



## Bucking the Trend

Norwich-based, P&R Hydraulics is bucking the trend of manufacturing and distribution companies struggling to achieve growth during the current economic climate.

P&R has experienced significant growth in the last 12 months of trading. Since taking the decision to purchase Hydraulics Direct in January of last year, the company has not only seen a considerable increase in its revenue but also its export business.

“Many small companies would not choose to acquire a new business during the worst recession we have seen for a generation. However, the opportunity presented itself to us and despite the obvious challenges

we felt the time was right for us to grow our business and expand into a new market sector, turf care equipment,” said Sales Director, Richard Howard.

In addition, the company is expanding by taking on additional floor space for its manufacturing and repair operations in Norwich. There are also plans to increase the current workforce during 2011 to ensure customers continue to receive excellent service and support despite the increased workload.

Members of the P & R Hydraulics team from left to right, Glenn Jordan, David Elliott, Justin Gill, Richard Howard and Maria Barham-Brown’

## BAR Trio from Barenbrug

New from Barenbrug is BAR Trio, a 100% fescue blend specifically designed to provide the superior salt tolerance required by links courses.

Part of the 2011 BAR Range, this latest product launch is the result of Barenbrug’s extensive research and development commitment to finding a salt-tolerant fescue blend especially for golf users.

Following a pilot project in 2009 at Northumberland course Goswick Links, the BAR Trio mixture synergy has been perfected in trials across the UK and Ireland in order to provide the shoot density, plus disease and salt tolerance, that links courses so often struggle to achieve.

BAR Trio contains a blend of Barenbrug slender creeping red fescues – 40% Viktorka, 30% Barcrown and 30% Barpearl



## What’s your number?

*Our regular and random profile of an industry figure continues with this month’s lucky number...*

**Name:** David Golding  
**Company:** The Greenkeepers Training Committee (GTC)  
**Position:** Education Director



**How long have you been in the industry?**  
 40+ years....and it seems like only yesterday.

### How did you get into it?

I was a keen young golfer in the mid-sixties playing for the county colts in Derbyshire and working in the Pro’s shop during my spare time. I left school to become an Assistant Professional but soon realised that I was not going to be good enough to make a living out of playing the game. My home club, Buxton & High Peak offered me an Apprenticeship as a Greenkeeper. The rest as they say is history....my career progressed to becoming a Head Greenkeeper and Course Manager, while also being a volunteer within the BGGGA and from 1987 an RA for BIGGA. I joined BIGGA in 1989 before becoming the GTC’s Education Director in 1993.

### What other jobs have you done?

Apprentice Greenkeeper to Golf Courses Manager and for the past 21 years privileged to work as an education administrator within the greenkeeping sector of golf.

### What do you like about your current job?

Representing the greenkeeping sector at high profile meetings to ensure there are opportunities for all ages of greenkeepers and leaving employers no excuses not to invest in staff development.

### What changes have you seen in the industry?

The professionalism of, and respect for, the majority of greenkeepers has improved tremendously. I would like to think as a sector we have education and training courses for everyone, thanks to BIGGA and the ongoing support we have from other golfing organisations.

### What do you like to do in your spare time?

Spend time with the family and watching sport, especially Man Utd who have given me so much pleasure, and very occasional heartache, since I was a little lad.

### Where do you see yourself in 10 years time?

Retired, and who knows back playing as much golf as I once did. This time it will be in sunnier climes rather than the bleak High Peak!

### Who do you consider best friends in the industry?

I would like to think after a lifetime in the industry, most greenkeepers, and many other individuals who I have met since the 60s.

### What do you consider to be your lucky number? 7

*David has picked Fiona Gebbett, of Pan Publicity*