

## Senior Greenkeeper/ Assistant Greenkeepers

### Hertfordshire

Hanbury Manor has a prestigious J Nicklaus II design 18 hole course with a 5-star Hotel & Country Club set in 250 acres of park land, and hosted both the 1997 and 1998 English Open.

For both these roles, you will possess relevant qualifications and spraying certificates PA 1/2/6. You should be highly motivated and want to progress your career in golf course management. You will be expected to demonstrate excellent team working skills and have very high standards in golf course presentation.

Please telephone Betty or Jo in our Human Resources Department for an Application Form, or send your cv to Betty Nerney, HR Manager, Marriott Hanbury Manor Hotel & Country Club, Ware, Hertfordshire SG12 0SD. Telephone: 01920 487722 (24-hour answerphone).

**Marriott**  
**HANBURY MANOR**

HOTEL & COUNTRY CLUB

## C·R·O·P·W·I·S·E

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**Amenity Specialist**

**£ attractive + bonus + car**

**Based rural Leicestershire**

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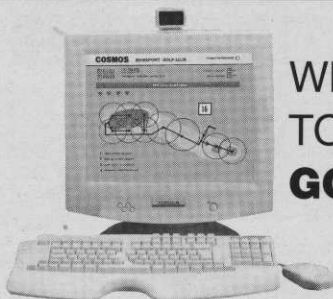
We need to recruit an experienced amenity specialist to join our existing team and develop our amenity business in the Midlands and Home Counties.

The ideal candidate will be educated to degree level in an appropriate discipline, be BASIS qualified and have a minimum of 2 years sales experience in the professional sports and amenity sector. He/she will also be expected to work within our young, forward thinking team based at Leicester and be committed to profitable business growth.

If you feel that you can meet the demands of this challenging position, please forward your CV and letter of application, including current salary details to:

**Paul Hensman, Managing Director, Cropwise (Leicester) Limited, Saxelby Lodge, Saxelby Pastures, Melton Mowbray, Leicestershire. LE14 3NA**

The closing date for receipt of applications is 28th September



**WE PAY YOU  
TO BE ON THE  
GOLF COURSE!**

**Do you play golf and have a knowledge of computers?**

**Do you have enthusiasm and drive?**

If the answers are yes, we want to hear from you.

Cosmos Controls is an exciting new entrant in the field of golf course irrigation and climate control management with an ambitious growth strategy aimed at making it a leading player in the market. As part of this strategy we wish to appoint a Sales Professional.

Working in a competitive environment, the successful applicant will support a network of dealers by calling on golf clubs and other sporting venues to introduce and demonstrate a range of PC based irrigation and climate control systems.

The successful applicant will first and foremost be able to demonstrate a high level of person-to-person communication skills, the ability to understand computerised control systems and relate to buyers in an outdoor sports dominated industry.

To apply, send your CV to: Cosmos Controls Limited,  
PO Box 1139, Stoke on Trent, ST7 4YT  
Closing date Friday 18th September 1998.

## HEADLINGLEY GOLF CLUB LTD

EST. 1892

Applications are invited for the position of:

# HEAD GREENKEEPER

Applicants must possess recognised qualifications (Level 4) and have a proven record of man management and be experienced in the maintenance and first class presentation of a golf course.

Knowledge of turf management, modern machinery and irrigation systems is essential.

The applicant will be required to construct tees, bridges and the like, and to supervise and train existing staff in those skills, including the revetting of bunkers.

An excellent salary package will be paid.

The position to commence on 1st January 1999.

APPLICATIONS IN WRITING with CV to:-

John R Burns - Manager, Headingley Golf Club Ltd,  
Back Church Lane, Adel, Leeds LS16 8DW

CLOSING DATE:- Monday 28th September 1998

## FLACKWELL HEATH GOLF CLUB LTD

Require  
For its old established Downland Course

### DEPUTY HEAD GREENKEEPER

Applicants should have the following skills:

1. NVQ Levels I and II
2. Spraying Certificates PA1 and PA2A
3. Experience with irrigation systems
4. Machinery and maintenance
5. Salary negotiable
6. Accommodation available

Also:

### ASSISTANT GREENKEEPER

Applicants must be interested in all aspects of course maintenance.  
Wage is negotiable dependent upon age and experience.

Apply in writing enclosing a CV to:

Secretary, Flackwell Heath Golf Club Ltd, Treadaway Road,  
Flackwell Heath, Bucks, HP10 9PE



## BUCKINGHAMSHIRE GOLF CLUB

Applications are invited for the position of:

### ASSISTANT MECHANIC

Reporting to the golf course manager and head mechanic:

#### Main responsibilities and duties

To assist our head mechanic in maintaining a comprehensive fleet of modern professional golf course maintenance equipment and agricultural machinery. Overhaul and carry out grinding duties on all cutting units using our jupiter in house grinder. Carry out metal fabrication works with welders and oxy-acetylene. A practical knowledge of maintaining irrigation pumping systems and machine hydraulic systems will also be required. A basic knowledge of greenkeeping will also be an advantage.

#### The individual

The successful applicant will be hard working and self motivated with a keen and positive attitude towards their work.

Please apply in writing with full CV to:

Phillip Chiverton, Golf Course Manager, Buckinghamshire Golf Club,  
Denham Court Drive, Denham, Bucks, UB9 5PG.

Closing date for applicants 28th September 1998

## BURTON ON TRENT GOLF CLUB LTD

invite applications for the position of

### HEAD GREENKEEPER

This quality, mature parkland course, almost 100 years old, is situated in South Derbyshire. Applications are invited from qualified, experienced persons with a proven record of greenkeeping management.

The successful applicant will be self motivated and committed to presenting and maintaining the course to it's current high standards.

Remuneration is negotiable within BIGGA scales and includes a house overlooking the golf course.

Please send your application, C.V. and references to:-

The Secretary, Burton on Trent Golf Club Ltd, 43, Ashby Road East  
Burton on Trent, DE15 0PS

Closing date for applications is 30th Sept 1998

## HENDON GOLF CLUB

Have a vacancy for a

### MECHANIC/ GREENKEEPER

to carry out the day to day maintenance of greenkeeping equipment and greenkeeping duties. The ideal candidate would be qualified in both aspects, however, on site greenkeeping training will be given to a mechanic interested in developing their skills.  
Salary negotiable. No accommodation.

Please apply in writing enclosing a C.V. to the Course Manager, Hendon Golf Club,  
Ashley Walk, Devonshire Road, Mill Hill, London NW7 1DG



## SHIRLEY GOLF CLUB

require a

### HEAD GREENKEEPER

Soon to celebrate its 50th anniversary this private members club has matured into one of the best kept courses in the Midlands. Candidates must be fully qualified in modern greenkeeping techniques and able to demonstrate high ability in all aspects of course management especially tees and general cosmetics.

Apply with CV to Valerie Duggan, Shirley Golf Club Ltd,  
Stratford Road, Monkspath, Solihull, B90 4EW.



## WATERERS LANDSCAPE PLC

This prestigious and expanding firm of Landscape Contractors with several golf courses in its maintenance portfolio seeks a

### SECOND ASSISTANT GREENKEEPER

for a well known 18 hole private course near Daventry, Northants.

Please apply with CV and telephone contact number to Tom Brooke,  
Waterers Landscape Group Head Office, London Road, Windlesham,  
Surrey GU20 6LQ or telephone 01344 293500.

(Asylum & Immigration Act 1996 - Proof of entitlement to work in the UK will be required at interview).

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By

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**MJT Contracts Ltd**

Wadebridge Farm, Landwade, Exning,  
Newmarket, Suffolk CB8 7NE  
Tel: (01638) 720123. Fax: (01638) 720128

# Just one careful owner...

There has been a great deal of discussion in the press and among people in general about the value of the National Lottery lately. Is it creating a nation of compulsive gamblers? Are we diverting funds from other charities? Should we give £50 million to Covent Garden so as they can feed Luciano? And, the most ridiculous of all, are we ruining people's lives when the poor unfortunates manage to win £10 million or so?

In my opinion all this is more than made up for in the fact that it has created a fantastic new pastime, that of dreaming of what we will all do when we win the big one. Many an hour has been spent in the partaking of this hobby. Obviously we all dream of the new cars and houses but I myself like to think in terms of a new golf course.

I remember a friend of mine telling me of a club professional who managed to do just that and built himself his very own course. As we all know club pros are not able to make as much money as they would like and so the course in question was not of the high budget, guaranteed bankruptcy type, with matching gin palace, but was of the worn out nine holer with

en suite wooden shed for a clubhouse. Apart from providing a very regular and lucrative source of income, the club pro in question derived an additional pleasure from his course when the occasional visiting golfer entered his shop to complain. They would pronounce his course appalling in condition and generally undeserving of their pres-

ence. They would then demand to see the manager so as suitable compensation could be arranged. At this point the club pro in question would take immense delight from informing them that he was the manager and would say, "You know what you can do don't you? You can ..!" There then followed a well known two word phrase that I could not possibly repeat on these pages except to tell you that the first word rhymed with what one would need a great deal of in order to win the above mentioned lottery.

Now this professional like many of his counterparts was an especially shrewd businessman. Sure, he would lose the odd customer by his personal indulgence of insulting them but, as he had located his course in the right spot, he knew there would be a steady stream of golfers not only desperate to utilise his excuse for a golf course but also keen to enter his shop where he could make an additional killing by selling them the latest in equipment.

I also remember another equally astute man who was a member of a club I was once employed at. He, so the story goes, was a modest working man that happened to notice an area of land that was up for sale. At this time in the early 70s land prices were low and so he re-mortgaged his house and made a successful bid for it. He then bought a couple of old auto certes and cut out nine tees and nine greens and asked his father to tow in his caravan to be used as some sort of clubhouse and a base in which to remove the punters' money. Incredible so it would seem in today's highly competitive market, they queued up to get to his undulating 1st tee with cash in hand. One must of course remember, in those days golf was coming out of its elitist past and was now attracting the working class.

Several years later and after building up his initial course into something quite respectable, the owner did the same thing again but this time and with the money he had made from his first course, managed to purchase enough land for 18

holes. On this course, however, he built a large clubhouse with a veritable superstore of a professional shop in which he employed a pro for teaching purposes but kept the sale profits for himself. This time it was a steady stream of golfers from the nearby rapidly developing new town that wanted to sample his equally shoddy golf course but now, during the early to mid 80s they came with wads of folding stuff eager to buy the wares he had on offer in his shop. A couple of years later he sold to the Japanese for what was reported to be something in the region of £6 million. He later built another course for cash, this time on prime golfing land and what's more he still has his original nine holer.

Those are a couple of success stories but as we all know, in this industry for every success there is a cataclysmic disaster. I am a great believer in learning from mistakes, preferably those of other people, and I am sometimes astounded at the naivete of some reputedly intelligent people. There are dozens of examples of this. I remember one that a speaker at Harrogate last year told. This was about a Japanese company that wanted to build a top of the range multi million pound golf course in the South of Spain. They located their land and got a top market research company to investigate its feasibility. They were obviously very thorough and noted that there were several other highly exclusive designer label developments in the area, all with their own Arnold Palmer/ Gary Player golf courses and all were empty and losing a fortune. So the market research company handed in their eight volume report together with a bill for £1 million yes £1 million and advised against going ahead. I mean £1 million just for market research, you could build a lovely course for that.

Still, having worked for the Japanese in life before Sludgecombe I can well believe it, but that's a different story. Maybe I am a simple greenkeeper but I could of gone over to Spain for a two week holiday, played the local courses a few times

**You know the type of thing, scenic land, lots of bunkers that looked like miniature versions of the Sahara Desert, ponds, lakes, waterfalls, buggy paths, the works and all designed by a household name**

**The course was so mountainous that Chris Bonnington would have had to set up base camp before tackling it**

and given them the same answer and would have done it all for a mere £500,000.

There is another golf club not far from me at Sludgecombe Pay and Play that has had a painful time of it in its short existence. Without going into too much detail as I could write a book on this disaster area, it was one of those clubs that originally had lofty expectations. You know the type of thing, scenic land, lots of bunkers that looked like miniature versions of the Sahara Desert, ponds, lakes, waterfalls, buggy paths, the works and all designed by a household name. As you can imagine there were the usual major problems associated with this type of £7 million project and the whole thing went into receivership quite early on in its history.

It was, after a few years sold for what seemed like a snip for I believe about £1.5 million but what the new owner didn't recognise was that this course was impossible to maintain. The greens were constructed using pure sand that contained something in the region of 70% fines. Some of them were located in amongst thick woodland, at the bottom of North facing hills and with a surface area of less than 200 square metres. On top of that the course was so mountainous that Chris Bonnington would have had to set up base camp before tackling it. No one wanted to spend around £30 to play it and it cost a fortune just to keep it in bad condition.

Now all the owner had to do was ask a greenkeeper what they thought of it and he would of been informed not to touch it with the proverbial barge pole. Anyone with an ounce of knowledge in the noble subject of greenkeeping could have seen that this place needed digging up and starting again.

However, he went ahead and

purchased the lot and on top of that spent vast sums extending the clubhouse to cater for the hordes of golfers that were going to beat a path to his course. Now I don't have to tell you that this man has now spent several years banging his head against a brick wall or indeed one of his greens which are of a similar texture. Many years down the line, they are in the same hopeless condition and still no one wants to play it. Funnily enough there is one green on the course that is as good a green as any you will find in the country. This is a chipping green built to proper specification by the Course Manager so as to prove his point.

These are sad cases but ones that all those golf mad lottery winners should take a lesson from.

Before you embark on the project of your dreams ask a Greenkeeper. It could save you millions of your hard won money.

**Sandy McDivot.**  
Head Greenkeeper  
Sludgecombe Pay and  
Play.



## Feature listing from August '96

**August '96:** Turf Tissue Analysis; Environmental Communication; Assessors; Tee Mats

**September '96:** Budgeting; Greenkeeping in Finland; Kings Acre GC; Grinding; Role of Training Providers; Blowers

**October '96:** Drainage; The Wentworth Club

**November '96:** Irrigation Equipment; St Andrews; The Oaks GC; Engines

**December '96:** Maintenance Facilities; History of the Mower; Mentmore Golf and Country Club

**January '97:** Trees; Tenby GC; Communication; Addressing the imbalance in Sports Turf; Hiring Equipment

**February '97:** Attending to the Details; Computers; Fertilisers; Ridding Park

**March '97:** Making Machinery Last; Computers; Irrigation; Musselburgh Old Links; STRI; Defining Playing Performance; Compact Tractors

**April '97:** Turf Quality; The London Club; Computers; Electric Greens Mower; Course Accessories; Ecology; Aerators

**May '97:** Data Tagging; Naunton Downs GC; Alternative Spikes; Suspended Water Table Greens; Shallow Aerators; Working in Germany

**June '97:** Drought Survival; Cooden Beach; Monitoring the Weather; Slitters

**July '97:** Royal Troon GC; Speed of Putting Surfaces; Mowers

**August '97:** Maintenance Facilities; Heather Management; Bunker Rakes; Workshops; Architecture; Kedleston Park GC

**September '97:** Accident Reporting; Greens Mowers; Valderrama GC; Links Courses

**October '97:** Environment; Recruitment; Abbeydale GC; Rough Mowers; Soil Analysis

**November '97:** Environment Competition; Bank Cutting; Risk Assessment; Pumps

**December '97:** Seed Development; Longhurst Hall GC; Toro Awards; Fertiliser Spreaders; Communication

**January '98:** FEGGA Conference; Buying Power Equipment; Elmwood GC; Mobile Phones; Traffic Management; Spraying; Environment

**February '98:** BTME Review; Overseeding; Royal Mid Surrey GC; Drainage; Thatch

**March '98:** Trees, Golf Course Accessories, News from GCSAA, Leamington & County GC, Trevor Smith's BTME Talk

**April '98:** Gleneagles Hotel, Compact Tractors, Environment, Protective clothing, Rain bird, Internet

**May '98:** Greens Mowers, Suspended Water Table Greens, Seeds, Letham Grange Resort, Charterhouse profile, Security and BIGGA's Fund Raising Campaign

**June '98:** Interview with Nick Park, Earthworm special, ATVs, Royal Porthcawl, Grinding

**July '98:** Aeration, Royal Birkdale preview, The importance of research, Architecture

**August '98:** Mill Ride, Fescue, Blowers, Textron, Open Review, Nematodes, Training



# It's good to talk



I returned home at the end of July after two weeks away. It started with a very pleasant visit to Formby Golf Club for The World Junior Championships, where I made a presentation on behalf of BIGGA for the Best Nordic Winner. At the Presentation Lunch I sat next to the Guest Speaker, Cliff Morgan, which has left our rugby-loving Executive Director green with envy.

Royal Birkdale and The Open was my next stop, but before I talk about our team's part I must, on behalf of greenkeepers everywhere, thank Chris Whittle and his staff for the marvellous boost they gave our profession. Whatever I say here will seem inadequate but Royal Birkdale's links were in superb condition. No fancy frills, just a very good links course, well maintained and presented to the highest standard. Well done Chris!

The BIGGA Support Team was another success story. It was a great team effort in unpleasant weather conditions. Elliott and Bert had the cabin well organised, while Cecil and Jimmy kept the 1st tee running smoothly. I have already said this was a team effort and at The Open it is particularly pleasing to see members and staff working together for the benefit of the Association.

While it is impossible to name everyone, I would like to say a big

thank you to all who took part. We are proud of all the team.

In the marquee we had many visitors, but none was more welcome than Viscount and Lady Whitelaw, accompanied by their grand-daughter. How nice it was to see them taking the time and interest they so obviously have in BIGGA and its members, to visit us.

I left Royal Birkdale with many fond memories and headed north to St Andrews for the World Scientific Congress of Golf. I sat in on a range of papers from construction to environmental issues, including management, pesticides, thatch development and marketing. There were some high profile speakers too, including Dr J. Beard and M. Mocioni on Grasses and S. I. Sifers and Beard on Grasses for Putting Greens, W. Uihlein on Tradition and Technology, and a very interesting paper on Passion for Green by Dr J. R. Hansen. The STRI had talks from Amanda Cook and S. W. Baker. I did take time out from greenkeeping matters to enjoy a talk for the Ageing Golfer (no comments please).

In the evening there was a range of things to do, one was a visit to a nearby development at Kingsbarns, a new links course in which Walter Woods has an input. Walter had told me much about Kingsbarns the week before, so I was looking forward with interest to the visit. I was not disappointed, it is an exiting project. One very interesting and unusual find made during the landscaping, was the discovery of an old kondit - a channel or passage for conveying water - which had been buried for more than one hundred years, several metres underground. This has been uncovered with care and turned into a feature using two original bridges in remarkable condition, which span the kondit as

walkways. They remind you very much of the famous bridge over the Swilcan Burn on the 18th hole at St Andrews. Kingsbarns is a links I look forward to playing on completion.

I would like to thank Walter who one evening picked me up and took me on a tour of the city and his club before returning to his home for a bite of supper and to meet his good lady. The week ended with a game of golf on the Old Course and dinner before the long drive home. It had been a very enjoyable time meeting a lot of very nice people from all over the world.

It should have been back in Scotland the following week for the National Tournament which unfortunately had to be cancelled due to lack of support. It does, however, give us the opportunity to update and hopefully improve the event next year. One thing is certain, it will take place, that you can rest assured. Marion and I were going to take a holiday in Scotland including the tournament, so we lost out on that, but not to be out done, Marion booked a second holiday for us in Chester, and it made a very nice break.

At the time of writing the hot weather has arrived at last to test out the watering systems, and slow down the growth, but do beware of using too much water at this late stage in the season. It can be very dangerous and leave us with soggy greens to go into winter, exactly the opposite condition we would like. The more experienced greenkeepers will have gone through this sort of weather pattern before, but for some it will be new. So, if you are unsure, pick up the phone and talk to someone local, and remember the advert - It's good to talk.

Gordon Child

# GREEN-RELEAF™

## MICROBIAL PRODUCTS

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Green Releaf liquid beneficial microbes (BIO A and BIO B Plus), applied with their own unique Food source (PLASMA), rapidly improve root structure, enhance nutrient uptake and increase natural resistance to disease. Applying Green Releaf beneficial microbes allows you the opportunity of using less Fertility and less Fungicides.

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#### LIQUID PLASMA 12-5-3 GREENBUILDER

Activate your soil by applying liquid PLASMA 12-5-3 GREENBUILDER. This unique product contains multiple Food sources for your indigenous microbes (carbohydrates and sea kelp) together with Amino acid, humic substances and added NPK micronutrients for your turf. The result is a rapid improvement in the root structure and health of your turf.

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