloa GC; Gary McLaren, Ian Smith, Leven Links; Shaun Pilling, Dunnikier GC; Lloyd Stevenson, Alva GC; Donal Burns, Brucefields GC; Donald Gardner, Scoonie GC and Darren Laing, from Drumoig GC. If we keep going at this rate we will have no problem of achieving our target of one new member every week, so keep up the good work of encouraging new members to join!

Last month over 30 members enjoyed a visit to the impressive

new premises of Scottish Grass Machinery at Inverkeithing, (this was a pleasant surprise, as only 12 had taken the bother to return their forms). It is the intention of SGM to construct a golf green, tee and fairway demonstration area adjacent to their premises, where machinery can be tested prior to purchase or following servicing. Our thanks and best wishes for a successful future go to David McInroy, Roy Auld and everyone at Scottish Grass for a most interesting day and excellent refreshments.

I recently received a letter from former Section member Stuart 'Sid' Mackie, who is now at Five Lakes G & CC in Essex, he sends best wishes to Kenny Duncan and everyone at Dunfermline GC and to all the greenkeeping staff at Elwood College especially Mike "Eat my doughnuts" Clark and Ian "I'll buy that club from you for £40, but pay you sometime" Butcher. Sid hopes to attend some of our events during the summer when I have no doubt there will be a lot of reminiscing done over a few drams.

A date for your diary is Monday, October 5, 1998, this is when the Autumn Tournament will be held at Crieff by courtesy of the directors of Crieff Golf Club.

I am looking for a venue for the Spring Tournament in 1999, so if anyone is willing to host this event, or has thoughts on where they would like it played, please get in touch with me as soon as possible.

Andy 'Pele Maradona' O'Hara

is hoping to organise a challenge football match against other sections during the summer, so all you budding stars better keep yourself in tip top condition, as you may be getting that long awaited 'phone call from Andy very soon.

Best wishes and every success for the future, from everyone in the Section, go to Janet Adamson, Janet has been Membership Services Officer with BIGGA for the past two and a half years and is leaving to take up a new position in London. Thanks for everything Janet, hope all goes well in your new employment.

John Crawford

### West

The season is here and all courses must be wet but full of growth due to the beautiful temperature over the last few months. Greens have to be good as nobody has been on them, well that's my story. Some dry weather is required but, wait a minute, just as I write this, winter has arrived, snow, frost and cold temperatures, why are we keeping on greens?

Let's get on with business, recently all members should have received a note of the different events and venues for the coming season. I hope this is to your liking. Our suggestion recently was organising a rugby match between Sections, so let's have some more ideas.

The functions have been a success so far, with the game's night at Claremont Bowling Club on



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# Around the green

## Keeping in touch with news and comment from the Sections

Thursday, February 26. This was attended by 30 people some of whom were only observing. But what a surprise, Robert Bruce (crutches and all) arrived to enjoy some refreshments. Nice to see you on the mend (football at his age) a couple of golden oldies, Jim and John Robb, nice to see them in such high spirits and boy were they on high spirits, good to have a wee talk and see you in such good health. In all, 24 took part in a very enjoyable evening, with event winners, Charlie Goodall and Steven Hogg, winning five out of five events. Their opposites were Brian Hillan and Neil Gibb, we tried to discover what the fee was for such a white wash but no figures were disclosed. The prizes were donated and thanks to John Scotts for his contributions. Thanks to Claremont for once again holding the event, its a good quiet venue, pies and help and Gary Burns for the supply of games. A mention to Gavin Jarvis for preparing the publishing sheets and the tables for results, well done everybody concerned.

The other event attended was the Scottish Annual Conference at Dunfermline College. This proved a very worth while day and thoroughly enjoyable. I would recommend to anybody a full report will be included by the Region Administrator. Thank you Peter for your efforts and returning my wallet.

Remember gentlemen to return your Spring outing forms soon as this is sure to be well attend-

ed, a bus is being considered.

Once again if anybody has a problem or an interesting fact then please let me know on 0141 942 5554, I hope Bobby Granger is back to full health and see you soon.

S Taylor

### East

In January a number of Section members attended BTME at Harrogate and yet again this year it was a superb show well run, lots to see, some very interesting seminars with good speakers with very good topics that kept everyone interested. The nightlife was as usual superb with the chance to meet up with old friends and new and discuss things that have happened over the past year. Thanks to HQ for all the organising of the Conference, Show, Seminars well done and also to Peter Boyd, our new Regional Administrator, for his organising of the Scottish Region trip to BTME and I am glad to say he lasted the pace of a very hectic week. It was good to see Elliot and Edwa Small on the trip again this year the only thing I can't understand is why Elliot would not give me his room number in the hotel! (strange). Next month I hope to have a couple of articles from our two patrons award winners Gordon Trotter, Glencorse, and Robert Thomson, Peebles, about their trip to BTME 98, so just remember in 1999 it could be you.

The East Section would like to wish Tom Brannan, Hugh

Murray and Kevin Brunton all the best on their new business venture Greentech (Sportsturf) Ltd.

The first section tournament of 1998 will be at Royal Musselburgh Golf Club on Tuesday, April 28, 1998. Entry forms will be with you shortly so fill them in and get them back before the closing date as no entries will be accepted after this date and the Committee's decision is final. Also, remember this is the second qualifying round for the 1998 Ritefeed Classic. I would like to send the best wishes of the Section to Robert T Bruce, Ritefeed, who, on the Sunday before BTME, in January was playing football for the Scottish Greenkeepers v the English Greenkeepers in the annual match that Ritefeed sponsor yearly in Harrogate when he injured his knee (not even in a tackle). So Robert we hope to see you up and about soon in the East Section and all over Scotland. Subsequently Robert's £2.75 million transfer to Barcelona was withdrawn and he is staying where he is.

Well that's it all for this month the new season is just around the corner so I hope everyone has a good season ahead.

If anyone has any news I can let the Section know about give me a call on 01620 842037 (home) or 0131 4457105 (work) and I will put it in a future article.

See you all next month.

Chris Yeaman

### Ayrshire

The Section goes into the new year with our biggest number of members ever - 135. Among the latest new members are Ian Campbell, Mark Campbell, Douglas Neilson, Robert Glasby-Locke, George Payne, Paul Tulloch and Scott McLean. It is also nice to see Charlie White, from Largs, joining again. I hope to see you all through the year.

our committee for the year is as follows: Chairman, Jim Paton, West Kilbride GC; Vice Chairman, Duncan Gray, The Pines Golf Centre; Secretary, Derek Wilson, Irvine GC; Committee, George Brown, Jimmy Johnstone and William McMeikan, all Turnberry Hotel, Harry Diamond; Brian Finlayson, Kilmarnock Barassie; Ian Barr, Beith GC and Robert Bruce, RiteFeed.

The committee will be working hard for you this year to provide a programme of outings, functions, and a seminar which we hope will provide something that you will be able to attend and gain some knowledge or fun at.

The first thing that I would like to address as Chairman is the lack of communication which you encountered last year and to this end I have asked our new committee member, Ian Barr, to organise a regular column in the magazine. Ian's address and telephone number are 50 Dennyholme Wynd, Kilbirnie Tel: 01505 683278.

Jim Paton.

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*Comment From Walter Woods  
St. Andrews Links Golf Course supervisor*

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## Keeping in touch with

### North West

What a strange month February has been. The month began with warm, dry weather, the grass still growing and the courses looking good with fairways striped, and every thing looking green due to the mild winter. Today, 27 February, the temperatures have dropped, snow, hail and rain seems to be the order of the day, and the wind chill factor is below freezing. Still I suppose we can count ourselves lucky we do not have to deal with hurricanes like those that just hit Florida.

I am glad to see that you have received your fixture lists at last. They were late and I do apologise but it was no fault of mine. After many hours writing letters to golf clubs for permission to play tournaments, time spent with graphic designers and printers to ensure the fixtures were right, folding cards and seminar applications, filling and sealing envelopes and addressing and stamping envelopes. Then came the easy part. I delivered 600 letters to the GPO sorting office on the February 9 and you guessed it,

they got lost. After many phone calls and visits to the sorting office I gave up hope and had to go back to the printers and start the whole process again. This now leaves me with claim forms to fill in hoping to claim back the £423 cost for the second lot of printing, stamps and envelopes.

Now that you are aware of the year's events you will see that we have the spring tournament at Childwall Golf Club on Thursday, May 14. This is also a qualifier for the Regional final of the RiteFeed Classic at Mere Golf and Country Club on Monday 29th June. You will need to register for the spring tournament not later than Friday 8th May. Any entries after this date will not be accepted. All entries including a cheque for £15 must be sent to: Bill Merritt, 225 Utting Avenue, Walton, Liverpool, L4 9RB. Lunch will be served between 12 noon-1 pm. The tee is from 1.30 pm to 3.30 pm.

That seem to be it for now but any queries or news, contact me on 0151 724 5412

Bert Cross

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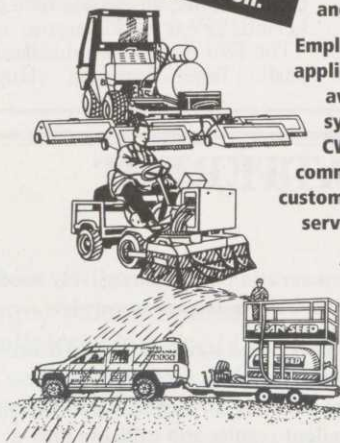
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### Northern

All the 1998 golf tournament venues have now been confirmed. I am a little disappointed to hear that members are criticising the quality of some of the venues. If they would like to have a go at the difficult task of sorting out this part of the section secretary's workload, please feel free to offer some of your time. The venues, dates and start times are as follows:

Spring Tournament, Bradley Hall GC, Tues, April 14, 10.30 am; President's Day, West Bradford GC, Wed, June 3, 1.30 pm; Roses Match, Swinton Park GC, Wed, August 26, TBA; Invitation Day, Aldwark Manor GC, Wed, Sept 2, 1 pm; Autumn Tour, Bridlington GC, Tues, Oct 13, 1 pm; Winter Golf, Keighley GC, Wed, Dec 9, 11 am.

Anyone wishing to play in any of the above tournaments must

send full payment of £15 in at least one week prior to the event.

A ten pin bowling evening has been organised for May 13, 7.30 pm at Keighley Bowling Centre. Anyone wishing to come along must notify Phil Mitchell on 01535 681933 and send payment of £10/person to 5 Well Street, Keighley, BD21 2DU. This includes two games of bowling, food and small winners prizes. If the evening is a success, similar events will be arranged at different locations.

Congratulations to Alan Court on his new appointment at Bradley Hall GC as Head Greenkeeper. Alan takes up the position after more than twenty years at Huddersfield GC. This should be a challenge for you to get the place in good 'ackle' for this years Spring Tournament.

Anyone with any news from within the Section please contact me at 1 Cockley Meadows, Kirkheaton, Huddersfield, HD5 0LA at home on 01484 317813 or mobile 0411 601420.

Simon Heppenstall

### Cleveland

Thirsk and Northallerton GC

have a new 9 hole course built to USGA specification and 60/40 root zone. Also, after six months in play they are in perfect condition, said Head Greenkeeper Bill Rank! Thirsk are delighted with the popularity and claim visitors and income to date, are most satisfactory. Progress is being made with the forthcoming building of a new shed, with help from the lottery fund.

Sorry to learn that George Malcolm had slipped while out walking and has cracked two ribs, causing him a lot of discomfort. We do hope you improve George.

Bob Lawton, Billingham GC is pleased with multicore aerater which has made greens drier and firmer. Keep up the good work Bob.

Geoff Ward, First Assistant at Blackwell Grange GC, Darlington, has been appointed as Head Greenkeeper/Course Manager by Eaglescliffe GC. He takes over from Bruce Burnell in April and they both will work together for three months prior to Bruce's retirement in July.

Cleveland BIGGA Spring

Tournament is to be at Eaglescliffe GC on Wednesday May 6 at 1 pm. It is also the RiteFeed qualifier.

I have been Head Greenkeeper of Eaglescliffe GC since April 1964 and I retire in July 12/98 aged 65

As this is my final news report, I want to say thank you to all our Section members for their cooperation over the years. We have a happy section and I wish you all every success for the future. Thank you.

The new reporter is to be Kevin Heslop of Brancepeth GC, Durham. His home address is: 1 Scription Farm, Brancepeth, Durham, DH7 8DB, telephone number 0191 378 1912.

Bruce Burnell.

### Sheffield

On 5th February we held our winter lecture at Rotherham Golf Club. The lecture was attended by around 50 of our members. Our thanks go to David Evans, from Maxicrop, who gave a very interesting lecture on Seaweed, which was enjoyed by everyone present.

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## Keeping in touch with news and comment from the Sections

On May 12, Brian Booth, from Rigby Taylor, is running coach trip to the STRI. Anyone who is interested in going would you please contact Ron Ullathorne on 01405 765322. The coach will be leaving from Tankersley Park Golf Club at 9.30 am.

**Golf Dates:** Spring Competition and RiteFeed Classic Qualifier: Notts GC on April 27, Tee Off at 2.20 pm; Summer Competition (which will be 18 holes only): Worksop GC on July 1, Tee Off at 1 pm

Please note that people booking meals only for golf days and do not turn up will still have to pay for the meals!

Finally, congratulations go to Jeremy Duffield and his wife on the birth of their son recently.

John Lax

### North Wales

The first snow of the year has arrived as I write, it makes a change to have some normal weather, I've been cutting fairway rough, well everywhere really, not bad weather for June! At least it looks like a golf course, unusual for this time of

year and yes the competitions have started.

An excellent day was had at the Welsh College on 18 Feb with some very informative speakers, it was well supported by the trade and there was a good turnout of greenkeepers etc, nice one Graham. Keep up the good work.

Your committee would like to know if there are any of you whose club would be willing to hold one of our golf days, they are always well supported and will put quite a bit of money over the bar because we all know greenkeepers are a thirsty bunch after a hard day on the course. We are looking for dates in April/October/December, anyone who wants about 100 greenkeepers hacking, oops, I mean playing around your course please contact me on 01824 710693.

Finally on a sad note Mal Westcott who was the Mechanic/Greenkeeper at Northop Country Park passed away on January 31 aged 60. Our condolences go out to his family, friends and colleagues.

Dave Goodridge



**Midland Region**  
Peter Larter  
Tel: 01480 437507

### East Midlands

On February 18 the Section paid a visit to The Oxfordshire GC running a free bus for all members. The day was well supported with 35 members attending a very enjoyable and educational day. On behalf of the Section I would like to thank David Gower, Course Manager, for allowing us to visit his fine golf course and a special thank you to Deputy Course Manager, Brian Benzie, for showing us around The Oxfordshire. Also I would like to thank The Oxfordshire GC for their hospitality. Finally I would also like to thank Graham Arnold for his work in organising the coach. If any members have any ideas for future venues I would be pleased to hear from you.

On a sad note, I was extremely sorry to hear of Bob Holt's recent illness and would like to wish him a full and speedy recovery.

Hopefully we will see Bob very soon at Section events, as the days are not quite the same without him.

Brooksby College has again arranged a series of lectures for all greenkeepers. On May 21 the subject is Conservation on the golf course, by Sally Mowsley. The following week, May 28, we visit Leicester City Football Club for a tour of the Filbert Street ground by Head Groundsman, Chris Parry. Both Lectures start at 7 pm and for further details you can contact Paul Greene at Brooksby College.

I would also like to remind all members to ensure that their entry forms arrive back to me before the closing date for any Section event. This is because numbers, meals and Tee-Off times have to be confirmed with golf clubs, therefore late entries cannot be accepted.

The Region has set up a phone line for all greenkeepers who would like to discuss any issue relating to greenkeeping and work related matters, members can either call Paddy McCarron on 0116 273 9189 or Peter Larter on 01480 437507.



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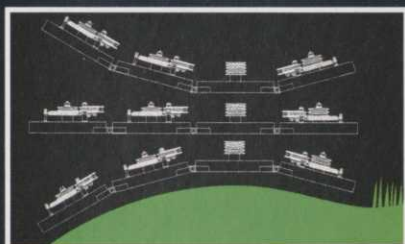


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Finally, if you have not received your entry form for this year's Spring Tournament to be held at Beeston Fields GC on May 13, could you please give me a ring and I will gladly send you a entry form. Please remember if you wish to play in any Section golf day your form must be returned to the Secretary before the closing date. Also to all those attending the day, may I thank you for your support and wish you a most enjoyable day.

Antony Bindley

### Midland

Well it's that time of year again, everybody still has the hangover from BTME and the season is almost on us. BTME always gets better every year, I am sure you will agree. For those of you who went to the show you will be aware of the launch of the grand raffle to raise money for the building fund for the new offices at HQ for those of you who are not aware of this raffle then you will be interested in this next information. I have now got tickets which are available to buy and you can then be entered into the prize draw which will take place on the June 22 at the

Annual Golf Day. When buying a ticket you will also receive a badge depending on the value of your ticket purchased, the prices are as follows: £1 per ticket, £5= 1 bronze badge, £25= silver badge, £50= gold badge.

By the time you are reading this report you should all have received your fixture cards and applications forms, if there are any problems please contact me on 01384 292396.

On behalf of the Midland section and his friends at Little Aston Golf Club I would like to wish Alan Borraston a speedy recovery from his recent ill health. Alan is always a keen member of the Section and is known to a great number of the members. Get well soon Alan.

I would like to finish by introducing a long list of new members to our section: Martin Sowerby, Nicholas Bird, Jason Cunningham, Colin Foxhaff, Simon Finch, John Miklausie, Darren Yates, Paul Freeman, Graeme Couchman, Ian Beech, Steven Edwards, Barry North, Anthony Duffy, David Bevan, Paul Quinn and Anthony Weekes.

Jonathan Wood

### East of England

Not much to report this month apart from the Section does now have a computer/printer and your secretary will hopefully get to grips with it, so you may see some changes in the format of your notices.

The Section is looking for trade members to sponsor the postage for communications for the section so anybody interested please contact Graeme MacDonald.

The Midland Region is to set up a Greenkeeper Support Group. Anybody who wants to talk to a fellow greenkeeper with any problems contact 0116 2739189.

The fixture list for 1998 is as follows: April 8, Burghley Park - PGM and Barenbrug Seeds; May 5, Lincoln GC (Torksey) Purdeys and RiteFeed Qualifier; June 11,

Tyston Park - Rigby Taylor; June 24, Stoke Poges - RiteFeed Regional Final; July 15, Northshore - Burdens Groundcare; August 20, Oundle - EOE v E Midlands - Toro Shield; September 15, Toft GC - EOE v Secretaries Association, Chandlers Cup; October 26, Belton Woods GC - Fieldcare Texas Scramble, AGM

The Section has a Smith Corona Word Processor/typewriter for sale if any members are interest please contact Graeme MacDonald 01636 626564.

Graeme MacDonald

### B B & O

The first golf event of the season takes place at Reading Golf Club on Thursday 16th April, hopefully everybody received their invitation (if not please inform asap). The tournament is also the Ritefeed Qualifier for the Regional Final. Fortunately for us the Regional Final is to be played at Stoke Poges which is just down the road. This means anybody qualifying will not have to travel hundreds of miles to participate. This actually means that the old excuse of teams in the past about being "too tired" after travelling will no longer apply, so hopefully the B B & O can seriously compete for the major honours at last!

I mentioned briefly, last month, that The Oxfordshire was looking for some volunteers to assist with bunker maintenance during the week of May 14-17 at the Benson & Hedges. At present we have a list of volunteers organised but David assures me that

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they could accommodate a few more helpers. If you would like the opportunity to assist in setting up a course for a prestigious PGA European Tour event then please contact myself asap.

Remember we are holding our Summer Competition there in August so this would go some way to thanking them.

Also, Chris Kennedy is looking for volunteers to rake bunkers during the Volvo PGA at Wentworth, this will be run similar to the scheme at The Open where you are allocated a group to follow. Imagine walking inside the ropes alongside Woosie or Seve!

I recently attended a Regional Board meeting at Northampton along with our Chairman R. Clark. The main thing to come out of the meeting was the proposal to set up a Greenkeepers Support Line. This will give Greenkeepers in our Section the opportunity to discuss in the strictest confidence any problems which are causing them sleepless nights. Working with mother natures brings its own stresses as we all know, so I'm sure this line will be busy. The scheme will run for a 6 month spell at which point it will be assessed, with the possibility of it becoming permanent. The number to phone is 0116 2739189.

Lindsay Anderson 01491 578147



**South East**  
Derek Farrington  
Tel: 01903 260956

## London

At Hadley Wood GC, a massive earth moving operation began back on September 10, 1997, in order to create a new irrigation reservoir. The existing lake had 9,000 cubic metres of silt removed and a further 27,000 cubic metres of soil was dug to extend the lake area, giving approximately five million gallons of water when full.

The new reservoir area threatened to alter the natural flow of the feeder stream, so a by-pass ditch was dug to divert the watercourse around the lake and rejoin downstream. The diggers moved out at the end of October and the Green staff had hardly time to draw breath before the Irrigation Contractors had rolled in to install a full greens, tee, approach and fairway sprinkler system. Due to the hard soil conditions, a chain trencher had to be used throughout the installation, which meant an extra arduous task for the Greenkeepers of removing the excess soil from the trench lines. The Contractors finished

at the end of February and Course Manager, Craig Handyside, is, and I quote, "dead chuffed" with the result. He would like to thank his Deputy, Rob Washbrook, and all the rest of the staff for the work done and help given, but most of all for preserving his sanity during all the upheaval.

At Northwood GC, the second phase of a tee renovation programme has been completed which involved four tees being remodelled. Construction work was carried out by Course Manager, Colin Fairley, and his staff with final levelling and turfing by Steve Pask using Inturf. Work continues with the renovation of ten existing bunkers. Colin has now been at Northwood for twenty eight months with wife Jeannie and young son Calum, having previously been in charge of a new course in Holland.

A new bore-hole has been drilled at Finchley Golf Club under the eagle eye of David Montgomerie, who estimates he will be able to extract up to 10 cubic metres per hour. Simultaneously a further ten bunkers are being constructed by Contractors C J Collins.

Date for your Diary - The RiteFeed Classic will be held at Highgate GC on Tuesday, April 21, 1999

Peter Hopkinson

## East Anglia

On February 10 five members of our Section were invited to Eastern College near Norfolk. We were asked to give some advice on setting up college courses at NVQ Levels 2 and 3 in amenity horticulture. Steve Millard and myself managed to arrive without mishap but on meeting Roger Plummer, David Childs and Ernie Hart we discovered that Ernie had managed to direct Roger and David down roads where as Roger explained you might meet a stagecoach or the odd Highway man was in hiding.

We were met by Paul Metcalf and had a chat about NVQ course and how the college was working towards certification with City & Guilds. Bryan Clarke then took us all on a tour of the college grounds and showed the group the new facilities that were going to be in place in the autumn of this year. Another meeting is due to be held late in March and I will report on further developments later in the year.

On Thursday, February 26, Collier Turf Care put on their annual seminar at the Hotel Norwich, as usual John and Andrew and the team made the day go very well and the displays and presentations were of a very high standard.

The presentations were given by Justin Smith - ASE Solutech Ltd on "Soil and soil water movement" followed by Stuart Ashworth - Amenity Technology Ltd on "Nutrients cycling in the soil system" these concluded the morning lectures. In the afternoon Dr Tim Lodge, Agronomist with the STRI in East Anglia, spoke on "Irrigation strategies for fine turf". I found the presentations very informative and very poignant as this area of the British Isles has the lowest amount of rainfall in the country, and also managing irrigation systems along with fertiliser application is so important to us all. Once again all my thanks to Collier Turf Care for an excellent day hope to see you all next year.

Ian Willett

## Essex

With our membership now reaching 185 we would like to take this opportunity to give a warm welcome to the following new members:

Dean Ricci, Gosfield Lakes; David Gibbons, Langdon Hills; Terence Blowers, Burnham on Crouch; Graham Saunders, Orsett; Stuart Jenkins, Romford; David Bush, Stoke By Nayland; Neil Cordery; Gordon Hadley; Thomas Baird and Eric Mead, Ilford Golf Club.

Once again the main playing season is upon us with our first golf competition, the South East Regional Qualifier, to be held at Burnham on Crouch GC on April 22. For further information contact Richard Pride on 01268 752281.

A note for all committee members the next meeting is to take place on April 14 at 2 pm at Bentley GC.

If anyone has any news from around the section please contact me on 01702 522202.

Wishing you successful green-keeping and good golfing.

Dave Wells



**South West  
and South Wales**  
Paula Humphries  
Tel: 01363 82777

## South West

A beautiful spring like day greeted 42 greenkeepers for the Lawson Trophy at an immaculate Bath GC at the end of February. The course was in amazingly good condition thanks to Guy Woods and his crew and, even more amazing, Michael Fawcett did not win. That particular honour went to our Chairman, Chris Sealey, after taking the course apart with his own particular brand of power golf and coming in with a very impressive 39

points. 2nd went to J Bryne on the back nine with 35 points and third was Nick Wilson showing a welcome return to form. Nearest the pin was Nick Perkins and not a Mr M. Mouse as some wit had put down. The nearest the pin competition raised a splendid £50 for the golf clubs charity; research into Parkinson's Disease. A special mention must be made of Phil Greenway who also managed a superb 39 points but being a trade member was not allowed to receive a prize. Sorry about that Phil but thanks for coming anyway.

Huge thanks to George Sinker, from Lawson Products, our sponsors for the day, for providing all the prizes. Thanks also to all at Bath GC, including Paul Ware the Secretary, Wendy and Peter for the food and David behind the bar for such a great day which was rounded off with a scary talk from Duncan Stewart, of Envirogreen.

Paul Jenkins, from Lilybrook GC, is at the moment obtaining details of a fire safety course to be run by Gloucestershire Fire Service and so if anybody is interested then please give me a ring. We are also running a First Aid course in the very near future, I do not know exactly when but contact me on 01380 828380 if you will be needing to save any lives and I will get you down for that one.

The Section has now received a batch of badges for the Buy a BrickFund for the new HQ, so all donations of a fiver receive a badge and free entry into the grand raffle in which prizes include a night out with Janet Adamson and Sami Collins or something like that. So please all donations are gratefully received. Please contact Peter Baymon about that one.

Coming up we have the RiteFeed Classic at Isle of Wedmore on April 21 and then Westurf on the 29th at Long Ashton. This is Paula's first Westurf and it promises to be a very good one so please, please come along and bring all your colleagues, Greens Chairmen, committee members, Ladies Captain etc etc with you and hopefully we will see you there.

Marc Haring

## South Coast

Our Quiz Night was held at Bramshaw Golf Club on February 4. Unfortunately it was not very well attended. We managed to muster three teams. Not very good. I would like to say thank you to the people who did turn up. They were Fred Deamon and his team from Alton, Tony Gadds team and Adrian Wiltshires team from Bramshaw Golf



Club. Yours truly was the Quiz Master. It was an enjoyable evening, but would have been a lot better with more support.

Our Seminar was held at Sparsholt College on Feb 26. We had quite a good attendance. However, the numbers were down on last year. Tony Gadd, our chairman, started the proceedings by welcoming us all. He thanked the sponsors and the college for their support. He then handed over to our Regional Administrator, Paula Humphries, our Chair Person for the day. Our first speaker was our National Chairman, Gordon Child. Gordon kindly stepped in for Allen Mitchell who has been ill for the last couple of months. Gordon gave us a talk on his career in greenkeeping spanning over 50 years. He mentioned some of the great golfers Henry Cotton, Bobby Locke, Arnold Palmer and his idol, Sam Snead. Some of the courses he had worked on, his first, Royal Birkdale St Georges Hill, Moor Park and his last course Churston. You could listen to Gordon all day. Our next speaker was Janet Adamson our BIGGA Membership Secretary. Her talk was an update on BIGGA. This proved to be very interesting and opened the gates for lots of questions and discussions. After coffee we had our students presentation. James Braithwaite is the Deputy Head Greenkeeper at Long Ashton GC. James' talk was about how BIGGA had affected his career in greenkeeping. He is also a Toro Student Greenkeeper of the Year. A lot of his talk was about his trip to the USA. He then went on to talk about his present post at Long Ashton. After lunch we had a very well presented talk on fertilisers from David Truby, of Scotts Fertilisers. David covered just about everything from NPK various forms of Nitrogen, Slow Release, Trace elements to very beneficial to our young students at the seminar.

Finally, Robert Brewer, Course Manager and General Manager at St Mellion Golf Club, gave a talk about managing his club. Robert started his career as a greenkeeper. He then progressed right to the top of the tree. He covered a lot of the skills that he puts into practice in managing such a large complex. One point Robert did mention was that all greenkeepers who wish to go all the way, have all the facilities available to them, ie NVQ's, Master Greenkeeper and the management courses that are available from BIGGA.

Tony Gadd once again thanked Sparsholt College for continued support. The sponsors for the day, namely, Huxleys Grass Machinery, Driving Force Leisure, ISS Aquaturf, Gem Professional and Winchester Garden Machinery for all of their support. He then thanked all of the speakers for taking time out to make it such a successful day. Tony then went on to thank Paula for taking on the task of chairing the seminar. Last but not least our thanks to Gordon Child our National Chairman who conned me into buying Jim Arthur's book on Practical Greenkeeping. No, seriously it is a good book. It is as it says Practical Greenkeeping. It should be on everyone's bookshelf for all to read.

This is the last call for the 10th Westurf. Paula mentioned this at the seminar. A lot of things are on offer: Competitions, BIGGA hospitality tent, free glass of wine with a slice of anniversary cake and a panel of experts to solve all your problems. There is also a competition for members of the trade and a demonstration area. As I said before it will be a fine sunny day. Bring along your Club Captains, Committee Members, Secretaries and Club Proprietors. Make it a good day out for everyone. See you all on April 29 at Long Aston.

Ken Lodge

#### Devon and Cornwall

The Section's first meeting of the year was sponsored by Barenbrug Seeds and held at Bude & North Cornwall GC on Wednesday, February 4. The day started with golfing members competing in a St Andrews foursome format for the Barenbrug cup, our non golfing members were treated to an excellent workshop on Business Management for Greenkeeping which was presented by Robert Brewer, Course Manager and Golf Director at St Mellion International.

After an excellent lunch John Bardley, on behalf of Barenbrug, presented the morning's golfing prizes to the winners of the Barenbrug golf competition. John then gave a short presentation on Barenbrug.

Results: 1. Kevin Yeoman, Dartmouth, & Craig Earnshaw, Dartmouth, 39pts on back 9. 2. Shaun Getson, St Mellion, & Andy Parker, Crediton, 39pts on back 9

3. Tony Gooch, Torrington, & Peter Bond, Sidmouth, 39pts To conclude the superb day

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EBA	David Bracey	Bowling green maintenance	
STRI	Peter Winter	Any relevant subject	
Terralift	Rex Kimberley	Organic Products	
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Position

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*Entry forms and full details will be sent to nominees by return. You may photocopy this form.*



**TORO.**



Robert Brewer, Course Manager and Golf Director at St Mellion International presented our afternoon seminar on Business Management for Greenkeeping.

The Section would like to thank Robert for his excellent educational presentation, also our thanks must go to the day's sponsor, Barenbrug, for without them this meeting would not have taken place, also to my crew of Jason, Polly and Greg who always work so hard to present the course at its best, last but not least our thanks must go to Bude & North Cornwall for allowing the Section use of their facilities and all their staff who made our day run so smoothly.

April has arrived at last and those dark winter nights are starting to fade in our minds with our thoughts turning to presenting our courses in the best possible condition during the season ahead. What better way to help you achieve your goal than to visit Westurf on April 29 at Long Ashton Golf Club, Bristol where you will be able to see all the latest products and technology at your local turf care show.

Remember the Date April 29 at Long Ashton, Bristol.

Richard Whyman

## Northern Ireland

### North East

BIGGA would like to congratulate Emmet Curran, formerly of Foyle International, on his recent move to Downpatrick GC. We wish Emmet the very best in his new position. We would also like to wish Mickey O'Neil, of Fort William GC, a speedy recovery after his recent operation, I know Mickey will be looking forward to enjoying a game of golf.

Our North East Section would like to thank everyone who attended our recent social event held at Allen Park GC Centre. Many travelled a fair distance to attend that night. We all enjoyed a great night's entertainment of chipping competitions, a quiz and a talk by the evening's sponsor Maxi Crop.

The Chipping competition was won by Paul Lapplin of Royal Portrush (famous at last Paul) and the table quiz was won by Emmet Curran, John People and John Shields. Thanks also to Allen Park for

the use of their facilities and Martin Lavery for setting the questions for the quiz. At least we think we mean thanks.

Our Section will be holding a Golf Day on April 16 at Green Acres GC. This is an ideal opportunity for members to get involved in the game and get a handicap to enable them to take part in competitions you may even be eligible to play in the RiteFeed Classic at Malone GC. Anyone wishing further information please contact our secretary, Mark Farrell on 01849 429001.

Finally Greenmount College is keeping up its excellent tradition of Greenkeeper training by purchasing a new Kubota 2150 compact tractor and six Allett mowers. "We are committed to the highest possible standards of training in our industry, these new machines represent a substantial investment in that training" said Neil McLoughlin, a College Lecturer.

Eamonn Farrell

### South East

I'll begin by welcoming the new members to the South East Section who are, Terry Crawford, Course Manager, Clandeboye GC, Richard Capes and James McCreedy, Bangor GC.

Further to our first meeting the proposed agenda is as follows:

March/April Jacobsen Work Shop Day, May/June Golf Days, July The RiteFeed Classic open to all BIGGA members, with the final at Gleneagles, August BBQ exact dates for our agenda are to be confirmed so I'll keep you posted. Members will be notified of Golf Days.

In case anyone didn't know, our Section meetings are held on the first Wednesday of each month at a different location throughout County Down and Armagh in order to make each meeting accessible to all members.

Finally, I would like to thank Janet Adamson once again for her help in establishing the Northern Ireland Region and wish her every success in her new job.

Jonathan McCabe

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## Headland Amenity



# The



Ever increasing standards are being set for the dress of greens staff as more clubs realise that presentation is all important. However, while smart pullovers with the club crest look neat they cannot be called protective clothing nor are they ideal for working outside. In contrast, polycotton boilersuits or jacket and trousers probably do meet this criteria and are easy to launder, furthermore, they are readily available in many colours and designs. However, protective clothing can, and should, be construed more widely than this and considered as a head to toe concept.

Precisely what protection is necessary depends largely upon the particular job and the circumstances. The most basic protection is against the dirt and grass of day to day working, but perhaps most greenkeepers will think more readily of wet weather gear. Chemical protection is another dimension, and specialist wear, but one which probably brings up images of hot clammy suits (it needn't), while anyone employed with a chain saw will need a different form of protection. Strimming, hedgetrimming and brushcutting are other tasks which require the operator to wear specialised gear, while workshop work should require protective footwear at least.

Nor can dust masks and respirators be forgotten as there are many times when they should be employed, just think of strimming edges when the weather is very dry, or perhaps filling a sprayer, both tasks which will need a specific type of protection.





# protection racket

Hugh Tilley examines the world of protective clothing for the golf course

Those who suffer from chapped hands or dermatitis from handling chemicals, including fertiliser, should consider gloves, or perhaps if working with machinery, mitts.

These instances highlight the requirements for protective clothing which is suited to the task. In the past scant regard has been placed on protective clothing, however, changed perceptions as well as the advent of health and safety legislation means that it must now be regarded seriously. But there is more to protective clothing than safety, modern protective clothing adds a look of professionalism, and by keeping the wearer comfortable should add to productivity.

Protective clothing is available from a wide variety of outlets, but generally those closely associated with specific activities, ie suppliers of chemicals and fertilisers to golf clubs usually have chemical and weather protective suits, while the best place to locate protective clothing for chain saws and brushcutters will be at a dealer specialising in such machinery. Furthermore the supplier, should be the best person to advise on the most suitable form of protection. Wearing inappropriate protection is as foolhardy, dangerous and even as illegal as wearing nothing at all. However, there are specialist suppliers who may also offer a mail order facility - and these should also be available to advice with authority.

Normal everyday protective clothing such as boilersuits and work boots are also available from country stores. Head gear has not in the past received much attention, however, the last year has

seen protective hats specifically designed to protect against flying golf balls. In the past one of the problems with headgear has been "image" - macho man's image. Builders' or jockeys' hard hats have not seemed appropriate course wear, and woolly bobble or soft baseball hats don't do much for a club's image - nor do they offer any protection against ball strike. For tasks such as chainsawing, brush-cutting and strimming a hard hat which combines visor and ear defenders is likely to be ideal, although both ear and eye protection can be provided by separate units, and this may be a more flexible approach and allow goggles or visor and ear defenders to be used for other tasks.

There is much to be said for protective items such as masks, goggles, ear defenders and even hats to be considered as "personal property" and specific to an individual. That way the wearer can be made responsible for them - for their being available, worn and in good condition - and it prevents excuses such as condition or loss being used for not wearing them. In addition with many of these items there are often strong personal preferences, for instance one greenkeeper may prefer a polycarbonate and/or acetate visor for strimming while another may prefer a mesh one or even goggles. Goggles tend to steam up, although this is easy to remedy by cleaning them thoroughly. Both these and plastic visors are made of relatively soft material so are easily scratched.

Boots must be considered as personal wear, this is seldom a problem, particularly as expensive

chainsaw boots are only likely to be needed by one or two people in the team - those who have received training on the use of the saw. Normal protective footwear is not expensive - and it is VAT zero rated. Gum boots may be ideal for keeping the wet out, but they also keep it in, and promote hot sweaty feet. Nor will these rubber boots provide a high level of protection against other hazards - like dropping a drawbar on your foot - or putting a fork into it - unless they are a special protective model. Clubs which make an allowance for protective clothing may find it pays to provide the occasional tin of waterproofing wax or oil for wax jackets and boots.

Greenkeepers who pay for their own protective clothing should be able to claim a tax allowance for this. Most protective clothing is also zero rated for VAT, and both of these financial incentives should promote higher levels of wear.

The most frequently considered protective wear are waterproofs. Again there are many personal preferences, from all-in-one's to jacket and leggings, not forgetting long coats. Cost is as variable as the style. Experience suggests that some are much better value for money than others. The more obvious factors are length of life and initial cost, however, this is far from the whole story, and perhaps more important is comfort and wearability.

Most people will know all about the need for the garment to "breathe" - to allow perspiration out while not letting rain in. Hood or hat again may be down to personal preference, for myself I prefer a sou'wester to a builtin hood - and a towel round the neck of the jack-

et if it is really inclement. And again my own preference is for button round leggings, but these don't give protection to your bottom. Some jackets are designed to fit over the back of a seat which keeps it dry - while you are on it. Riding style coats are also designed for this - however long coats are not really suitable for wearing on machinery. If it is raining hard and you have to dismount regularly the seat will get wet anyway - so it is easier to pin a weighted plastic bag over the seat and lift it aside when you mount, or some people may prefer an all-in-one waterproof boiler suit - then you can ignore the puddle on the seat.

Other areas in which not all weatherproof suits are equal are in the cuffs - storm cuffs with press stud or Velcro are the norm and allow the cuff to be loose or tight according to the weather and job, but bottoms of trousers may or may not be wide enough to pull over boots - and seal there - drain pipes are designed to channel water. Nor can all suits be donned or doffed without taking the boots off. This can be most

annoying, which is why so many greenkeepers keep them on during their lunch break - not conducive to a relaxing break and it steams up the mess room. The usual colour for weather proof gear is green, olive or khaki, but there may be an argument in favour of brighter colours so that the greenkeeper is more conspicuous. Another problem area with some waterproofs is that while they normally come in a range of sizes this normally relates to girth, and while high street outfitters have realised that humans vary in height and girth many pro-





# The protection racket

protective wear suppliers have not. So if your proportions do not match the supplier's "norm" you may have a problem - usually with cuffs covering your hands or up at your elbows. If you have this problem it may be worth trying a yacht chandler - you'll probably get a bright yellow suit but you will keep dry.

Water and chemical proof suits are mandatory for handling chemicals and come in various styles, many are disposable - ideal, except that they are probably more easily torn, which defeats their whole purpose. The commonest complaint is that they are hot and clammy - but if the spraying vehicle has a closed cab with air filtration there is no need to wear them inside it in fact they should not be worn inside because you then bring in any contamination - to a closed compartment. Sprayers should have a locker specifically for contaminated clothing.

Chemical handling will require waterproof gloves, and these need

to be long enough to cover the wrist and seal with the jacket cuff.

If your chemical supplier does not have gloves which are large, comfortable or strong enough, try an agricultural dealer specialising in dairy supply. Grip can be a problem with rubber gloves, but most designs have special grip areas moulded in. Turning the gloves inside out may be possible and this will allow left and right handed gloves to be interchanged - and it may save having to throw away one good glove.

Mitts - particularly woollen ones, are also likely to be reversible. These won't do for chemical work, but are ideal for machine operation where thumb and forefinger are needed to work throttle or screw adjustments. Forestry mitts have the forefinger separate as well as the thumb. A whole range of working gloves are available to suit all types of task, nor are these expensive - especially when viewed against the misery caused by chapped and raw hands. The

greatest problem is that inexpensive gloves seldom fit very well, few match your actual hand width and finger length which is likely to reduce their life considerably. If

you need substantial leather gloves for hedge work, etc., and cannot find what you need locally try a supplier of welding goods - they usually have a great range of substantial gloves. If grip is necessary - for instance when raking, consider a knitted pvc coated or kevlar design similar to those used by yachtsmen. Lightweight latex gloves can often be worn inside a more substantial leather or leather/canvas glove to give weatherproofing with resilience to damage.

Dust masks and respirators, while both coming under the banner of breathing protection, are totally different in

concept, thus it is vital to recognise what you are trying to be protected against. There should be very few instances when a full respirator to protect against noxious fumes is needed on a golf course. If such gases are present then specialist advice should be taken. For normal chemicals the greatest risk is of splashes and spray mist and this should not need a full respirator - read the label on the can. However, there are plenty of occasions on the golf course when a dust mask is indicated. For most situations an inexpensive disposable mask will be adequate, the dust is the nuisance and not normally toxic. Every greenkeepers shed should have a supply of these masks, few actually have. Some people will find more expensive face masks more comfortable to use. Particularly comfortable

may be one of the powered respirators, but these are expensive. They use a small fan powered by a battery pack which pumps air through a filter to the face. The slight pressure induced around the face keeps dust out.

Comfort in use is one of the most important criteria in selecting any protective wear, on the basis that if it is not comfortable it won't be used. Another important point to consider, particularly with clothing that is used around machinery is that it should be close fitting and not have flaps, pockets or belts which can get caught. Pockets which catch on levers or door handles are dangerous. Velcro is a wonderful invention to keep pocket flaps shut - and it works well on cuffs.

For the wearer there may be other reasons to prefer protective clothing, for instance it is likely to be neater and easier to launder or clean. It may also avoid a need to have to think of what to wear to work. There are a whole host of standards relating to protective clothing. Protective clothing is seldom expensive but this is no reason not to look after it. Special lockers to hold it are a worthwhile investment, and a good maxim is that if you look after your protective clothing, it will look after you.





# The GREAT

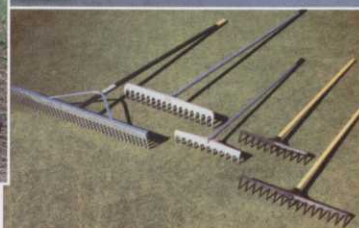
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# Headland Amenity

AD  
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512



Rain Bird has made a big impression since it flew into the British market. The company has now become a BIGGA Golden Key Supporter.

# The Rain Bird has landed



When Clement and Mary LaFetra began producing the world's first impact sprinkler in Los Angeles in the 1930s they turned to Native American Indian legend for the company name.

The story goes that hundreds of years ago a terrible drought befell the land. Crops withered, watering holes dried up and for an entire generation there was no relief. Everyone but the children gave up hope of there ever being rainfall again when one day a great bird overheard the children's prayers, flew to the heavens and returned with life-giving rain.

There have been times in the recent past when Britain's greenkeepers have also prayed for rain but now that Rain Bird, for that is the company in question, has begun to make a significant impact in the British irrigation market, a reliance on natural intervention is

not always quite so vital.

The legendary Rain Bird is incorporated into the company logo and must guarantee that it wins the prize for the most romantic and appropriate company name in the industry.

Rain Bird's decision to become more involved in the British market in recent years has been followed by the company becoming a BIGGA Golden Key supporter.

"We felt that we had come a long way in the last two years. We are now becoming a recognised brand name in the UK with more and more people buying our product and we felt that we should give something back to the greenkeepers," explained Victor Jamieson, Area Manager for UK and Ireland.

"We thought the best way to do that was through BIGGA by becoming a Golden Key supporter and donating to the Education and Development Fund," he added.

Such involvement is not unique as Rain Bird was also one of the two founding sponsors of the Environmental Steward Award run with the GCSAA.

While it was the LaFetras who formed Rain Bird back in 1935, the patent for the first sprinkler, a spring-activated impact sprinkler, was awarded to their

Los Angeles neighbour, Orton Englehardt, a citrus farmer two years before.

Clement and Mary were so taken with the device, a spring-activated impact sprinkler, which was durable and distributed water further, more evenly and more efficiently than existing sprinklers that they arranged with Orton to manufacture the sprinklers in their barn. Thus Rain Bird was formed.

From day one the company focussed on the golf market - the prestigious Los Angeles Country Club was the first golf club to be fitted with its sprinklers - and it has grown to the extent that around 1500 are employed and as well as Los Angeles there are now bases and manufacturing plants in Tucson, in Arizona, and Tijuana, in Mexico. The European Headquarters in France was created 26 years ago. It is a mark of success that Rain Bird products are now used in over 130 countries.

Modifications of that original sprinkler idea was still the mainstay of the company right up until a few years ago with the development of gear driven sprinklers.

"I'd say that up until three years ago we were probably selling about 70% impact to 30% geared but since then the position has been reversed. We've been producing gear driven sprinklers for just about four years now," said Victor, who revealed that the research and development for a new gear driven







sprinkler can be as much as \$5 million.

When Rain Bird first came to the UK they had one main distributor, Rite-Rain, and it was not until three years ago that the decision to go for a larger market share in the UK resulted in a change in the set up.

"It was and is our aim to become market leader in the UK and we're not far off now - if indeed we haven't already achieved it. To that end we looked around and picked out various installers whom we thought would do a good job for us. We now have around ten companies in the UK and Ireland who install our products and three of these are large irrigation led companies, Ocmis - also a BIGGA Golden Key Supporter, MJ Abbott and Arden Lea Irrigation."

Victor is adamant that a good installer is the key to success.

"At the end of the day the irrigation equipment which we supply is only about 20% of the irrigation contract and for us to gain a good reputation we need a good product but we also need good installation and that is something with which we feel we've done very well in the UK."

Rain Bird Installers in the UK receive back-up from both Victor himself and Mark Ganning, the Midlands based Field Service Engineer, who joined the company last August having previously owned his own irrigation company.

"This back-up is reinforced by staff from Rain Bird's European Headquarters in France while I can also talk directly to the relevant engineer in the States via e-mail if we've got a problem."

Among the courses which are now equipped with Rain Bird sprinklers are, Sunningdale, Muirfield, The London Club, The Roxburghe, Mount Juliet, Killarney, Celtic Manor, Forest of Arden, Carden Park, The Brabazon Course at The Belfry as well as the new PGA course there and Ballybunion.

The Rain Bird product line includes pieces which have been designed specifically for the golf course applications with the latest Maxi Nimbus and Maxi Cirrus systems which can be coupled with weather stations for maximum efficiency and precise water application. They can also be controlled remotely from anywhere on the course while they act as an ideal measure of just how far the irrigation industry has come in the last 60 years.

"Because Rain Bird is privately owned it is far easier to communicate with the higher management as there isn't the bureaucracy other corporate companies have to deal with. It also means we don't have to deal with shareholders and can plough more money back into product development and research and that breeds success and gives us a high quality of product," said Victor.

Watching the irrigation market over the past few years Victor has noticed change.

"There are not as many courses being built now as there was in the late '80s and now 90% of our market is retrofit as many older systems become due for replacement," he said while agreeing that more clubs which would previously not have countenanced installing irrigation are now looking at it.

"The entire irrigation market in the UK is just about 20 years old and installations which were installed at the beginning are now coming to the end of their life and clubs are having to look at upgrading and taking advantage of the new technology which is available."

Of course this doesn't come cheap and Victor estimates the average cost for a tees and greens system at around £80,000.

"Tees greens and approaches comes in at around £100,000 with a full fairway system being anything up to £270,000 to £300,000."

Victor also believes that the changes in climate has also had a beneficial effect of the industry.

"In the past irrigation was used as a supplement to rainfall but now the drier summers are beginning to show up the faults in the older systems. Rain used to cover up any mistakes which had been made in the installation but you can't get away with that nowadays," said Victor, who also felt that the water

companies had cried wolf too often about water shortages and that their criticism of irrigation had therefore been devalued.

"It has made more golf clubs think about irrigation. Summers have been getting warmer while, thanks to television, there is greater expectations from members as to what their course should be like."

Looking into a crystal ball Victor sees the industry embracing more reliable and efficient products. "It is a case of trying to take the guess work out of irrigation and much of this development is achieved from feed back we receive from greenkeepers and information as to what they require."

Another look into that crystal ball would probably show that Indian Rain Bird soaring yet higher as more success comes the way of the company which took its name.

Victor Jamieson (Area Manager UK/Ireland) Tel: 01273 891326 Fax: 01273 891327 CompuServe: 100730,1027.

Mark Ganning (Field Service Manager UK/Ireland) Tel: 0121 358 1883 Fax: 0121 358 1891 CompuServe: 113057,721.





# Rain Bird® Golf in The United Kingdom and Ireland



## Golf Course

## Irrigation System

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**The Belfry, Brabazon Course**  
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MAXI® Nimbus™ Central Control System with EAGLE™ sprinklers

**Carden Park Golf Club**  
Cheshire, England

MAXI® Nimbus™ Central Control System with EAGLE™ sprinklers

**Celtic Manor,  
The Championship Course**  
Gwent, Wales

MAXI® Nimbus™ Central Control System with EAGLE™ sprinklers

**Coombe Hill Golf Club**  
Surrey, England

MAXI® Nimbus™ Central Control System with EAGLE™ sprinklers

**Dale Hill Golf Club**  
East Sussex, England

Master 3 Control System with EAGLE™ sprinklers

**Forest of Arden Hotel,  
G & C Club**  
West Midlands, England

MAXI® Nimbus™ Central Control System with EAGLE™ sprinklers

**The Hertfordshire G & C Club**  
Hertfordshire, England

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**St. Enodoc Golf Club**  
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# Rain Bird® Golf in The United Kingdom and Ireland



## Golf Course

## Irrigation System



*MAXI® Nimbus™ Central Control System designed for golf course irrigation*

**The Honourable Company of Edinburgh Golfers**  
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MAXI® Nimbus™ Central Control System with EAGLE™ sprinklers

**Killarney Golf & Fishing Club**  
Co Kerry, Ireland

Master 3 and MAXI® Nimbus™ Central Control System with EAGLE™ sprinklers

**The London Golf Club**  
Kent, England

MAXI® V Satellite Control System with 51 and 91 DR sprinklers

**Merrist Wood Golf Club**  
Surrey, England

MAXI® Nimbus™ Central Control System with EAGLE™ sprinklers

**Mount Juliet**  
County Kilkenny, Ireland

Master 3 Control System with 47 and 51 DR sprinklers

**The Roxburghe Golf Club**  
Roxburghshire, Scotland

Master 3 Control System with EAGLE™ sprinklers

**Royal Wimbledon Golf Club**  
London, England

MAXI® Nimbus™ Central Control System with EAGLE™ sprinklers

**Sunningdale Golf Club**  
Surrey, England

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**Charles Ollerenshaw, Managing Director, Golfex Ltd  
explains a few home truths about the internet...**

# Surf's Up

The Internet has been around for at least three decades. It was originally a way of sharing data between people in the American defence industries. The Internet only exploded into the world arena with the public release in 1992 of a new thing called the World Wide Web. The existing Internet communication structure was used to carry the new content.

A Web is a document or a folder of related documents. What makes it special is that it contains links. The author can designate key words to point (link) to other places in the document which have some relationship to the key words. When a web document is viewed on a computer screen the link words (they're actually called 'hyperlinks') are coloured and underlined to make them stand out. Pictures in a web document can also be designated as hyperlinks.

As an example, consider a paperback thriller. The book is divided into chapters which typ-

ically shift from location to location, time to time, character to character as the author tries to engage our attention and hold it to the last page.

However, we have little choice but to read the book in strict sequence from the first page to the last.

Now imagine the book is a web with hyperlinks. In Chapter Nine I read "Colonel Walnut suddenly appeared in the doorway with a niblick poised to strike", but for the life of me I cannot recall who this Colonel Walnut is, though I vaguely remember him featuring earlier in the book.

But, this book being a web, the item reads "Colonel Walnut suddenly appeared in the doorway with a niblick poised to strike". I am reading it on the screen of my computer, or on my telly, or on some new device I can read in the tub but which has computer-like point-and-click facilities. I click on the hyperlink Colonel Walnut and immediately my screen jumps to the earlier chapter and verse where this shady old reprobate was first mentioned. A mere click returns me to the point I just left. I'm too young to know what a niblick is, so I click on the niblick hyperlink, go to a Glossary at the back of the book to find out and, by another click, return to the story. The book will have hundreds of hyperlinks so I can jump around it to my heart's content - but note that these are all

internal hyperlinks, meaning that they point only to places within this document.

The external hyperlink is the bit that bootstraps our

Web (individual document) up to the World Wide Web, which is nothing but a term for the totality of all individual Webs connected to the Internet. Any document can contain hyperlinks to other places within itself (bookmarks), other pages within its own folder (roughly equivalent to the book we've been discussing) and/or any bookmark in any document in any folder on any server in any country, provided that the 'target' (as it is called) is accessible and on-line. Hyperlinks in these target documents can do the same in turn. In the Book example the niblick hyperlink was internal since the author had provided a Glossary within the book itself. In practice it is much more likely that it would have been an external hyperlink to an on-line Dictionary.

The implications of this are staggering. We have a global information resource with unlimited hyperlinking capability. No matter what you want to know, it is almost certainly there. If it's not today it will be tomorrow. Plenty of stuff you don't want to know will be there too. The statistics numb the mind. I have read that there are already more pages on the Web than there are humans on Earth; that 200,000



pages are being added every week, or was it every day.

I'm often asked "What is the Internet?" The Internet consists of servers, communications facilities and clients. There are vast numbers of computers called 'servers' which hold pages and links that people have built for commercial, personal and every other kind of motives. The clients (users, visitors or whatever you wish to call them) must have some form of computer, a piece of software called a 'browser', a device called a modem which attaches their computer to a telephone socket, and an account with an ISP (Internet Service Provider, such as BT, America On-Line, Compuserve, Dial Pipex or any number of others). In between the servers and the clients is a data-communications set up which allows server or client to stuff addressed packets of data in at one end and have them come out at the other. There is no need to bother about how it works any more than you need to understand how your digital cell-phone works.

So far we have looked at a system in which we (the users/clients) read documents, click on hyperlinks, and in every way control what the system presents to our eyes and intellects. In this mode we are still readers of books, though we exert much more control than in the old days. But when we sit on our buttocks looking at the telly we are in a completely passive mode where the system feeds everything to us. Our only controls are the channel switch, the mute button and, in extremis, the 'off' switch. These polarised extremes will merge during the next few years.

A key indicator lies in the latest 'browsers': Microsoft's Internet Explorer 4 and Netscape's Navigator 4. These browsers introduce the concept of 'channels'. What this means in essence is that I can tell my browser what types of news-feed turns me on. I personally like Formula One racing, Malt Whisky, Clay Pigeon Shooting and one or two other personal things; I detest Football with balls of whatever shape, travel programmes, and News. So I, personally, tell my browser about these dark secrets and it sees to it that items on the things I like are presented, without explicit action on my part, on my screen within seconds of me accessing the Net, while other things that my neighbour likes do not come anywhere near me.

There's clearly going to be a spillover to television. At present there is the ludicrous situation that advertisers spend fortunes on

Channel 3 advertisements many of which are for items in which I could not possibly be interested. The TV people are going to wake up soon to this waste, and in fact they probably have but their technology does not at present allow them to do anything about it.

Without question the television broadcasts and the Internet systems will soon both be engineered to feed each individual among us exclusively with material (at least in broad categories) that we, the recipients, have told the systems we wish to receive. It's quite possible, though not certain, that computers and television sets will actually merge into a single device that can do either job. In fact the jobs we now do on computers or television sets may themselves become indistinguishable. The only thing currently holding the Internet back is the low speed of data-flow over ordinary phone lines, but this will be fixed before long. The next few years are going to be great fun.

If the Internet were only an information resource it might not have too big an impact on the way we live and work. But there is already another dimension to it. It's possible to put a database on a server, and have the server respond to a client request by querying the database and constructing a page 'on-the-fly'. This transient page returns to the client for display, but no copy is kept. It's also possible for the visitor to enter data on a form and by clicking on a button post it electronically to the server, which can update its database or do anything else it's programmed to do. Relatively recently, encryption standards have been adopted which make it safe to send credit card numbers over the Internet. So we already have all the building blocks for database-driven electronic commerce.

At present the major areas of Internet electronic commerce are books, CDs, records etc. The technology will spread to embrace every kind of goods or services which can be ordered without the buyer having to be physically present at the point of supply. A product can be viewed, read about, listened to and, with virtual reality techniques, walked through and around without leaving one's chair. There are not many goods or services where physical presence is required, though there are a few. It's inconceivable that such a major shift in personal and business commerce will not significantly alter the way we live and work.

Finally, here is a bit of general advice about getting on-line: To

access the Internet it's best to invest in a decent computer; there are, for example, plenty of not quite-leading-edge Pentium PC systems around at bargain prices and there will be more in the sales after Christmas. Get a quick machine (133MHz+) with enough memory (16MB+), a fast (33.6k) modem, decent 'true-colour' graphics (SVGA+), the biggest and best quality screen (15inch+) you can afford, and a decent sound system with headphones for the times the family don't want to be disturbed. You should have no difficulty in getting Internet Access thrown in, though you have to pay a small monthly fee after a couple of free months. Make sure that the supplier gets the whole system working before you buy. If you don't know anything about computers find someone to help you who does. Set this system up in a room where you can be alone. At first you'll be a learner-driver and will be concentrating on the clutch and the gears, but soon the mechanics will become second nature and you will not notice them. Now a strange thing happens. Though your conscious mind knows perfectly well that the Internet pages are being sent to you, in your back bedroom, from whichever server the latest hyperlink pointed to, you actually start to feel that it's you that is travelling in hyperspace. If you are in a site about climbing Everest you feel as though you're on the mountain. It can be addictive, so be warned!



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Statistics show that people are relying more and more on their mobile phones in both their business and social lives - around 8.5 million people in the UK now use a mobile, approximately 14.5 per cent of the total UK population. Customers connected to the Cellnet network alone make over 10 million mobile phone calls every day, a figure that has trebled over the last six years.

The original cellular service - launched in 1985 - was based on analogue technology, but the more recent digital service is now the preferred choice for the majority of users, as it offers the additional benefits of clearer call quality, the ability to use your phone overseas, better security and access to a wide range of 'value added' network services.

Importantly also for organisations with a fixed communications budget, using digital cellular involves minimal capital outlay - unlike, for example, 'traditional' Private Mobile Radio (PMR) systems. Cellnet's is a managed network, so responsibility for development and maintenance resides with the network operator, not the customer.

By utilising the power of Cellnet's 'intelligent' network, outdoor staff can get even more practical benefits from their mobile phones. Thanks to digital technology, your mobile phone gives you the flexibility to stay in touch and get hold of vital information in many more ways than by voice communication alone.

Probably the most common headache for field staff - especially those who spend a large part of their working day out of doors - is missing important messages. A recent survey found that over a third of business people questioned spend two or more hours each week trying to get through to the right person.

The problem is, there are many times during the day when you are unable to answer your mobile - for example, when you're out on the golf course, perhaps working with machinery. At times like this, the ideal solution is to use is to use Callback, a 24-hour cellular messaging service which will answer your phone when you can't.

Callback allows you to get on with your work without having to stop and answer the phone - or worry about what you're missing. If your mobile is

switched off, engaged, out of coverage or not answered within 10 rings, Callback answers the caller (with your own personalised greeting) and records their message. The service will actually tell you when a message has been left, every time you turn your phone on.

Callback is excellent value: there is no charge for the deposit of messages, and you pay only to access your mailbox and retrieve messages. You can set up Callback today simply by dialling 1750 SEND on your handset.

Alternatively, if you do not have Callback activated, our new 1471 service allows you to find out who your last caller is. The information is stored even if the mobile is switched off, engaged or out of coverage. Another useful network service, Call Display, enables you to view a caller's identity on your handset, so you can decide whether to take a call immediately or divert it to Callback. Both of these services are available free of charge.

For field staff who require more sophisticated and flexible call management and screening functions, BT's Personal Assistant (PA) service is a unique one-number 'find me' solution that allows you to manage your calls and faxes wherever you happen to be working.



PA acts like a 'real' personal secretary. It screens your calls, takes messages and stores faxes, letting you decide where and when to print them out. When you receive a call on your personal (07060) number, the service searches for you at a number of pre-programmed contact numbers which you select. You can override these numbers at any time depending on your circumstances during the day.

There are, of course, times when urgent communication between the office and field staff is required - per-

haps to call someone in from the course for a sudden meeting, or to notify them of a visitor's arrival. BT's Short Message Service (SMS) is a very simple to use solution that is also very practical.

SMS allows text messages of up to 160 characters to be transmitted to digital mobiles direct from a PC (with modem link) or from one Cellnet-connected handset to another (if the phone is switched off, the message will be stored). With more immediacy than other forms of messaging, SMS can greatly improve the flow of information between team members. Message delivery is guaranteed, and it's highly cost-effective: sending a mobile-to-mobile SMS message costs just 10p.

These messaging and call management services give you the flexibility to stay in touch in a way that suits you. Inevitably, this greater degree of contactability can result in more productive use of time and manpower, allowing staff to get on with the job in hand instead of journeying backwards and forwards to base to check on calls or pick up new instructions.

### Information where and when you need it

Because of changing work patterns, many field staff need access to more detailed information than can be obtained by voice communication alone. By linking a mobile phone to a data terminal, BT's digital Mobile Data service allows users to connect to their office IT systems and the Internet, send faxes, e-mails and SMS messages from remote locations, such as their car or hotel room, or even from the middle of a field!

To use the Mobile Data service, you need a laptop computer, digital mobile phone and PC data/fax card designed for mobile use, which plugs into the computer. Alternatively, the new PDA's (Personal Digital Assistants) and personal communicators like the Nokia 9000 are making the service even easier and more convenient to use.

Thanks to a recent technical breakthrough, Cellnet users can enjoy end-to-end, two-way digital connectivity over BT's ISDN network via Cellnet QuickConnect ISDN links. By eliminating modems, this unique facility delivers a much reduced call set-up

time (from around 30 seconds to around 5 seconds), so much less air-time per transmission is used. Faster and more economical to use than ever before, Mobile Data looks set to be the next big boom area for mobile communications.



A comprehensive International Roaming service means that BT Mobile's digital customers also have the option of using their phones when abroad, a facility that can be extremely useful when you're visiting a foreign golf course or on an overseas tour. To date, Cellnet has 'roaming' agreements with digital (GSM) networks in over 70 countries around the world, and new agreements are being negotiated all the time.

At the same time as extending its roaming service, Cellnet's heavy investment ensures its UK digital network offers top quality coverage and capacity. Cellnet aims to have

around 2,750 cells on air by Spring 1998, which represents a 60 per cent increase in cell sites over the previous year. In order to reduce to a minimum the environmental impact, around 75 per cent of Cellnet's sites are located on existing structures.

If you think you would benefit from BT's mobile solutions or would like more information on our value added cellular services, call BT on freephone 0800 99 69 97 quoting reference GGG290.



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It is not possible to estimate an individual entitlement to SERPS but you can complete a DSS form BR19 which will provide you with your State Pension forecast. Forms can be obtained from the DSS. Alternatively I can provide a form if you wish to contact me.

Life, however, is never simple and if

you are a member of a company pension scheme then the SERPS entitlement is often included in your company pension. If this is the case you will not get any SERPS from the State. You can tell if your company scheme includes SERPS by comparing your wage slip with someone who is not in the company scheme. You will be paying less National Insurance.

It is also possible to have the equivalent of SERPS paid into a Personal Pension. The DSS will pay a proportion of your National Insurance contributions into your Personal Pension. This money is then invested by the Insurance Company and you will receive a pension based on the investment returns.

The Government actively encourages people to contract out of SERPS by paying incentives. The reason for this is that there is no savings pot for SERPS and National Insurance contributions being paid this week and being paid out to pensioners next week. As the population is aging, there will be a bigger proportion of

pensioners to workers in future and contributions will not be enough to pay out to pensioners.

The Government need people to take on their own responsibility for retirement. The sooner you do something about it the less it will hurt your pocket.

**Geoff Steel is an Independent Financial Adviser with Walsh Lucas & Co and he welcomes comments from readers. His telephone number is 0800 7835132**



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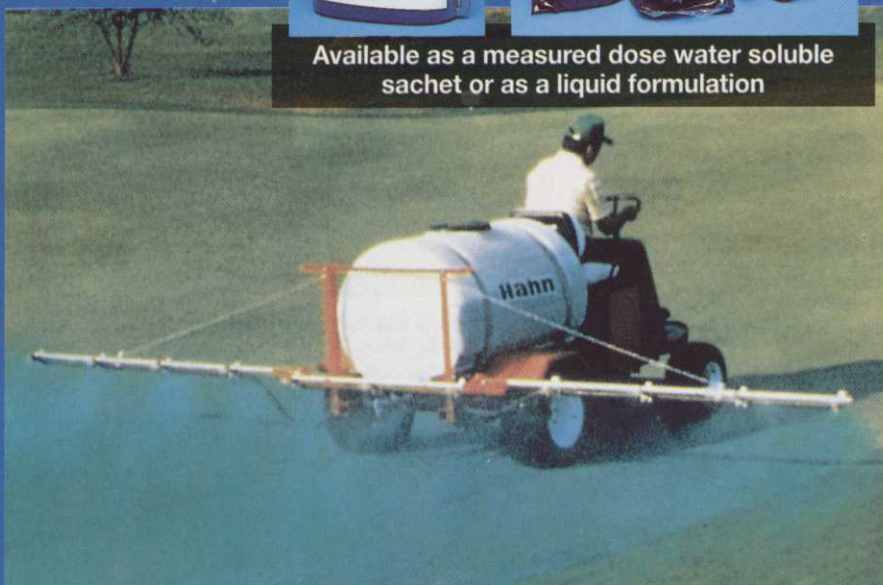
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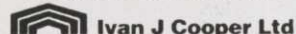
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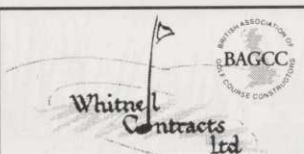
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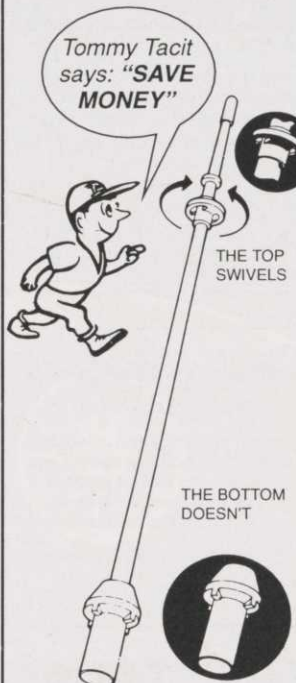
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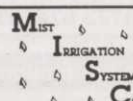
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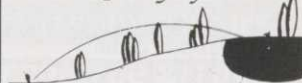
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For the new generation of student and trainee greenkeepers, Practical Greenkeeping will be indispensable, providing a valuable insight into the nuts and bolts of traditional golf course management, while it should be required reading for all golfers who seek a greater understanding of what goes on behind the scenes. Seasoned golf course managers also will be inspired by Jim Arthur's championing of their cause, while praising the confirmation that they are firmly on the right lines, his words their finest ally.

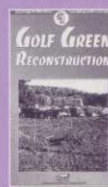
Finally, every chairman and member of a golf club green committee, clutching their copy of Practical Greenkeeping, should beat a path down Jim Arthur's well-proven route. It could well lead to the salvation of their golf courses, while making them look awfully clever into the bargain!



## Golf Course Presentation

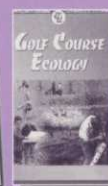
"This booklet is a must for all course managers because when a tournament player, or even an amateur golfer, leaves a golf course they remember how it looked, not how fast it played." Mike Merrick, Course Manager, Penina Golf Complex, Algarve, Portugal.

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Closing date for applications; 30th April, 1998.

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Clive Osgood, Course Manager,  
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## Ludlow Golf Club

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### HEAD GREENKEEPER

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Applications are invited for the position of head greenkeeper. We require a competent experienced person who, in addition to having the relevant greenkeeping skills will have a particular strength in man-management; a practical knowledge of greenkeeping machinery; a good knowledge of automatic irrigation systems and a sound knowledge of Health and Safety at Work Regulations.

The successful applicant will be a self motivated, highly dedicated, individual who will wish to see Ludlow Golf Course continue to be very highly regarded throughout the area.

Salary is negotiable.

Accommodation is not provided.

Applications in writing with full CV to:

The Administrator, Ludlow Golf Club, Bromfield  
Ludlow, Shropshire SY8 2BT



## Gerrards Cross Golf Club

require a

### HEAD GREENKEEPER

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Applications in writing, with full curriculum vitae, are invited and should be addressed to;

The Secretary, Gerrards Cross Golf Club,  
Chalfont Park, Gerrards Cross, Bucks SL9 0QA.

Closing date: 15th May 1998.

## FULWELL GOLF CLUB

requires an

### ASSISTANT GREENKEEPER

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Apply in writing to Secretary, Fulwell Golf Club,  
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## REIGATE HILL GOLF CLUB

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### ASSISTANT GREENKEEPER

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Salary and conditions negotiable - no accommodation available.

Applications in writing, including current CV and salary expectation, are invited by Friday, 24th April 1998 and should be addressed to:-

The Secretary, Morecambe Golf Club, The Clubhouse,  
Marine Road East, Bare, Morecambe, Lancashire LA4 6AJ

## RAC COUNTRY CLUB

require a

### GREENKEEPER

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Application forms from;  
The Estate Office, RAC Country Club, Woodcote Park, Epsom, Surrey,  
KT18 7EW. Tel: (office hours) 01372 273091



## Ballyliffin Golf Club

require a

### HEAD GREENKEEPER

This progressive club was established in 1947 and has two 18 hole links courses, the Old and the Glashedy. Host to the 1998 Irish Ladies Open.

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A sound and practical knowledge of automatic irrigation systems and the use and maintenance of greenkeeping machinery is also required.

The ability to lead, motivate and maintain Health and Safety requirements with an established team is essential. Principals only need apply.

Salary by negotiation.

Application in writing with full CV (incl current salary) to;

The Secretary, Ballyliffin Golf Club, Ballyliffin,  
Clonmany, Co Donegal, Ireland  
(Closing Date: Tues 14th April 1998)

## Reaseheath College

require a

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You should be an effective communicator and hold an appropriate qualification. A relevant teaching qualification and TDLB D32 and D33 are desirable but not essential.

Further details from the College Secretary, Reaseheath College, Nantwich, Cheshire CW5 6DF. Telephone 01270 625131.  
Closing date for Applications: 30 April 1998.  
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## Feature listing from March '96

**March '96:** Industrial Tribunals; Irrigation; Health and Safety; Seed Technology; The Dukes Course, St Andrews; Temple Golf Club; Grass Cutting Technology

**April '96:** Brush Cutters; Ear Defenders; Forest of Arden Golf & Country Club; Golf in Asia; Turf Production; Environment

**May '96:** Aeration; Lingdale GC; Pumps; Security and Vandalism; Furniture and Fittings; Risk Assessment

**June '96:** Compaction; Seacroft GC; Education; Health and Safety; Architecture - East Herts GC; Fighting Annual Meadow Grass

**July '96:** Loaders, diggers and excavators; Royal Lytham GC; Protective Clothing; Modern Apprenticeships; Irrigation

**August '96:** Turf Tissue Analysis; Environmental Communication; Assessors; Tee Mats

**September '96:** Budgeting; Greenkeeping in Finland; Kings Acre GC; Grinding; Role of Training Providers; Blowers

**October '96:** Drainage; The Wentworth Club

**November '96:** Irrigation Equipment; St Andrews; The Oaks GC; Engines

**December '96:** Maintenance Facilities; History of the Mower; Mentmore Golf and Country Club

**January '97:** Trees; Tenby GC; Communication; Addressing the imbalance in Sports Turf; Hiring Equipment

**February '97:** Attending to the Details; Computers; Fertilisers; Rudding Park

**March '97:** Making Machinery Last; Computers; Irrigation; Musselburgh Old Links; STRI; Defining Playing Performance; Compact Tractors

**April '97:** Turf Quality; The London Club; Computers; Electric Greens Mower; Course Accessories; Ecology; Aerators

**May '97:** Data Tagging; Naunton Downs GC; Alternative Spikes; Suspended Water Table Greens; Shallow Aerators; Working in Germany

**June '97:** Drought Survival; Cooden Beach; Monitoring the Weather; Slitters

**July '97:** Royal Troon GC; Speed of Putting Surfaces; Mowers

**August '97:** Maintenance Facilities; Heather Management; Bunker Rakes; Workshops; Architecture; Kedleston Park GC

**September '97:** Accident Reporting; Greens Mowers; Valderrama GC; Links Courses

**October '97:** Environment; Recruitment; Abbeydale GC; Rough Mowers; Soil Analysis

**November '97:** Environment Competition; Bank Cutting; Risk Assessment; Pumps

**December '97:** Seed Development; Longhirst Hall GC; Toro Awards; Fertiliser Spreaders; Communication

**January '98:** FEGGA Conference; Buying Power Equipment; Elmwood GC; Mobile Phones; Traffic Management; Spraying; Environment

**February '98:** BTME Review; Overseeding; Royal Mid Surrey GC; Drainage; Thatch

**March '98:** Trees, Golf Course Accessories, News from GCSAA, Leamington & County GC, Trevor Smith's BTME Talk



# A month in waiting



I played my first round of golf in 1998 on the old course at Walton Heath Golf Club on March 6. The occasion, the Annual Gentlemen's Dinner. Walton Heath is a fine test of golf in any conditions, but in the wind and rain it became more like an endurance test and you had to wonder that the golf may well have been cancelled altogether if it had not been for the skill of Clive Osgood and his team. Unfortunately my golf did not do the course justice, but Ray Day, the Chairman of the South East Region and one of my playing partners, won the first category. He showed us all how it should be done. I would like to thank the Region for inviting me to attend this wonderful day.

The Scotland seminar at Lauder College, Dunfermline, was a great success. The six excellent papers and a mini workshop proved to be a good format. You can always be sure of a warm welcome in Scotland and this occasion was no exception. It was nice to spend a little time and the odd drink or two with the Scottish Chairman, Jimmy Neilson, and George Brown, but Scotland would not be the same without

meeting Edna and Elliott Small who have done so much work over many years for greenkeepers. What can you say about Peter Boyd who organised the whole day, except to say it ran like a well oiled machine and his personal input was quality without fuss.

On the greenkeeping scene I always use to look upon April as the month in waiting - it promises much but never quite delivers. The weather patterns are so varied that settled growth can not be expected, and with most clubs and golf organisations insisting that the season has started, greenkeepers are in a no win situation.

An old saying which is worth remembering is

that a course will not be at its best until the trees are in full leaf. That's nature, and with the best intentions in the world you will never get growth until conditions and nature allow. I overheard two golfers talking the other day; one said, "With all this rain it must make the grass grow." The reply was, "It will have to, the competitions start in two weeks time."

I just had to intervene, they seemed to be totally unaware that they had just rushed into the clubhouse to get warm and dry after being out in the cold and wet for only a few minutes, yet they expected the ground to be warm enough for the grass to grow. So I explained that cold and wet was worse than cold and dry for growth, and it was not realistic to expect much growth until the ground temperature had raised to at least 45° F, and that will not happen with just the odd day of sunshine. So, they would have to be patient (some hope).

By the time this page goes to print I will have visited both Penrith in Cumbria and Mere Golf and Country Club for the North West Seminar, which promises to be a

good day of learning with the added bonus of meeting many old friends. This is one of the pluses of travelling about. One of the minuses is that I seem to miss all my local Section days for other engagements, so I can only wish them well and hope to catch up with them soon.

Just to give you an update on our "Buy a Brick Building Fund" which we launched at the BTME in January. The figures so far are £6,550 from the raffle and over £10,000 from donations, which is a good start, but I would like to see more greenkeeper members wearing the lapel badges. So please, if you have not taken part yet try to do so. Your Section and Regional Administrators, along with all National Board members have tickets and badges for sale. You could win a very good prize. The Board and myself are very grateful to all who have supported us and to all Sections and Regions along with individuals who have given so generously. Do remember that by helping BIGGA you are helping yourself.

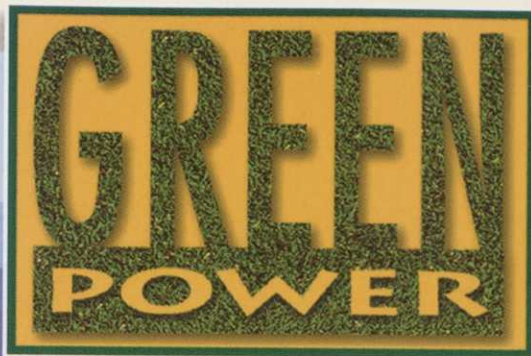
On a sad note, the Association has lost the services of Janet Adamson as Membership Services Officer. All those who have worked with Janet at Aldwark or out in the Sections and Regions will know she will be sadly missed. Many of you will have heard her speak at seminars around the country, and seen the professional way she did her job. Janet's position has been taken for the time being by Emma Duggleby.

Another to be leaving shortly is Amanda Mayo, Sales and Marketing Assistant, who did such an excellent job at BTME this year.

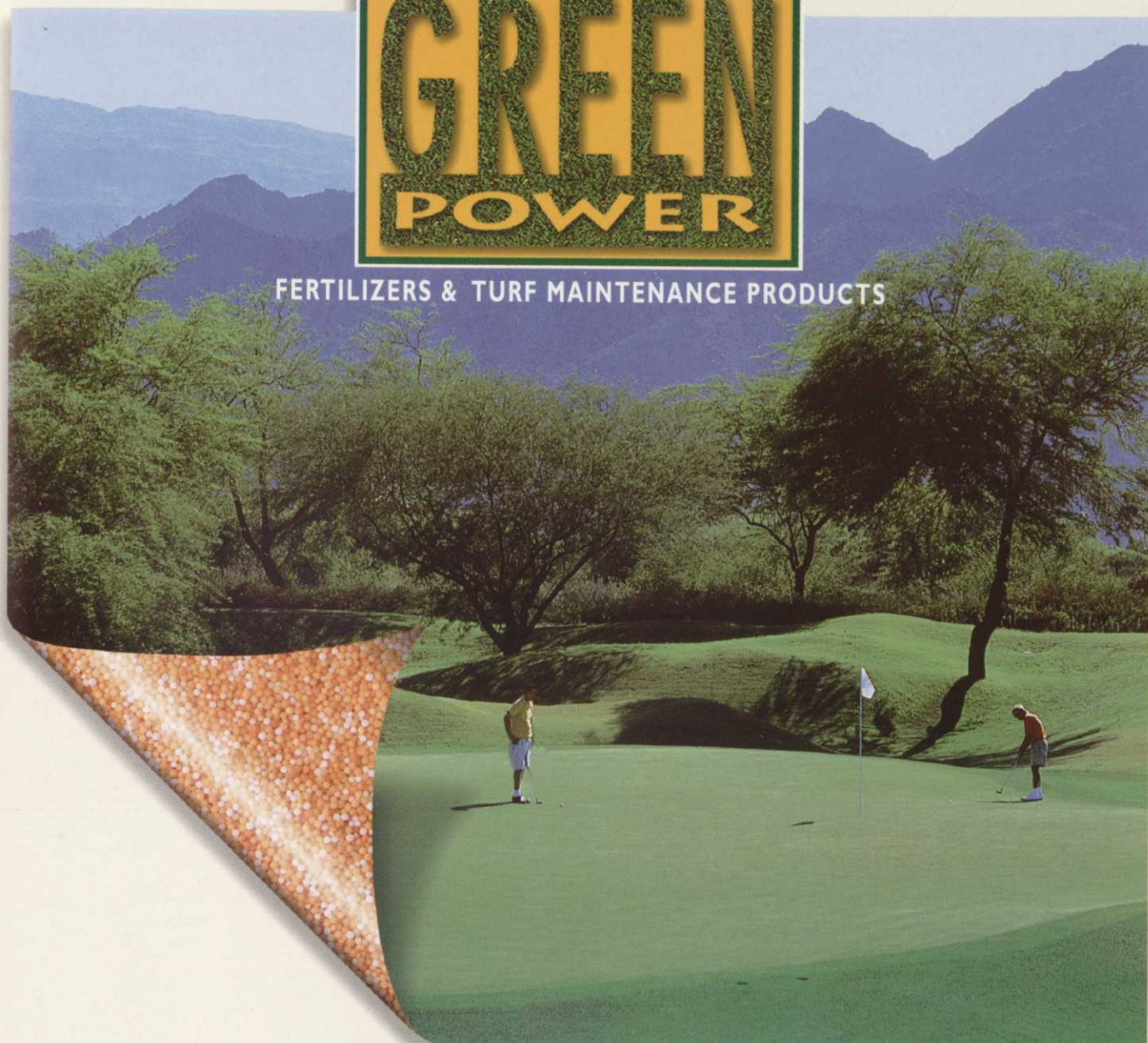
We all wish both Janet and Amanda well in their new careers.

Gordon Child





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