

This time last year the rumour mill was churning out all sorts of spicy gossip about who was likely to purchase Ransomes and what might the future hold for a company whose name had been synonymous with grass cutting for over 200 years. Now, 12 months on, these questions have been answered, with Ransomes, now a part of the mighty Textron company, whose portfolio also includes Jacobsen, Iseki and EZ-GO, as well as Cessna aircraft and Bell Helicopters.

The deal eventually went through, just after BTME this year and the man who has been charged with running the new enlarged company is Peter Wilson who had previously been at the helm of Ransomes. As President of Textron Turf Care and Specialty Products Worldwide, Peter will be the man responsible for plotting a successful course for this "super tanker" of a company on a global basis.

Just back from a trip to Tokyo, and between twice monthly trips to the States, Peter took time out to talk with Greenkeeper International Editor, Scott MacCallum, about Textron Turf Care and Speciality Products, what might be in store for the company and the industry in general over the next few years...



The Future is Orange...
and Green

“Around 1200 **greenkeepers** a year visit us at Ipswich and I think now we will be in a better position to listen and have greater resources to respond. It's unrealistic to ask a **greenkeeper** what he wants, we're supposed to be the experts in terms of machinery, but we have to listen to the trends and translate these into the sort of equipment that is going to play a part for the **greenkeeper**.”

SMac: Can you give some insight into why Textron decided to purchase Ransomes when they already owned a similar company in Jacobsen?

PW: It was clear that Textron had to decide for themselves whether they really wanted to be in this business and I think this was the answer. They felt that there was no point in being small, they would either expand into it and take a commanding position or decide that there was no point in being there.

Together Ransomes and Jacobsen business has a turnover of about \$650 million and when you add EZ-GO golf carts and the industrial business to that grouping we have around \$800 million so you can see the size of the company now.

It was also a very good complimentary fit. Yes, we've got all these products which overlap but, if you look at sales of Jacobsen products, something like 80% comes from greens, fairways and rotary mowers while at Ransomes probably 70% came from utility vehicles, aeration equipment and rotaries. Even in rotaries there is a segmental difference so when you see it in those terms it is a very good fit. The overlap is not nearly as encompassing as it would at first appear.

SMac: With regard to research and development will you be continuing down the path of individual product lines for both green and orange, which would suggest some doubling up, or will you be moving green in one direction and orange in another?

PW: Certainly in the short term we have made a commitment that we will be retaining our individual brand. We're unlike our competitors who tend to go under one name as we have Jacobsen, Ransomes, Cushman, Ryan and Bobcat to name only a few. Now I can see a time coming when we start to think about developing the next generation of Textron products and that's where we will look at taking the best of the orange and the best of the green and come up with a totally new product. Whether we look at dual branding is something we will have to wait and see. It depends upon how the market reacts because I don't believe we can force our opinions on the market.

There will be people who particularly like the Ransomes name, or

the Jacobsen name. I don't think we can ride roughshod over customer preferences. We are bringing together Jacobsen with a 76 year history and Ransomes with a history of over 200 years. You don't throw that history, that experience and that customer loyalty away. Textron paid a lot of money for some of those things so we've got to hold on to it.

SMac: There must have been, and no doubt still are, teething troubles. In effect you've taken two large jigsaws, thrown all the pieces in the air, let them land on the floor and are now trying to make one even bigger jigsaw.

PW: When you bring together two well established organisations like Jacobsen and Ransomes there are obviously going to be differences in culture, style and attitude and we are trying to bring all these things together... and do it very quickly. But I think it's gone remarkably well.

The deal was done at the beginning of February this year, and I didn't know I was going to be involved until it was signed and sealed and Textron asked us to stay on.

But you always have thoughts. It took a long time to bring the deal to fruition and I couldn't had gone through that time without actively thinking what I would do if I were pulling it all together. So I can hardly say I started on day one with a clean piece of paper.

SMac: With Textron's European base now at the old Ransomes base in Ipswich how have the Kettering-based Jacobsen staff dealt with the situation?

PW: I always think that if you have to take tough decisions you must do so quickly and with some degree of compassion for those people whose lives are going to be affected. There were some very clear cut decisions to make. For example we have a major manufacturing facility here at Ipswich which was going to be one of the key advantages for Textron in the acquisition. It did not make sense to have a separate distribution centre at Kettering, particular when we are six or seven miles from the port of Felixstowe where all the product comes into. So it was a very easy decision that Ipswich would be the main manufacturing and distribution point for the whole of Europe.

Similarly in Germany we had two facilities for our sales organisations and we've pulled that back to one while in France we still haven't made up our minds although we will have a central location so again there will be rationalisation.

Again in the United States there were similar decisions being made. We did not need two sales organisations or two offices so we decided to go to Rasine near Chicago, very largely because communications are easier.

Some of these decisions were fairly straightforward.

Then we had to make more fundamental decisions. How do we take the business forward? On that we decided we would create a concept of Centres of Excellence. For example in the US the Centre of Excellence for cylinder products will be Charlotte, for rotary products it is Johnson Creek, while for vehicles and aeration it is Lincoln. The Rasine facility will produce cutting units and be the major machine shop.

Here at Ipswich we will concentrate on both cylinder and rotary products while we will continue to import aeration and vehicle products from the US as the volume doesn't justify setting up new production lines.

SMac: Both Jacobsen and Ransomes had large dealer networks, what decisions are being taken with regard to them?

PW: We are going to be quite demanding. Our distributor has a right to expect a level of service from us and for us to value him as an independent business man but he must become totally self sufficient to be able to serve the market in which they are in. That means that they must be financially strong and have succession plans in place.

We are going to grow so our dealers will not only have sufficient resources but also the ambition to grow to the same extent and speed as us.

In some areas it will move quicker than others because those decisions will be easier to make than others.

In some cases we will continue with dealers who handle specific products and others who will carry the whole line of products.

There is no time table or set agenda but we do want to get to the strongest distribution set up as quickly as we can.

When you bring together two well established organisations like Jacobsen and Ransomes there are obviously going to be differences in culture, style and attitude

We are going to grow so our dealers will not only have sufficient resources but also the ambition to grow to the same extent and speed as us

It was clear that Textron had to decide for themselves whether they really wanted to be in this business

The coming together of Ransomes and Jacobsen is really an indication that there has been some consolidation and I believe we will see more



Peter Wilson

President, Textron Turf Care and Specialty Products

SMac: Have you been surprised, as much of the industry has been, that Ransomes has not been swallowed up in the deal and, with you at the head, Ransomes and not Jacobsen is seen as the dominant partner?

PW: I don't see it as a case of Ransomes domination or Jacobsen domination. The Textron management looked at it and asked "How are we going to manage this company?" It just so happens that they decided to have myself as President and Paul Hollingworth as Vice President. I think they looked at the results we'd achieved at Ransomes over the past three years and decided that we could make money out of this business and would be a good team to head up the business. It would have been silly to get rid of that experience.

What we've done is try to produce a good team and we've looked at people in both organisations and tried to mould them together.

If you look at the geographical spread of the business there are parts where Ransomes were stronger and others where Jacobsen were stronger. In the UK Ransomes had a very strong position not only in the golf market but also in the commercial grass cutting side so it tends to give the impression that Ransomes are dominant but in other parts of the world it is slightly different.

SMac: How would you persuade the average BIGGA member that having two of the biggest names in the industry under one roof is a good thing?

PW: Well, I think that he is going to have more choice. With these two companies coming together it means that we are not knocking each other but pulling our resources and combining them to be able to give BIGGA members a better product and a better service.

Around 1200 greenkeepers a year visit us at Ipswich and I think now we will be in a better position to listen and have greater resources to respond. It's unrealistic to ask a greenkeeper what he wants, we're supposed to be the experts in terms of machinery, but we have to listen to the trends and translate these into the sort of equipment that is going to play a part for the greenkeeper.

SMac: What do you think the industry is going to be like in five or ten years time?

PW: Ever since I joined Ransomes there was talk in the machinery side that there were too many players and everyone wondered where the rationalisation would take place. The coming together of Ransomes and Jacobsen is really an indication that there has been some consolidation and I believe we will see more.

The reason for this is that there has been a slow down in the growth of golf worldwide, although it is still forecast to grow, albeit at a slower pace.

In terms of trends, environmental issues are going to continue to gain in importance while people are going to continue to demand a higher level of presentation.

SMac: On a personal note how does your new job differ from your old one?

PW: In 1993 when I joined Ransomes it was very much a rescue situation for the first 12 to 18 months. Having then gained a degree of stability it was a question of how to grow the company and although we dramatically improved the financial base we were always a small company playing against the big boys.

The change is to move from that to being part of Textron which is a huge multi industry company which is where I really started when I worked for BTR.

At Ransomes we weren't short on ideas or ambitions and we knew where we wanted to take the company but the difference then was that we didn't have the immediate resources.

That doesn't apply now. If we can put forward a good solid case we do now have the financial backing to do something sooner rather than later.

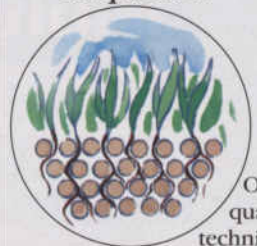
I'd given some thought to whether I wanted to stay in this industry or move on but a lot of people had shown a lot of loyalty through some difficult times and worked extremely hard to bring success back to Ransomes so I felt that if the right opportunity came I'd stay. I felt I owed it to these people to try to give them some continuity and at the end of the day it's a nice industry to work in and is a lot of fun.



PUTTING SOIL TECHNOLOGY ON THE RIGHT COURSE

Consistency of the growing medium is the key to superior greens and tees, which is why Rufford place such importance on the uniform particle size and the quality of all our sand/soil products

Uniform size of particles is essential in resisting compaction.



- from Rootzone mixes to Top-dressing mediums. With Rufford you know they must be the best, because
- Materials are constantly checked.
- All dressings are heat treated.
- Uniform particle size.
- Soil analysis service.
- Guaranteed quality.
- Professional advice.

Of course, achieving such consistently high quality products is only possible when the technical aspects of each sand/soil mix is under the tightest control. Again an area in which Rufford is uniquely qualified, not only operating our own quarries, but with in-house laboratories constantly monitoring their output.

Call us today and find out why greenkeepers throughout the country rely on Rufford for quality and service second to none.

ENGLAND & WALES
Tel: 01260 281801
SCOTLAND
Tel: 01324 714477

Top Dressings	Fine, medium and coarse
Sands	Wide range, for bunkers to greens
Rootzone Mix	Standard U.S.G.A. or made to order mixes
Screened Soil	Fully screened and shredded
Divot Mixes	Especially blended for golf tees & fairway divoting

SOIL TECHNOLOGY RUFFORD



Scottish Region
Peter Boyd
Tel./Fax 0141 616 3440

East

Before I start I must apologise for not having a piece last month but there was no news to write about. So that was the reason.

Since the last time I wrote to you we have had our first tournament of the season, at Royal Musselburgh Golf Club. I wish to thank the Captain and Council for courtesy of the course, the catering staff for keeping us well fed and equally well watered and also Head Greenkeeper, John Reid and his staff, for the excellent condition of the course.

The weather started off well, then some rain then the sun appeared again to finish off an excellent day. We had a very good turnout from members, trade and guests. We would like to thank the trade for helping with cards, scoreboard etc and for providing us with raffle prizes.

The results are as follows: Best Scratch, K. Mail, 67; Cat 1. I. I.

Bell, 71 (BIH); 2. T. Shepherd, 71; 3. C. Gilholm, 72 (BIH). Cat 2. 1. A. Russell, 71 (BIH); 2. M. Ewing, 71; 3. S. Halliday, 73. Cat 3., 1. J. Lumsden, 68; 2. C. Pennyquick, 75; 3. J. Nesbit, 77. Veteran, R. Dugan, 76; New Member, R. Mullen, 70; Trade, I. Henderson, 71; Guest, R. McCulloch, 75. Highest score of the day, P. J. Zawinski. After all that if I missed anybody please let me know on the usual number!

Next on the agenda was the committee day at the Hirsell Golf Club, Coldstream, which was sponsored by local Toro dealer A M Russell Ltd. When we all were picked up en route the rain was falling lightly but as we got closer the rain was getting heavier and when we eventually got there the course was under several inches of water in places and the course closed signs were up and the rain didn't look like stopping so that was it closed for the day.

After some frantic phone calls we located our sponsors for the day who were somewhere en route, who arrived soon after calling them. We did some more frantic phoning and with thanks to committee member, Craig Pennyquick,

Winterfield Golf Club, Dunbar, we managed to secure a round of golf, plus meals at his club. Thanks to him, Captain and Council for courtesy, Club Professional, Steward and Stewardess, catering staff, etc for their help at such short notice.

Also thanks to Hirsell Golf Club for organising our day but due to the weather it was not to be, we hope to go back there sometime in the future. And I must say their new clubhouse is very impressive. So it was all back into the mini-bus after a couple of liquid refreshments and up the road, to Dunbar. After lunch we decided due (yet again) to the weather we would play the last 10 holes, thank goodness as the wind was howling, the sea spray was splashing up onto the course and it was cold as well. I thought we played this tournament in the summer not January. The result was; winner - Craig Pennyquick. Chairman v Vice Chairman match = V Chairman's team. Well done Craig who retained the Eddie Holt Trophy for the second year in a row. No person has done that before, so come on lads let's see some better performances next year. So last but not least thanks to Craig and his

staff for having the course in fine condition.

The East Section summer Texas Scramble, at Kings Acre, was held in June and results will be published shortly. A big well done to two members who have just completed their HNC in Golf Course Management at Oatridge College. They are Scott Corrigan, Greenburn Golf Club and Andrew Forrest, Swanston Golf Club. Both passed all sections of their two year courses. All the best to everyone who has passed their first year and is going on to do year 2. Also congratulations to any members that have just finished years 1-2-3 or 4 at Oatridge College or Elmwood. Well done to each and everyone of you. If anyone has anything you want me to let everyone else know drop me a line or a call on 01620-842037 home, 0131 445 7165 work or 74 Muirfield Drive, Gullane, East Lothian, EH31 2HJ.

So come on, it's your Section if you have got anything of interest lets hear from you. So that's it for this month, hope to hear from you soon or your will hear from me in this report next time around.

Chris Yeaman.

multi-core

Aerators Ltd



MC10

MC15

MC20



Available in three working-widths, able to carry out highly effective turf aeration to a maximum depth of 125mm (5in).

Choice of solid, hollow, slicing or chisel tines to suit all turf needs and seasonal aeration requirements. Exceptional workrate enables turf to be restored quickly to normal use.

First class design and build quality ensures years of productive operation. Easy to set and convenient to maintain - the ideal aerator for all you turf surfaces.

New needle tine heads with 5mm or 8mm diameter tines capable of aerating to 125mm with no surface marking. With a suitable forward tractor speed to produce a 40mm x 40mm square pattern, 625 holes per square metre will be created.

From the aeration
equipment specialists

Designed and built in Britain



Multi-Core Aerators Ltd
6 Chestnut End
Boston Spa, Wetherby,
West Yorkshire LS23 6JG

Tel: 01937 843281
Fax: 01937 849079
Mobile: 0374 488508

ASK TO SEE THE VIDEO

Central

We begin with congratulations going to Section member Elliott Small on his appointment as Vice Chairman of the Association, and winning the Veteran's Trophy at the Scottish Tournament at West Kilbride, I haven't asked him which one means the most! The appointment to the BOM is an honour Elliott deserves for all the work he has put into both SIGGA and BIGGA over the years and I am sure you will all join me in wishing him every success during his forthcoming terms of office. Elliott's wife, Edna, thought that she would see a bit more of him when he gave up as Regional Administrator for Scotland last year, but now he is going to be on his travels again she will just have to take up knitting, painting/decorating or something to pass the time.

Joining us this month is Kenneth Robb, from Falkirk. Kenneth is an apprentice at Falkirk Tryst Golf Club and hopefully we will get the chance to meet him at some of our events in the near future. Things are a bit quiet on the news front at the moment, everyone is too busy

coping with fixture lists, holidays, the terrific summer weather we are having, rain, hail, frost, sunshine and that was June! Never mind things can only get better. If you recall, over the past few months we have been trying to find ways of reducing Section expenditure, I bet you are all saying, "Oh really?" as nobody replied to the request for ideas. Anyway, one way would be to place the entry forms for the golf tournaments and events in the magazine, which would save a considerable amount on postage, stationery etc.

So look out for changes in the near future! Not a lot, I know, but hopefully there will be more next time.

John Crawford

Ayrshire

Sorry for a blank column last month with no news and nothing to report. No more news reported this month, however the Scottish Region Tournament was enjoyed at West Kilbride Golf Club, on June 23. Our thanks to Peter Boyd for a well run event and for promptly tying up proceedings to enable us to watch a certain

World Cup match. Your efforts were in vain Peter. A full report of this event will appear elsewhere in this magazine but congratulations to our members who contributed for us to win the Best Section Trophy and to young Barry Crawford, from Old Prestwick, who used his golf and greenkeeping experience over the West Kilbride Links to record a fine scratch score of 70-3-67 to become the Scottish Champion. Congratulations also to Jim Paton and his greenstaff for the fine condition of the course as the weather did no favours on the day.

Our Section would like to wish Elliott Small well in his new position as our Association's Vice Chairman to Gordon Child. This came after George Brown stepped down due to work commitments.

Finally I would like to say Hello to Mark McBride a mate from my HNC days at Langside and say Beith Golf Club's annual outing visits Windyhill on August 24 and all going well I hope to see you then Mark. Any news 01505 683278 (Evenings) or 0498 634122.

Iain Barr

North

Another three new members to welcome this month. David Busset from Edzell, Gavin Neil from Tain, and Wayne Gordon from Elgin, are added to our ever growing membership list, which is now at its highest ever. We wish Chris Cumming, of Fortrose, a full recovery from his car accident, and hope to see him up and about soon. Not too much to say about Section members at the "Scottish" at West Kilbride, no big trophy winners this year.

As mentioned last month, here are the winners of the first three draws of the 200 Club. January £30 No 68 Jeffrey Herd, Banchory, February £30 No. 74 Robert Klimas Wick, April £100 No 60 George Gray, Newmacher. The reason there are only three winners is because the March winner had not paid for his ticket. At the time of writing he had still not paid, with the deadline for outstanding dues fast approaching. It is therefore likely that we will have five draws to do at our Autumn outing in September, as we will have to redraw the March winner. The tickets not sold will be sold at the reduced price of £4 each as, of course, there are fewer prizes left.



WWW.EAGLEONEGOLF.CO



ONLINE. ALL THE TIME.

View the entire Eagle One Golf Products catalog online, along with monthly specials and up-to-date price lists.

ANYTIME. ANYWHERE.



EAGLE ONE GOLF PRODUCTS

"Always On The Right Course"

1201 W. Katella Ave.
Orange, CA 92867 USA

1 714 997 1400 PHONE
1 714 997 3400 FAX
info@eagleonegolf.com EMAIL

SPECIAL FREIGHT OFFERS AVAILABLE! CALL FOR DETAILS • WE USE RECYCLED PLASTIC

This cuts down our funds unfortunately, so please next year if you get a card and do not want it, then at least have the decency to return it promptly so we can resell it and maximise fund raising. Also, one of you out there looks like missing out on £30 because you did not buy your ticket this year!

Finally, next month I hope to have all the details of our One Day Conference to be held at the end of November. We have our Speakers sorted out but were let down with the venue, however, we expect to get that organised soon and will reveal all in September.

Iain Macleod



Northern Region
Douglas Bell
Tel: 0151 431 0433

Northern

Ken Christie organised a dinner dance which took place on Saturday, July 4, at Northcliffe Golf Club. There was an excellent turn out of around 50 people. Mike Brear and his barmy army again turned out in force to get the after dinner disco off to a flying start. Thanks Ken for taking time to organise the event and maybe we can arrange a barbecue evening for later in the year?

Myself and many fellow greenkeepers were shocked to hear that Gary Potter, of Skipton Golf Club, had been involved in a bad accident at work. The incident happened in the greenkeepers sheds, but fortunately Gary had his mobile phone at hand to enable him to contact the emergency services. After undergoing surgery, Gary is back at home, but will be "laid" up for some time until he makes a full recovery. From all of the Northern Section we wish Gary a full, speedy recovery and we hope to see him gracing the fairways in the near future. The President's Day Tournament had to be cancelled due to inclement weather. Up to press we haven't finished any of the fixtures this year. I hope the weather is better for the Roses match and the following Invitation Day tournaments. If anyone has any news from within the Section please contact me at 1 Cockley Meadows, Kirkheaton, Huddersfield, HD5 0LA or ring me on 01484 317813 or 0411 601420.

Simon Heppenstall

North East

The following new members have joined the Section: S. Cooper, Slaley Hall; G. Dawson, Close House; S. Embleton-Ryton, S. Hagar, Crook; J. Ivil, South Moor; J. Keay, Close House; G. Milliken, Seahouses; I. Patterson, Gosforth; R. Peebles, Close House; T. Pickles,

Seaham; C. French, Student; D. Hawikins, Student; M. Lowdon, City of Newcastle.

There has been quite a bit of movement up to now in the Section this year with the following members; Neil Parkin, from Hexham to South Moor as Deputy Head; Robbie Williams, from Matfen Hall to Slaley Hall; Gary Reynolds, from South Moor to Slaley Hall; John Surtees, from Slaley Hall to Hexham; Craig Parkinson, from Slaley Hall to Matfen Hall as Course Manager and myself, from Slaley Hall to Hexham as Deputy Head.

Just a reminder that the Autumn comp, is at Consett GC, on Thursday, September 24 tee off at 9.30pm. If anyone has any news please let me know or any more moves.

Jimmy Richardson

Sheffield

On July 1 we held our annual competition at Worksop Golf Club. Our thanks go to Worksop for giving us the courtesy of their course. After the recent weeks' weather we were very lucky and managed to stay dry all day. Our thanks go to Barry Lax and his staff for the excellent condition of Worksop, well done Barry! I think the day was enjoyed by everyone who played, although I think the course was found rather tight by many who played, me included! - Didn't I, Jeremy? Thanks also go to the catering staff who provided an excellent meal which was enjoyed by everyone. Thanks also go to trade members who provided some of the prizes. There was some very good golf played and with a net 69 the eventual winner was Stuart Pigott, from Bondhay Golf Club.

Results, 1. S. Pigott, 69, best back 9; 2. D. Chappell, 69; 3. J. Goldthorpe, 71. The best gross of the day was won by Dave Chappell with an excellent score of 78. Our guest prize was won by Arnie Senior, Worksop's Greens Chairman. Our next golf is our Autumn Competition on September 29, to be held at Gainsborough Golf Club, 1pm tee off.

Once again may I ask the person who has a trophy they won at our annual competition held at Cavendish Golf Club in 1995, could they please return it! Congratulations go to Barry Heaney who won a set of golf clubs in the Buy a Brick raffle. Congratulations go to Graham Wells and his wife on the birth of their baby girl recently.

Finally may I wish all the best and a full recovery to two of our members, Kevin Atherton, of Coxmoor, and Brian Alton of Serbly Park. Kevin recently suffered a stroke, we all hope you get well soon and take it nice and easy Kev! Brian

recently had a heart by-pass operation, we all hope you get well soon. Take it nice and easy Brian.

J V Lax

North West

According to the Met Office this has been the wettest June on record for many years, and I am sure that for most of you, it has been far too wet. Not so for

everybody. I am sure the links courses have not suffered, including Royal Birkdale. I dropped in to see Chris Whittle three weeks before The Open and the course was looking exceptionally green and in lovely condition.

The summer tournament on June 25 was played at Haydock Park GC with a good turnout of 45 competitors. The course was

**THE NEW
VERTI-DR
MUSTANG
YOU'LL
QUICK T
SEE THE
BENEFIT**

Without doubt, the new Verti-Drain Mustang is the fastest, most effective aerator on the market today.

Whilst it still features the unique, patented 'heave' action, there are many new improvements, including single point arm adjustment, a stronger tine support system and fewer working parts.



in perfect condition thanks to Ken Bennison and his staff, who must have been working flat out for weeks to have the course looking so good. Some excellent scores were returned, and the winner of the Reg Vickers trophy was Mike Davie with a 76-11-65. Once again the members of the trade helped to swell the prize table, allowing prizes to 13th

nett. I would like to thank Haydock Golf Club for allowing us courtesy of the course, and use of their facilities, the caterers for a lovely meal and an excellent bar service, Ken Bennison and his staff for preparing the course to such a high standard, and the members of the trade for donating prizes.

The following companies donat-

ed prizes, SISIS, County Crops, Gary Worrall Groundcare, Rigby Taylor, Richard Campey, Cheshire Sand & Top Dressing, Rufford Soil Technology, Amenity Technology, Acorn Equipment, Cheshire Turf Machinery. The day was enjoyed by everybody, and the sun shone for a change.

A further reminder about forthcoming golf events. Steward's

Match, Warrington GC, August 24. Roses Match, Swinton Park GC, August 26. Autumn Tournament, Dean Wood GC September 17. I will require a team of 16 for each of the matches with the Stewards & Roses Match.

Anybody interested please contact me on 0151 724 5412. Bert Cross.

W
AIN
G.
BE
TO
E
TS.



It can drive its 6" tines, solid or hollow, at a faster rate than any other aerator, which makes it the perfect machine for high speed runs down the fairway and for even shorter work on the greens.

The new Mustang joins the market-leading range of Verri-Drains that have

outsold and outperformed all competitors for the past 20 years.

And, with an aerator to suit virtually every application, it's the widest range available anywhere.

But one word of caution.

The new Mustang is fast; so fast that you may get done in a flash.

Contact us now for further information or a demonstration of the new Verri-Drain Mustang on 01428 661222.

Charterhouse Turf Machinery Ltd, Weydown Industrial Estate, Weydown Road, Haslemere, Surrey, GU27 1DW. Tel: 01428 661222. Fax: 01428 661218.



E-Mail: ctm@dircon.co.uk
Web Site: <http://www.redexim.com>

Cleveland

First sorry about June's news but I did not get it sent in on time. Well on the news front things are very quiet I think most greenkeepers are struggling with the weather, we might as well call June the Monsoon season. Our course has kept open and we have only lost four to five days where some local courses have been shut for up to a week.

On a more sombre note Ossie Tallentire, a retired greenkeeper from Brancepeth, lost his wife to cancer in June. Everybody who knows Ossie has sent him letters and cards giving him support in his hours of need.

Getting back to Section news it's been a short letter this month so if anyone has anything to report please give me or any Committee member a ring, I know we are all going flat out at the present time, but there must be something going on (that's printable of course) so if anyone is getting promoted or married, having babies... or if anyone wants to have a child give me a ring. I'm free most Fridays.

Kevin (Scoop) Heslop.

North Wales

Firstly, apologies, a couple of months ago I welcomed new members to our Section but due to the fact that I can't seem to understand PTO, thinking it was something that sticks out of the back of a tractor I missed the following. Jeff Jago, Stephen Fort, Jon Astles, Stephen Wright, Sutton Hall Golf Club & Delroy Bruffell, Northrop Country Park. Sorry lads a very belated welcome to you.

I had a lad come to see me he's nearly 20 years of age; got his first aid and spraying certificates; has worked at a couple of clubs and is looking to further his career, he lives in North East Wales and seems very ambitious. So if any of you out there are looking for someone who has experience please phone me on 01824 710693. Congratulations go out to Dewi Lloyd Hughes, Head Greenkeeper at Pwllhellis Golf Club, on completing 25 years at the club. That's from his staff Alwyn, Iwan, Dylan and Steve, the Section and all his friends in the trade. The annual awards day took place at the college on June 25. (Sorry I couldn't make it Graham). Prizes were awarded to students who produce high standards of achievement and were donated by the trade. Thanks once again for the support shown by the trade. This year each student was presented with a copy of Jim Arthur's book "Practical Greenkeeping". Congratulations to all award winners, who were: The Gem Professional Merit Prize, Paul Simon, Welsh College; The Walker Engineering Prize, Emyr Rowlands, Storws; The Rufford Merit prize, Ian Ellis, Ruthin Pwllglas; The

Mommersteeg Merit Prize, Philip Davies, Rhuddlan; The Merit Prize, Martin Roberts, Caernarvon; The Martin Bros Merit Prize, Robert Jones, Old Padeswood; The ICAM Prize, Barry Williams; The C.J. Mitchelmore Prize, Huw Townsley and Practical Plant ID Prize, Sarah Tait.

It's July 3 and so far I've seen more rain than Noah. Anyone want to buy any silage!

Dave Goodridge



Midland Region
Peter Larter
Tel: 01480 437507

Midland Region

A note for your diaries. The Midland Region Seminar will be held this year at Mentmore Golf & Country Club, near Leighton Buzzard, on November 18. Applications for attendance will be sent to all BIGGA members in the Midland Region during August. BTME 99. There will be a limited number of places available to BIGGA Midland Region members on the SW & South Wales Region coach, which will travel from the home counties to Harrogate via the M1 to the BTME. There will also be a number of rooms available in the Imperial Hotel, Harrogate at £32 per night B&B. Anyone interested should contact the SW & South Wales Regional Administrator, Paula Humphries, on 01363-82777.

P J Larter

East Midlands

We now have a new company sponsor for this year's Autumn Tournament, Banks Amenity Products Ltd. As I'm sure you are all aware this year's event will take place on September 3, courtesy of Scraftoft GC. The results in this year's singles knock out are as follows; 1st Round C. Chamberlain, Scraftoft, beat J. Bedford, Birstall, 3&1. A. Porter, Greatham Valley, won 1 up against K. Davis, Lutterworth. 2nd Round A. Bindley, Kirby Muxloe, beat D. James, Scraftoft, 7&6. Please remember that the Semi-Finals must be played by August 31.

Sorry I have no more news for you this month, but if you the members have anything you would like to see in this article, please give me a call.

Antony Bindley

Mid Anglia

Our next golf event to be held is the Summer tournament on Thursday, August 27, at Leighton Buzzard Golf Club. Should you wish to play, please ensure that

entries are sent to Richard Saunders, our Match Secretary, by Monday, August 17. The golf format for the day will be an 18 hole Stableford in the morning, followed by a nine hole Texas scramble, after lunch.

All the Lodgeway four ball league matches will have been completed by now, with the seven league winners and best runner-up going forward to the quarter final knockout stage. These matches need to be played before the end of August. Finally, good luck to Duncan McGilvray in his new appointment as Course Manager at Potters Bar Golf Club, after 11 years at Letchworth Golf Club.

Paul Lockett

East Anglia

Stowmarket was the venue for the TORO sponsored Captain and Greenkeeper Shield which was won by Greg McHugh and Neville Keteringham. I think Greg won just about everything that day as you will see in due course. Roger Eade and his men did a fantastic job in presenting the course in great shape. Unlike some members we know it isn't all due to "the rain we had lately". I think there were about 60 greenkeepers and two guests trying to master the course. As you will see we all failed. In Cat 1 which was pretty tight; 1. M. Gill, 32pts; 2. P. Howard, 32pts; 3. M. Brewster, 31pts. Cat 2 which was just as tight; 1. Greg McHugh, 33pts (overall winner of the TORO Shield); 2. B. Porter, 32pts; 3. Mike Virley, 32 pts. In Cat 3, equally tight; 1. Richard Mitchell, 31 pts; 2. Martin Myson, 31pts; 3. Ernie Hart, 30pts. Trade prize was won by David Cole, 37pts. Guest prize, Mr G. Page, 34pts. Nearest the Pin was Dick Moore, Eaton Captain. Longest Drive, Gary Cunningham. The Ladies' prize was won by Jayne Leslie, Lyndon's guest.

Talking of Lyndon he won the Loo Seat. (Been there, done that). £50 was donated to Papworth by those not wearing BIGGA ties. Prizes were donated by TORO, SISIS, Rushbooks, CMW, Rigby Taylor and presented by Mr Denis Leaming, Club Captain. Our thanks to all concerned at Stowmarket for a really good day out. There was also another good day out sponsored by Rushbooks, SISIS, Rhone Poulenc and Levingtons at Brett Vale back in June. It really was a good day. Colin, Bob and Brian all did their bit to make the day go well. They are always worth the entrance money. A bit like Larry, Mo and Curley (The three stooges for those who can remember that far back). I think Colin is a good Curley. Anyway thanks for a good day. See you all on the next tee.

Mick Lathrope

Midland

By the time you will receive this magazine we will have played the Summer Tournament at the Wrekin Golf Club and hopefully everybody will have enjoyed themselves and the weather would have been kind for us. But the way this year's summer has gone up to this time who can blame us for being sceptical. The deadline for entries to the Autumn tournament to be played at Edgbaston is August 31, please get your entries in as soon as possible. There is the possibility that we can arrange a 5 a side tournament at the Bescot Stadium, this will probably take place in the evening. Anyone interested please contact Andrew Smith on 01676 523020.

As a committee it has been suggested that we should try to arrange a quiz night in a local pub, so again will anyone who is interested please contact Andrew Smith on the above number. In my last report I told you of my new address but did not have a telephone number at that time, here is my new number- 01562 861434. Finally I would like to introduce this months new members; David Carr, Craig Campbell, Dean Hill, Robert Harris and David Healy.

Jonathan Wood



South East
Derek Farrington
Tel: 01903 260956

Sussex

The Sussex Section enjoyed a superb day at Slinfold Park Golf Club on July 2, perhaps the brandy supplied on arrival at 7.30 am had the desired effect and set everyone up for a 9 hole Texas Scramble before breakfast proper was served! This Competition which was sponsored by Scotts was won by the Team of Jon Hill, Peter Ray and Mike Butrymowicz. The afternoon was an Individual Stableford sponsored by Avoncrop Amenity Products, the winner being John Shepherd, narrowly beating Peter Ray on count-back. John Hill was third. The Guest's Prize was taken by Peter Baynham, narrowly beating Gary Ogilvie who had some consolation by winning the longest drive. The Nearest the Pin was won by Steve Vogels. The highlight of the Prize giving however was the presentation of the "Longest Walk" prize to Bruce Alexander who really deserved a special award for completing the round!

It was difficult to get players in to dinner because the setting at Slinfold is so relaxing, with the bar opening out on to a balcony overlooking the 10th tee which is



set in the middle of a lake giving a very formidable drive over a considerable distance of water, and Greenkeepers seem to get a great deal of pleasure from watching Members (who now had the course back for themselves) driving into the water!

The meal however was worth it and it would be fair to say it was only surpassed by the condition of the course that Course Manager, Paul McDowell, had presented to us that day. Those of us who had played Slinfold in its earlier days could not believe the incredible improvement of the course over the last few years and a lot of credit is due to Paul and his General Manager, Stephen Blake, who is also a full member of BIGGA.

All that remains is to thank Neil Cleverly for his efforts and to inform those present that Neil is making a good recovery from his seven nervous breakdowns that he suffered on the day! I'm sure that Members would not drop out at the last minute if they saw what Neil had to go through in order for the Texas scramble and the rest of the day to go so well!

Derek Farrington

Kent

Considering the weather during June, the Section were indeed fortunate that the rain stopped in time to tee-off and turned into a fine afternoon (if a little windy)! at Boughton Golf Club on the 25th. Most golfers have a pre-set impression of a well used pay and play golf course. When it comes to Boughton, forget it. The course is set in beautiful Kent countryside and Course Manager, Gary Debenham, had it in superb condition for our visit, and with Club Captain, John Epps, making us so welcome it would have been difficult not to have had a superb day. It was also very encouraging that the attendance was greatly improved for this meeting, making it so much more enjoyable for all concerned. As so often happens local knowledge proved to be an advantage with the winners of the Best Gross and Best Net Scores going to Greenkeepers from the Course, James Duncan and Philip Belton respectively, both winning some superb glassware generously provided by Rigby Taylors, as did Neil Pullen, Willmott-Pertwee, who won the Guest's Prize. Not to be outdone Bernard Diddhams, of Rigby Taylor, won the Willmott Pertwee "Nearest the Pin" Prize!

Don't forget, the next Golf Day for the Section is at Westerham on August 11, so please try to get there and make it more enjoyable for everyone.

Huw Morgan

Surrey

Congratulations to Ken Harding who is now in charge at Worplesdon Golf Club. We all wish him good luck, good weather and a co-operative Greens Committee. Epsom Golf Club had a very successful Pro Am on the May 21. The course was in terrific condition and I understand that Doug Fernie, the Head Greenkeeper, who played in the event was among the prize winners. Your committee met on Monday evening the June 1 at the Drift Golf Club. Ernest Doe has kindly agreed to sponsor the Cresta Cup, at Foxhills Golf Club, on the June 16 and the winners of that competition will appear in the August magazine.

Other forthcoming events include and the McMillan Tankard on the August 5. If any member needs further information on any of the above events please contact Ted Stiles, your Section Secretary. Peter Broadbent and his team at Effingham Golf Club are still talking about an unwanted visitor who arrived with a bang at the end of May. A thunderbolt struck property within yards of the sheds at Effingham causing fire damage, shock and additional laundry expenses for the greens staff! The third round of the Huxley Bowl Competition should have been played by the end of June and the draw for the quarter finals will be by now in the hands of the successful teams.

Brian Willmott

Essex

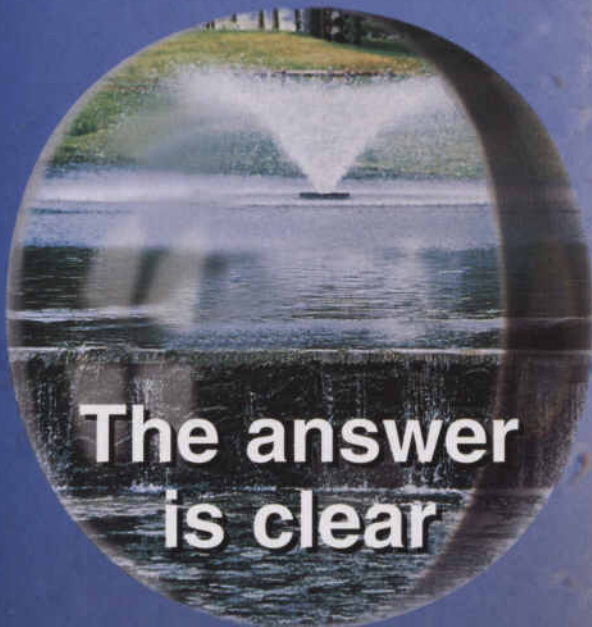
Well, August is generally the month for the holiday makers and if you have already had a break or with one coming up on the horizon, no one can argue with the fact that we have earned a rest from the pressures endured during the first half of the year. On to the golf front, with our golfing day at Thorpe Hall GC being played on August 7 a report will appear in a later edition.

The next golf day will be a joint effort with our neighbours East Anglia on August 26, at Stoke By Nayland GC giving us a chance to meet up with some old friends. For further details contact Richard Pride 01268 752281. Education, the second day (for those who attended the first in March) will be on November 17 at Stock Brook Manor GC, price £12, for the Frank Newberry Management Skills. Details will be sent out.

Jason Brown, from Chelmsford GC, is our latest recruit to join the Section and we give him a warm welcome. I am only on the end of a telephone waiting for ideas or news to write about, so come on pick up the phone and start dialling 01702 522202.

Dave Wells

Dirty, algae covered water can quickly turn an asset into an eyesore!



Otterbine fountain-like sprays are more than just an attractive feature.

They are in fact effective water aerators that provide an excellent method of stimulating the water and increasing oxygen, to naturally speed up the bio-degrading processes of algae and organic waste.

Available for both surface and sub-surface installation, Otterbine aerators are the cost effective answer to the provision and maintenance of cleaner, odour free water.



**HYDRO
SCAPE**

UK & Ireland Distributor for
Otterbine Water Quality Management Products

Telephone 01425 476261

Hydroscape, Water House, 10 Carvers Industrial Estate,
Southampton Road, Ringwood, Hampshire BH24 1JS.
Tel 01425 476261 Fax 01425 472380



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

Devon and Cornwall

As in previous years the Section will hold six meetings during the winter as promised in last month's article. I have included dates and venues in my report this month which are as follows. The Roffey's meeting, October 14, Saunton GC; The Devon Garden Machinery meeting, November 11, Lanhydrock CC; The P.J Flegg meeting, December 9, Okehampton GC; The Barenbrug meeting, January 27, Bude GC; The Avoncrop meeting, February 24, St Enodoc GC; The Rhone Poulenc & Supaturf meeting, March 24, Venue to be confirmed.

Please note the changes to our meeting programme listed below; 1. Golling members to receive starting times before meeting with a draw for partners being introduced to avoid same old groups playing together, this will be done for all meetings include foursome competitions etc. 2. Company and golf presentation to conclude the day. 3. A levy of £2 will be added to each entry received after the closing date. 4. As some members have problems paying before meetings, they will be able to continue to pay on the day without being levied as long as the entry has been received before the closing date, any member who doesn't attend after entering will be invoiced if no payment is received. Have you booked your place on the regions trip to BTME at Harrogate yet as places are going fast? For more information call Paula Humphries on 01363 82777.

Richard Whyman

South Coast

Our Annual Golf Match against the South West Section will take place at Yeovil Golf Club on Wednesday, September 16. Those of you who would like to play contact our Tournament Organiser, Trevor Smith, Manet, Horton Road, Horton Heath, Wimbourne, Dorset, BH21 6SB, Tel 0410 835242.

Arrangements seem to be well in hand for a visit to Hankley Common Golf Club. Last year you may remember we visited The London Golf Club. As this proved to be very successful we have decided to visit Hankley Common this year. All of you who wish to go on the trip let our Secretary know as soon as possible; Jef Drake, 6 Villiers Walk, Wash Common, Newbury, Berks, RG14 6SJ, Tel 01635

846575. Jef can then make the necessary transport arrangements. The exact date has not been confirmed yet. I can tell you it will be early November. Confirmation of the date will be in next month's report.

Another plug for BTME. In the July report I mentioned the prices for the coach and the bargains on offer. I can now tell you that if we can get the support from you the members, a coach will be run for the South Coast Section. It is envisaged it will start from Bournemouth and make its way through the Section to the M1. This will save all the hassle of making our way to Bristol to pick up the coach. All those of you who would like to make the trip should contact Regional Administrator, Paula Humphries. For those of you who have not been before it's something not to be missed. Paula would like your booking forms returned as soon as possible along with your deposits. This is to enable her to book the hotel accommodation.

Our Regional Seminar will be held at Cannington on Wednesday, November 25. Some very good speakers have been approached. Although the list has not been finalised, I can tell you that Frank Newberry will be there. He will be talking about communication. His topic will be Making Committees Work for you. He is also doing a workshop. Tony Rees will be talking about Risk Assessment. Ian McMillan will be giving us an account of his achievements over the year. John Miller will be there from Supaturf, who, I hasten to add, are the main sponsors for the Seminar. Dave Phillips from Mommersteeg will be talking about grass seed. More details will be forwarded to you in due course. However I think you can see it should be a very informative day Let's have some good support from the South Coast.

Ken Lodge

South West

Illfracombe was the venue for the annual match against the South West Secretaries. I am afraid I was not able to make this match but Captain Matt Hawker told me all about it. I remember playing this course about 20 years ago and seem to recall finding the club by going to the seaside town of Illfracombe and then travelling in a vertical direction for about a mile. Delightful on a pleasant day but this apparently was more of your howling gale and torrential rain type weather. It was summed up with Matt's first tee shot that, once air borne, actually managed to

travel backwards over his head. In fact the entire match appears to have been more of an endurance test which the greenkeepers won by two matches and three halved. This is obviously due to the superior physical attributes of the greenkeepers and would also explain why our very own administrator, Paula, was playing for the secretaries on this occasion. This was not an act of gross treason but, as she so diplomatically pointed out, was merely an excuse for her to admire the physical form of two greenkeepers as she went round instead of one. Very understandable in my opinion, especially when one considers the shape of your average Club Secretary. I seem to recall Illfracombe being blessed with an unusually high number of blind shots which is just as well as our poor Chairman Gordon Child was unable to see a thing anyway through his glasses in the typical June weather. Thanks Gordon for playing for us and thanks also to John Palfrey and Avoncrop who very kindly sponsored a mini bus to take everyone down there. They also sponsored the prizes and provided Robert the driver so as all our team could politely sample the local refreshments. The next match is on September 16 and is against the might of the South Coast Section at Yeovil. As an added incentive there will be team BIGGA shirts provided for all competitors on our team.

Marc Haring



North East

We held a BBQ and Deep Bunker Chipping competition at Greenmount College, Antrim on July 3. The event was extremely well supported by members from both Sections. The North East Section would like to thank J. A. Humphrey for sponsoring the Chipping Competition and special thanks to Elizabeth Wilson for all her help and support. We would hope to make this an annual event. Thanks must also go to Greenmount College for the use of their facilities, Neil McLaughlin for setting it up and cooking the food and our Secretary, Mark Farrell and his mum, for purchasing and preparing the food.

Congratulations to Nick Webber, Portstewart GC, who has just become Greenmount College's top student 1996-1998 NVQ II. He has also won the

I.O.G cup for best student and has won the Northern Ireland Toro Young Greenkeeper. We all hope that Nick will go on to do well for himself. And if all that were not enough Nick will represent Northern Ireland in an international team against America. The Hayter International Cup match to be held at Cherokee Town & Country Club in Atlanta, Georgia, in October. A reminder to all our members that our AGM will take place on August 24, at Allen Park Golf Centre, at 7pm sharp. We are also holding an 18 hole competition that day, tee off time is 2pm sharp. The committee has been working on an agenda for the next 12 months. If anyone has any ideas, or would like to see a particular event taking place please contact myself on 01574 276001. Finally on the move are Lee Eager, who moves to Allen Park; Mark Farrell, Mark Cassidy and myself who move to Stakis Park Templepatrick.

South East

The latest member to the South East Section this month is Ronald Neil, from Royal Co Down Golf Club. On July 1 our Section had a golf day at Malone Golf Club. The weather was perfect although some of the golf may not have been, myself included. The prizes were provided by Rite Feed and the winners were; 1. Gordon McBride; 2. James Logan; 3. Alison Sloan; and "nearest the pin" went to Alan Stracon, Royal Co Down. Tensions were running high at the bar as one or two arguments arose over handicaps but all was settled and everyone had a good day. Many thanks again to Richard Lawrence from Ritefeed for the prizes and his hospitality in the clubhouse and also to Malone Golf Club.

Jonathan McCabe



See you all next month!