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LEFT: Tracy Ruane, head greenkeeper of Oulton Hall GC, shares a joke with the Duke

ABOVE LEFT: Kim Macfie and Tina Pulsford, of Hayters, with the Royal visitor

ABOVE: Colin Gregory on the Hardi stand

LEFT: Garry Worrall and Mark Hillier on the Maxwell Hart stand

NEAR LEFT: BIGGA's Neil Thomas and Samantha Flint with the Duke and Viscount Whitelaw



ABOVE LEFT: The Duke on the Pro-Tee Products stand

ABOVE: René Orban, of Jacobsen UK Ltd, looks on as the Duke makes a point. Also in the picture are Neil Thomas, left and Roy Kates, BIGGA Chairman

LEFT: Viscount Whitelaw and the Duke with Rolawn's Terry Ryan, on their stand

NEAR LEFT: Richard Webb, of Tacit, explains how their hole-cutter works to the Duke and Roy Kates

Designing your WORKSHOP

MICHAEL BIRD concludes his report on the ideal golf course workshop, with practical tips on what to build and how to build it

A well-designed, properly equipped and efficiently managed workshop will enable the majority of machinery service, repair and maintenance tasks to be carried out without the need to call in the supplier or repair specialist. This requirement is equally as important on a golf course as it is in any industry where work must be completed outside normal hours. Punctures may need to be repaired, frames welded and cutting cylinders re-ground at a time of the day when the dealer's front door is firmly locked and its service engineers are literally still only dreaming about their breakfast.

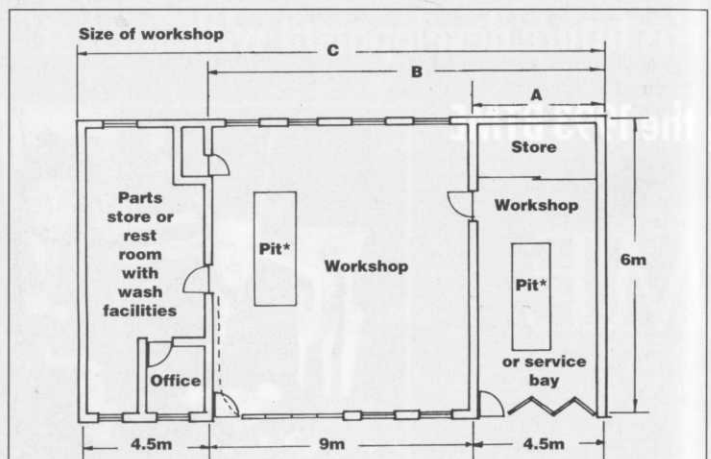
As the demand for golf grows, with more and more players prepared to start their round the moment the sun clears the horizon, the pressure on those responsible for machinery maintenance is going to increase at both ends of the day. For that reason, the workshop building needs to be carefully planned and managed. The first step in designing any new building is to establish the required finished size. In the case of a workshop, this can only be determined by sitting down and deciding on the number and the type of machines which will require access and what may need to be done to them when inside.

For example, it would be illogical to make an entrance sufficiently high to allow access by a tractor and back-acter if the boom cannot be extended fully when the equipment is within the building. ADAS mechanisation consultant, Warner Hall, recommends that golf clubs think in terms of 15ft (4.5m) bays when planning a new workshop. "A single bay building measuring 15ft wide by

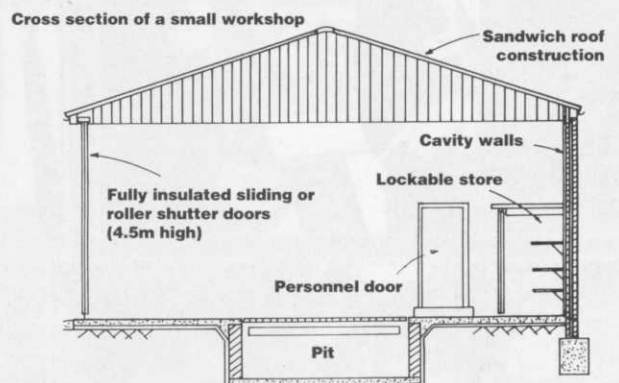
30ft deep is just about the simplest design available and this will be suitable for storing and servicing equipment used for, say, a golf driving range," he comments. "For an 18 hole golf course, a building measuring 45ft wide by 30ft deep by 15ft to eaves will fulfil virtually all requirements".

Hall advocates a minimum height to eaves of 15ft in all workshop buildings and sufficient floor space to allow at least 1m clear around any machine being serviced or repaired. The site selected for the workshop should be level with sufficient space for an external concrete apron running the full length of the building. Avoid areas with overhanging cables, although it is advisable to be within easy reach of mains water and power. For maximum security, the workshop should be situated as close as possible to occupied buildings.

To make full use of the outside walls, an open or lockable lean-to can be built at the side or rear for storage of machines, fertilisers or top dressings. If an office or rest room are required, Hall recommends adding a further 15ft by 30ft bay which can be divided into suitable rooms along its length. "This part of the building should be kept completely separate from the workshop area," he stresses. "There are good reasons for not having a personnel door in the wall dividing the workshop from any office or restroom. Easy access will encourage food being carried into the workshop and tools, overalls and dirty boots being taken into the rest area." To allow the free movement of machinery in and out of the building, every 15ft bay should have a separate entrance with its own



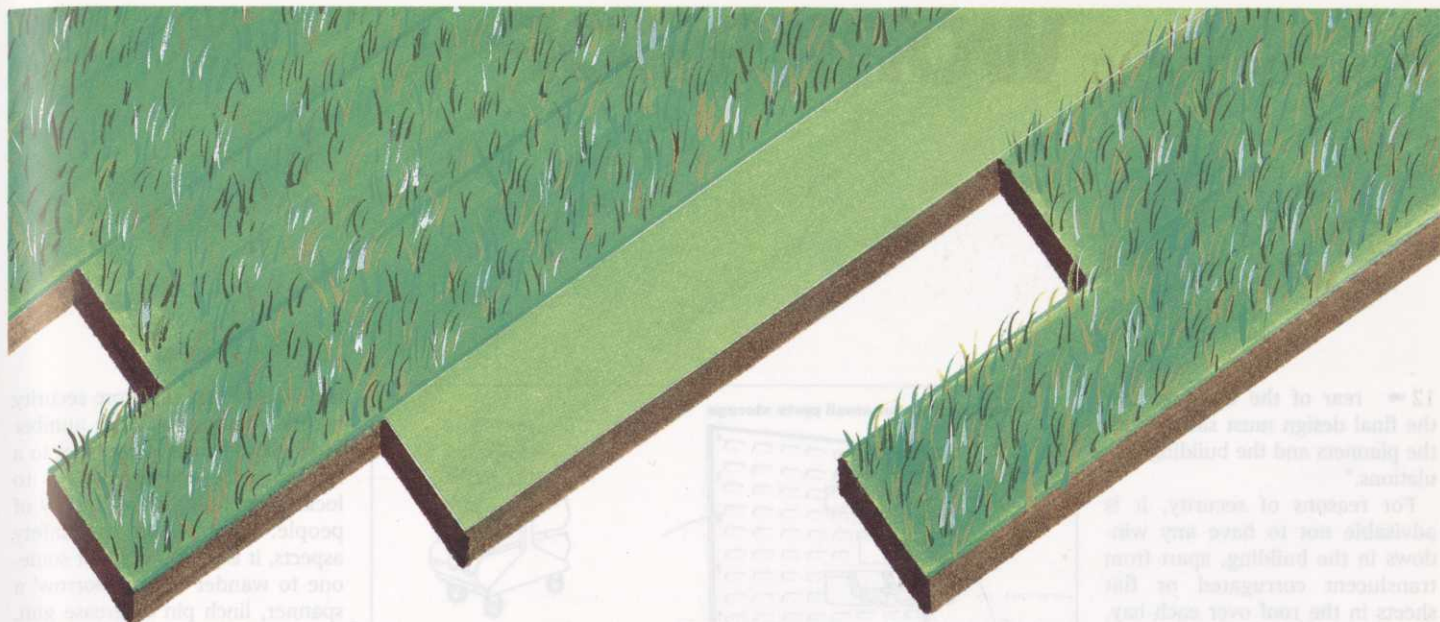
Three basic sizes of workshop are recommended for golf courses. (A) is the minimum advised, measuring 15ft (4.5m) wide by 6m (20ft) deep, and suitable for servicing small numbers of machines, for example on a golf driving range. Covering three 15ft bays, (B) will meet virtually all the requirements of an 18 hole course. For larger courses or where office, restroom or parts store facilities are needed, add a further 15ft bay (C). *Pit not essential



New workshops should be built around a timber, steel or concrete portal frame complying with BS5502. A fully insulated roof and double skinned roof lights will help reduce heating costs and condensation. All doors should be lockable with the minimum number of key holders.

lockable door. For maximum security, safety and convenience, a steel roller shutter is the ideal answer. The doors should have steel frames and can include a personnel entrance to minimise heat loss when moving in and out

of the building during winter. "It is important to liaise with the local fire officer when planning staff entries and exits from buildings," comments Hall. "It is quite common for personnel doors to be positioned at the side or



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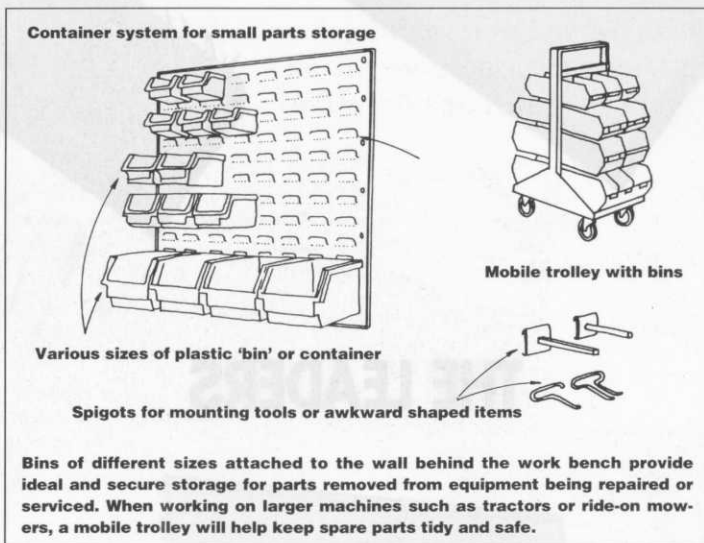
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Designing your **WORKSHOP**

12 → rear of the building, but the final design must satisfy both the planners and the building regulations.”

For reasons of security, it is advisable not to have any windows in the building, apart from translucent corrugated or flat sheets in the roof over each bay. All calculations on lighting should therefore ignore the presence of any natural light. The recommended level of artificial light for building such as a workshop is 100 lux, and this can be achieved by allowing 10 watts for every square metre of floor. However, experience has shown that one can never have too much light, especially when working on small, detailed and complex equipment.

So Hall advises having six 5ft fluorescent tubes in every 30ft deep by 15ft wide bay, giving a total output of 1.5kW – three times the recommended level. Even then, ‘wander’ lights will still be necessary for certain tasks. If windows have to be fitted, they should be positioned at least 5ft (1.5m) above ground level and have either wire-reinforced glass or protection by steel bars on the outside. Because lighting is so important, provision should be made to connect a stand-by generator into the electrical circuitry to maintain illumination, and to power small tools, in the event of a mains failure. For maximum working efficiency, the building should be warm but not hot. A temperature close to 60degF (16degC) will prove comfortable, and this should be supported by draught-free doors and well-insulated walls and roof, helping also to prevent condensation. The greatest heat loss from any building is normally through its ventilating air, so it is important to ensure that any extraction fans are not positioned adjacent to the heat source. Instead, they need to be on the opposite side of the building to encourage the movement of warm air across the work place. Heating is best provided by a gas or oil-fired boiler heating water which is carried to air radiators, with the warmed air entering the workshop at high level. The same boiler, carefully sized, can be used also to heat radiators



in adjacent offices and restroom, as well as hot water for washing. For obvious reasons, Hall does not recommend the use of portable oil-burning heaters in enclosed buildings due to the danger and unpleasant atmosphere created by the products of combustion within the building. Having planned the building and its illumination, ventilation and heating, one will need to consider other services.

In common with lighting, one can never have too many electrical sockets. These need to be positioned around the walls and on any building stanchions to keep lead lengths to a minimum. Meters and fuse boxes should be housed in lockable cabinets and the circuit should include an earth leakage trip to enable regular testing. Most sockets will be of 240 volts, 13 amp capacity – although at least one 30 amp outlet will be needed for welding equipment, with three phase supply recommended for both welders and compressors. A compressor has become an essential item of workshop equipment, used to power air jetting lines, tyre gauges and a host of hand tools. Ideally, the compressor should be housed outside the workshop in a weather-proof, yet well-ventilated area and linked to the various service points by a pipeline fixed to the wall within the building. It is vital that any fixed compressor unit is properly designed, installed and commissioned to ensure the supply of clean, moist-free air of suffi-

cient volume and pressure to the delivery points.

Useful advice for anyone considering the installation of fixed equipment in a workshop is to look at how other professional organisations go about the job. Tyre specialists or a service centre run by one of the major car accessory companies all have well-equipped, sensibly laid-out buildings able to provide good ideas. The workshop bench is a key area. The more benches there are, the more clutter there is likely to be. Hall recommends that each person in the building should have just one 6ft long by 30in wide bench which is their sole responsibility. Only where there is a high proportion of bench work should additional space be provided. Ideally, benches should be attached to the rear wall of the building opposite the main doors, and also screwed securely to the floor. A vice is the only item of fixed equipment which should be fitted to the bench. To avoid trailing leads, position power sockets and air line outlets beneath the front face of the bench. A further useful addition is an adjustable spotlight mounted at the rear of the bench. The back wall can be used also to support slotted racking to carry hand and power tools as well as labelled bins. These will prove invaluable for the storage of small components when stripping down a machine. Larger items can be placed on a shelf beneath the

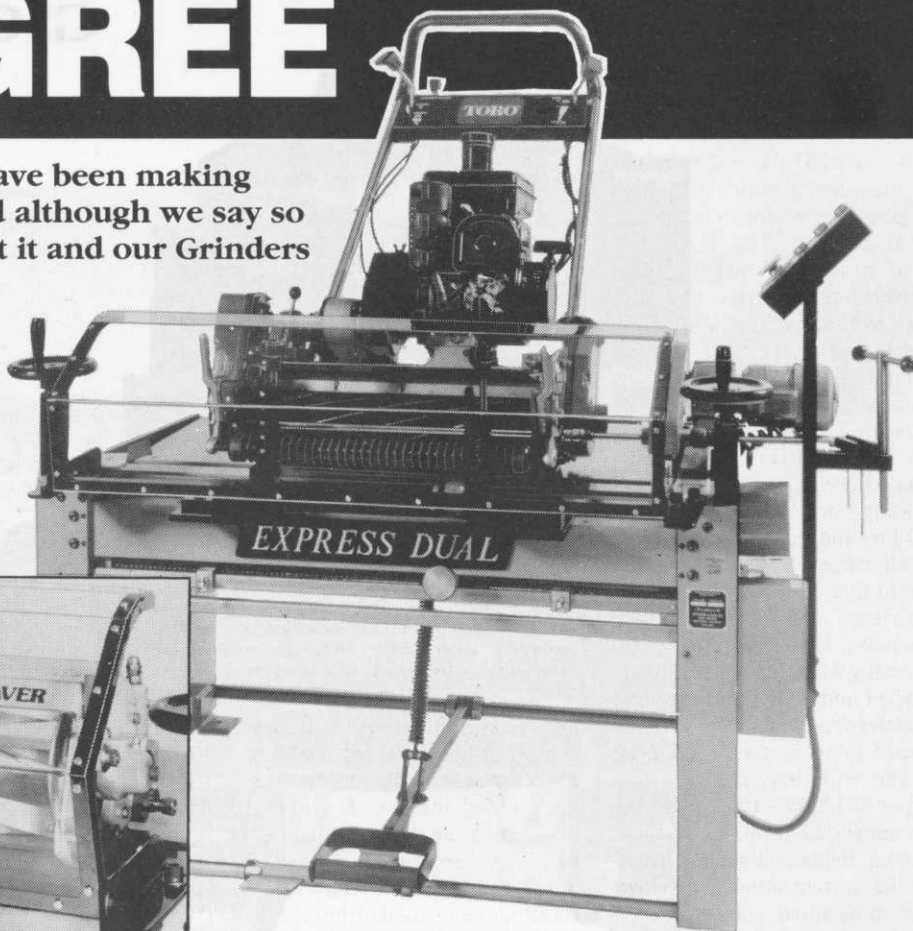
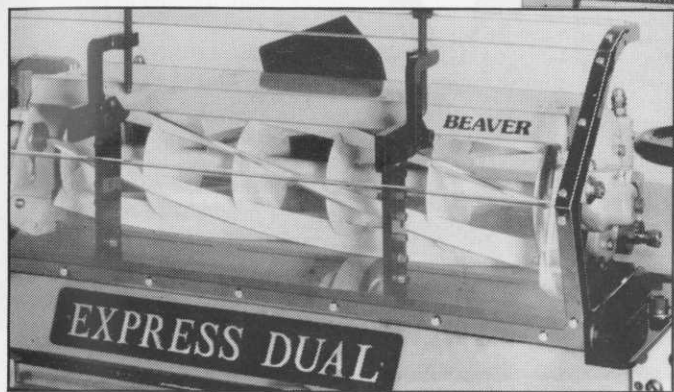
bench. Building and store security is very important and the number of key holders should be kept to a minimum. A good maxim is to lock the building when empty of people. Apart from the safety aspects, it is all too easy for someone to wander in and ‘borrow’ a spanner, linch pin or grease gun, forgetting to return it until weeks later – and sometimes never.

All well-run workshops will need an outside wash-down area where machines can be cleaned of grass and dirt. Any water contaminated with oil, fuel or grease will need a separate oil trap, as required by the National Rivers Authority. Servicing of machines must be carried out in accordance with the manufacturers’ schedules. It is vital, therefore, that the person responsible for maintaining the machines is kept informed by operators of impending service requirements and any problems which may need attending to. If the operator also looks after his or her ‘own’ machine, then its service needs are usually dealt with promptly. Problems can arise, however, with equipment which has no specific operator or user. Not only can service intervals become greatly extended, but, in the case of hand tools, parts can go missing or become worn or broken without any remedial action being taken. The answer, says Warner Hall, is to allocate every new item of course machinery or equipment to a member of the maintenance staff. “That way, nothing should get put away if it needs attention or servicing,” he points out. “Most people react well to responsibility. Even if they do not use the item of equipment themselves, they will make sure that it is clean, in good condition and returned to where it is stored at the end of each day.” Although each club will wish to develop its own system, Hall suggests that every person is given their own ‘log book’ which lists the machines they are responsible for, their daily maintenance requirements and a record of servicing, repairs and spare parts used. The end result will be better maintained equipment leading to reduced servicing costs, downtime and aggravation.

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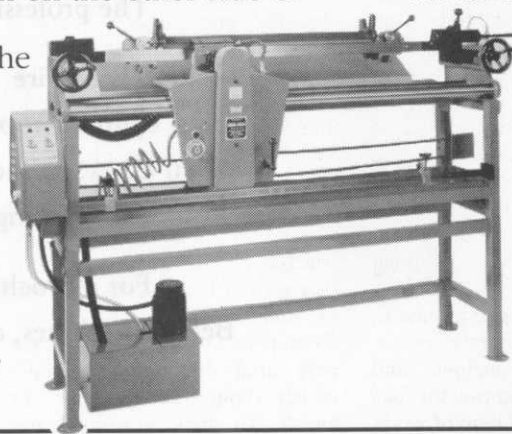
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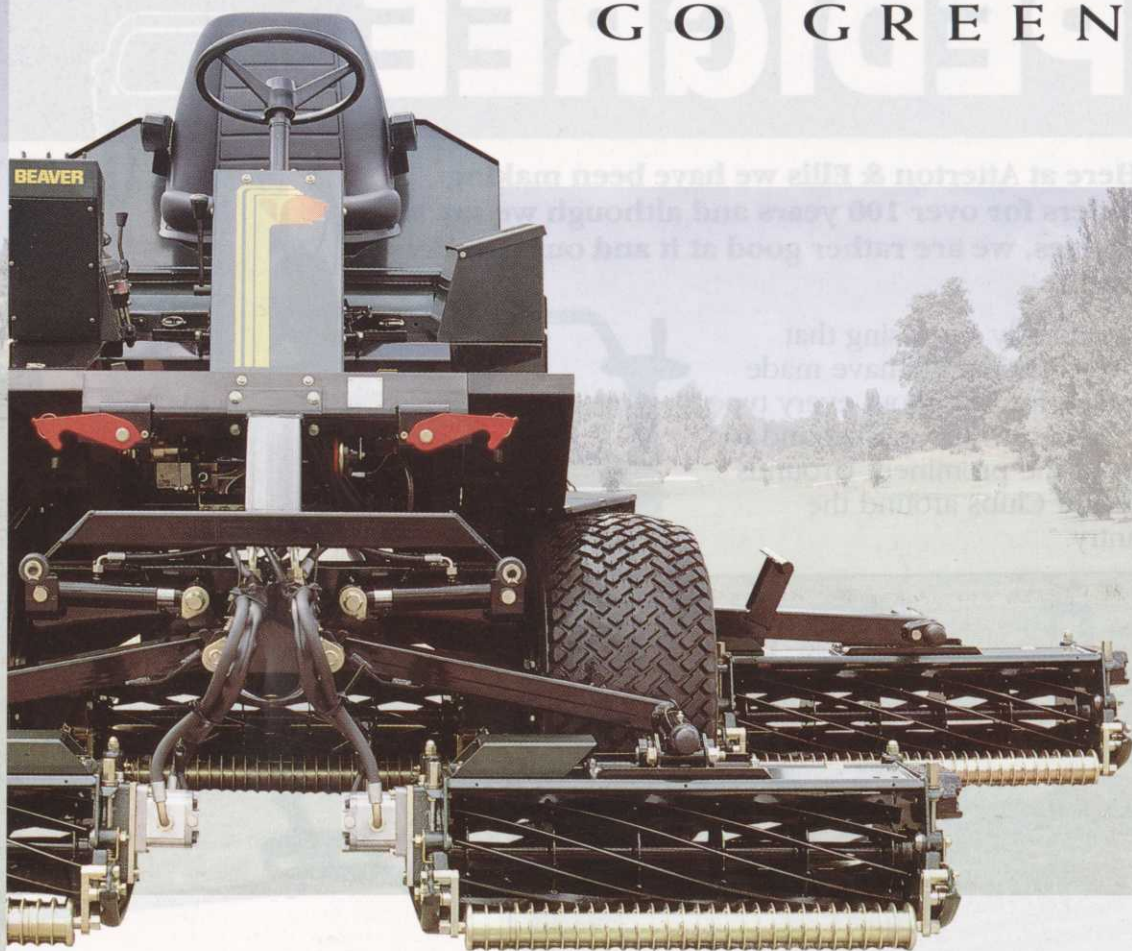
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DAVID WHITE talks to Hayter's Kim Macfie, mastermind of the new 'Hayter Challenge Tournament'



Golf Crazy

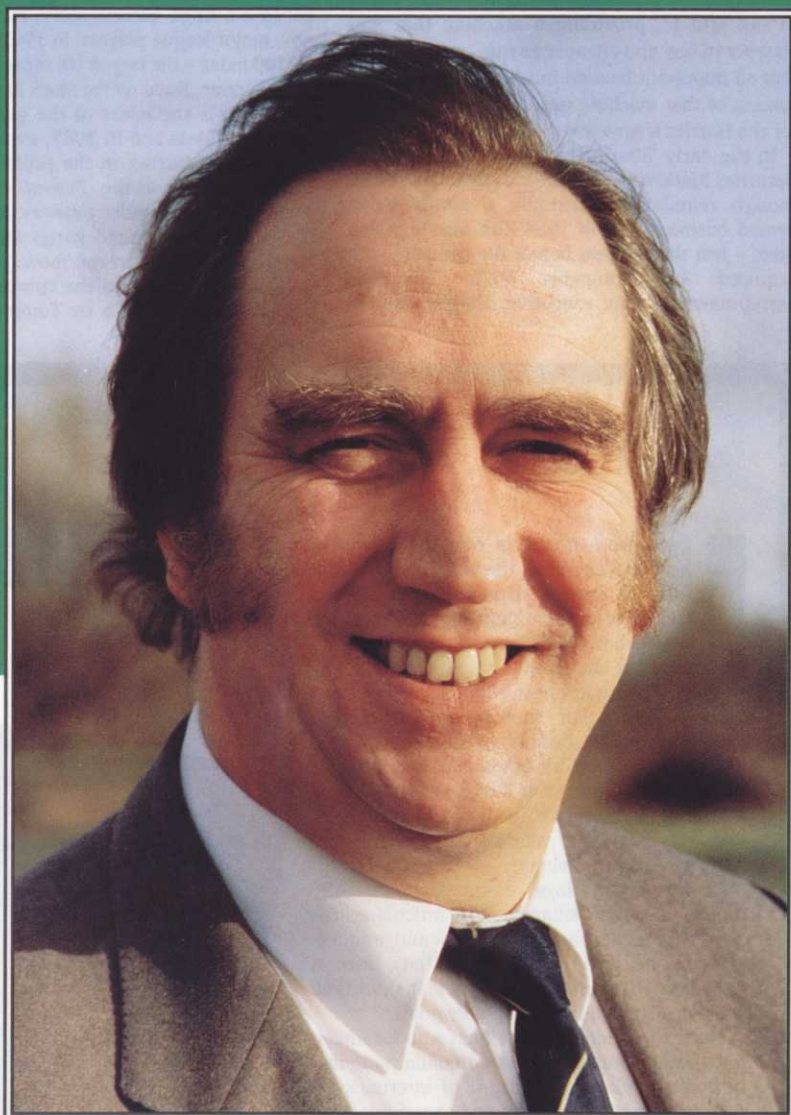
They're using more four letter words in Bishops Stortford these days, words like golf, hook, fore, grip, push, draw, loft, sand, club and putt. Nothing unusual in that, you may think, but at Hayter PLC, headquarters of the famous turfcare machinery company that is to sponsor our 'new image' nationwide golf tournament, it's all part of a fresh and inspired company effervescence, an almost unbelievable enthusiasm that even those few remaining diehards who think of golf as a good walk spoiled have taken fully in their stride – Hayter's has gone golf crazy!

When the news broke that Hayter's had grasped the glittering prize, I wasn't so much surprised that this hugely popular tournament, formerly known as the Iseki, was to come under their wing, rather that there hadn't been a riot of companies in our industry hammering on BIGGA's doors, clamouring for the opportunity to identify with such a sure-fire winner.

Meeting Kim Macfie, Hayter's sales and marketing director and the man who will mastermind the new 'Hayter Challenge Tournament', it soon became clear that he shared my view: that the idea required precious little persuasion on BIGGA's part, the whole concept from the very beginning seen as absolutely right for their development, the very epitome of how Kim visualised promoting and further generating Hayter's business growth. "I believe the greenkeeping fraternity are a superb bunch of people who have increased in status, though not sufficiently yet," he told me. "We want to be close to them because we have products that are good for them. We feel that having this close link is going to develop our business as well as develop their Association – that's why we are so excited about it."

Did being a golfer influence his decision, I asked. "I'm not the sort to let personal feelings influence what is right for the company," he replied, "though perhaps the fact that I've been around golf as a player and administrator may have had some slight bearing, recognising the potential that was offered. It was the sheer brilliance of the concept, exactly the sort of move we wanted to make, that fired my enthusiasm. That stated, the Board's decision to go with this superb initiative was unanimous, objective rather than subjective, and their excitement is unbounded."

What is certain is that Hayter's will be putting a great deal of thought, time and creative effort into the Hayter Challenge Tournament, convinced that by so doing both parties will get a great deal more out of it – isn't that encouraging!



Though 1993 will be their first year as sponsors, to a certain extent the year in which to feel their way, Kim sees the whole Hayter Challenge Tournament profile capable of being raised to untold heights – by their developing tournament links with other suppliers (MacGregor was one name mentioned), prestigious names who will want to be identified with our industry, building the tournament into an even more credible entity where publicity will almost be self-generating – perhaps in years to come involving even satellite TV. Elaborating, Kim sees the voracious appetite generated for golf in all its aspects making its mark, the Association and the Hayter profile growing together as a natural evolution.

The story of the Hayter company is fascinating. Formed way back in 1946 by Doug Hayter on the original Bishops Stortford site, it came into being more by luck than judgement, for Doug Hayter, then in the timber buildings business, was something of an innovator and loved to tinker with machinery. There was a need around the site for an effective grass cutter, so he set about creating his own unique version of the rotary mower. Though the original rotary technique came into being in the thirties, reputedly invented by Dennis Selby of Mountfield, it was Doug who commercially developed the concept, at first selling his clever device to a few farmer friends before the idea really mushroomed, the Hayterette soon identified as the rotary and making Hayter's business positively boom. ■ 18

'The man who understands greenkeepers to the extent

17 ➤ Hayter's was the first company to introduce a rotary with rear rollers – the Hayter Harrier – a move which transformed the 17"-20" traditional market whilst giving the trade a shot in the arm by providing a machine that was cheaper to buy and cheaper to run – whilst giving that all important banded finish. Indication of the success of that machine may be seen to this day, for the Harrier is now in its third generation!

In the early '80s Hayter's joined the Unlisted Securities Market, becoming one of the first PLCs, though remaining essentially a family share owned business, and in 1984 Kim Macfie joined them – just three weeks before the company was acquired by Tompkins PLC. Tompkins entrepreneurial chief executive, Gregory Hutch-

ings, recognised the company as being an ideal vehicle to start a mini-conglomerate and won the company by beating bids from Qualcast and Westwood. What started as a clever move soon became a huge success story, for Tompkins are now major league players, in 1992 joining the FT-SE 100 index – the largest UK companies, by market capitalisation, listed on the Stock Exchange.

Growth is the name of the game in any successful business and in 1987, aware of a need to develop still further in the professional market, Hayter's acquired the Beaver company, their range of triple cylinder mowers, lightweight fairway mowers, mounted gangs and the state-of-the-art T92 triple greens mower causing sharp intakes of breath from the competition! Further acquisition in the USA by Tompkins of Murray-

Ohio, the biggest manufacturing company in the world of pedestrian and consumer ride-on mowers, with 1.5 million pedestrian mowers manufactured each year, has given Hayter distribution of this marque under the Murray label. Perhaps to put the icing on the cake, they have the 'Articulator', a unique product which, as Kim put it, "every golf course should buy – because they have a requirement for it."

Kim Macfie is a golfer with an impeccable pedigree – he's Scottish, which in most books is worth about three shots on the first tee, and he's a long standing member of Royal Troon Golf Club, probably worth another two! He has practical experience as a Royal Troon administrator, specifically having served as chairman of green in the mid-seventies and working alongside the R&A Cham-

It was the year of Tom Watson, glorying in his fifth Open title, the year Nigel Mansell finished fourteenth in the FIA Formula One World Championships. It was the year when our World Cup soccer team demonstrated that things might be worse by singing "This time, more than any other time" before leaving our shores for a 'thorough thumping' by the Spaniards. Mercifully, it was also the year when our other national team did much better, dishing out their own version of a 'thorough thumping' in the Falklands. The year was 1982, the year Frederick ten Hage hung up his crash helmet.

Frederick ten Hage, ex-international rally driver, arguably Holland's most articulate high profile greenkeeping personality and unquestionably its finest ambassador, has been a greenkeeper for just six years, in that short time achieving some quite remarkable goals.

How, I wondered, does a man who for fifteen long years competed in the adrenalin pumping, hurly-burly glamour and grit of international rallying come to find peace and contentment on the fairways? Frederick completed high school in his native Holland, following this with a spell at agricultural college before earning a Degree in Agriculture, specifically in arable farming. Finishing his formal education at age twenty or thereabouts, one might have assumed that a career 'on the land' was expected of this young academic – but he had other ideas. Only one thing was on Frederick's mind as he bade farewell to college life – a burning belief that he could make his mark in motorsport, carve a career in the rough and tumble of competitive rallying.

Anyone who has ever competed in motorsport, even at club level, will know that it costs an arm and leg to set up a competitive rally car, to pay astronomic entry fees, for reconnaissance work and for sheer 'wear and tear'. It's certainly not a sport for the poor and the income of a young farmer in those early days would have barely kept a competition car in screenwash fluid, let alone gas or tyres!

Thus it came that Frederick took to earning as much as he possibly could in the flight operations sector of Schipol Airport, not with any specific career in mind but with the cold, calculated aim of amassing the necessary pile of loot with which to go rally raiding. His was an 'all-hours' job that provided essential finances whilst giving him the freedom to be away

It's all down to...



when-
ever a rally was
scheduled. At first he cut his teeth in club events, progressing sooner than most to national status (as a semi-professional) before eventually moving into the heady atmosphere of the international rally scene. Frederick is too modest to list his successes during those wonderfully crazy years, but I've discovered that as a contemporary of rally aces John Taylor and Tony Mason, he was good enough to come under the wing of 'the works' at Bourne, the training and testing grounds of Ford Motorsport. His UNIC/TAP sponsored Escort twin-cam became a familiar sight on the international scene – the RAC, the Tulip, the Thousand Lakes and other events of superstar status – and he was very, very quick, even

'hairy'
at times, suffering
the indignity of the odd 'off' (rally-
speak for crash) as punishment for such flat-out
ten-tenths performances.

"What made you give it up?" I asked. "Well, I want you to know that I never regretted it for a moment, he answered, "but there came a time when I discovered the other great love of my life – Monica – and I began to have other things than rally pace notes on my mind. I found I wasn't always going quite as fast as I had before, there was another person to think about – I was thinking about her. It was a good time to stop".

Suddenly safety on the road took on a whole new aspect and for two years Frederick earned a living by selling Volvo's. He freely admits, even some six years on, to remaining a dedicated Volvo addict – largely because of the safety features for which this marque is famous.

of backing them with hard cash...'

pionship Committee's agronomist for that period, Jim Arthur. Having in my time met a few green chairmen that I would have loved to throttle, I warmed instantly to Kim's words of wisdom when prompting him into reminiscing over his term of office, in particular his thinking on the relationship forged with Norman Ferguson, Royal Troon's long serving links superintendent.

"I took the view that I could never dictate to Norman on how he should do his job, for the man knew every blade of grass on the links. So I never tried. My connection with the business side of golf at that time was from my having worked for Ransomes in Scotland and before that as group horticultural manager for Eastern Tractors. I knew the fine turf machinery side intimately and used my expertise to instigate a machinery

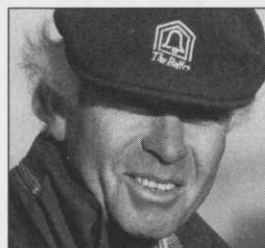
replacement programme at Royal Troon, I think for the first time. I saw my job as being the intermediary between Norman, Jim Arthur and the committee, never one of interfering."

As an enlightened soul with whom any greenkeeper would enjoy instant rapport, Kim's views on uplifting the status of greenkeepers are worth repeating. "For a start," he said, "the move should be made to educate a number of different parties. Training is vital and BIGGA's initiative in doing so much for their industry is laudable, creditable to the point of being seen as an example which other trade associations might do well to copy. That stated, education of other parties, of keeping members informed of greenkeeping developments, for example, is vital. I would especially single out the need to ensure that club secretaries

understand the professional importance of the greenkeeper, for they more than any other enjoy the privilege of continuity in the club hierarchy."

Yes, let's face it, the man knows about fine turf machinery and knows about golf. Above all, he knows about greenkeepers, what makes them tick. I left Bishops Stortford with an overwhelming feeling of optimism for the success of the Hayter Challenge Tournament, safe in the knowledge that the future of championship golf, greenkeeper style, is in very capable hands indeed. Let's hear it for Hayter – and for Kim Macfie, the man who understands greenkeepers to the extent of backing them with hard cash. Finally, let's drink a toast to Hayter's foresight, whilst vowing to make the world take note of this unique partnership – cheers!

DRIVE



reckons rally driver turned greenkeeper

FREDERICK TEN HAGE



But the call to return to grass roots was niggling – indeed had been festering since his retirement from rallying – and he set about gaining entry into the greenkeeping profession. His brothers were keen golfers and he was often dragged along to make up a four, soon discovering that he had good eye/ball synchronisation and r

ather found that the game grew on him. He warmed to the idea of working in such an environment and became a greenkeeper by the simple expedient of advertising himself. Throughout his motoring career he had kept bang up-to-date on matters agricultural, especially the equipment and technology side, whilst maintaining an enthusiastic and practical interest in gardening and landscape architecture. His interest in golf fanned white hot, he read technical and 'how-to' books by the score, joined BIGGA, attended workshops and seminars in Britain at every opportunity – and thirsted after knowledge, absorbing it like a blotter!

Frederick's first greenkeeping job was a modest one, and came as a result of an advert in a golfing magazine, his commission being to knock into shape a small course which, by his own admission, was 'in a big mess'. It was a giant step for a greenhorn, but in a country where trained expert greenkeepers are at a premium it was the sort of challenge he needed. In less than three years he had turned the place on

its axis, producing enviable playing surfaces that were proof enough of his skills and his belief in himself. He'd done what others in Holland might have just dreamed about – blended book learning and theory with essential practice and survived to tell the tale.

Moving forward, in 1990 this now practical and proven greenkeeper advertised himself in the Dutch golfing press and was soon called to action to become the head greenkeeper and oversee construction and growing-in at a brand new 18 hole prestige course near The Hague, designed and supervised by the talented young architect, Gerald Jol. As one might imagine, this task was a far cry from his rather humble first steps at the nine-holer, but Frederick is no average greenkeeper, indeed no average man, and he took to the big time with aplomb, finding it totally within his mark and revelling in the extra challenge that working with contractors, with STRI's Jeff Perris and with Watermation's installation engineers provided. In addition, the course was found to be on a site containing Roman archaeological remains and he was called upon time and again to exercise the now famous ten Hage diplomacy when dealing with site geologists.

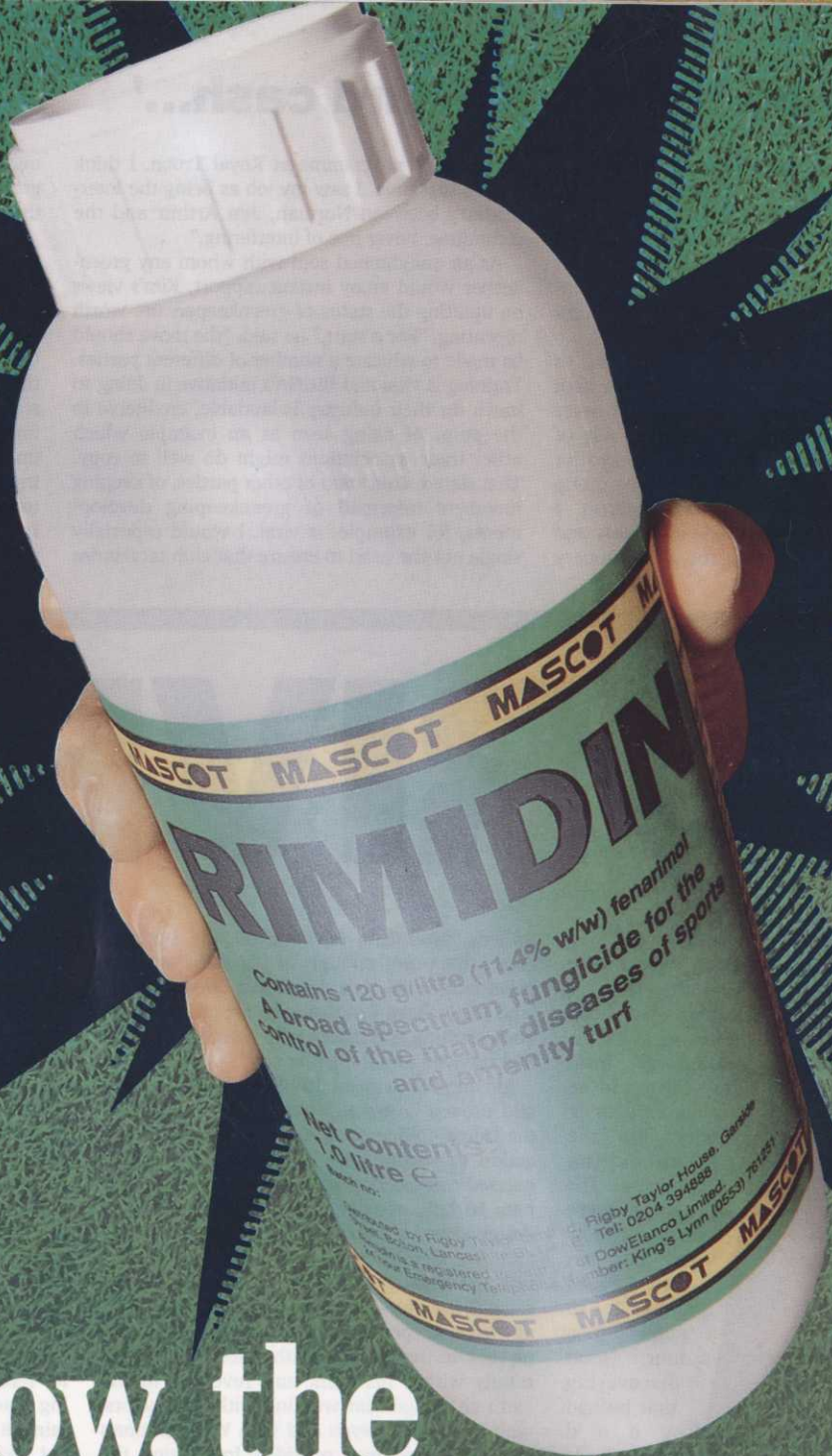
The course itself is near to the coast and set on a seam of sand some three metres below ground, which has proven useful in two ways. Thus far it has enabled extraction of some 45000m³ of excellent material for bunker use, with the resultant extraction craters providing two special lakes that have become an integral feature of play. From the very beginning Frederick has set out to play a pivotal part in the whole building and maintenance operation, to stamp his own personality on the programme and to see the course identified in play as 'his' course. He's fiercely proud of his achievements: nine holes are already in play, widely acclaimed as being something rather special, and the full eighteen will be open later this year. It's a high priced golf club and his members quite rightly expect something special. That stated, I'm bound to say that in having Frederick ten Hage as their head greenkeeper they are on the right path, for he's not the sort to rest on laurels and

views the next four years or so as a continuing testing ground, both from an individual learning viewpoint and as a happily accepted obligation to his members – to see the course mature, flourish and prosper.

Currently engaged in an Elmwood College distance learning course covering golf course management, he gets over to Britain on every possible occasion, has been seen on BIGGA lecture platforms on two or three occasions, discussing Dutch methods and ideology; and has taken up the pen – contributing articles for his native golf federation magazine. Summarising over what is still something of a new experience for him, he declared that taking to greenkeeping was a case of returning to roots and certainly a blessed case of 'life begins at forty'!

I take my hat off to this enterprising Dutchman, a man who appears totally at ease in his new 'driving seat', very much master of his own destiny. He freely acknowledges that the road ahead may be full of twists and turns – many unplotted – and is gracious in praising the support given him by his many colleagues. He singled out just three from the dozens that have helped him achieve his goals, Jan van Mondfrans from the consultant company 'ProGrass', Jeff Perris from STRI and the Jacobsen dealer Van de Lienden. I smiled at this ex-rally man turned the talk around to motoring once again – "you know with Van de Lienden I've enjoyed tinkering with and making minor modifications to some of their equipment. I'm a self-taught engineer and you could say that as a result of those early days of 'tinkering', of building racing engines and experimenting with settings, I'm now the driver of a rather special version of the Tri-King. I love to put my own ideas into practice and I'm delighted that we are able to work together for the betterment of greenkeeping."

Frederick ten Hage – a Dutch ambassador, very much a leader, proud to be a BIGGA member and firmly putting the 'I' for International in BIGGA!




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