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# Greenkeeper

INTERNATIONAL

The official monthly magazine of the British & International Golf Greenkeepers Association

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## Advertisers' Index

ADVERTISER	PAGE
ALLEN POWER	11
BARENBRUG	17
BAYER ENVIRONMENTAL SCIENCE	2
BERNHARD & CO	13
BRITISH SEED HOUSES	INSERT
BTME & CLUBHOUSE	49
FAIRWAY MUNICH	15
GREENKEEPING SUPPLY CO.	INSERT
GREENSWARD	21
HARDI LTD	9
HAYTER	26 & 27
HAZTEK INTERNATIONAL	29
HEADLAND AMENITY	7
HUNTER GRINDERS	25
JOHN GREASLEY	23
KAWASAKI	9
KUBOTA	60
LASTEC	29
LEDBURY WELDING	7
LELY UK	18 & 19
RANSOMES JACOBSEN	59
RENAULT	29
SCOTTS	33
SPORTS TURF SERVICES	INSERT

## January 2003

Your next issue of Greenkeeper International will be with you by February 14 2003

## REGULARS

### News

Pages 4, 5, 6, 7 and 8

### 10 Education

Looks at the Course Management Software On Course and looks at how it could help you in the day to day running of your golf course.

### 12 Membership

The Membership team look forward to their first Harrogate and meeting as many members as possible. They might also try to sell you some waterproof socks and gloves!

### 38 New Products

### 40 Talking Heads

Chemical Application. Six head men explain a little about their chemical usage.

### 42-47 Around the Green

### 48 & 50 Letters

### 58 Features Listing

Helping you track down some of Greenkeeper International's past articles.

### 58 As I see it ...

BIGGA National Chairman, Richard Barker, presents the final column of his year in office as he prepares to hand over the Chairmanship at Harrogate.



14 Course Feature - Beedles Lake



20 Roland Taylor offers advice on tackling construction work

## FEATURES

### 14 When Ian met Sally

Scott MacCallum meets up with Ian Needham, who built Beedles Lake single-handedly, but for the help of his faithful hound, Sally.

### 20 Constructive Advice

Roland Taylor offers up some fine advice for those thinking of tackling any construction work.

### 24 Rebuilding Golf Greens

Steve Isaac looks at how the change in climate has made rebuilding greens much more of a priority for some clubs.

### 30 Continue to Learn - The Future of Turf Management

Barry Beckett looks into the future and gives you a glimpse of what you are likely to be working with in just a few years time.



### 34 The John Deere Team Championship

Richard Barker reports on Brokenhurst Manor's attempts to win the John Deere Team Championship in Arizona.



JOHN DEERE

### 36 The Key to Knowledge

Ken Richardson explains the background to the new BIGGA/Ransomes Jacobson Scholarship Awards and introduces the nine lucky recipients in the first year.



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DETAILS ON PAGE 51

Cover picture by Brian Morgan



Welcome

## YOU DECIDE!

Are you getting as fed up as I am of the current requirement to have a telephone permanently stuck to your ear whenever you're watching television. "Tell us who you think is the Greatest Briton"; "Who do you want to leave the Big Brother House?"; "Who do you want to stay in the Fame Academy?". The list goes on and on.

There's hardly a programme nowadays which doesn't enlist the help of the general public. Even the news programmes are at it. As I write Cherie Blair has just been on television defending herself and we are being asked to vote on how well she did!

As well as being an obvious money-making racket I reckon it is an extension of the use of focus groups. I once sat on one such group for American Express where I was asked questions on a range of issues. I was told the idea was to form an opinion of the type of person who did or would like to have such a card. In a daft sort of way you feel quite important but it is completely and utterly meaningless and, in a negative sense, does result in a blandness.

When I worked on a couple of the mainstream golf magazines focus groups were brought in. What happened was that they became overburdened with instruction, holiday and equipment features. Now I have never met anyone who reads golf magazines for golf instruction but if I were asked I'm sure I would wrack my brain for a while then blurt out "Instruction". Of course what I'd really mean to say would be "More in-depth features on the lives of our top golfers and the hurdles they have had to overcome to reach the top". But that would be very complicated and too difficult to put in a tick box.

We end up with a "lowest common denominator" when the general public gets a say, while it is very easy to sway the telephoning audience to a particular point of view.

Can you imagine how it might effect your own professional lives.

"If you think, as a fee paying member of Sludgecombe GC, you should have the right to play your course whenever you wish and that the Course Manager's job should be to repair any damage which is caused as a result call 0800 1234567. Or if you think the Sludgecombe GC Course Manager has the right to treat your course as though it was his own back garden call 0800 7654321. Alternatively...

"If you think you should leave decisions regarding the well being of your course to a highly trained professional greenkeeper call 0800 3456789. Or if you think you have the right, just because you are a member of the club, to damage greens just because you have decided you want to play golf on your course whenever you want, even on particularly frosty days call 0800 9876543."

It might be a way for your club to bring in more money but let's not suggest it shall we?

Scott MacCallum, Editor

## ROAD HOLE BUNKER



The most famous bunker in golf also became the most talked about recently. The reconstruction of the Road Hole Bunker has resulted in the whole of St Andrews reported to be in "uproar" - you can see a snowy

image of the bunker on the front cover of this month's magazine .

The decision of the Links Management Trust to have Eddie Adams and his team rebuild the bunker came as a result of the bunker becoming too difficult for the best players in the world, never mind the 42,000 handicap golfers who play the Old Course each year.

The Road Hole bunker became known as the "Sands of Nakajima", following the five attempts taken by Japan's Tommy Nakajima to extricate himself during the 1978 Open while, in the

Millennium Open, David Duval took four to get out while still in runner-up slot behind Tiger Woods, on the final day dropping him down the field.

As a result the walls have been reduced by around two feet and the bunker has been moved back from the side of the green.

A local ex-Captain of the New Club in St Andrews was quoted as saying, "tampering with the bunker is going too far and its loss is a tragedy". This demonstrates the strength of feeling in the town but perhaps misses the point that a bunker needs constant attention and is always being rebuilt and remodelled.

The bunker to which David Duval fell pray would have been different to the one in which Tommy Nakajima suffered never mind Old Tom Morris.

That said, it was obviously a brave decision to make such a radical change.

Your comments on the matter would be most welcome.

Editor

## TEESSIDE GOLF CLUB

In this year of record rainfall and flooding spare a thought for Tony Smith, Course Manager at Teesside Golf Club, which is more prone than most to flooded conditions.

"The water table in winter is about 12 inches while in summer this drops to about 30 inches," explained Tony.

"Of the 130 acres of course, I have seen as much as 90 acres under water at any one time. This has happened several times over the past few years and seems to be a regular feature of the course these days with this so-called global warming."

Teesside G C is a very flat course, has an eight inch natural fall from the highest to the lowest point of the course.

"We also have two becks crossing the course, north/south & east/west as well as the Old River Tees which runs part way round the outside of

the course," said Tony who added that the Clubhouse used to be the old flower mill.

"When we get heavy rainfall the C S O overflow intercepts the excess water that can't get down the sewage pipe, which runs through our the middle of the course. When this happens it's then pumped it in to our becks, at flood times I've seen it come over the bank sides - and these are six feet high - on to the course.

"We also have to work with the tides to drain our course, which means that when we have a heavy rainfall and the tide is up it can take as much as 24/48 hours, before we see the beck levels drop down. Our water then starts to drain away it may not seem long but with a flat course and no wind this can seem a long time."

The picture is looking from the clubhouse down the 1st and 2nd fairways. Taken in May 2002



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# £500,000 BOOST FOR GREENKEEPING

The GTC has helped to secure £500,000 in funding for greenkeeper management training.

The successful bid to the European Social Fund was made in partnership with Plan-It Training, and will be used for the training of 200 Course Managers and Head Greenkeepers in the skills vital to maintaining and managing golf courses.

This is the first time that a programme of this nature has been successful in securing ESF funding and it will further raise the profile of education within the greenkeeping profession. The funding will be matched from within the industry, adding up to a £1m investment in skills and personal development. The project is the culmination of a ten-year

partnership between the GTC and Plan-It Training.

"This is great news for golf club employers and the many Course Managers and Head Greenkeepers out there who want to be better trainers, assessors and get to grips with the latest advances in greenkeeping technology, including IT. It is also a massive vote of confidence in greenkeeper training by the ESF and will be additional to the ongoing financial support from the GTC," said Education Director David Golding.

Lorraine Hatton-Downward, of Plan-It Training, endorsed this view adding that the overall aim of the programme was to introduce people to

the ethos of lifelong learning within the workplace, so that more people can fulfil their potential and use their skills and knowledge effectively.

"A flexible, adaptable and well-skilled labour force is vital to all golf employers," she added. GTC Chairman Gordon Huddy was equally delighted.

"This is excellent news for golf and it is now for golf course employers to take up this opportunity to develop the skills of their Course Manager or Head Greenkeeper which, in turn, will benefit both the golf course and the other greenstaff."

## GREENKEEPER TRAINING LINK...

Fifteen Norwegian trainee greenkeepers and two tutors realised a dream thanks to an international link between two leading greenkeeper training colleges.

The group, which included three female greenkeepers, walked on Manchester United Football Club's hallowed pitch during a four day study tour when they were guests of Reaseheath College in Cheshire.

The visitors - tutors Agnar Kvalbein and Hakon Wergeland plus students from the Gjennestad College near Oslo - watched a game between Manchester United and Bolton Wanderers. They also visited the Royal Liverpool Golf Club, Wirral, and played on the Cheshire course at Carden

Park and at the newly developed Wychwood Park Golf Club near Crewe.

The Carden Park visit was hosted by Andy Campbell, MG a member of the Greenkeeper Training Committee Liaison Panel which meets at Reaseheath twice a year to discuss greenkeeper training and education.

The partnership between the two colleges was formed at BTME 2001. Turfculture lecturer, Brian Jones, accepted an invitation to visit Norwegian golf courses and is currently working on a reciprocal work placement scheme for students.

Steinar Selle, Leader of the Norwegian Greenkeepers Association, inspects a rivetted bunker at the Royal Liverpool Golf Course

## ROLAWN



Russell Sheerman has joined Rolawn as Field Sales Manager Bulk Products and will be covering the south of England. Russell has over 12 years experience in field sales, most recently with

Marshall's Mono Ltd.

"We are extremely pleased with the tremendous success of our loam products in all sectors of the industry and are confident that Russell's expertise and experience will contribute to the development of sales of these products even further," said Terry Ryan, Rolawn's Sales and Marketing Director

## THE ANNUAL SCOTTISH REGION PATRONS' LUNCH AND AWARDS

The annual Scottish Region Patrons' lunch and awards at the Terraces Hotel in Stirling at the beginning of December was another great day enjoyed by all who were invited along.

Peter Boyd did a great job once again in his organising of the event this year - a great meal and a great after Dinner speaker in Mr Bill Lyall, of Newtongrange, who was superb.

I don't know how Peter does it but the speakers just get better every year. Well done to the 10 patrons awards winners two from each Section who all receive a book and a place on

the Scottish Region trip to BTME 2003. Congratulations to you all for being awarded this prestigious prize so kindly presented to the region by our patrons of the Region.

If it wasn't for the generosity of all the patrons in Scotland these awards would not be possible every year so to you all a big thank you from the winners and all your friends in Scotland.

To all the winners once again well done and we all hope you all gain something from your trip to the premier show in our profession.

Chris Yeaman

## NEW NAME FOR TEXTRON

Textron Golf, Turf and Specialty Products has changed its trading name to Ransomes Jacobsen Ltd.

Commenting on the change Managing Director, Steve Chicken said, "We have probably the two most recognised brand names in our industry sectors and with our US parent company, Textron Inc., changing the trading style of their subsidiaries on a global basis we felt that the heritage of the two famous brands should be reflected in our company name."

"Our parent, Textron Inc. is a \$12 billion multi-industry company, listed on the New York Stock Exchange and has more than 51,000 employees in 40 countries."

## RANSOMES JACOBSEN

The Ransomes Jacobsen branches in Selby and Mansfield have recently enhanced their product range and now offer a selection of Dori machinery for landscape and turf maintenance requirements.

The exclusive UK Dori distributor, Hancox Ltd, has appointed the two branches as official dealers of the well-known brand. Customers looking for small-scale maintenance equipment will find a variety of mowers and other grounds care accessories including scarifiers, cultivators, scrub mowers and pay load barrows.

## Royal Inverdivot GC...

Strip Cartoonist of the Year [www.tonyhusband.co.uk](http://www.tonyhusband.co.uk)



## THE SOUTH EAST REGIONAL SEMINAR

A record number of delegates attended the South East Regional Seminar held at The Roehampton Club on November 27. A more perfect place for educational enhancement could not be imagined. Situated in South West London The Roehampton Club provided excellent facilities, peaceful surroundings (bearing in mind how close the A3 and the South Circular Road are!) and superb food. The Seminar had been put together by the Surrey Section Committee under the guidance of their Chairman, Anthony Freeman, with the bulk of the work being taken on by Daniel Lightfoot, Head Greenkeeper at Gatton Manor Golf and Country Club, who had chosen the theme of "The Search for Perfection."

The Seminar got off to a wonderful start. For the last year or so stories (and rumours) had circulated around the South East of the trials and tribulations that Ian McMillan had to face on his appointment (at almost the start of construction) as Course Manager at Queenwood Golf Club, one of the most exclusive golf clubs in the country. His appointment had coincided with the start of the wettest autumn and winter on record. Ian's talk illustrated by the most incredible slide show was nothing short of brilliant. Had time permitted the question and answer session could have gone on for hours. A hard act to follow indeed but Eddie Seaward, Head Groundsman at Wimbledon's All England Lawn Tennis and Croquet Club, was up to it.

Eddie, a past Chairman of the IOG fascinated his audience with graphic accounts of preparing turf for one of the most prestigious sporting events in the world.

Eddie was followed by a most thought provoking talk on Health and Safety from Jon Allbutt and once again the questions and answer session had to be cut short.

After an almost gourmet lunch David Golding, from the GTC, soon got the delegates concentrating again when he illustrated the main reason that the first two Speakers and many other professionals like them had been able to cope with their jobs so well – Training!

To finish the day on a more lighthearted note Matt Lorenzo, from Sky Sports, told some wonderful stories about Golf and Life. Featuring often in both of these subjects was the Course Manager where Matt plays his golf, Surrey Committee Member, Geoff Woodward.

The Region's sincere thanks are due not only to the Speakers who donated their time, the Sponsors - Amenity Technology, Avoncrop Amenity Products, Golf and Turf Equipment, Grass Roots Trading Company, Rigby Taylor, Scotts and Sheerwater Leisure who enabled the Region to put on such a wonderful day but also to the 128 delegates who attended and supported the event.

Derek Farrington  
South East Regional Administrator



## SEVENTH COURSE FOR ST ANDREWS LINKS

St Andrews Links Trust has selected David McLay Kidd, son of Jimmy of Gleneagles fame, to design its additional public golf course at St Andrews, which is being created to meet rising demand at the Home of Golf.

David, 34, is an up and coming golf course architect whose recent projects include the highly acclaimed Bandon Dunes in Oregon, USA, recently chosen to host the 2007 US Mid-Amateur, and the new heathland course, Queenwood, in Surrey.

"We are looking forward to working with him on this truly exciting new project, which will create a whole new dimension to golf at St Andrews - as well as meeting the rising demand from our various customers," said Alan McGregor, General Manager of St Andrews Links Trust, which is responsible for the six public courses on the Links.

"I have always dreamed of being given the opportunity to design a course in my homeland, the birthplace of the game; however I could not have imagined it would be at St Andrews itself. The site selected by the Links Trust has exceptional potential, a mile or so of water frontage, gentle rolling topography and, fittingly, a breathtaking view across the bay to the 'Auld Grey Toon' of St Andrews itself," said David.

## INTURF

Inturf have recently supplied rain jackets to an U11 football team Bolden Colts in the Sunderland area. The team is coached by the Head Greenkeeper at South Shields GC, Glen Baxter, and play to a high standard playing teams like Sunderland AFC Academy.



## PESTICIDES SAFETY DIRECTORATE

### The Provision of Pesticide Mixing Services and the sale of Pesticide Twin Pack and Kits.

We are currently in the process of investigating a report of the alleged purchase of a non-approved mixed formulation. This is not the first time we have received such information. I, therefore, thought it might be helpful if I wrote to clarify the situation regarding purchase of these pesticide mixtures, mainly as amenity herbicides for use on such areas as golfing and bowling greens.

A mixed formulation is one where two pesticides or a pesticide and another compound

are mixed together. Such products should only be sold if they have an approval for sale, supply, storage and use. Where there is no such approval, golf clubs, parks or others who store or use such products are likely to be in breach of regulation 4 of the Control of Pesticides Regulations 1986 or regulation 4 of the Plant Protection Products (Basic Conditions) Regulations 1997, as they would be storing or using an illegal pesticide.

We are aware that some pesticide distributors may offer a mixing service. Purchasers using such services should ensure that any mixtures

offered to them are mixed only after sale and that only sufficient quantity for immediate use is purchased. They should not be purchased in bulk and stored for prolonged periods.

It should also be noted that mixtures stored for unnecessarily long periods may also be in breach of health and safety legislation in general.

I would be grateful if you would ensure that your members are aware of this issue.

Joan Reeves  
Pesticide Registration and Enforcement Policy

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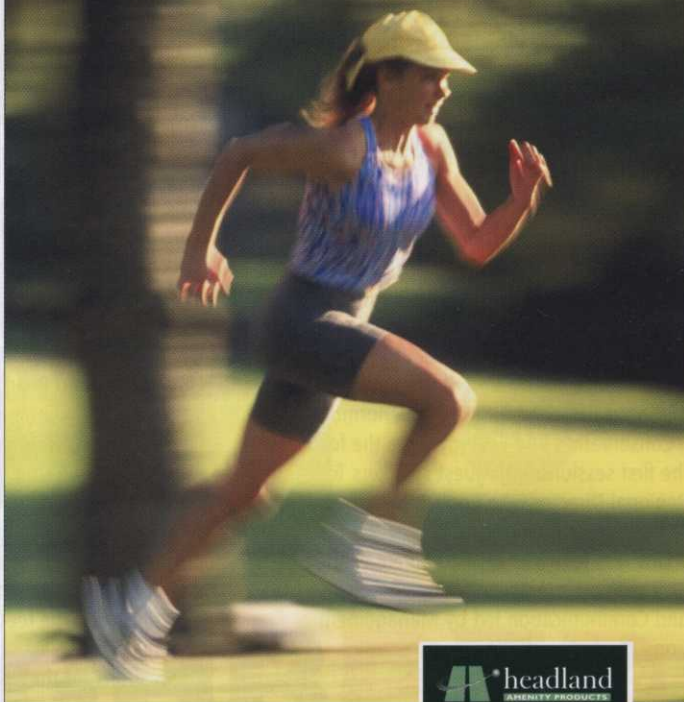
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## HARRY DIAMOND REMEMBERED



The Ayrshire Section has remembered the late great Harry Diamond by introducing a claret jug style trophy for their annual Champion. The trophy is competed for over the two outings with a combined Stableford points total. It is open to all Ayrshire Section members with a valid handicap max 18.

The trophy was donated and sponsored by local company Daval Industrial Products. The Ayrshire Section are extremely grateful for this kind gesture as no expense was spared to

honour the memory of an Ayrshireman who was a true stalwart of the Association.

The first winner was George Morrison, of Largs Golf Club, who piped his former colleague and doubles partner, Paul Tulloch, of West Kilbride Golf Club, on a last nine count-back at Moffat Golf Club.

Left to right, Derek Wilson, Secretary; George Morrison, Champion; Alex

Cruikshanks, Davat Industrial Products, and Iain Barr, Chairman. (Photo by Robert T Bruce).

## EGU FLAGSHIP EDUCATIONAL EVENT

The EGU's flagship educational event, the Greenkeeping Masterclass continues to go from strength to strength attracting 80 Greenkeepers/Course Managers to Woodhall Spa at the beginning of December.

The EGU were also pleased to welcome invited representatives from the R&A, BIGGA, the GTC and the Association of Golf Club Secretaries.

In his opening remarks, Colin Spurr Chairman of the Golf Services Committee, made it clear that the wealth of experience and knowledge in the audience combined with the guest speakers made the potential for learning enormous.

Conservation and Ecology were the focus for the first sessions with guest speakers Tom Tew, Regional Director with English Nature and Bob Taylor, Senior Ecologist, STRI.

This was followed by a complete change of tack with an interactive session on Leadership and Communication led by Management Consultant, Annette Heritage.

The opportunity for Course Managers/Head Greenkeepers to meet and share experiences should never be underestimated at these events and the overnight stay and dinner provided just that.

On day two, Independent Turfgrass Agronomist, Robert Laycock, took the class through the benefits and potential pitfalls of using soil and tissue analysis to help fine tune the management of Greens. This was followed by an excellent paper from Graeme Francis, Lely UK, on Lake and Pond Management. The final session was on Course Preparation for tournaments with talks from Geoff Marks, R&A Championship Committee, and Peter Wisbey, EGU Courses Manager

The aim of the Masterclass is to present a programme that is both technically challenging and imparts information on the wider issues affecting golf. The feedback from delegates confirmed this was achieved with some good suggestions for the next 'Masterclass'.

## 2006 OPEN CHAMPIONSHIP HOSTS

Royal Liverpool Golf Club will host the 2006 Open Championship.

The Open was last played at Hoylake in 1967 when Roberto de Vicenzo of Argentina won his first and only major title.

In the years since that historic championship, the demands of The Open in terms of infrastructure, space and traffic management ruled Royal Liverpool out as an Open venue. Now, however, with plans in place as a result of the three-way agreement signed by the R&A, Royal Liverpool Golf Club and the Metropolitan Borough of Wirral, The Open will make a welcome and long-overdue return after a break of 39 years.

"Royal Liverpool is a club with a long and distinguished history and we are delighted that we are now able to bring the Open back to this wonderful course at Hoylake," said R&A Secretary Peter Dawson.

"I thank all concerned for their efforts and anticipate an outstanding championship at Hoylake in four years time."

Royal Liverpool Golf Club has a long and distinguished history. It was founded in 1869 and has hosted the Open no fewer than ten times. The players who have won the Open at Hoylake are ten of golf's best known names from the past and include Bobby Jones who, as an amateur in 1930 won the Grand Slam of the Open and Amateur Championships of both Great Britain and the United States.

Read more about Royal Liverpool's return to The Open rota and the superb work of Derek Green and his team in next month's Greenkeeper International.



## BTLIA

A nationally recognised Irrigation course and qualification is being developed with the help of the GTC.

The BTLIA is consulting the GTC about the new qualification, with the NPTC chosen as the Awarding Body.

The current BTLIA Diploma has been revised and part of this has been submitted by the NPTC to the Qualifications & Curriculum Authority for accreditation.

"This is a major step forward in improving the awareness of the use of automatic irrigation systems," said BTLIA Chairman Graeme Francis.

A meeting will be held during BTME in Harrogate between representatives of BTLIA, the GTC and chosen training providers to establish a structure for a training course to allow students to achieve the new qualification.

"Many golf clubs have invested heavily in state-of-the-art irrigation systems and to have a

qualified Irrigation specialist within the greenstaff is to have a great asset 'on-site'," said GTC Education Director, David Golding.

Courses for the BTLIA Diploma are currently available by contacting

David Halford on 07041 363130 or via email at [info@btlia.org.uk](mailto:info@btlia.org.uk)

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Ken and Sami would like to wish all of our readers a very happy new year. We to hope to see you during the Continue to Learn week at Harrogate. Please remember, that there will be a BIGGA Education and Training Stand in Hall M, this year, at BTME.



## Greenkeeper Education and Development Fund

Unlock the doors to progress through BIGGA's Education and Development Fund - the key to a great future for greenkeepers, golf clubs and the game of golf.

Golden and Silver Key Membership is available to both companies and individuals.

For details, please contact Neil Thomas on 01347 833800 or via [neil@bigga.co.uk](mailto:neil@bigga.co.uk)

### Golden Key Supporters



### Golden Key Company Members

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John Deere Ltd	01949 860491
Hayter Ltd	01279 723444
Massey Ferguson (AGCO Ltd)	02476 851292
PGA European Tour	01344 842881
Rigby Taylor Ltd	01204 377777
Scotts UK Professional	01473 830492
Ransomes Jacobsen Ltd	01473 270000
The Toro Company/Lely UK	01202 319987
TurfTrax Group Ltd	01722 434000

### Golden Key Individual Members

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### Silver Key Supporters



### Silver Key Company Members

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Ocmis Irrigation	01460 241939
RainBird	01273 891326
Syngenta Professional Products	0041 613 233 028

### Silver Key Individual Members

Clive A Archer; John Crawford; Bruce Cruickshank; Douglas G Duguid; Alan Holmes; Kenneth Jones; Iain A MacLeod; Robert Maibusch MG; Richard S Muller; Elliott R Small; Steven Tierney; CJ Yeaman; Richard Lawrence; Clive Osgood; David Robinson; Richard Stillwell; Stephen Dixon; Ian Semple

# OnCourse

Golf Course Management Software has, in the past, been seen by many greenkeepers as being too complicated for their course – that is until BIGGA introduced OnCourse, in 2000. Developed by greenkeepers, for greenkeepers, OnCourse is now being widely adopted by BIGGA members across Britain and Europe, from large, multi course facilities to the smaller private members clubs.

With the same underlying principles applying equally to both small course and large resort course greenkeeping facilities, the software is scalable to suit all situations. Andy Campbell, MG CGCS, the Estates and Golf Courses Manager at De Vere Carden Park has recently installed the system: "I have tried other programmes but OnCourse suits our needs best, it is the ideal package for our multi course operation".

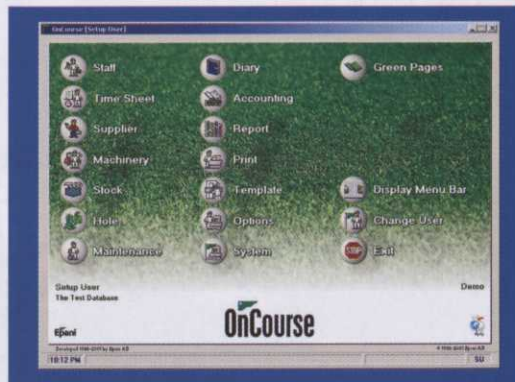
OnCourse has the potential to save a huge amount of time and paperwork for the Course Manager, allowing him to spend more time out on the golf course, managing his staff. Vast amounts of course management data (traditionally kept in dust-covered files) can be stored within the system, resulting in a more organised greenkeeping department, which requires significantly less administration: "It not only allows the Head Greenkeeper more managerial control but also allows all staff to see what is happening day to day, thus improving efficiency and control," added Andy.

OnCourse provides total budget transparency for the Course Manager. The reports produced by the system allow the Club Management to see exactly where resources are being utilised on the golf course and how budgets are put together. Most importantly, they can provide the head greenkeeper with the justification he requires for budget increases and requests for large capital investment items.

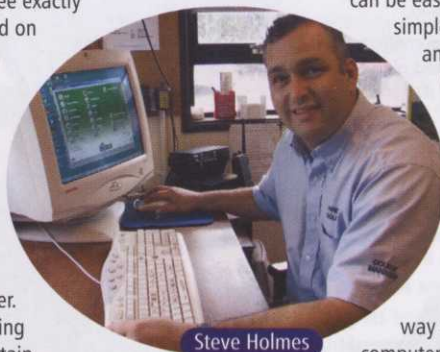
Producing detailed reports from OnCourse couldn't be simpler. For the 'Green Committee', showing how much time was spent on certain activities is practically impossible with a paper based system. OnCourse, however, provides this powerful information in many different formats: by hole, piece of machinery, time frame or member of staff, as well as retaining all historical information for comparing course activity and tasks with previous years.

By using OnCourse the Course Manager can provide a Club Manager with peace of mind that the most expensive assets on the course are being utilised to the full whilst being maintained to the highest possible degree. OnCourse allows you to protect these investments and manage their rotation, replacement and depreciation.

"With ever tightening employee and Health and Safety legislation, OnCourse enables me to keep all staff records in one system, be they related to training, discipline or



Date	Time	Area	GR	LP	LF	Making
03/05/1999	Fertilize	Green				No
28/04/1999	Fertilize	Fairway	0.12	0.10	0.20	No
12/04/1999	Fertilize	Tea	0.30	0.25	0.50	No
26/03/1999	Fertilize	Tea	0.36	0.30	0.60	No
05/03/1999	Fertilize	Tea	0.68		1.90	No
04/03/1999	Fertilize	Tea	0.68		1.90	No
07/03/1998	Top Fertilize	Tea	22.00	3.00	4.00	No
05/10/1998	Sow	Tea				No
29/09/1998	Public	Tea				No
28/09/1998	Fertilize	Green	0.30	0.18	0.30	No
18/09/1998	Vertical Cut	Tea				No
15/09/1998	Fertilize	Tea	0.12	0.10	0.20	No
28/08/1998	Fertilize	Green	0.30	0.18	0.30	No
19/08/1998	Top Fertilize	Green	0.00	0.00	0.00	No
18/08/1998	Cutting	Tea				No



Steve Holmes

accidents in the workplace," commented Steve Holmes, the Course Manager at Hindhead Golf Club in Surrey.

It only takes a minute per day for members of Steve's team to complete their daily timesheet. This involves nothing more than a few clicks with the mouse to record where they were working, for how long, and on what task or piece of machinery. By doing this, the data flows to all parts of the system, building up a comprehensive picture of greenkeeping activity and machinery use, all of which can be easily reported on. Using a cheap and simple cable to link his office computer to an old PC in the greenkeeper's canteen, Steve has maximised his system, by making it easy for his staff to access OnCourse at all times of the day. Each greenkeeper has his own logon password, which ensures that he only has access to areas of the system that Steve sees necessary.

"The system is easy to learn your way around – even for a self-taught computer user like me," added Steve. "I do a monthly backup of all my data to disk, and keep a copy of it in the Clubhouse safe as well as a copy at home. The more you use it, the better the system is."

The question that every head greenkeeper and course manager should be asking themselves this winter is: "With hundreds of thousands of pounds worth of assets under my control, can I afford not to manage my department without a computerised system that costs only £800?"

The winter months are the ideal time to install OnCourse, enabling you fully to reap the rewards come next spring. For further information, contact me at BIGGA House or visit the BIGGA Education Stands in Hall M or Hall D, at the BTME and ClubHouse Exhibitions, where you can also see demonstrations of OnCourse.