

# EDUCATION UPDATE

Sami and I would like to wish all our readers a very Happy, Prosperous and Educational New Year

## **English Golf Union Press Release**

The Press Release from the English Golf Union, reference greenkeeper training is published elsewhere in this magazine. I have had many calls from greenkeepers expressing their concern at the changes which may occur in greenkeeper training following the EGU's decision to withdraw from the Greenkeepers Training Committee. Unfortunately, there are, currently, few details on how the directive should be interpreted or what effects it may have on the future training of greenkeepers.

On a personal level, I feel that the greenkeeping industry now has a full set of qualifications to suit, not only trainees and assistants but those in positions of management and those wishing to pursue a more academic route.

The current system of qualifications, which are recognised by the Government, attract funding and meet National Standards are working and are producing quality greenkeepers. Employers also gain significant benefits by sending their staff on recognised training courses.

## **Greenkeepers Pay and Conditions of Service**

I have had several calls from greenkeepers expressing concern at the "BIGGA" pay rates for 1999. Some suggesting that BIGGA should seek inputs from golf club secretaries and golf owners and some that are concerned that they are not "qualified" and, are not receiving the higher level of salary.

I can give only general answers in this column but if anybody has a specific query then please give me a call.

1. The Standing Committee for Greenkeepers Pay and Conditions of Service comprises representatives from the Association of Golf Club Secretaries, the Golf Club Owners and from BIGGA. Therefore, the recommendations are not BIGGA recommendations and inputs are received from secretaries and owners.

2. The Recommendations are, as

the name suggests, recommendations of the minimum starting salary that should be paid depending on qualifications and experience.

The Standing Committee do not expect every assistant greenkeeper, first assistant, head greenkeeper or course manager to be on the same salary, as they realise that there are regional variations and that some people have more qualifications and experience than others.

The Committee feel that no greenkeeper should get less than the recommended minimum rate and that levels above the rate are open to negotiation between employee and employer.

3. The Standing Committee believe that all greenkeepers should be qualified to do their job or be working towards a qualification. It introduced a qualified rate for assistant greenkeepers in its 1998 recommendations and a qualified rate for all other levels of greenkeeper in its 1999 recommendations.

Qualified means that the person holds a formal qualification which relates to the job being done, eg. work based qualifications such as National/Scottish Vocational Qualifications and work related qualifications such as National Certificate and National Diploma, City and Guilds Phases 1,2,3 and 4 plus relevant experience.

Competent means that the person can do and, perhaps has been doing the job for a number of years, but may not hold a certificate.

Therefore, to gain the "extra" 10% recommended by the Standing Committee, these people need to become "qualified".

They can achieve a vocational qualification by proving to an assessor (usually an experienced greenkeeper) that they are competent to do the job. The key words here are "competence" and "proof".

The majority, if not all, of proof of competence ie skills and knowledge can be shown by providing evidence to book a place on the National Education Conference or Workshops.

However, you can book places on Seminars, on the day, at Harrogate. Anyone wishing to book a place on their choice of Seminar, should contact Sami Collins on the Seminar Registration Desk in the Royal Hall. Thanks to the continued support of

Textron Turf Care and Specialty Products, the Learning Experience 1999 has something for everyone at very affordable prices. Don't forget to attend Remember, training and education should continue throughout your career. Better trained greenkeepers leads to better golf courses and to an improvement in the Status of the Industry.

Don't forget that Frank Dick OBE, the world renowned athletics coach and motivational speaker will be given a keynote speech on Wednesday 20 January at 11.00 am. Admission is free for this not-to-be-missed talk.

## **Working Time Directive**

The Working Time Directive came into force from 1 October 1998. Most employers will need to keep some form of records to show that they comply with the Law, whether employees work for more than 48 hours per week or not.

The key points of the directive are:

**The average working time is 48 hours per week**

**(Unless individuals opt to work for longer periods)**

**The average night working limit is eight hours per day.**

**A rest period of 11 consecutive hours, between shifts, for day workers.**

**A daily rest period of 20 minutes when daily working time is more than six hours.**

**Paid annual leave of at least three weeks.**

For further details contact HQ or contact the Workright hotline on 0845 6000925.

## **Safety Signs**

Golf Clubs had until 24 December 1998 to ensure that all safety signs conform to the Health and Safety(Safety Signs and Signals) Regulations 1996.

## **Risk Assessment**

The HSE has published a leaflet "Five Steps to Risk Assessment" which is available free from HSE Books 01787 881165 ref INDG163 (rev1).

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Ad Ref 514

British greenkeeper Paul Davies shares his  
experience of working in Colorado, USA

# Tiara.

Crowning glory.



“So, Paul, do you work out at Tiara Rado golf course?” asked Bill, an acquaintance whom I had recently met.

“Yes I do, Bill, why do you ask?” I enquired.

“Well, my three foot long Iguana lizard has escaped and was seen down on the 2nd fairway. If you see him, he answers to the name of ‘Buddy.’ Okay?”

“Yeah, and I came into town on a stagecoach last night with Butch Cassidy!” I thought to myself.

In fact, my arrival was well over a year ago, on August 16, 1997, aboard a 747 out of Gatwick Airport, on a wet and windy 15 degree Celsius summer day. Sixteen hours and seven time zones later I was greeted by my fiancée, Kelly, at Denver International Airport, at the base of the Rocky Mountains.

# Tiara.

Crowning glory.



I had twice previously been to Colorado and crossed the Rockies but the drive west to Grand Junction still did not fail to impress me. Driving among the stunning snow capped peaks at an elevation of 12,000 feet through alpine valleys and past some strangely named places such as, 'Arapaho, Genesee, Sunlight, Arrowhead and Buffalo Bill's grave' was something so far removed from where I had just left. Stamford, in Lincolnshire, doesn't have many mountains or ski slopes. However, as I have come to discover, it does have much better pubs and beer!

August 18th came around much too quickly - my first day at work and back to reality. I had been to America four months earlier and met with Doug Jones, Superintendent of the two golf courses owned by the City of Grand Junction, Lincoln Park and Tiara Rado. Doug had put to rest one of my main concerns about moving to the US, namely, the question of what I was going to do for work. At an informal lunch meeting, he told me that there was a job for me when I was ready to move over.

Great! Although only a seasonal position, it gave me more confidence to go back to England and tackle the nightmarish immigration process with the US Embassy in London. Coincidentally, when I returned to England after that trip, the sun was shining at Gatwick with a forecast high of a pleasant 27 degrees Celsius and no rain!

Day one at Tiara Rado, located in the high desert on the western slope of the Rockies, was pretty interest-

ing. This was the run-up week to the Rocky Mountain Open, Colorado's oldest professional golf tournament. Holy smoke! This was the big time for a greenkeeper who had just come from a 9 hole course with a budget that was stretched to do something special for Captain's day! Also, being overdressed for the 41 degree Celsius heat, feeling the effect of working at an altitude of 4,700 feet, and suffering from jet-lag made me start to wonder if I had done the right thing. Paul Greene, of Brooksby College, had definitely not prepared me for this during my greenkeeping training.

Day two was easier. The guys were opening up a bit more and taking an interest in this new crew member. Comments such as, "Hey, come listen to this guy talk!" and "Is it true it rains every day in Britain?" were common. "Well, we have about 85 inches a year," I replied. "85 inches, huh? Well how come, when we see the British Open on television, the grass is dead?" There then followed a lengthy explanation that the 'British Open' is simply 'The Open' and quite a few words about the tradition of links courses and the merits of bent grasses and drought resistance, etc.

So, point explained and it's time to leave the maintenance shop. It's pouring with rain, and I mean bouncing off the fairways I express my surprise to a native Coloradan with an expletive remark describing the intensity of this deluge. Without even looking outside, he says with a hint of ridicule, "It never rains in the desert." Actually, it does, and we

have an enormous eight inches per year, which is the reason that every square inch of turf needs to be irrigated during the hot months of summer, in order to survive.

I was stunned when told that, if the wind picks up at all when the temperatures are high, the course requires 900,000 gallons of irrigation per day. The aridity and lack of humidity is actually a welcome factor when working outdoors here, high humidity would be very difficult to handle with the heat. The afternoon summer showers that we occasionally receive have very little or no effect on the humidity levels.

The heat and aridity make it necessary to carry a chapstick (wait for this!) to moisturise the inside of your nose to avoid cracking and bleeding. Sunscreen is provided by the employer, with the standard protection factor of 46 being the most popular. Also, UV protective sunglasses are recommended and available as PPE. A gallon of water will just about see you through the working day, even if you don't feel thirsty. Luckily, we are off the course by 1pm in the summer months. The nights feel cool, but even at 4.45 am, when I'm leaving the freeway and heading to the course, the temperature is around the 25 degree Celsius mark.

The winters here are quite adverse, too. With irrigation systems shut down and very little precipitation, the grasses go into a state of dormancy and gradually turn a patchy light green; some areas go totally brown. This is a different picture from what you see of the American courses on television in Europe.



However, the transition in spring-time is very interesting when witnessed for the first time, as I did this season.

During July it was hard to believe that in March, when I returned to work from winter break, the course was covered with 3 inches of snow and the temperatures had been running at around freezing point for about two months. Some of the higher mountain courses, which are only a few hours from Tiara Rado, have only 30 frost free days per year. On a recent visit to one of the most exclusive clubs in America, the Country Club of the Rockies, Superintendent Kevin Ross told me that he had a few years where he had seen snow during each and every month of the year! Kevin, by the way, is the first American employed in greenkeeping, who I have met, that is a member of BIGGA.

Some of the mountain courses change over to winter activities when the snows arrive. Snow falls commonly accumulate to a depth of four to eight feet and stay for five months. Courses such as Telluride and Vail turn over to cross country skiing, with groomed trails. I can only imagine what is going through the Superintendent's head when the melt starts and the disease damage to the turf is revealed.

To quote one Superintendent, whom I asked as to his course of preventative action against snow mould, "During September and October you spray, spray and spray until your brain drops out." I think I understand.

The coming of winter brings a few unique problems to the high courses. As the snow line gets lower, so do the elk and deer, which can be a serious threat to greens and other surfaces, when

you consider a herd of elk can number around a 100 and a full grown bull elk can weigh a 1000 pounds.

At Tiara Rado, we have the occasional visit by a pair of deer, the odd coyote, skunks and racoons who love to dig in the fairways and, in the summer time, bull snakes, which look alarmingly similar to rattle snakes, without the rattle. I, personally, don't want to hang about to check if it rattles at the safe end!

Each morning starts with five of the 20 man crew (Yes, 20 greens staff for 18 holes!), going straight out to walk mow greens with Toro GM1000s set at a super low height of 3mm. We have no need to dew whip, owing to the dryness, dew point temperatures and little threat from disease. Walk mowing really is a great way to start the day here, watching the sunrise over the world's largest table top mountain, the Grand Mesa, at the far end of the valley. The course is located directly below the towering 1000 feet red sandstone cliffs of the Colorado National Monument, which glow a deep reddish brown in the first light of day, like some sort of geological backcloth. Colorado, incidently, means "colour red" in Spanish.

To talk further about the amount of greens staff employed, most courses in Colorado have a few year round employees. The rest of the crew is made up of seasonal staff who work for about eight months and summer help who work during their summer break. The crews are usually headed by a Superintendent possessing a four year turf science degree, with the rest of the crew, apart from the mechanic and irrigation technicians, being totally unqualified. This is an area where, I believe, Britain is far more advanced than the US. The crews here learn almost entirely from the Superintendents, be that teaching good, or not so good. Greenkeepers here are surprised at the multi-level education available in Britain for greenkeepers and one has even shown an interest in the same HNC distance learning course



(very distant!) that I am currently undertaking through the highly recognised Elmwood College, in Cupar, Scotland.

The types of grass we are managing here are those found in the cool season zones of the USA. These are, typically, very similar to those found on courses in Britain. Our main species are perennial rye, smooth stalked meadow, some creeping bent, plenty of poa annua and, in our region, the unwelcome and highly invasive Bermuda grass.

Next season will see a major overseeding programme of the greens using a new variety of *Agrostis palustris* - Penn A4. Converting Poa greens to a monostand of *Agrostis* will be a major success story, when taking into account the seven days a week mowing programme, height of cut, enormous watering requirements, stressful weather conditions and high player traffic - good luck boss!

The cultural practices here are virtually the same as those applied in Britain with the exception of certain types of aeration. Deep slitting is not known among the Superintendents I have met and most have said they would not even consider it. In my experience, I have achieved only good results in improving the rooting of Poa greens. I wonder if any of the UK manufacturers supply slitters to the US?

Overall, I have been very impressed by the greenkeeping standards in a somewhat less than hospitable environment. Approximately

90,000 nine hole rounds a year are played at Tiara Rado, so keeping pace with that is quite a challenge. The crew knows what to do and they get on with it. There are always plenty of ideas from the crew on how to improve the course, which are usually listened to by the Superintendent - he even let me rebuild a bunker face using the Scottish revetted turf face method, probably the only one in Colorado!

My experience of working with Americans is that they are hard working, diligent, say what they mean and respect the profession. I will be rehired after this winter break, so I take that as a compliment to British greenkeeping standards.

Meanwhile, 'Buddy' didn't show up again. Maybe I should call Bill. What the heck! The sun is shining, there is snow on the ski slopes and I need some exercise. I like America. I think I'll stay!

Paul is a former Head Greenkeeper at Cottesmore Golf Club, Leicestershire and owner of Rutland Golf Services, a greenkeeping contracting and supply company. Prior to that he was Head Greenkeeper at Laarbruch GC in Germany having arrived in Germany as a civil servant for British Forces Education Services. He is 41 married to Kelly Jo and they have a six month old baby girl called Rio.



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**Will Sutherland's father talked of chemicals as the "Devil's Dust" so when Will built his own golf course he carried on his father's philosophies...**

# Where there's a Will...



Put any group of greenkeepers, agronomists or golf course architects into the same room and eventually the conversation will turn to the doomsday scenario... the day when chemical usage is banned on golf courses.

A few years ago this may have been discussed in terms of "if" but now it is very much in the "when" category and some of the best brains in the fine turf industry are examining the implications for the great game of golf.

# Where there's a Will...

There are a number who do not see it as necessarily as a bad thing but there are others who predict major headaches for the game in the next few years.

One man who doesn't have to stare into a crystal ball to foretell what might happen, but has first hand experience of what can be expected when the moratorium does arrive, is Will Sutherland.

Will built his own golf course in the late 1970's and has managed it using methods which are likely to become the modus operandi if current chemical products are unable to be used. Lyshott Heath, in Bedfordshire, is a living example of what can be achieved and shows that, far from being the potential

death of the game, the future may welcome a more naturally healthy nation of golf courses.

"My father was a very traditional organic farmer who, even in those days after the war, spent a lot of time worrying about the use of chemical fertilisers," explained Will.

"He said it was all going to end in tears with so many people putting on the Devil's Dust. My philosophy was basically coloured by my father but then, subsequently working in politics, I became very concerned. You just need to look at statistics all over the world to see that the levels of poisons in the soil correlates with the levels of cancer," said Will, who also attended the famous Earth Summit in Rio De Janeiro and published their Alternative Treaties.

"I'm very active in green politics and have an acute awareness that mankind urgently needs stewardship if we are to create a future which is worth having."

It is this harnessed to his genuine love of golf - he was a Cambridge Blue - that has seen the unique work at Lyshott Heath being carried out.

He also learned the game from the ground up working as a teenager in the summer holidays at Dunstanburgh Castle Golf Club on the north east coast close to the family estate.

"The Head Greenkeeper was a very traditional Scotsman and we used bone and blood and were putting the grass cuttings back on to the greens. It was a very traditional set-up," recalled Will, of the time around 1960.

That experience planted a seed in Will, whose ambition it became, to design and build his own golf course and the opportunity presented itself

in the mid 70s.

"I decided to leave the farm partnership I was involved with at the age of 28 and that gave me money to invest in a site to build my golf course."

At the time he was working as a Whitehall civil servant and he set himself the task of finding a site within an hour of London.

"Having represented Cambridge University I'd played all over the world and picked up many ideas but I had a dream of a sort of typical English heathland like Woodhall Spa, combining elements of Saunton Sands with a little St Andrews thrown in," he explained, and if you look around the finished creation you'll find double greens and flavours of those others mentioned.

"I wanted a fairly wild, natural course, not a highly manicured parkland and I was fortunate in 1975, after three years of constant looking, to find this green field site which had nine acres of barley and planning permission for a golf course.

"In those days there were very few golf courses being built - it was before the boom in the 80s. I was keen to build it myself so I knew I was going to take a long time over it. It was basically a hobby and I generated cash from cash flow rather than borrowing money," explained Will.

He commissioned the STRI who did a report of the site, tested the soil and specified a very high fescue mixture for the greens.

"It is a very sandy soil here. If you dig down for about a foot you'll find white sand so it means the entire course is very free draining," explained Will.

That was no coincidence because,

along with being within an hour of London, sandy soil was one of the principle pre-requisites.

"I think it's mad to build a golf course on heavy clay soil. Many have done but it would break my heart to play on such a course, and try to look after it, because it is just not suitable.

"I've played on a lot of heavy clay parkland courses and it is pretty murderous. You are battling against the elements the whole time instead of nature being on your side," he said.

There were no trees on the site so the first thing Will did was plant them, and not just a few. Over 100,000 have been planted since the project started.

"We created fairways by planting the trees and it is wonderful now 20 years on to see what we had imagined on some holes having become a reality. We played shots off the stubble to see how it was going to work," said Will who used the experience he had built up while running a golf course on the edge of the family estate in Northumberland since he was 20.

"I wasn't a novice as I'd built new greens and tees and I knew the sorts of things to avoid."

Even his major mistake is something which hints at someone who is used to working at a sophisticated level.

"It was silly in retrospect but I just assumed the wind would be from the west and put all my irrigation on the west side of the greens but in a drought you've got anti cyclones - easterlies and north easterlies. It was an obvious error."

In total it took five years to complete the course - which was then known as Millbrook after the local village - and it opened in 1980.

During the construction Will had to make several important career decisions.

"We reached a crucial point when I had to decide whether I was going to stay with my career, working for the Department of the Environment, or take a couple of years off to make sure the course got started and the cutting regimes were established."

As you may have guessed the golf course won and he took the time required before returning to Westminster to become a Management Consultant...at least for another four years before he was lured back to the golf club.

"In 1989 I left my career in the city again to come out here and build the clubhouse and Ron Mills, my Head Greenkeeper, and I managed the project and did all the electrics and the plumbing.

"I've never gone back to my job in the city. This place has become like a great big mushroom. It has just grown and took over my life."







Will now lives in Ireland where he grows all his own food and teaches self sufficiency to students who travel from all over the world to attend.

Will, Ron and the staff of three continue to use traditional green-keeping methods on the course and they have been rewarded by a course which rarely offers up disease problems.

"We get a little Fusarium but it's very small and goes away immediately and that's because we manage the microclimate, keeping the soil healthy and full of good bacteria the whole time," said Will, who, like a good wine expert, uses his nose to detect the sweetness in the soil or, alternatively if the dankness which indicates a bad fungus or organic substance which has not broken down.

"Our biggest operation every year is the hollow tining programme which is done in the autumn to rub sharp sand into the greens and otherwise we scarify regularly to keep the thatch down. By avoiding large amounts of any sort of fertiliser we don't have the tremendous ups and downs and imbalances caused by chemical application.

The one thing which Will hasn't found an answer for yet, is the feeding of the greens.

"At the moment I'm using a slow release fertiliser because I feel it is the least damaging but I'd like to get a composting technique that perhaps used sawdust and grass clippings and various additives to create a top dressing material that could be used to replace the fertility in the greens. But I must confess we haven't sorted that out yet."

One benefit of the Lyshott Heath's approach is that the land produces so much food.

"We've got crab apples, sweet chestnuts, walnuts, masses of cherries and mushrooms. We've got cowslips, newts in the pond, frogs, toads, dragonflies butterflies, hedgehogs, badgers, deer, foxes and any number of little furry things all due to 20 years of no poison or fertiliser. People don't realise that butterflies are killed by sprays," he explained.

"I believe absolutely that the golf course should be a wonderful feature of the countryside for people to enjoy as countryside. It is a disaster that so many modern golf courses are so sterile. I feel very strongly that golf offers a wonderful opportunity for city people, particularly to see the countryside as it should be. We don't have to kill every bramble and broadleaf thing."

He is aware of the need to educate the golfer away from the desire for the Augusta approach to golf course management.

"We are up against that problem that some people are looking for something that is highly manicured whereas here we do have dandelions and clover can be a problem. You can spray these things and they're gone in a flash but we don't do that. Golfers have to learn that this is the downside which they have to accept to be able to see all the lovely birds and wildlife and be able to lick their balls."

So as Will Sutherland and his team at Lyshott Heath have proved, you can produce and manage a golf course without recourse to chemicals. At the moment it is a more than acceptable alternative but in future Lyshott Heath may be seen as a trail blazer on the road down the only route available to golf courses.

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# TALKING

Greenkeeper International's new bi-monthly series featuring Course Managers and Head Greenkeepers from every Region this month starts with Temporary Greens.

## Temporary Greens

Compiled by Malcolm Huntington MBE



Name: Huw Morgan,  
Wilderness Club Park  
Lane, Sevenoaks, Kent  
Type of Golf Course:  
Woodland and heathland  
Number of holes: 18  
Staff: Course manager  
plus six



Head: Graeme Macdonald  
Club: Newark Golf Club,  
Coddington, Newark.  
Type of golf course:  
Heathland  
Number of holes: 18  
Staff: Head Greenkeeper,  
plus five, plus gardener.



David Goodridge  
Club: Denbigh Golf Club,  
Denbigh.  
Type of golf course:  
Parkland  
Number of holes: 18  
Staff: Head greenkeeper  
plus three



Robin Greaves,  
Club: Thornbury Golf Centre,  
Thornbury, Bristol  
Type of golf course: Parkland  
Number of holes: 36  
Staff: Head Greenkeeper plus  
five, plus gardeners and  
wardens. Student help in the  
summer months



Chris Yeaman,  
Club: Swanston Golf  
Club, Edinburgh,  
Type of golf course:  
Heathland  
Number of holes: 18  
Staff: Course Manager,  
plus three.

# 1

1. Do you use temporary or alternative greens and if so do you use them in exceptional circumstances or as a matter of course?

# 2

2. How much time do you spend in preparation?

We have alternative greens but only in extreme weather. For example we used four temporary greens on one day in November following heavy rain.

We cut the temporary greens in September and keep them at the correct height. They are verti-drained, top dressed and fertilised and we normally cut them weekly. We move holes occasionally to relieve wear and tear.

We have temporary greens only in exceptional circumstances. The course drains well and we try to keep on normal greens as long as possible, hopefully all the year round

Temporary greens are cut into the fairway and are cut once a week. We also change holes once weekly and the greens are treated just like the normal greens with a dressing of iron sulphate, weedkiller, and aeration.

I like to stay on normal greens all the year round and use temporaries only in exceptional circumstances. That might cover a total of two weeks in any one year.

We cut the alternative greens out in September, but we have a lot of work to do keeping the course cut down with a small staff, so we don't do very much on the temporaries.

We try to stay on usual greens all the year round, but we do have some temporary frost holes. We are lucky in that the course drains quickly.

The temporary greens are cut out in September when the mowing slows down. They are then cut when necessary depending on rate of growth given some winter fertiliser.

We are lucky in the sense that our course is on the side of a hill 1,200 feet above sea level and higher than Edinburgh Castle from the 14th green, so we only use temporary greens when it is absolutely necessary due to frost or wet conditions. We had snow recently so we had to go on to them then as well.

The temporary greens are in place all the year round and we treat exactly the same as the normal greens except that we cut to seven mil rather than four.



**GRASS ROOTS**  
— TRADING COMPANY —

IN ASSOCIATION WITH

**STANDARD GOLF**



**£500,000**

WORTH OF  
**GOLF COURSE  
ACCESSORIES**

ARE NOW  
AVAILABLE

**FREE!**



**OUTRAGEOUS  
BUT TRUE!**

VISIT STANDS B30 OR G76 AT BTME99 TO FIND OUT MORE

**WE WANT TO MAKE YOU AN OFFER  
THAT YOU CANNOT POSSIBLY REFUSE!**



GRASS ROOTS TRADING COMPANY LTD  
UNIT 8, CARLO COURT, MARINO WAY, FINCHAMPSTEAD,  
WOKINGHAM, BERKSHIRE RG40 4RF  
Tel: 0118 973 6600 Fax: 0118 973 6677



STANDARD GOLF

STANDARD GOLF UK LTD  
UNIT 8, CARLO COURT, MARINO WAY, FINCHAMPSTEAD,  
WOKINGHAM, BERKSHIRE RG40 4RF  
Tel: 01189 736303 Fax: 01189 736677



**GRASS ROOTS**  
— TRADING COMPANY —

IN ASSOCIATION WITH  
STANDARD GOLF

## £500,000 OF GOLF COURSE ACCESSORIES ARE NOW AVAILABLE FREE!

### Why?



Standard Golf is committed in 1999 to increase their market share and raise the awareness of the quality offered by this exceptional range of products. With this in mind, we have formed an alliance with Standard Golf UK for what, can only be described as the, most amazing promotional package devised.

### Is this package for you?



We aim to offer this package to all clubs in the country, together with Standard Golf UK to mark the launch of our new GENESIS range of natural products.

### What do you need to do differently?



Actually, nothing!  
Your purchasing need not change. It will not blow your budget.  
In fact, you will probably save money. BUT, you will also have your course accessories FREE.



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## FOR ALL YOUR

✓ QUALITY ✓ VALUE ✓ CHOICE



## STANDARD GOLF

The list below shows what you could receive for FREE!  
This offer covers all Standard Golf manufactured products as shown in our NEW 1999 catalogue. Please realise that this is NOT an 'end of line' promotion! This offer is only available DIRECT through;

### GRASS ROOTS TRADING COMPANY IN ASSOCIATION WITH STANDARD GOLF UK LTD

Quantity	Sample package available	Standard list price
18	7' Black and White Tournament Flagpins	323.11
36	ST2000 NEW Holecups	178.20
36	Nylon, plain tubelock flags	142.20
1	Cup setter	12.00
1	Cup hook	4.85
18	PRO11 Ball Washers, colour of your choice	1,960.20
18	46" Pipe stands in black for above	469.26
18	9 gallon litter caddies c/w spike	689.04
108	Dimple tee markers, plain or personalised	847.80
18	Seed and Soil Butlers, divot bins	1,589.40
36	Chix cotton tee towels	110.05
2	Kooler Aid Stations complete	590.00
1	Cone water cups per 5,000	89.75
15	Brass fairway distance markers	449.25
60	Tour/Duo Rakes c/w fibreglass handles	837.00
15	Direction 15" aluminium signs	404.25
15	Fairway information signs	295.18
100	PVC Hazard markers	539.00
100	Ground anchors	215.00
1	Driving tool, for above	64.69
1	Set Practice Green markers and flags 1-9	129.95
9	Practice Green cups	29.25
1	Turfmaster hole cutter	108.90

**TOTAL**

**£10,000**

**DON'T HESITATE ANY LONGER!**  
**CALL 0118 973 6303 OR 0118 973 6600 NOW!**

**TURFCARE NEEDS**

✓ AVAILABILITY ✓ SERVICE



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STANDARD GOLF

Furthermore for 1999,

Our prices for Flags, Pins and Hole Cups are without doubt, the **lowest** price you will find.

Compare our prices with any other manufacturer and we will guarantee that if you can find that same quality item, from any other supplier at a cheaper price, **we will beat it!**



STANDARD GOLF UK

*'SETTING THE STANDARD'*



Compare this price...

18 each	Royaline 7ft fibreglass flagpins
18 each	Tubelock, nylon 20"x14" plain flags
18 each	US Riji Holecups

**Total cost £299.70**

Prices are exclusive of VAT and carriage at cost

**Our pricing for this complete product range  
can only be described as unbelievable!**

**Upgrade your equipment this year and notice the difference!**

These prices are only available **DIRECT** from Standard Golf UK



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