

Around the Green

Keeping in touch with news and comment from the regions

Cleveland

A recent visit to the STRI trial grounds sponsored by Barenbrug proved very interesting and our thanks go to N. Shedden of Aitkens Sportsturf for organising the event. Grasses need to be tested for wear and stress to help us find future hard wearing species.

Don't forget young greenkeepers now need the backing of their golf club to book in at their green-keeping training college.

Another reminder. Always ensure that you dispose of waste oil legally. Clean empty pesticide containers and keep records of having these collected by licensed contractors. Are you organised?

Bruce Burnell

South Coast

This year's autumn tournament is to be held at Fern-down GC on Tuesday, October 3, not as previously arranged on October 10. It will be an afternoon competition followed by an evening meal and prize giving. All those wishing to take part should send a cheque for £14.50 together with their handicap to Mark Webb, 12 Line Road, Alresford, Hants SO 2 49LD Tel: 01962 733061. All cheques to be made payable to BIGGA, South Coast Section.

Bob Cully

North Wales

May I offer my congratulations to the following greenkeepers for achieving their D32, D33 assessors course run by the GTC:- Brian Anderson, Abergele & Pensarn; Fred Grundy, Harlech; Roger Kelly, Harlech; David Goedridge, Denbigh; John Edwards, Padeswood and Buckley; David Lewis, Conwy and Diane Lythgoe, Rhos-on-Sea.

We now have the opportunity to offer both our services and knowledge to the young greenkeepers of today and I hope that it will go from strength to strength.

Many thanks to David Golding and Sue Gudgeon who have got the ball rolling and sown the seeds and it is now up to us to get them planted and produce quality greenkeepers.

It seems to be the month for congratulations as the following greenkeepers have completed their NVQ level 2:- Darren Anderson, Abergele & Pensarn; Daryl Davies, Flint; Daniel Hayes, Northop Country Park; William Jones, Bull Bay; Steven Jones, Pwllheli – also awarded the Mommersteeg Merit Prize; Trevor Johnston, Eastham Lodge – also awarded the Rufford Merit Prize and Simon Shakespeare, Denbigh.

Can I remind all members of our golf tournament at Chirk Golf and Country Club on October 11. Entry forms will be out shortly and I would appreciate prompt replies.

A point which has been raised on several occasions in the past is the policy of inviting guests to our day. You are allowed, indeed encouraged, to bring a guest however in doing so you are responsible for his conduct during the day and standard of dress both on and off the course. Indeed the whole idea of bringing a guest was that you actually played and sat down for your meal with that person.

I look forward to seeing you all in October and anticipate a good turn out. I am also looking for sponsors and anybody with any ideas, please get in touch.

T.P. Evans

EVENTS DIARY

September 5-7: SALTEX, Windsor Race Course
September 13-14: Hayter Challenge Tournament Final, West Lancashire Golf Club, Blundellsands
January 24-26, 1996: BIGGA Turf Management Exhibition, Harrogate International Centre

West of Scotland

There's very little to mention hence the omission last month. The only point of note being the Hayter Qualifier at Cardross. Well done to Sandy Brawley, East Kilbride, Martin Corey, Balmore and David Mowatt, Glasgow. The section wishes you the best of luck at the final. Maybe this time the Scots could manage a win.

The response to the five-a-side tournament has been very poor with only two clubs willing to take part. If you are interested please phone on 0141 942 5554.

James Taylor

North East

The autumn 18 hole competition will be held at Garesfield on September 28 – the first time we will have visited the course. Tee off times are from 10am to 11.30.

The matches against the Cleveland and South East Scotland sections have yet to have a date but they will probably be in October.

Paul Wilkin has moved from Stocksfield to Matfen Hall and Andy Bowes from Matfen Hall to Prudoe. We wish them well in their new jobs.

Congratulations to Tony McLure, Head Greenkeeper at Whickeham GC, on winning the Durham County Strokeplay Championship again.

All section secretaries have been informed that any member failing to inform the necessary persons of not being able to play in any national or section events will face disciplinary action from both regional and sectional levels.

Jimmy Richardson

South Wales

The section's summer competition was held recently at the Maesteg GC, where 22 players competed for the Birdie Cup, President's Shield and the John Duncan Cup. A typical, traditional and warm welcome hailed from the valleys (and when I say warm I mean warm, at least 85 degrees) and with a course tough and teasing and presented in first class order, thanks to David Jenkins and his staff, it ensured a fine day was had by all.

Our sincere thanks to our ever faithful sponsors of this competition RS Bird Ltd who provided the prize table and to the company's representatives Gareth George, Huw Thomas and Steve Clifford who were in attendance. George Beck made the presentations on behalf of Roger and Jeffrey who unfortunately missed the event for the first time in 10 years.

Results: Birdie Cup. 1. Adrian Panks, Caerphilly GC, 78 (gross). President's Shield. Peter Edwards, Trefloynne GC, 67 (nett). The winner of the John Duncan Cup was new member Dave Morgan of the Vale of Glamorgan G&CC.

Amazon Groundcare Equipment held an invita-

tion day recently at Bowood Park G&CC. A splendid setting for what is a super golf course, a good test of golf among beautiful surroundings. The weather was hot, too hot I heard some say but glorious nevertheless, as were the facilities and the hospitality.

After lunch Dr Robert Taylor from the STRI, along with his colleague Heather, made a presentation on Ecology and gave a preview of his new book which can be purchased now at BIGGA HQ Price £3 for members and £10 for non-members.

A splendid day, compliments of Amazone and Rod Baker. Many thanks and I look forward to the next one.

Bookings are now being taken for the Region's annual trip to the BIGGA Turf Management Exhibition, at Harrogate next January. The cost, the same as 1995, at just £99 is surely a bargain. You should all have received a booking form but if you haven't or you require any further information contact me on 01792 233923.

Date for your diary September 9/10. Walker Cup. Royal Porthcawl.
Peter Lacey

London

The summer tournament was held at North Middlesex GC in July and the course was in excellent shape thanks to the hard work of Stuart Dodd and his staff. The turnout was good and the results were as follows.

1. Darren Stanley, 34 pts (on countback); 2. Chris Carpenter 34 pts. Guest prize went to John Penn, 37 pts. The longest drive was hit by Ian Semple and the nearest the pin was won by Craig Handyside.

I would like to thank Alan Perry, the club Captain and John Penn, the Greens Chairman for taking part in the tournament and the club for allowing us to use their facilities and for making us so welcome. I would also like to thank the trade for its support and especially Dennis Smith for starting everybody off.

As many of you might know by now our Chairman, Douglas Smith, has decided to retire from his position on the committee. Doug has served on committee for several years and with his help our section has improved immensely. We will miss Doug and wish him all the best as he leaves our section.

Our first workshop is being finalised for the autumn and this will be held at Mill Hill GC with the subject – Preparing Your Risk Assessments. This will hopefully be the first of many small workshops to be run this winter and details will be sent out nearer the time.

Please contact me with any information on enquiries on 0181 959 5629.

Tony Dunstan

Bucks, Berks and Oxon

Due to the lack of entries the summer golf day at Blue Mountain had to be cancelled. My apologies to the golf club and to the few people who did enter. Unfortunately the Hayter Challenge tournament was played on the same day thus regular supporters of our golf days were committed to play in the latter event. This proved to be a well organised day with 60 competitors battling it out for some great prizes. Thanks to Hayter for the day and also thanks to Erewash Valley GC for hosting the event. Sadly nobody

from B,B&O section played well. In fact we all played rubbish – none worse than me who travelled 250 miles to NR! There's always next year.

There is a couple of changes on the committee. Firstly Dave Childs has resigned as Chairman. He has moved from our section to take up a new position at Sheringham GC in Norfolk. Dave has served on the committee for several years, the last few as Chairman. Good luck with the job and thanks for all the work that you have put in to keep the section together.

The second change is the resignation of Ray Clark as Secretary. Ray has just taken over as Course Manager at Marlow and fears that he has not got the time to carry on with the secretary's duties.

Roy Wates has stepped into the Chairman's seat and I have taken over the Secretary's duties.

The next event in our area is the Saltex Show at Windsor Racecourse. See you all there. Once again any comments phone me on 01491 578147.

Lindsay T. Anderson.

Devon and Cornwall

With the summer drawing to an end you can all look forward to the beginning of our excellent winter meeting programme which has something for everyone. The programme starts at St Mellion G&CC on Wednesday October 26 and I would like to remind you to send all your entries back to me with the correct money by the closing date on the entry form, as meals have to be booked in advance.

Also a reminder about our dress code at meetings which is jackets and ties for lunch and no jeans or shorts to be worn at all.

Venues and speakers for the forthcoming winter programme are as follows:

October 25, St Mellion, Speaker Roy Battishill; November 22, Manor House, AGM; December 13, Okehampton, After dinner entertainer; January 17, Fingle Glen, STRI Conference; February 21, Newquay, Speaker to be arranged; March 27, Churston, Speaker to be arranged.
Richard Whyman

East Midlands

Our section was successful in retaining the Hayter Challenge Regional Trophy on July 5 at Erewash Valley. On behalf of all section members who competed on the day I would like to thank again our sponsors Hayter. Also thanks should be given to our host club, Erewash Valley for staging the tournament. I would also like to thank Roger Willars for organising the event. Good luck to the three members of our section who were successful in qualifying for the Final, Richard Barker, Ian Dunmore and me.

Congratulations are extended this month to Glenn Millar of Ullesthorpe Court GC for the latest addition to his family – a baby boy.

Around the Green



Some more results have come in for the Singles and Pairs competition. Dave Mitchell, Springwater, beat Jamie Bedford, Birstall, and Russell Riley and David James, Scraftoft, beat Gavin Robson and Andy McGreal, Lingdale. A reminder to all entrants that both finals must be played before September 30.

This year's AGM and Texas Scramble will be hosted at Kirby Muxloe GC on November 8 followed by the Christmas Tournament which will be staged at Birstall GC on December 13.

Antony Bindley

North of Scotland

Congratulations to Section Chairman Andy Wilson and his wife on the arrival of their twin girls recently. I hope mother and babies are well.

While on the subject of new arrivals the latest new members to the section are Richard Aitken, assistant at the Carnegie Club, Graeme Duncan, assistant at Letham Grange and Alexander Smith from Perth who starts a course at Elmwood College this month. Stuart Hogg has been promoted to Head Greenkeeper at Fortrose and Kevin Fowler returns there as an assistant. Also I believe George Paterson's brother is working on the course to keep the family name going there.

Unfortunately the one day seminar due to be held in the north in conjunction with the STRI has been put off until next year due to other commitments.

Good luck to the Scottish team in this month's Hayter finals especially North members Kevin Peace, Inverurie; Sandy Reid, Letham Grange and Patrick Wood, Newmacher and maybe Brian Cocker who is sitting as first reserve.

The GTC is proposing to run another D32/33 Assessor training course this October/November but need about 12 candidates so anyone interested please contact me to book a place or for more information.

I was lucky to be part of the Greenkeeping Support Team at The Open this year and thoroughly enjoyed it. It was great meeting old friends and making new ones. An added bonus was my good friend Steve Cadenelli coming over from the USA for Arnie's last stand. It gave us a chance to catch up on all the news and I met a few of his friends who were also over. Hopefully next year I will be able to go over and

meet them all again at The Masters in April (any contributions towards the airfare will be gratefully accepted!) The course was set up just like a true links course should be and with the wind blowing was a great test for them all.

Finally I am sure everyone in the section would join me in wishing Walter Woods a long and happy retirement as until the Central Section was formed he was a very active North member seen at all the outings and events.

Iain Macleod

South West

The morning's short thunderstorm over Bristol may have signalled the start of some welcome rain for this parched section of the West Country but alas it only provided more humidity for what turned out to be a very sticky summer tournament held this year at Long Ashton GC on July 26. There were a few stories of 9s and 10s on some holes after the round but also some excellent scoring on an interesting course made more difficult by the dry conditions.

On a point of order several people neither made their tee off time nor appreciated who they were playing with. With this in mind please either turn up well before the first tee off time and find who you are playing with or ring me prior to the event for a start time. It helps the day run much more smoothly. With those problems behind us the day went very well with 46 people playing in the annual medal competition and prizes and trophies, among others, for the best Head Greenkeeper and best Assistant scores. Those in the winning frame were best Assistant and winner of the event outright, Paul Cunningham nett 66, back nine from Nick Perkins. Best Head Greenkeeper Marc Haring nett 67, Nick Perkins nett 66, back nine, David Bougen nett 66, Simon Shipley nett 68, Andy Parker nett 69, back nine, Ian McFarlane nett 69.

Many thanks to Long Ashton GC and Secretary Barry Manning for their hospitality and for allowing us course courtesy. To Ivor Scoones and his staff for providing some extremely good putting surfaces and to Roy Garland, Clubhouse Manager and Bev Woods, the Stewardess for a very good evening meal.

Trade members played a large part in providing prizes for presentation and thanks go to Avoncrop, B.S. Mowers, Miracle Amenity Care, Rigby Taylor, T.H. White and Vitax.

Anything that you feel requires discussion at this year's AGM to be held on November 9 at Saltford GC should be put in writing and returned to me by the end of September for discussion by the Section Committee first.

Finally good luck to all South West Section members taking part in the Hayter Final this year at West Lancashire GC on September 13 and 14.

Kevin Green



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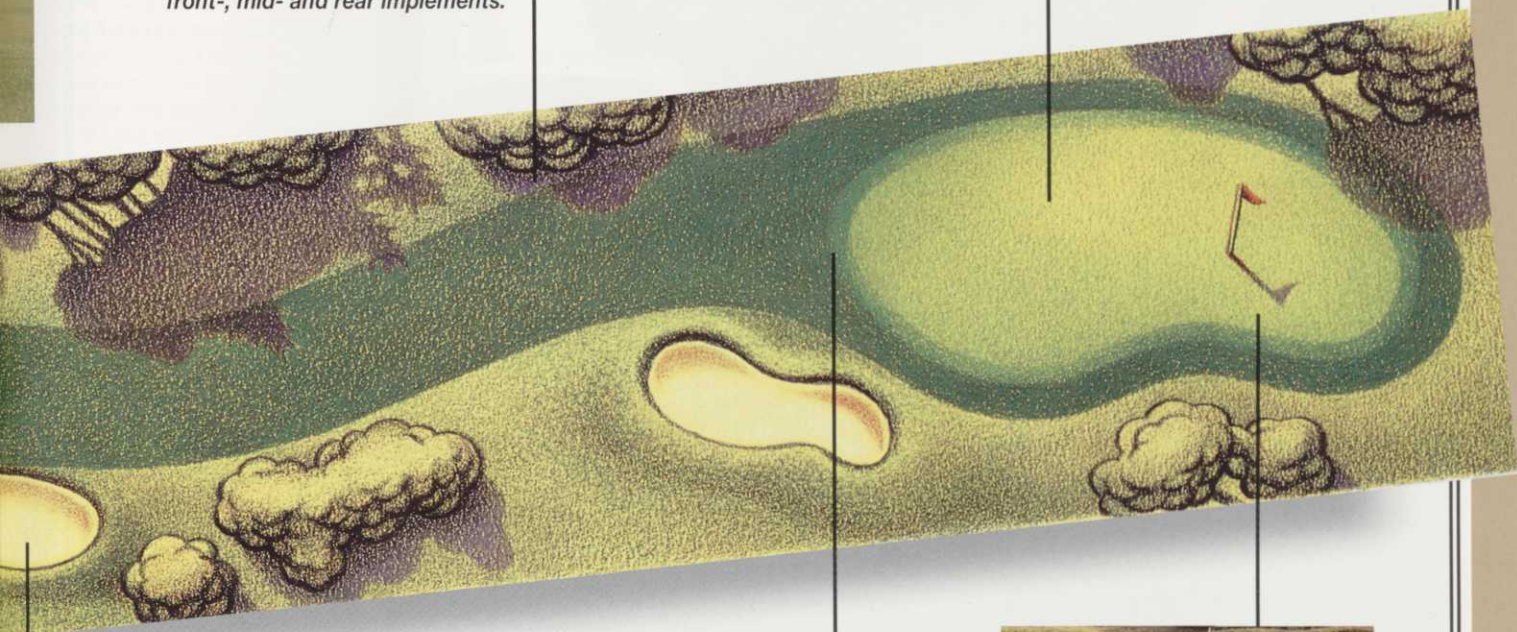
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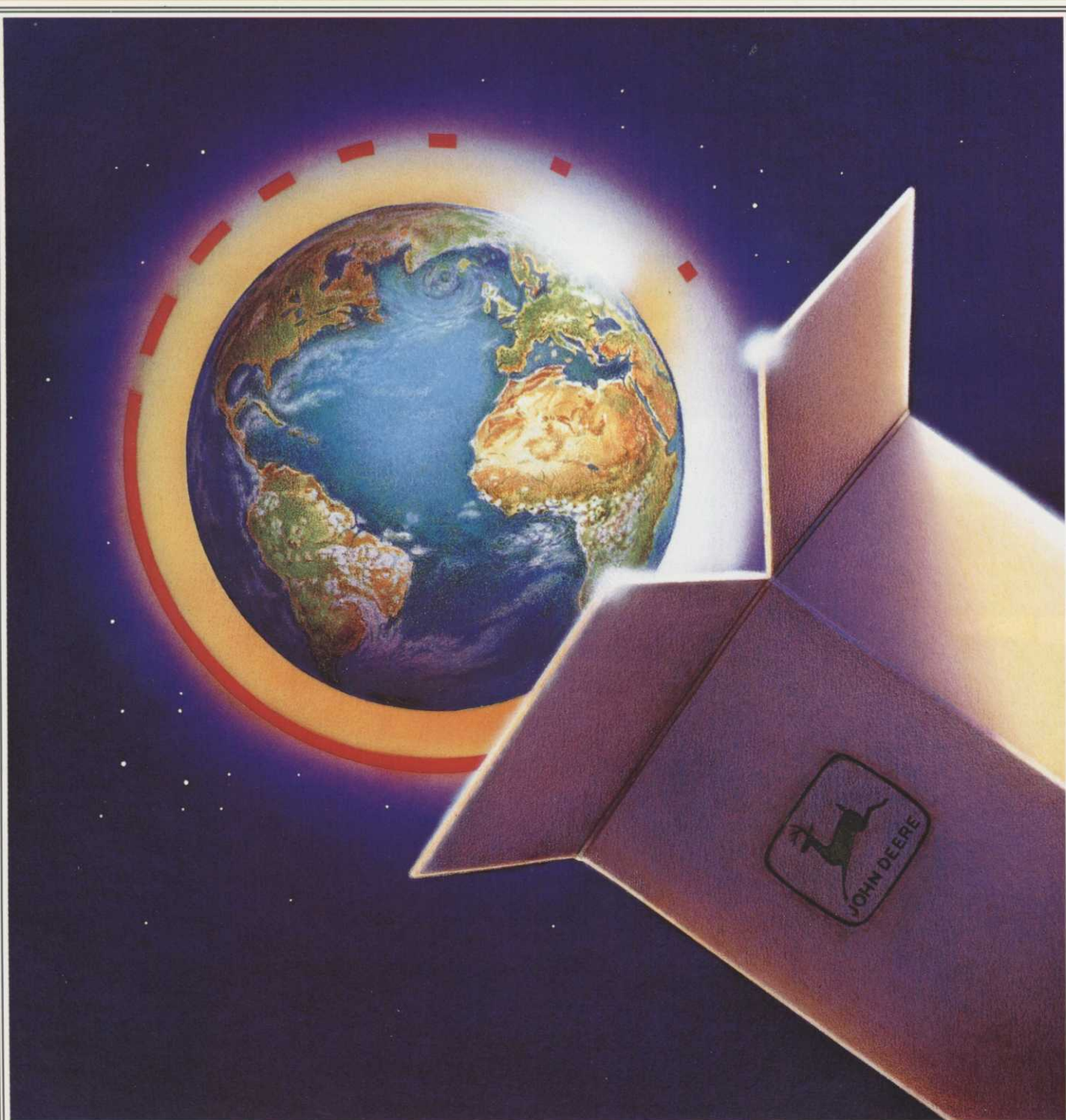
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Mid Anglia

The regional final of the Hayter Challenge tournament was held at Erewash Valley GC in early July. We had 13 players representing the section with the best 10 scores counting for the team prize. Although we had some good individual scores the best of which were Ronan McKeown and David Coleman with nett 70s we came 4th overall in the team competition. Thanks to all the players from Mid Anglia for turning up and to Roger Willars for organising the event so well. Other scores were Gary Boulton and Jim Burton, 72; Steven Cherry, Mark McLoughlan and Eddie O'Hanlon, 73. Eddie, of the Chesfield Downs Family Golf Centre, was the only individual to secure a place of any sort in the national final – a reserve position in the 10-18 handicap section.

The qualifying event for next year's competition will be the spring tournament at John O'Gaunt GC on April 29. Our summer tournament, a 36 hole event, was held on July 18 at Brickendon Grange GC near Essendon, Herts. The event was sponsored by Boughton Loam so thanks to Nick Baldwin for taking part in the golf and for supporting our section with prizes donated. Thanks also to our other regular Trade supporters who came on the day. The course itself was playing short with the very dry conditions and the greens were rolling nicely with some lengthy putts dropping. Our thanks to all the green staff in their efforts and to the other staff at Brickendon for looking after us on the day so well.

The full results of the golf event were as follows:

1. John Wells, Brocket Hall, 74pts; 2. Steve Cherry, Woburn, 73 pts; 3. John Moorhouse, Brocket Hall, 72 pts.

Best morning. S. Nightingale, Paveham. Best afternoon. R. Saunders, St Neots.

Nearest Pin. K. Bunting, Ashridge. Longest Drive. S. Barrett, Knebworth.

A total of 34 members played golf on the day and it was good to see some new faces taking part. I would like to thank Richard Saunders in particular for his organisation of the event which was excellent.

Occasionally an event occurs in our section of great interest and that can be said of John Wells' success in obtaining the prestigious Master Greenkeeper Certificate.

John is not only the first to obtain this qualification in the section but also the first in the whole Midland Region. He is one of only six British greenkeepers to hold this award. I'm sure everyone in the section will be behind me in congratulating John on his success.

John obviously sets himself very high standards on his course and we will all have the opportunity to see Brocket Hall GC when it hosts our autumn tournament on October 26. The format will be 18 holes in the morning followed by lunch and the AGM. Due to restrictions on tee times available the event will be

Around the Green



kept to 40-45 people maximum on a first come, first served basis, using the appropriate entry form sent to Richard Saunders by NO LATER than October 5.

All handicaps are now being recorded by the committee as well as all cards handed in at section competitions so we can keep closer tabs on members' handicaps some of which seem to go up and down at will. Any alterations deemed necessary by the committee will be relayed to the members before any competition.

Gerald Bruce, Section Secretary has a new telephone number should you wish to contact him outside working hours. It is 01422 826454.

A fixture card for next year's events should be with you by the beginning of October plus an entry form for the Texas Scramble event on Friday December 1 at Ashridge. Details to follow.

Paul Lockett

Midland

Summer of '95 is certainly proving to be a real scorcher! Wonderful for us but not for the course.

I would like to congratulate all the Midland section players who took part in the Hayter Challenge Tournament on July 5. I have been told that it was a very enjoyable day for all concerned. I also had a great day, laid out on the beach at Widemouth Bay, Cornwall enjoying the view.

The finalists were: P. Holtham, P. Richmond, R. Thomas and A. Roberts.

We would like to welcome the following new members to the Midland Section: Simon Marshall, Michael Canning, Gregory Hunt and Ian Savage while a belated welcome to what must be one of our most far flung members Gordon Farrington.

East Anglia beat the Midland section 5.5 to 3.5 at Letchworth GC. Congratulations to them and a thank you to Bob Pilsbury for sponsoring the day.

The Midland section would like to congratulate Mark Cutler on winning the 54 hole Miracle Amenity Care Cup at the National Tournament.

Kim Blake

East Anglia

Over 40 members took up the challenge of playing in the summer tournament at Thetford GC on August 9. Early queuing at the bar brought reward for some – a

pint with their ploughman's lunch put some with early tee off times in good form. Dennis Smith kept everyone in good order on the 1st tee and a fine job he did as starter for the day. Very dry is the natural condition of this Breckland course and in mid summer heat very tight lies were the norm. The course was in superb condition and the greens putted well, fast, true and consistent. Ian Willett and his team should be very proud of their course. A lot of very hard work must, as you would appreciate, go into maintaining a golf course that is located on the driest soil type in what is arguably the driest region in Britain.

Richard Goodenough, Captain of Thetford GC presented the winner's shield (to his own greenkeeper I must add) and the prizes.

Overall winner. Ian Willett, 36 pts.

0-9 handicap. 1. R. Plummer 34 pts; 2. A. Carter 33 pts 3. M. Virley 32 pts

10-18 handicap. 1. I. Willett 36 pts; 2. A. Day 35 pts on countback; 3. T. Russell 35 pts.

19-28 handicap. 1. C. Willcox 35 pts on countback; 2. T. Huddleston 35 pts; 3. E. Hart 33 pts.

Guest Prize. 1. C. Willcox 35 pts; 2. M. Sail 34 pts; 3. S. Seago 33 pts.

Nearest the pin. 1st hole. I. Willett; 3rd hole. T. Tyrell; 11th hole. A. Toomey 16th hole. A. Blackgrove.

Longest Drive. 13th hole. M. Day. 18th. G. Longshaw.

The Captain, by then joined by Colin Willcox, the Vice Captain and Chris Wilkinson, the Manager, thanked the participants for returning to Thetford GC on his invitation in 1994. Sam thanked Ian and his staff for the "cracking" condition of the course and then introduced Tim Russell from Lakenheath in his first competition and Regional Administrator Geoff Hills who travelled up from the south coast to be with us for the day. Geoff will be helping both the section and individuals with admin matters – Sam will have details if needed. The final thanks went to the trade which supports us at these meetings with its presence as well as prizes! Many thanks to: Avoncrop, Ben Burgess, C.M.W Collier Turf Care, Ernest Doe & Sons, greenkeeper supply co, Kings, Lubrication Engineers, Mommersteeg Seed, Parker Hart, Rigby Taylor, Rushbrook & Sons, Sisis, Sta-Brite, Symbio, Turf Actant. Also Ian Harris, West Middlesex GC and Norman Arter, Thetford GC for their help.

All thoughts are with Roger Eade, Stowmarket, who has just undergone a major operation – hope your recovery is swift and complete. Lyndon Upham and Ian Willett have gained their D32 Skills Assessor certificate enabling them to assess staff on NVQ courses. Ray Mitchall has moved on to Benton Hall GC.

The autumn trophy will be played for on Tuesday October 10 at Cromer GC. If you are not receiving

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

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COURSES THROUGHOUT THE WORLD

AROUND THE GREEN

entry forms for the competitions contact Dave Wells - 01702 522202. Dennis Smith is hoping to organise a coach to the Cromer meeting departing from Southend then moving up through the region. Anyone interested should contact Dennis (Parker Hart).

Finally if you are thinking of playing in a competition beyond the East Anglia section take note. Always make sure you have a national or a BIGGA handicap. A young greenkeeper from our section competed in the National Tournament at St Annes Old Links and produced a storming final round, including a hole-in-one, to win the major prize. Or he would have done had he had an official handicap. Unfortunately he was playing off an unofficial handicap given to him by one of his former bosses two years ago and the organisers had no option but to disqualify him. He did, however, win a prize and a bottle of whisky for his "Nearest the Pin" hole-in-one so he was able to drown his sorrows. The three cards, and excellent they were too, he completed were also sent on to our competition secretary so he will have a BIGGA handicap for next time.

Stephen Millard

Kent

I mentioned last month that the Birchwood Park golf day would be on September 25. This is wrong. The correct date is Wednesday September 27. We have the tee booked from 8.30am then again from 2.30pm with dinner being served from 7.30pm onwards. Steve Johnstone will have to confirm numbers two weeks prior to the day so it is important that you all return your booking slips along with all money as soon as possible. I have also been informed that Birchwood's Head Greenkeeper Neil Carter is moving on and that his number two Mark Drake is taking over. Congratulations and good luck to both of them.

Prompted by an inquiry from Tenterden GC the Kent section has decided to organise a one day First Aid Course. These have been very successful in the past so prompt booking will be advisable once all the details have been sorted out. We have also decided to try and organise a day trip to France which will include a round of golf, dinner and either ferry or rail crossing. If you are possibly interested please let me know.

Richard Page

Removing barriers to help potential golfers

I have just read with interest your piece "Small is beautiful" and agree entirely with the content.

The article asks "So where can the young and, indeed, the old learn the game" and also quotes: "There is nowhere in this country where a beginner can feel comfortable and have all the facilities available to become handicapped golfers."

- Well now there is!

Since opening a 24 bay golf driving range in 1992, we became aware of a gap in the market that was not being catered for, and we have addressed this problem with our new nine hole Academy course which opened last month. Designed specifically as a short course by Martin Hawtree of golf course architects Hawtree, and with greens constructed to USGA specifications to allow play year round, it is, we believe, the first course of its kind in Britain - not necessarily in construction terms, but in concept.

We are committed to removing the barriers in front of prospective golfers, whether young, old, male or female. What we offer is Golf for All - somewhere for all the family to play, but this is not your average Pitch & Putt either as we attract many club golfers and professionals.

The site and indeed the course is small - built on only seven acres) but our investment in this development is not. Architect designed and supervised throughout construction by a reputable contractor, fully drained and with full greens irrigation all that is missing is yardage or fairway. We have two full time greens staff looking after the course and what we lose in quantity we aim to gain in quality.

This is a new and alternative concept in golf in the United Kingdom

David Moss

Proprietor

**Adlington Golf Centre
Macclesfield**

Feet on the ground

Regarding the article on "Ditching the relics of the past - say Americans" in the July issue you asked, do you feel the title "greenkeeper" is insufficient for today's responsibilities? To some extent this is true. But let's not get carried away with the notion that everything in the garden is rosy. A lot of this thinking comes from the colleges which fill students' heads with thoughts of big pays, fancy titles and big budgets. Well for most of us it is not like that. There are many greenkeepers in Britain - approximately 10,000 - and out of these how many earn more than the average wage? Not many.

Let me finish by saying that BIGGA has made big strides, as has greenkeeping. But let's not get carried away with ourselves. Golf clubs dictate to us what our wages and conditions are. So we can call ourselves Course Managers, Head Greenkeepers... whatever we like but in reality we have a long way to go before the word "greenkeeper" will be obscured from Britain's golf courses.

Duncan Peddie
Head Greenkeeper
Alloa GC

Oz connections

I am working on Pinehurst No 2 course through a programme organised by Ohio University. I used to work as a demonstrator/sales rep for Andrews of Sunningdale, then Gibbs of Bedford, selling Ransomes and Kubota around the London area.

While working on the course a few weeks ago I met a group of Australian superintendents who were doing a tour of the States.

John P. Odell, Superintendent of Royal Sidney GC told me that Gary Miller, who used to work at

Stoke Poges GC in Bucks was killed in a boating accident at the beginning of 1995. John wondered if anyone knew him back in England.

He was also interested in organising an England/Australian Superintendent Exchange Holiday.

If you are interested or could help in any way contact the Australian equivalent of BIGGA or John P. Odell himself at Kent Rd, Rose Bay, NSW 2029. Fax: 02 371 5024.

Peter Morrison
Pinehurst, North Carolina, USA

Vote of thanks

On behalf of everybody at St Andrews Links, I would like to thank all the BIGGA members for their valuable contribution to the 1995 Open. Their presence provided confidence with the knowledge that support would be available in any circumstance.

On a personal note, I was very proud to be part of an association which has progressed in such a dramatic fashion over the years and is such a credit to the Board Members and staff.

Walter Woods
St Andrews Links Supervisor

The **BEST** piece of **ADVICE** I ever received



Duncan McGilvray,
Course Manager at
Letchworth GC:
"You can't
succeed as a
manager if you
don't create an atmosphere
in which people wish to
motivate themselves."

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Controlling finances

Duncan McGilvray, Course Manager at Letchworth GC, continues his series on effective golf course management.

Managing money – why are we so apprehensive about this subject?

There is certainly no need to be. Perhaps it is because we are handling our employer's money and there is a certain fear of making mistakes.

Perhaps it is because of the extra work involved in setting a budget system in place and having to monitor it.

It may be a mixture of both, coupled with a lack of confidence in our own abilities. Whatever the reason, we must overcome these fears, because I do not believe that a Course Manager can effectively manage a golf course unless he is responsible for the finances involved. I would like to convince every Head Greenkeeper (Course Managers know this already) that it is worth taking on this responsibility and explain how to carry it out successfully.

The following statements should help con-

vince those greenkeepers who are sceptical:

(a) You will be perceived as a much more important member of staff, an honest and more responsible individual.

(b) You will save the golf club money because you are the only one who is least likely to make a purchasing mistake because of your training, expertise, experience and knowledge of golf courses.

(c) You will find that all other tasks on the golf course will have much more relevance, and you will therefore become more self-motivated, contented and confident in your position.

(d) You will be paid more because of the obvious benefits to the golf course, and ultimately the golf club as a whole. Assuming everyone is now convinced let us now move on to what is involved:

1. FORMULATING, PRESENTING AND AGREEING BUDGETS

(a) FORMULATING BUDGETS

Separate into three sections.

- Capital (annual expenditure on new machinery)

- Maintenance (annual expenditure on machinery maintenance)

- Materials (annual expenditure on course materials)

All itemised using today's costs and updated, presented and agreed annually.

Some tips on formulation

Capital must be spread as equally as possible. The Club cannot afford to buy all new machinery in one year. Even if they could it is not cost effective!

Always name training as an item – it is just as important (if not more so) than any other item.

When calculating machinery maintenance 5 – 10% of purchase price per annum is a fair rule of thumb. However, every golf course is different and therefore wear and tear will be different. Because of this only use this as a starting point. Once you have formulated and controlled several years' budgets, forecasting will become much more accurate.

(b) PRESENTING BUDGETS

Following various experiences over the years I

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Making sure figures

now firmly believe in direct contact with the person who will be making, or the person most likely to be influencing, the decisions (usually the Treasurer).

In this way that person can question you face to face on any item, and request clarification/reasoning/justification before final approval by a Finance/General Committee. I believe this to be a very important point. If the information comes through a third party (eg. a Green Committee Chairman or even a Green Committee) so much can be lost in translation, and the probability is that the golf course will not get the finance which is required, and everyone suffers because of this.

If you have formulated and presented your budget properly and the finance is available, you will get agreement.

If you have formulated and presented your budget properly and the finance is not available, then the financing of the course as a whole needs further investigation, i.e. annual subscription levels and/or allocation of finances. In summing up this part – if you do the job properly you will get the appropriate

finance for the golf course in every instance.

There is, quite frankly, no considered alternative.

2. OBSERVING TIGHT COST CONTROL AND ENSURING COST EFFECTIVENESS

Watching every penny – that is all that title means. The best advice I can pass on is: "Imagine the money you are controlling is your own."

The pressures today in getting purchasing decisions right are greater than they have ever been, but if you follow that simple principle you will not make many (if any) mistakes.

Running an accounts ledger is vital in keeping track of costs, as well as being an accurate record for consultation as and when required.

The invoice for any purchase you have made will arrive at the Club – this must be passed to you for approval. You would then sign it, date it, code it, and record it in your accounts ledger, before passing it on for payment.

If when monitoring your expenditure you

realise you will over/underspend inform your employer/treasurer immediately. Informing them at the end of the financial year is too late!

3. REACHING A REASONED FINAL DECISION REGARDING TEE BUYING OF MATERIALS AND EQUIPMENT

On the selection and buying of materials it always seemed to me that there was too much time wasted in looking through catalogues, seeing visiting representatives, as well as calling on stands at appropriate exhibitions. I found that the allocation of a week in the depth of winter was the answer.

During this week the following would be carried out.

- (a) Full stock take.
- (b) Greenstaff meeting on the annual course programme (a good time to discuss/review golf course policy). To determine what materials will be required over the next 12 months.
- (c) Invite three/four company representatives to call – give them two hours each (if necessary). This gives you the time to give



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bowling green, cricket wicket or tennis court, Hydroject complements conventional aeration methods. And for large turf areas, Toro's Fairway and HC4000 heavy duty aerators cover up to 1.5 acres per hour with ease.

add up...

them your list of requirements, and give them the time to discuss alternatives, new products and any change in company policy. (d) Require them to submit quotations, including discounts, by a stated date (usually within four weeks). You will then receive three or four quotations on all your annual requirements and can make the necessary decisions on purchase, recording your decisions and reasoning behind them, taking note of the differing specifications involved, before ordering.

If you need anything extra during the course of the year because of changing circumstances, or there is news of a new product, contact can be made by telephone.

Buying machinery is a little different, however, and the following advice may be of some help. All staff must be involved in the decision of what particular machinery to buy – they will after all be using it. If they have been involved, you are more likely to make the right decision, and the machinery will be better maintained.

The decision on what particular machine to buy will be based on many factors, but the

main one from your employer's point of view will be cost. That is why it is necessary to put down in written table form a system which will justify your decision whenever questioned which it surely will be. Never accept any incentive to buy in any way, shape or form. Your professional judgment is based on many factors and bribery, which it is effectively, is not one of them.

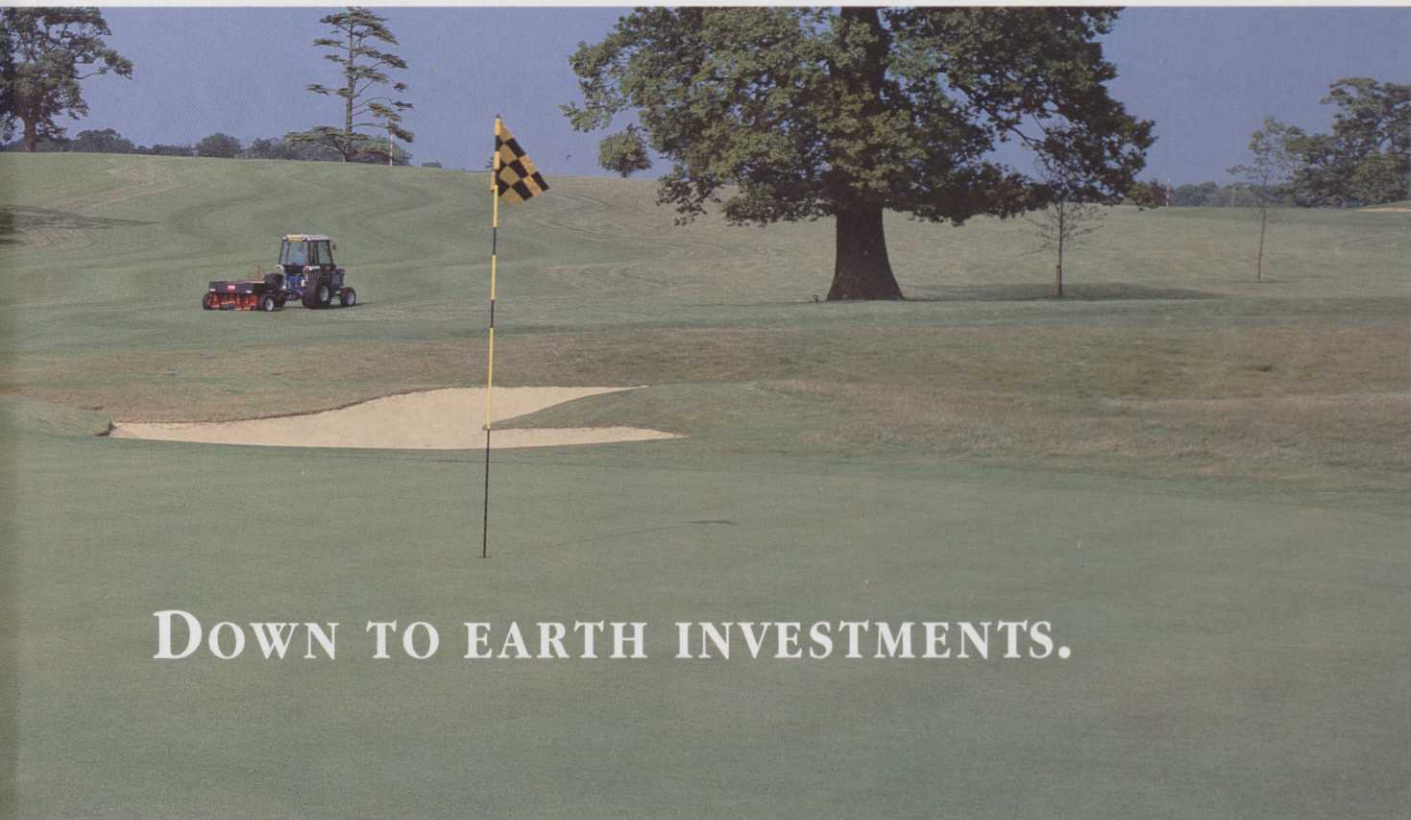
In conclusion I must state that I am not an accountant – I do not believe I need to be. I rely heavily on my treasurer for financial advice. He is after all the expert in financial matters.

I do feel however that because of my knowledge of golf courses and the costs involved, I am more likely to make the right decision than anyone else in the golf club. That is why I believe that a golf course budget should be the responsibility of the Course Manager.

	RED MACHINERY	BLUE MACHINERY	YELLOW MACHINERY	GREEN MACHINERY
MACHINE RELIABILITY	2	7	9	10
POWER UNIT	2	8	9	10
		7	9	10

ITEM	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003
FAIRWAY CUTTER	1983	15K	-	-	-	-	-	-	-	-	-
MOWER CUTTER	1981	11K	11K	-	-	-	-	-	-	-	-
GREEN TRAPLE	1991	17K	-	-	-	-	-	-	-	-	-
TRACTOR 1	1991	14K	-	-	-	-	-	-	-	-	-
TRACTOR 2	1994	16K	-	-	-	-	-	-	-	-	-
TRACTOR 3	1995	16K	-	-	-	-	-	-	-	-	-
TRACTOR 4	1995	11K	-	-	-	-	-	-	-	-	-
RUBBER WARE	1995	8K	8K	-	-	-	-	-	-	-	-
ASPIRATOR 1	1992	4K	4K	-	-	-	-	-	-	-	-
ASPIRATOR 2	1994	3K	-	-	-	-	-	-	-	-	-
TOP DRESSER	1993	3K	-	-	-	-	-	-	-	-	-
TRAILER 1	1994	2K	-	-	-	-	-	-	-	-	-
TRAILER 2	1991	2K	2K	-	-	-	-	-	-	-	-
ETC.	1991	2K	2K	-	-	-	-	-	-	-	-
ETC.											
TOTALS											
AMOUNT BUDGETED		51K	27K	41K	23K	23K	17K	17K	2K		
ACTUAL EXPENDITURE											

Top of the charts: to be successful, make plans says Duncan McGilvray



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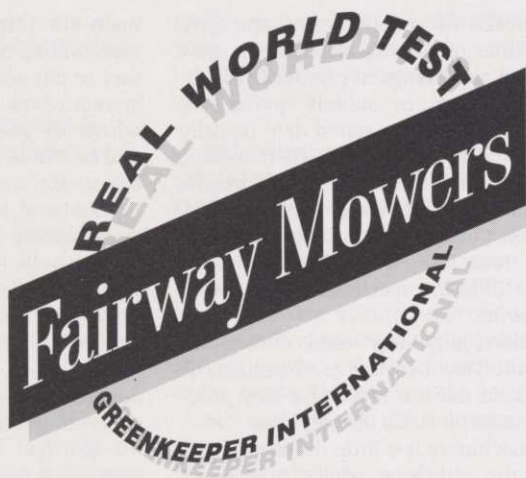
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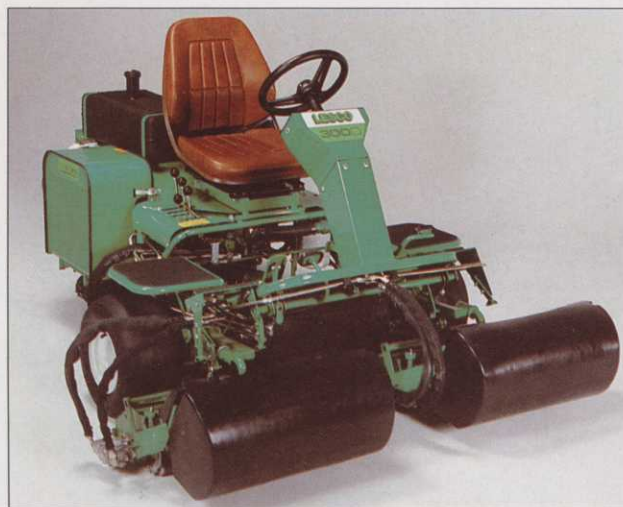
Hugh Tilley canvasses opinion on the Fairway Mowers currently on the market.

On most golf courses fairways were once seen as little more than the strip of grass joining tee to green, a strip to be cut regularly to allow the golfer to find

and play his ball fairly easily. However recent years has seen a change in their perception with greater emphasis on the "play" aspect. As a result most fairways

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