



## Welcome

### PERFECT SUBJECTS FOR A FLY-ON-THE-WALL DOCUMENTARY

Such has been the explosion of reality television in recent years there can't have been a walk of life not covered. We all know everything there is to know about being a property developer; chef; hairdresser; sewage worker; estate agent; policeman; hospital worker; cabaret singer on a boat; farmer; astronaut (fake); vicar, teacher; person who lived in another period of history; bus driver; member of the aristocracy... The list goes on and on.

One of the few professions which hasn't been covered is greenkeeping and it leads me to wonder what the general public would make of you guys and the job that you do.

My own view is that they would be staggered by the sheer range of tasks that you have to undertake each working day and the level of sophistication and knowledge that is involved in doing them. Sure you're not dealing with matters of life and death like doctors but it's a little more complicated than knowing how long to leave a perming solution before hair turns green.

Course Managers need nowadays to be all rounders - Jacks of All Trade and Masters of Them All. That's not something that many other people in other walks of life have to deal with. Where else could you be out changing a hole one minute and making budgetary decisions involving hundreds of thousands of pounds the next? And bizarrely, you are more likely to have complaints from members if they feel a hole hasn't been changed properly than if your budget doesn't balance! I'm sure that's what frustrates so many of you. You can have a course that is playing like a dream but it just takes someone to notice a ball washer is out of water and you'll get a letter of complaint.

Yup, I'm warming to the idea of a fly-on-the-wall documentary featuring the everyday activities of a team of golf greenkeepers.

From half past eight every Monday for half an hour the whole television watching world could see the some of the hassles you have to contend with from small minded golfers and at the same time marvel at how you can identify one type of grass from another and how you look after them all differently.

They could also see that cutting a green is much more difficult than merely mowing a lawn and achieving a straight line takes precision and no little skill.

Having visited you in maintenance facilities which range from the palatial right down to leaking tin sheds I'm sure viewing golf club members might actually be a little ashamed of the living conditions some of their greenkeeping teams have to operate in. It's not so long ago I was still visiting clubs where it wasn't so much that there wasn't shower facilities but that hot water still wasn't available.

So if there are any television producers out there looking for the one avenue of fly-on-the-wall that hasn't yet been covered, get in touch at BIGGA HOUSE.

Scott MacCallum, Editor

### NEW IMAGE FOR BSH

There might have been familiar faces greeting visitors to British Seed Houses' Stand, but the UK seed company had a distinctive new look at Harrogate Week 2006.

It sported new exhibition graphics, stationery and product literature on its stand, and entertained a packed house of customers and key industry delegates at its celebrity luncheon, where cricket pundit, Henry Blofeld, amused his audience with tales from the commentary box.

The new corporate identity was created as part of the company's ongoing strategic marketing

programme. Its new image is reflected across a suite of new magazine adverts, product-led direct mail, packaging and an upgraded website with online purchasing facilities.

"Anyone who specifies or purchases seed from BSH can be confident about its quality, and we think it's important that our image reflects this commitment to quality. We've also listened to our customers' feedback so we can continue to improve the service we provide to them," said Simon Taylor, BSH's Amenity Development Director.



Caption: L-R: William Gilbert, Managing Director, Louise Clegg, Henry Blofeld, Simon Taylor, Joe Hendy, Richard Brown and Bob Scott.

### BATHGATE'S BUSINESS DRIVE



Simon with the new literature

New corporate literature, designed and produced by Knutsford-based agency, Quest, is spearheading a 2006 new business drive by Bathgate Silica Sands into a range of leisure and industrial markets.

From its quarry in Sandbach, Cheshire, Bathgate is a supplier of sand and top dressings into various sectors, not least the sports and leisure markets. Its sports clients include a number of Premiership football clubs as well as several prestigious tournament golf courses, such as Royal Liverpool Golf Club, which hosts this year's British Open Championship.

Quest's brief was to design and produce a contemporary new brochure which reflected the calibre of Bathgate's client portfolio, reinforced its growing reputation as a specialist supplier, and could be used as the basis of a renewed sales drive into key target markets.

Overseen by Quest's creative director, Simon Reason, the new literature, together with graphic panels mirroring the brochure's photography and design, was produced in time for Bathgate's first major trade exhibition of the new year, Harrogate Week 2006 at the end of January.

### NEW IMPORTER

Trilo UK has announced that, with immediate effect, they are the importers of the new Leijenaar Green Clipper Mower range.

Trilo are already well known in the industry for supplying vacuum machines. The extensive range now includes blowers, top dressers and flail/scarifier collectors. It was a natural progression for Trilo UK to take on a range of mowers. The units can be used by turf producers and sports ground/open areas.

"This was not an easy decision, as it is all too easy to undo a reputation that has taken years to build. However, with the Green Clipper range we feel confident that we have an excellent product and that we can build a good relationship with the Leijenaar family as we have with Trilo," stated Tim Merrell, Managing Director, Trilo UK.

## ARE YOU THE SPRAY MASTER OF THE YEAR?

As a golf course greenkeeper do you take pride in undertaking the job of spraying in a professional manner? If the answer is yes, the BIGGA Golf Course Spray Master of the Year award is for you.

The winner of this unique competition, sponsored by Greenlink International in support of the product Blazon, will receive an expenses paid trip to visit the 2007 Golf Course Convention and Trade Show in Anaheim, California, USA. On top of that the golf club will receive a free, state of the art, Gambetti Barre 300 litre sprayer.

All golf course greenkeepers in Great Britain can take part. The judging panel will be looking for: Safe and effective spraying practices, accurate and appropriate record keeping, product label awareness, good chemical store management, proper sprayer maintenance and suitable waste disposal policy.

If you believe you have the right qualities and support best spraying practice, why not enter your name in the competition? Who knows, you could be winging your way to Anaheim, California as Britain's top golf course master sprayer before you know it.

Full details of the competition and an entry form will be featured in the April's issue of Greenkeeper International.

"The application of sprays on a golf course is a major responsibility and a highly skilled operation. The objective of sponsoring this award is to encourage a greater awareness of best spraying practise, promote the Voluntary Initiative and improve overall the national standard of spray application," said Richard Fry Managing Director of Greenlink International, at the joint launch with BIGGA.

## DOUBLE WINNERS

A Head Groundsman and an Assistant Greenkeeper are both winners, following two separate prize draws sponsored by Vitax during Harrogate Week.

Ian Osbourne, Head Groundsman at The Richard Evan Sports Ground, Wimbledon, training venue for the Harlequins Rugby Team, and John Coote, Assistant Greenkeeper at The London Club, Kent, both received £100 worth of vouchers for BIGGA merchandise after their names had been drawn from the hat.

Incoming BIGGA chairman Richard Whyman, himself a previous Vitax winner, performed the honours on the company stand, selecting Ian

Osbourne in what has become an annual Harrogate event, while John Coote's name was drawn by International scientist Stan Kostka of Aquatrols who flew over from America to conduct a free fringe seminar at Vitax's invitation.

"We always have one on the stand, but because we were involved in the first fringe seminar programme we decided do a second draw for all attending delegates to Dr. Kostka's lecture. I'd like to congratulate both winners, and hope that John, a placement student from Writtle College will find the vouchers especially useful," said Clive Williams, Commercial Development Manager for Vitax.



## EDUCATION PUSH FOR FEGGA

FEGGA Delegates representing 23 countries recently came together at the FEGGA Conference to discuss and agree policies on Education and Environment.

During the past four years, the Federation of European Golf Greenkeepers Association has been working with and assisting Greenkeeping Associations throughout its Membership Countries in establishing formal education programmes based on an agreed minimum standard. The Members of FEGGA have now agreed in Portugal at their Conference to take the next step in its determination to create more consistency in Greenkeeper education across Europe.

The focus this year will be to develop a set of standards that will be agreed to by all associations and create a framework for all Countries to work with. This would allow Europe to have a qualification that all Countries can relate to and therefore recognise the qualification wherever one is in Europe.



## NEW PRINCIPAL

Myerscough College has appointed Ann Turner FCMA as Chief Executive and Principal. This appointment comes at a time when student numbers for its diverse range of courses continue to rise, with over 10,000 students now studying at the College.

Ann, the first female Principal in the College's 100 year history, has been a long term member of Myerscough's senior management team. Having previously held the position of Director of Finance for seven years, Ann played a key role in ensuring the College achieved significant growth and enhanced its position regionally, nationally and internationally. She places great emphasis on standards and quality of teaching and learning within the College as a whole.

Ann's aim is for Myerscough to continue to offer the first class learning and development environment that students at the College have become accustomed to. Ann, who has been Acting Principal for the last two months following the departure of Professor John Moverley OBE, will formally take up post on March 1.

## NETWORK GOLF

Making life easier for Secretary/Managers and Club Committees is a prime aim of new company, Network Golf - a one-stop shop for professional advice and guidance to golf clubs and golf centres.

Network Golf will offer Marketing & Business Planning, Finance & IT, Course Design and Refurbishment, Agronomy, Interim Management, Recruitment & Selection, Education and Training and Course and Clubhouse Products.

At the heart of the network is Neil Cockbill M.Sc., MIGCM. Neil has a wide range of experience in golf club management supplemented by 3 years as the EGU's Golf Services Secretary. This is backed by a successful career in sales and marketing prior to moving into the golf industry.

## THE LADY IN RED

Kristie Diggelmann, daughter of Trimax UK Manager Ian, has joined the company on a short term contract to assist in the Little Addington workshop. Kristie, 20, is always happy to help out on any designated task and always has a ready smile. Her ringing laugh can brighten up the coldest and darkest day!



When she leaves later in the spring, she will go on to further her adventurous life style as, after taking time out to celebrate her 21st birthday, she will return to New Zealand to train for a position with personal development organisation Full On New Zealand.

Her role will be to coach, or coax, trainees on high ropes, an activity aimed at getting people to confront and overcome their fears. The training will take place in the wonderful setting of the Australian Blue Mountains.

## MERGER

Robert Donald, Managing Director, White Horse Contractors Ltd and Mike Seward, of Seward Turf Maintenance, have announced that Seward Turf Maintenance has combined with White Horse Contractors (Northern) Ltd. The merger, completed just prior to Christmas, is seen as a strategic development for both companies.

Seward Turf Maintenance is synonymous with quality and value, offering turf renovation services throughout the UK to prestigious clients. Combined with White Horse Contractors (Northern) Ltd they will provide existing and future clients with comprehensive range of activities and services. As well as the full range of turf renovation activities White Horse (Northern) undertake new construction and reconstruction projects in addition to the design and build of drainage schemes for sportsturf.

## END OF AN ERA

Garside Sands' Distribution Manager, Bob Blake, has retired from the company after 47 years' service, during which time he has been in charge of delivering over 30 million tonnes of products.

Based in Leighton Buzzard, Bob joined the company at the age of 15 as an office junior, later moving into the transport department. Since then, Bob has been responsible for Garside's distribution and has seen sand originally transported by Leighton Buzzard's narrow gauge railway for delivery into London and the Midlands by barge on the Grand Union canal, to today where Garside's silica sands are distributed across the UK and internationally.

"Replacing Bob will be no easy feat as he is a familiar character to customers and haulers alike. Garside has appointed Bob Mellor from Woodhall Spa Sand and Gravel Operation to take over the role who joins with over 20 years experience, five of which is specific to the delivery of loose and bagged products," said Colin Parke, General Manager at Garside Sands.



Bob Mellor, left, and Bob Blake of Garside Sands

## TH WHITE HITS FOUR

TH White Ltd, of Tetbury in Gloucestershire, is the Ransomes Jacobsen Distributor of the Year for 2005. Not only did they win this most prestigious award, they were also winners in three other categories Parts dealer of the year, Service dealer of the year and UK Turf dealer of the year.

The awards were presented at a Gala Dinner during Harrogate Week 2006, which was attended by Ransomes Jacobsen dealers from around the world. The silver trophy and commemorative plaque were presented to the Managing Director of TH White's grounds care division, John Earley.

"From the number of awards won by TH White, it's obvious that they have had an exceptional year

with Ransomes Jacobsen product offering. The Distributor of the Year award recognises outstanding performance in all sectors of the business and they have demonstrated outstanding performance across all their markets. TH White has met, and surpassed, the standard that we demand of our distributors and have shown tremendous commitment to Ransomes Jacobsen," commented David Withers at the Gala Dinner.

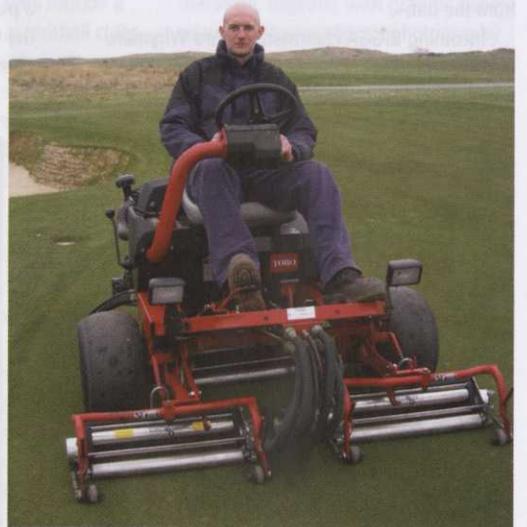
Rickerby Ltd received a special award for 125 years outstanding service to the groundscare industry and ITTEC received a similar award for 10 years successful trading in the Czech Republic.

## TURFWORKS ARE OPEN

The TurfWorks Thatchmaster and True Level Vibro Roller cassettes are in use to help the Royal Liverpool Golf Club, at Hoylake, prepare for the British Open, which takes place in July this year.

The TurfWorks system will enable the Greenstaff to produce and better the fine turf that the Open expects. With smooth fast and healthy putting surf aces the Thatchmaster will also be used for grooming the fairways and approaches, with the Vibro Rollers used to speed up the putting surfaces and approaches.

"I always strive with my team for the best playing surfaces available at Royal Liverpool, but in the year of the Open this is of paramount importance," said Craig Gilholm, the Links Manager at Royal Liverpool Golf Club.



## TWO ON THE TROT

Turner Groundscare's retail branch at Lansdowne Road, Stamford Bridge, Tarvin, near Chester, is Turfmech Machinery's dealer of the year for the second year running, and for the fourth time in five years. Runner-up, also for the second year running, was Scottish professional grounds care equipment dealer, Nairn Brown (Glasgow) Ltd, of Busby, Glasgow.

Initiated in 1999, Turfmech's dealer of the year award was presented to Turner Groundscare's Tarvin branch in recognition of the outstanding sales results achieved by the firm during 2005 together with the consistently high level of service provided to owners and users of Turfmech machines. An engraved plaque marking these achievements was presented to staff from Turner Groundscare's Tarvin branch at Harrogate Week 2006.



Supplier of the Year - TYCROP

"Thanks to Turner Groundscare, we have machines at work with local authorities, contractors, golf clubs, hire firms and private customers throughout Cheshire, Flintshire, Greater Manchester and Merseyside. The feedback we receive tells us that Turner Groundscare delivers consistently high levels of after-sales support to its professional customers, support which has resulted in new and repeat sales of Turfmech machines over the years," stated Turfmech's Managing Director Justin Austin.

Meanwhile, for the second year running, TYCROP Manufacturing of Rosedale, British Columbia, Canada, has been named the outright winner of Turfmech Machinery's Supplier of the Year award.

Judged by staff from Turfmech's sales, service, purchasing and accounts departments, the Supplier of the Year award is given by Turfmech to the supplier considered to have provided the best all-round support for its product range throughout the year.

## FIRST FOR SHROPSHIRE

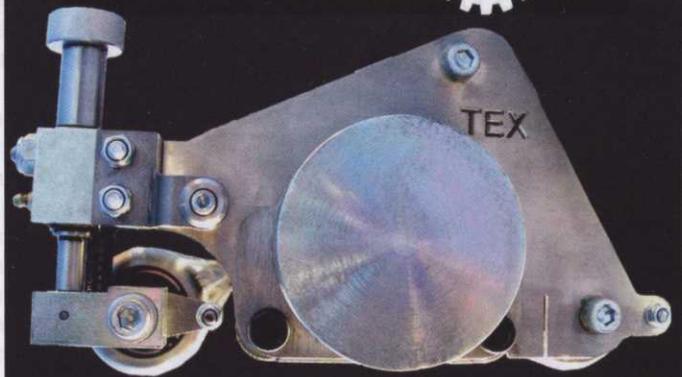


R-L: Ivan Beetlestone, Head Greenkeeper; Paul Richards, driver, and Richard Jones, Dealer of Oakley's Groundcare

The Burhill Estates Company has chosen Trimax Pegasus wide area rotary mowers for three of their courses. The Shropshire in Telford is the first club to take delivery of their new machine.

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## ROBERTS REWARD

Andrew Roberts has been named as Sisis Territory Manager of the Year 2005.

Covering Lancashire, Merseyside, Greater Manchester, Cheshire, Staffordshire, Shropshire and North Wales, Andrew is a relatively new boy at Sisis joining them in April 2004. However he has quickly earned a reputation for conscientious customer care and attention to detail, and has significantly increased sales in his territory.



## CRIMEWATCH COLUMN

Those unfortunate greenkeepers who have had machinery or equipment stolen from their clubs are invited to send in a description of the missing kit plus a serial number. We will then print the information. Hopefully this will lead to some recovery and perhaps make it more difficult to sell on the stolen items.

*Anyone wishing to take advantage of this service should send the information to Gareth Jones at BIGGA HOUSE, Aldwark, AIne, YO61 1UF or email [gareth@bigga.co.uk](mailto:gareth@bigga.co.uk).*

## NEW AREA SALES MANAGER

Oxfordshire based Garden Tractor manufacturer Countax has announced the appointment of Phil Parry in the role of Area Sales Manager.

Phil brings with him some 18 years' experience with Briggs & Stratton engines, and a career in garden machinery spanning over 30 years, following 9 years in the Royal Electrical Mechanical Engineers.

Phil will cover sales of Countax, Westwood and Echo products to dealers in the Midlands, and joins the Company at an exciting time following the recent launch of the new four wheel drive products, and the new X Series tractors.

"We are delighted to welcome Phil to Countax, and feel certain that his wealth of experience in the industry will be beneficial to both Countax and the specialist dealer," said Mark Osborne, Sales Director at Countax.



## IRRIPLAN GOES WHITE

Marcus White has become a partner in independent irrigation consultancy IrriPlan. He'll work alongside Giles Wardle in the business he founded and which celebrated its 10th anniversary during 2004.

Marcus joins the company from 2ic, where he was a partner for four years. He specialises in water resources and management, including abstraction licensing, hydrological monitoring and advisory services concerning the quality, treatment, storage and monitoring of water. As a Chartered Engineer, he's also an expert in reservoir engineering and design, ground modelling, site surveys and Health & Safety planning.

"It combines the skills of the two most qualified irrigation engineers in the UK golf industry, both with significant experience of working on major projects here and abroad. This will enable us to offer a wider range of services to our

existing client base within the golf and sports turf industry," said Giles.

Marcus added: "Giles and I completed our MSc degrees at Cranfield at the same time and I'm delighted that we've formed a partnership. We can now offer complete contract management for irrigation projects, from water sourcing, abstraction and storage to the engineering and design of irrigation systems and drainage."



Giles Wardle, left, welcomes Marcus White

## DUKE'S TRANSFORMATION

The striking transformation of the Duke's Course at St Andrews is the inspirational result of a design philosophy that has already made American architect Tim Liddy one of the most talked-about influences in the modern game.

Tim's complete redesign of the last four holes of the Duke's Course not only strengthens its challenge to make it one of the finest inland championship tests in the British Isles but also gives the course unique potential for future major televised tournaments.

Even though the course has been lengthened by 350 yards to 7,500 yards, Tim has focused on the importance of strategic play rather than power golf

and in so doing observed the fundamentals of the original designer Peter Thomson, five times Open Champion.

His basic philosophy is that the course must, as it were, "grow" out of the landscape and not be imposed on it. Thus it must remain character with its surroundings. Consequently the high-sided bunkers, more in keeping with a links, that were a feature of the original Duke's Course are being replaced by the more typical inland, soft-edged versions.

"A common trait of my design is rewarding the player who can manoeuvre the ball. It identifies the golfer with greater ability," stated Tim.



## SELWOOD PICK OF THE CROP

Avoncrop Amenity Products have announced that Jon Selwood has joined their sales team.

Jon will be the Area Sales Manager for the Essex Area calling on Golf Courses, Sports Grounds, Local Authorities, Schools, Bowling Clubs and Landscapers, promoting the extensive range of amenity products in the portfolio, along with offering technical services that are provided by the company.

Jon is well known in the amenity industry, having worked at Abridge Golf & Country Club for the past twelve years with the latter seven being as Course Manager, prior to that Jon had experience as a Groundsman at Bishop Stortford Football and Cricket Clubs.

"I'm really pleased that Jon has joined us, with his sound technical knowledge and his enthusiasm for this industry I am sure he will provide his customers with a first class service," commented Rod Feltham, Managing Director of Avoncrop Amenity Products.

## NEW SOURCES PEST CONTROL

A new project that could develop new pest control strategies and even find new sources of antibiotics is being undertaken by Alan Gange, Reader in Microbial Ecology in the Department of Biological Sciences, at Royal Holloway, University of London.

The National Environment Research Council (NERC) has awarded Alan Gange over £260,000 to investigate the significance of fungi that live within plant tissues. These fungi, known as 'endophytes', produce chemicals which have been used to produce antibiotics in the past, for example taxol which is a drug being used for cancer treatment.

Focussing on the study of fungi in herbaceous plants, the project hopes to look at the chemicals being produced and how they benefit the plant and if they can make them resistant to attack. This project has the potential to change the way people view plant-insect interactions and could lead to new forms of pest or weed control.

Alan recently won the National Turfgrass Foundation Research Award for 2005 and has been a pioneer in trying to introduce biological methods of pest control into the turf industry.

"I am delighted to start this project as it has the potential to take pest control strategies into a new era, and to exploit the natural antagonisms that exist between plants and insects," said Alan.

## NEW DEALER

Drainage and trenching equipment manufacturer AFT has appointed WT and RJ Jones their dealer for the South West of England. Covering Cornwall, Devon, Somerset and Dorset, W.T and R.J Jones will stock AFT machines plus a wide range of spare parts at their recently opened premises on Chelston Business Park in Wellington, Somerset.

The company, owned and operated by husband and wife team Tom and Rosemary Jones, specialise in sales, service and hire of a wide range of groundcare and amenity machinery plus also run a successful contracting business in the sportsfield and golf course sector.

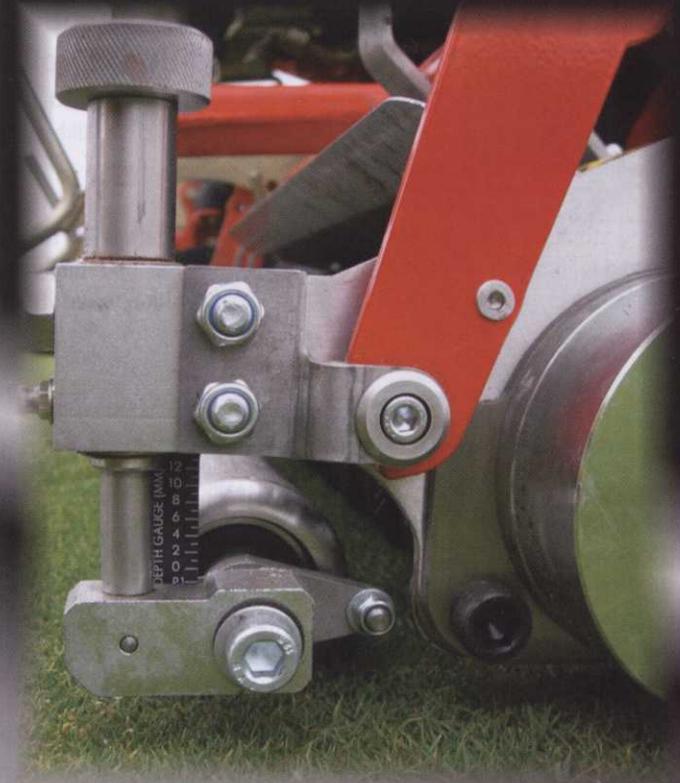
"The appointment of W.T and R.J Jones as dealer for the South West of England is a coup for AFT Trenchers Ltd. Tom Jones and his team understand the needs of the amenity and golf course sector and can work with us to supply drainage and trenching machinery to customers in this area. W.T and R.J Jones have arranged a series of Sportsturf Drainage seminars and demonstrations with ourselves and their other suppliers to promote this new venture, and we look forward to meeting new and current customers at these events to build relationships for the future," said James Lane, Sales and Marketing Manager for AFT.

We'd like to apologise to new Master Greenkeeper Keith Ratcliffe MG for inadvertently calling him Kevin in last month's issue of Greenkeeper International.

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