



## Greenkeeper Education and Development Fund

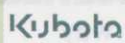
**BIGGA GOLDEN KEY and SILVER KEY MEMBERSHIP**

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 Ken Richardson on 01347 833800 or via [ken@bigga.co.uk](mailto:ken@bigga.co.uk)

### Golden Key Supporters



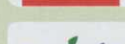
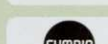
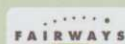
### Golden Key Company Members

Company	Tel: Head Office
AGCO (Massey Ferguson)	02476 851286
John Deere Ltd	01949 860491
Kubota (UK) Ltd	01844 214500
PGA European Tour	01344 842881
Rigby Taylor Ltd	01204 677777
Scotts UK Professional	01473 830492
Ransomes Jacobsen Ltd	01473 270000
The Toro Company/Lely UK	01480 226800

### Golden Key Individual Members

J H Fry; J H Greasley; WJ Rogers; Chris Yeaman; Andy Campbell MG, CGCS; Iain A MacLeod; Tom Smith; Bruce Cruickshank; Frank Newberry; Andrew Cornes.

### Silver Key Supporters



### Silver Key Company Members

Company	Tel: Head Office
Bernhard and Company Ltd	01788 811600
Ernest Doe & Sons	01245 380311
Fairways (GM) Ltd	0141 814 3355
General Legal Protection Ltd	01904 611600
Hayter Ltd	01279 723444
Heath Lambert Group	0113 246 1313
Novozymes Biologicals	01789 290906
RainBird	01273 891326
Seoul Nassau	0121 325 9100
Symbio	01372 456101
Syngenta Professional Products	0041 613 233 028
TurfTrax Group Ltd	01722 434000

### Silver Key Individual Members

Clive A Archer; Douglas G Duguid; Robert Maibusch MG; Steven Tierney; Roger Barker; Ian Semple; Paul Jenkins; Robert Hogarth; Nichollas Gray; Trevor Smith; Iain Barr; Richard McGlynn; Alex McCombie; Paul Murphy; Reaseheath College.

# Education Update

Ken Richardson, Education and Training Manager, gives us an insight into Harrogate Week 2007.

Over 1500 delegates attended education sessions throughout Harrogate Week 2006, and Continue to Learn 2007, looks set to provide you with even more opportunities to expand on your knowledge and skills.



Ken and Sami have been busy collating feedback from Harrogate Week 2006, to design an even more extensive, Continue to Learn Education Programme, for Harrogate Week 2007. The Continue to Learn programme at Harrogate Week 2006, supported by the GTC, broke all records with three times more education on offer. Delegates numbers also broke records with more than 1500 attending education sessions throughout the week.

Continue to Learn 2007, will contain even more opportunities for you to attend an educational session to help develop your knowledge and skills. The programme will include five more two-day workshops; four more one-day workshops; extra seminars and a range of 'fringe events'. We have also looked at the cost of education events and we are planning to offer discounts for quantity ie. the more sessions you buy, the cheaper they get.



There will be two Harrogate Week programmes for 2007, one aimed at greenkeepers, groundsman and their managers and a second aimed at golf and sports club officials.

The R&A has agreed to be involved in Continue to Learn 2007 and they will be running a one-day Workshop and a one-hour Seminar on Sustainable Golf.

Please note that BIGGA will not be booking accommodation for Harrogate Week 2007 therefore you should use our Accommodation Booking Agents -

Reservation Highway. You can use their web-site [www.reservation-highway.co.uk](http://www.reservation-highway.co.uk) (password bigga) to book your accommodation. Please remember to ask for January 2007. Reservation Highway can be contacted by phone on 01423 525577.

## BIGGA Education and Training Manual

The BIGGA Education and Training Manual has been available through the BIGGA web-site Members area, since early April. The Manual has been designed to give golf course and golf club managers the information they need to recruit, train and develop their staff. It is designed in three main parts:

- **Text** - that gives you information on 'why and how'
- **Video** - that supports the text and is a useful recruiting tool
- **Sub-text** - that provides a wide range of downloadable documents and hyper links to other relevant web-sites

**For those members who do not have internet access, do not like using internet based products or would rather read hard copy, we are looking at producing a hard copy/CD version of the Manual. The hard copy version will cost approximately £30.**

## Health and Safety

BIGGA and the AGCS are continuing to cooperate in producing an internet based, Example Health and Safety Management System. The System should be available later this year/early 2007.

It is not easy to obtain information on accidents, incidents or near misses on golf courses, or within golf clubs and we would appreciate your help in gathering some data.

If you have had an accident or been involved in a near miss, no matter how minor, then please let us know by sending the details to [ken@bigga.co.uk](mailto:ken@bigga.co.uk). We shall then produce a data base to store and analyse the information ready to publish it to our members.

Rachael and Gemma from Membership Services would like to welcome 73 new members to the Association and talk about the car breakdown cover available to members.

## Competitive Car Breakdown Cover

BIGGA members have access to a competitive car breakdown package from Europ Assistance. The package covers your vehicle and is remarkably good value for money, as you can see from the table.

There are three levels of cover to choose from so all budgets and requirements are catered for:

The first level is Roadside Assistance and this covers you for incidents occurring at least one mile from home, it includes one hour of roadside labour and transportation to the nearest repairer. Roadside Assistance is available for £19.04.

National Recovery and Doorstep is the next level of cover and this includes everything in the roadside assistance package, as well as cover for incidents within one mile or at the owners home and, if your car cannot be repaired at the roadside - can get you home, to your original destination or a repairer of your choice. You are also covered for 24 hour car rental or overnight accommodation up to £100 if necessary. National Recovery and Doorstep is available for £44.95.

Finally National Recovery, Doorstep and European includes everything in the last two packages, as well as European Cover for trips of no more than 31 days. This is priced at £63.66.

For more detailed policy information or to purchase cover please call 01603 828255 and quote BIGGA.



### Price Comparison Table

	Europ Assistance <sup>+</sup>	AA <sup>*</sup>	RAC <sup>*</sup>
Roadside Assistance	£19.04	£56.00	£43.00
National Recovery and Doorstep	£44.95	£185.00	£157.00
National Recovery, Doorstep and European	£63.66	Ring to obtain quote	

<sup>\*</sup>Prices quoted are for the nearest equivalent cover and do not include internet discounts.

<sup>+</sup>Prices quoted are for cars up to 9 years old. For older cars please call 01603 828255 for a quote.

### DATES FOR YOUR DIARY

#### BIGGA National Tournament

Burton on Trent Golf Club .....2nd & 3rd October

#### Scottish National Tournament

Leven Links .....22nd June

#### Golf Management Trophy

##### Northern Region

Sandiway Golf Club .....11th July

Hornsea Golf Club .....2nd August

##### Midland Region

Verulam Golf Club .....27th July

Boston Golf Club .....9th August

##### South West Section

Minchinhampton Golf Club .....14th July

##### South Coast Section

Moors Valley Golf Club .....26th July

##### South Wales Section

Neath Golf Club .....27th July

Contact your Regional Administrator for more information

### JUNE'S MEMBERSHIP DRAW WINNER

Just introduce one or more new greenkeeping members to BIGGA and your name will be placed into a draw to win a £10 Music Voucher. Our congratulations go to Nathan Kimsing of Sutton Green Golf Club, who wins a Digital FM Scan Radio/Alarm.



### BIGGA welcomes...

#### SCOTTISH REGION

Samuel Bothwell, West Scotland  
Fraser Downie, North Scotland  
Mark Gillies, East Scotland  
Mark Halliday, West Scotland  
Craig Jowett, Central Scotland  
Jamie Mcelroy, Central Scotland  
Blair Middleton, North Scotland  
Ryan Queen, Central Scotland  
Harry Rae, North Scotland  
Edward Ralph, North Scotland  
Matthew Smith, North Scotland  
Terry Smith, West Scotland  
Richard Sweeney, North Scotland  
Gavin Watson, Central Scotland  
Ian White, North Scotland  
Steven Wilson, West Scotland

#### NORTHERN REGION

Daniel Butterfield, North West  
Derek Chew, Northern  
Morgan Flack, Northern  
Robert Hancock, Cleveland  
Paul Harvey, North West  
David Hazlehurst, North Wales  
Derek Jones, North Wales  
Paul McFerran, North West  
Stephen Pope, Sheffield  
George Senior, North West  
Alan Smith, North East  
Scott Wheatcroft, Northern  
David Jones, BB&O  
Alan Mitchell, BB&O  
Matthew Morris, Midland  
Geoffrey Palmer, East Midland

#### MIDLAND REGION

Simon Tunn, Mid Anglia  
Martyn Turbayne, BB&O  
Robert Bond, London

#### SOUTH EAST REGION

Steven Cooper, Surrey  
Paul Cox, Sussex  
Roger Dobson, Sussex  
Samuel Fromage, Kent  
Graham Gardner, Surrey  
Matthew Gray, Kent  
Michael Haig, Surrey  
Ben Jacques, Surrey  
Paul Keen, London  
Matthew Le Brun, East Anglia  
Michael Muldoon, Sussex  
Shane Plummer, Surrey  
James Radford, Sussex  
Hugh Sandeman, Sussex  
Jamie Williams, Kent  
Mark Cox, Sussex

#### SOUTH WEST/SOUTH WALES REGION

Alastair Cummins, Devon & Cornwall  
Chadwick James, South Wales  
Anthony Large, South Coast  
Rhys McDonagh, South Wales  
Robert Powell, South Wales  
David Roberts, South Wales  
Leslie Uniacke, South Coast  
Steven White, South West

#### NORTHERN IRELAND

Trevor Andrews  
William McCann  
James Paterson

#### INTERNATIONAL MEMBERS

Andrew Fillery, Norway  
James Evans, USA

#### STUDENT MEMBERS

Christopher Cobb, North West  
Sebastian Doca, London

#### CORPORATE MEMBERS

Paul Currie, West Scotland  
Alan Morris, East Anglia  
Yvonne Park, West Scotland  
Sarah Perry, Midland  
Harry Sinclair, West Scotland

#### SILVER KEY MEMBER

Joe Kinder, Midland

**Eco-friendly, cheap to run and so quiet you can hear a pin drop!**



**Workman e2050 electric utility vehicle**

Small on noise but big on performance, Toro's Workman e2050 electric mid-duty utility vehicle can be put to work wherever it's needed.

Highly productive, its powerful 500 amp drive-train allows for superior hill climbing under all load conditions, while Toro's unique twisting suspension gives it outstanding traction by flexing to keep all four wheels on the ground in uneven terrain. Automatic braking slows it on downward slopes.

Quieter and more environmentally-friendly than petrol-powered vehicles, this electric workhorse keeps disturbance to a minimum for the driver and players out on the course.

For a free demonstration, please call 01480 226845 today.

TORO Commercial, Irrigation and Consumer Products are distributed by Lely (UK) Limited St Neots, Cambridgeshire PE19 1QH. Tel: 01480 226800 Email: [toro.info@lely.co.uk](mailto:toro.info@lely.co.uk)

TORO Commercial Products are distributed by Lely Ireland Limited, Kilboggin, Nurney, Co. Kildare. Tel: 00 353 (0)45 526170 Email: [torosales@lely.ie](mailto:torosales@lely.ie) [www.toro.com](http://www.toro.com)



**Count on it.**

Take a **closer look**

A wide range of quality, British built machines for professional golf course maintenance



**DENNIS**

Spread the cost with our Finance Packages

For more information CALL DENNIS 01332 824777 or log onto [www.dennisuk.com](http://www.dennisuk.com)

## YOUR LETTERS ARE REQUESTED!

Send to: Scott MacCallum, Editor, Greenkeeper International, BIGGA HOUSE, Aldwark, Alne, York YO61 1UF, or email them to: [scott@bigga.co.uk](mailto:scott@bigga.co.uk).

# Letters

## Riders for Health

I am currently Golf Course Manager, for Chichester Golf Club, a 45-hole facility in West Sussex.

The reason for contacting you, was to inquire if anyone would be interested in supporting me in a charity event, this coming November.

I am a keen motorcyclist (my pressure release from work!) and I have been fortunate enough to secure a ride in "Enduro Africa" this November - this event is only available to 100 riders worldwide. I have attached some details of the event, but in a nutshell I have committed to raising £4500 for the charity "Riders for Health", the money I raise buys a trail bike that I will use on the 14 day rally around South Africa, I will then have the satisfaction of handing the bike over to a local African support worker, enabling them to deliver much needed medical aid and support to the remote communities. More details can be seen at [www.enduroafrica.com](http://www.enduroafrica.com) - a link from this site will take you to the Riders charity site.

Many of my suppliers at work have already helped with donations and so far I have raised £1500. My £4500 will be paid to the charity in August, so they can purchase the bikes and start training the aid workers - so between now and then I am pushing to raise as much money as possible - any support Bigga or the magazine could give me, would be very welcome.

Thanks for taking the time to read this. If you require any more information I can be contacted at [darrenjohnhomer@aol.com](mailto:darrenjohnhomer@aol.com) / mobile 07860748830 / home 01243780245 anytime.

*Darren Homer*



## Free Legal Advice

I wanted to write to thank BIGGA so much, for the free legal advice service you offered me as a member of the Association.

For almost a year now I have been in dispute over issues relating to a previous employer - but the matter was concluded successfully for me with an agreed settlement during a recent tribunal.

I could honestly never have got to this stage, had I not been offered the advice and assistance of General Legal Protection Ltd and subsequent support from my solicitor and barrister.

I would wholeheartedly recommend this service to all members, and assure them of a professional and sympathetic service.

Thank you so much.

*Will Bowden*

# As Easy as ABC

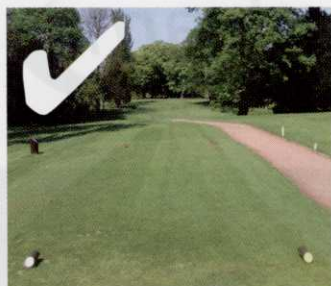


You never stop learning so, in conjunction with the GTC and lecturers from some of the UK's top greenkeeping colleges, GI has launched a new series which gives the developing greenkeeper the chance to add to their knowledge with some useful advice.



Wayne Roberts

## MOVING TEE MARKERS



One of the most overlooked and yet important operations on the golf course is the positioning of the tee markers correctly. Leaving them in the same spot for too long can lead to all sorts of problems including weakened, stressed turf, soil compaction and poor cosmetic appearance.

As a rule of thumb you need to move tee markers in accordance with the playing/competition programme for your course and the type of play being carried out on the teeing area. High-handicap golfers produce many large

divots, so you should move the markers on a daily basis. On the other hand, if your course typically hosts above-average players, moving the markers every other day might be sufficient.

Remember, though, to co-ordinate the tee marker placements with the pin placements for the day, altering the length of the course too much could invalidate the competition being played!

Placement of the markers must also take into consideration the current tee position and the wear that has been currently received. Tee markers should be moved backwards away from the current position to allow the position to be divoted with seed and rootzone (if required) and allow the area to rest thus allowing a new clean surface to be available next time it is needed. Develop a tee placement plan highlighting the available positions that everyone on the team can follow.

Align the tee markers. Once you have determined the location of the tee markers, you must ensure that they are properly aligned. The goal is to align the markers so that when golfers stand between them in their normal stance, they are aiming at the landing zone in the fairway. The rest is up to them!

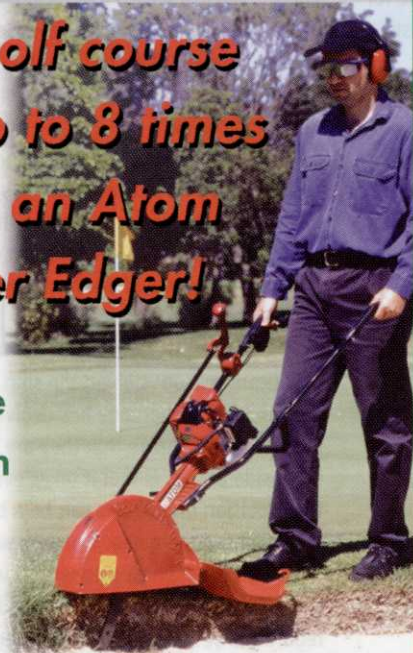


### Turfcare Equipment Ltd

*The choice of champions*

**Maintain golf course bunkers up to 8 times faster with an Atom Golf Bunker Edger!**

- Light and manoeuvrable
- Leaves a clean sharp finish
- No carrying or bending



Contact us for your personal dvd and for further details

DJ Turfcare Equipment Ltd  
Chiddingfold Road, Dunsfold, Godalming, Surrey, GU8 4PB  
Tel: 44 (0) 1483 200976 Fax: 44 (0) 1483 200983

For the last decade, the world's most prestigious golf event has chosen to partner with Club Car. Now that's reliability.

Club Car

Drive it once and you'll know.



Club Car, Inc., Green Bank House, Swan Lane, Hindley Green, Wigan, WN2 4AR  
(Tel) +44 1942 503141 (Web) www.clubcar.com

IR Ingersoll Rand  
Computer Vehicle Technologies

# CASHING IN

Only a decade ago, the majority of golf clubs considered running a fleet of golf cars as a pointless venture. This was due primarily to a lack of demand and interest from golfers, which meant investing in fleets would have been expensive and unnecessary. Now, in the 21st century, a growing number of golf clubs across the UK are introducing fleets for the first time, investing in brand new ones or expanding their existing golf car fleets. We examine the reasons why.

*Continue  
to learn*



Seve at 1997 Ryder Cup

This shift in attitude can be attributed to various factors, such as adding value for members and attracting more corporate and society golf days. However, the most significant influencing factor in deciding to introduce or increase a golf car fleet, seems to be the creation of additional revenue. Club Car, the market leading golf car brand, has been carrying out extensive market research on a bi-annual basis for several years, and this clearly shows that attitudes have changed over the past 10 years. The most recent data shows that fewer clubs than ever now count themselves as golf car 'abstainers' and that once clubs have established that, their members and visitors will happily pay to hire a golf car, thus guaranteeing a return on investment and making investment in golf cars more likely to happen.

Neil Woodfin, Club Car's Sales Director for Europe and North Africa, encourages clubs to look at the entire cross section of club members when considering investing in golf cars and to take a multi-tiered approach to examining the potential revenue opportunities. He says: "Whether you are in your twenties or eighties, golfers today are prepared to hire a golf car to enhance their enjoyment of the game. Courses that introduce golf cars experience immediate revenue growth, not just because of the new hire revenue but also by indirectly enhancing traditional revenue streams. In other words, clubs find that older players will start to regularly book more rounds, younger players will try and fit in a round after work, plus clubs with golf cars tend to attract more corporate golf days - the related revenue streams for which are key to increasing the profitability of the club."

We are still a long way from the US culture of expecting to have use of a golf car wherever we play, but golf cars have certainly become more acceptable and common place for golfers in the UK. Some speculate that over time, golfers have become accustomed to seeing them used at European Tour events and major championships, such as the Ryder Cup, which Club Car has been involved with for 10 years. The company is also the 'Official Golf Car Supplier to the European Tour',



European Tour Rules Car

and provides at least 70 of its vehicles to every European Tour event. All of these vehicles are essential to the creation and smooth running of each tournament and the entourage is divided into 25 staging cars, eight rules cars, with the remainder used by television crews.

Ultimately, this acceptance of golf cars as commonplace has trickled down to club level and has certainly influenced buying decisions. However, according to the company's research, there are two additional key factors that drive the decision to operate golf cars: provision of additional income and improving the club image.

Technological and sociological factors can be identified as significant reasons behind the shift towards golf car use. As golf club and ball technology has evolved, courses have been lengthened to ensure that they are still challenging enough. The downside of this, is that it takes even longer to play a round, so the provision of golf cars can be a big factor in maintaining enjoyment of the game. Younger, working golfers have less free time than ever, which means they want to play rounds in faster times, whereas older members are living and playing for longer, regardless of mobility - both elements of which have led to the increasing demand.

The final influencing factor is purely financial. Golf clubs are more commercial and as they are now run predominantly as businesses, are expected to make a profit. The general manager or club secretary, who generally has the final say in the decision-making process, has to consider and offset the short-term

By Nicole Wheatley, Professional Sports Ventures,  
on behalf of Club Car.

**Club Car - Investment and Return**

Golf Cars			
	DS	Precedent	
Investment	1 car	£59/month	£64/month
		£708/year	£768/year
Return		£900/month	£1,200/month
		£10,800/year	£14,400/year
Profit		£10,092/year	£13,632/year
Investment	15 cars	£885/month	£960/month
		£10,620/year	£11,520/year
Return		£13,500/month	£18,000/month
	100%	£162,000/year	£216,000/year
	50%	£81,000/year	£108,000/year
Profit	100%	£151,380/year	£204,480/year
	50%	£70,380/year	£96,480/year
Gross Margin	50%	87%	89%

Assumptions: Each car hired for two rounds per day  
DS hire cost £15 per round  
Precedent hire cost £20 per round

buying groups such as: De Vere or Troon golf, without compromising their own purchasing power.

Club Car's research is the most comprehensive ever conducted in the golf car industry and spells out the potential return on investment. It is estimated that one of their DS cars, used just twice daily at £15 per round, will produce an annual gross profit of over £10,000. Even if a fleet of 15 cars is run at 50 per cent capacity, according to Club Car, golf clubs should still expect an annual profit between £70,000 and £96,000. Certainly a figure not to be sniffed at!

Another strategy that has brought golf cars to more golf courses and golfers, is the Walk to Ride scheme. This scheme, which is also available from some other manufacturers, was originally launched by Club Car in 2003 to help promote the potential revenue opportunities and related benefits of running a fleet of golf cars. The premise of the entire promotion was to allow clubs to trial cars and see for themselves with no obligation or risk. The scheme has been focussed primarily on introducing golf cars onto courses for the first time and clubs who had historically been reluctant to take on golf cars, were given the opportunity to take five cars for around six weeks and keep the revenue generated from them.

The Walk to Ride scheme, allowed the company to react to feedback from the clubs involved in the test and combine their experiences with the market research. The result was to introduce a new long-term sales and marketing strategy, designed to meet the needs of a very diverse client base, as Neil Woodfin explains: "Club Car's aim has always been to open up the golf car market to clubs and budgets of all sizes. User experience, combined with feedback from our market research has led us to develop a



Walk to Ride at Styrrup Hall



Langer and Montgomerie on course in 2004

investment against the potential return on investment. This is true of every purchasing decision.

This new commercial approach has resulted in a tendency towards leasing golf cars rather than purchasing them outright. Leasing cars has enabled many cash-poor clubs to make new golf cars available to members and make an instant profit. This has been a great way to avoid any large one-off payments and to address the issue of seasonality in golf car usage. Club Car, which set up a National Account programme over two years ago, has witnessed a move towards leasing even among large

Good, Better, Best product range. Our Silver Standard factory refurbished car is now our entry level golf car, the DS established us as market leaders for the past 20 years and the new Precedent is now our premium vehicle."

It is certainly clear that demand is driving the golf car business. With the market opening up and new sales initiatives being introduced, these once-expensive luxury items are now becoming commonplace and the mark of a high-quality establishment. We are certainly set to see more golf cars than ever before, making their way down our fairways in the coming years.

# marksman



## Spray Pattern Indicator With Water Conditioner



Available In **Blue & Green**

Enables pesticide application to be achieved in a consistent and uniform manner.

Reduces the risk of missed areas or overlapping, which can lead to scorch.

Clogged nozzles are easily identified.

Contains an anti-drift agent to help reduce spray drift.

Reduced staining formulation which can easily be washed off skin, clothes and machinery.

Temporary colourant, washes off in rainfall / irrigation and degrades in strong sunlight.

*Sherriff Amenity*

The Pines, Fordham Road, Newmarket, Suffolk. CB8 7LG.  
Tel. 01638 721888 Fax. 01638 721815 Email. sales@sherriff-amenity.com

[www.sherriffamenity.com](http://www.sherriffamenity.com)



**Perfect for the times you wished  
your fairways were half the size.**

## Meet the powerful Reelmaster 6700-D

Now you can produce up to 10 acres of beautiful fairways an hour with our remarkable Reelmaster 6700-D.

This tough, powerful 46hp workhorse combines the ability to work at exceptionally high productivity with the finesse to tread lightly over your turf and cut it to a consistently-superb quality.

Available with a variety of cutting unit configurations to produce superior results. And for an impeccable finish to beat all others, there's also Toro's new Fairway Groomer attachment.

For a free demonstration, please call us on 01480 226845 today.



The new  
Fairway Groomer

TORO Commercial, Irrigation and Consumer Products are distributed by Lely (UK) Limited  
St Neots, Cambridgeshire PE19 1QH. Tel: 01480 226800 Email: [toro.info@lely.co.uk](mailto:toro.info@lely.co.uk)

TORO Commercial Products are distributed by Lely Ireland Limited, Kilboggan, Nurney, Co. Kildare.  
Tel: 00 353 (0)45 526170 Email: [torosales@lely.ie](mailto:torosales@lely.ie) [www.toro.com](http://www.toro.com)



**TORO.**

**Count on it.**



# Course Feature



Golf Environment  
Competition

## From Spiders to Wild Boar

Scott MacCallum visits a golf club which has embraced the concept of ecological friendliness since becoming involved with the BIGGA Golf Environment Competition.

The story of Robert the Bruce and the spider is entrenched in Scottish folklore but it is also a tale which has resonance today and in particular, a certain Suffolk golf club.

For those of you unfamiliar with the Scottish warrior King and the arachnid, Robert, was holed up in a cave after a heavy defeat and was contemplating his future. On the verge of giving up he watched a spider attempting to create a web. It failed time and time again before one last attempt brought success. Robert took this as a sign, brushed himself down and went on to win the Battle of Bannockburn, having told his men: "If at first you don't succeed, try, try and try again."

Ian Willett, Course Manager at Thorpeness Golf Club, in Suffolk, hasn't spent time in a cave, at least as far as I know, nor does he spend time studying spiders, but there are still similarities between him and Robert the Bruce.

Ian first entered the BIGGA Golf Environment Competition, now sponsored by Scotts, Syngenta, Ransomes Jacobsen and Course Care, eight years ago and quickly began picking up Commended and Highly Commended awards. In 2003 they made progress by winning the Regional Award, but the National prize still eluded the club. Then, last year, they cracked it and Thorpeness Hotel & GC was announced as BIGGA's environmental champion for 2005.

"It's been a long road and we did get despondent on occasions when we thought we were there, only to find that the bar had been raised again, but we are absolutely delighted to have finally made it," said Ian, who credits much of the success to Managing Director, Tim Rowan-Robinson, the man who ensured budget was set aside to implement the changes and who was very much at the forefront of the Club's environmental push.

Indeed, while there were knock backs and near misses on the golf course something wonderful was happening at Thorpeness Hotel & Golf Club as a whole, for which the BIGGA Environment Competition could claim to be the catalyst and which, in turn, helped the club over that final hurdle and through the winning line.

The competition pricked Thorpeness's green conscious and the hotel has since introduced a plethora of environmentally inspired initiatives while the individuals involved have taken ideas back to their homes and become far more ecologically active.

"We set up a Green Committee within the Thorpeness staff and we look at all aspects of our work from an environmentally-friendly perspective," said Operations Manager, David James.

"For example we recycle our corks, which now go to a charity which turns them into shoes for African children; in the restaurant we don't use any fish which is on the endangered list, including locally caught cod; we use returnable crates for deliveries so we don't use cardboard; there are recycled pens beside the beds in the rooms; we're in the process of changing to environment friendly light bulbs throughout the hotel and also installing bubble showers which don't use as much water while the staff have helped tidy up the beach at Aldeburgh," explained David, who has stopped using plastic bags for his own supermarket shopping preferring



Ian Willett, (blue jacket), with his team

instead to load everything directly from his trolley into a box which he keeps in the back of his car.

Ian actually has a small windmill attached to his home which supplements the electricity drawn from the national grid.

"It would be fair to say that all this work started as a consequence of Ian becoming involved in the BIGGA Golf Environment Competition and making us conscious of what we could do as a business," explained David.

Thorpeness is a village which takes you back in time. A haven for well heeled London residents the wonderful old cottages, traditional pubs and a boating pond, paint a picture of idyllic English life, while the quirky



The Sizewell A and B Power Stations are nearby neighbours

The perfect approach to quality course signage

# Signs & Design

## Granite Tee Signs



Get in contact with us now for our new 2006 catalogue.

Or visit our new website at [www.golfcoursesigns.co.uk](http://www.golfcoursesigns.co.uk) for the latest offers and news.

Tel: 01606 738833 Fax: 01606 738547  
Email: [info@golfcoursesigns.co.uk](mailto:info@golfcoursesigns.co.uk)  
Web: [www.golfcoursesigns.co.uk](http://www.golfcoursesigns.co.uk)

# I CAN'T BELIEVE IT'S NOT SULPHURIC ACID

## Re-Phlex™ turf spray ts

Re-Phlex is a new revolutionary state of the art acid replacement system. Re-Phlex replaces products like nitric acid, liquid sulphur and out performs urea-buffered sulphuric acid without the use of toxic or corrosive harsh mineral acids. Re-Phlex achieves this through its patented synthetic technology producing a non-corrosive, non-irritating, 100% biodegradable acid replacement system.

- revolutionary direct application spray for reducing soil pH
- safely reduces soil pH compared with traditional sulphur products
- blended with soil surfactants for improved water penetration
- use to reduce pH of spray solutions
- aids in soil particle flocculation
- frees locked up soil nutrients
- reduces soil bicarbonates
- non-corrosive
- sulphur free formulation will not aggravate black layer
- helps create an environment unsuitable for casting worms



To request further details and a FREE\* Re-Phlex Polo Shirt please e-mail: [bethm@indiflow.co.uk](mailto:bethm@indiflow.co.uk) or

Tel: +44 (0)118 971 0995

Fax: +44 (0)118 971 0990

\*one shirt per person whilst stocks last



indi flow  
growth through irrigation

Powered by

syntech

[www.indiflow.co.uk](http://www.indiflow.co.uk)

Lower Farm Barns, Wasing, Nr Aldermaston, Berkshire, RG7 4NG. UK