

Learning & Development

Greenkeeper Education and Development Fund



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For details, please contact Ken Richardson on 01347 833800 or via ken@bigga.co.uk

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I am delighted to welcome you all to my first article for Greenkeeper International, in my new role as the Head of Learning and Development.



Before we get down to business I would like to express my thanks to Ken Richardson, without whom, I wouldn't be where I am today. Ken has guided and supported my career development and together we made a great team. I'd like to wish Ken every happiness in his retirement, I'll miss him a great deal but I'm sure he'll be glad to finally escape my nagging!

I have been a member of staff at BIGGA HQ since April 1993 and worked alongside Ken Richardson in the education department for 12 years. I hope that my knowledge of the Association will help ease the transition to becoming Head of Department. Rachael Duffy, is now working with me as the Learning and Development Administrator and we are both on a very steep learning curve!

You will have noticed the department is now known as Learning and Development instead of Education and Training. The decision was taken to re-brand the department to bring it up to date with other industries, reflecting BIGGA's mission to continue to develop standards of excellence in the golf course management and greenkeeping profession.

Harrogate Week



You should have received your copy of The Definitive Guide to Harrogate Week with this magazine, it includes everything you need to know about the Continue to Learn Education Programme taking place from Sunday 20 to Thursday 24 January 2008. You will notice a new, later, start time for the Workshop programme on Sunday, 20 January (12noon), we hope it will enable delegates to travel to Harrogate on the day and could help save on accommodation costs.

Continue to Learn 2008, supported by the GTC and the John Deere Team Championship, boasts

five new workshops including subjects such as Stress Awareness and the Disturbance Theory. The programme also sees the return of several old favourites including An Introduction to Golf Course Design and Moving into Management.

A discount scheme offering savings of up to 52% is available to all delegates who pre-book Continue to Learn seminars. There are also many Fringe seminars, presented by companies who are exhibiting at the BTME & ClubHouse Exhibition, that are free of charge to all visitors to Harrogate Week.

Continue to Learn Seminar Discounts

No. of Seminars	1	2	3	4	5	6
Full Price	£25	£50	£75	£100	£125	£150
You Pay	£25	£40	£55	£60	£65	£72
Discount %	0%	20%	27%	40%	48%	52%
Discount £	£0	£10	£20	£40	£60	£78

"Have We Got Views for You!" is an unmissable event taking place in the Majestic Hotel on Monday 21 January. A panel, comprising Walter Woods BEM, Jack McMillan MBE, Andy Campbell MG, CGCS, Ken Siems MG, CGCS and Stan Zontek, from the USGA, will be ably compèred by Television Producer and Presenter, Roger Greenwood. The panel will answer your questions and regale you with stories from the world of greenkeeping and beyond. Questions will be taken from the audience, however, you can send a question to the panel prior to the event by emailing sami@bigga.co.uk or sending it to BIGGA HOUSE, FAO Sami Collins.

BIGGA Golf Environment Competition

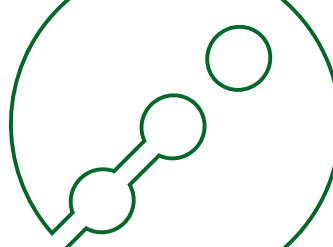


The judging for the BIGGA Golf Environment Competition is nearing completion. Representatives from the STRI Ecology Unit have been visiting courses throughout the summer months and will be reaching their conclusion shortly. The winning golf club will be featured in the December issue of GI along with a list of those clubs who have been awarded a runners up prize and those who have been awarded Highly Commended certificates.



The presentation to the winning club and the runners up will take place at Harrogate Week during the Opening Session on Tuesday, 22 January 2008.

Membership



VANESSA DEPRE UPDATES US ON MEMBERSHIP MATTERS

New BIGGA database

At BIGGA Headquarters we have a new database that will help us deliver a more efficient service to our members. However, because we have had to transfer data from our old database some pictures have disappeared.

If you receive a card without a picture can you please send us a new passport sized photo with your membership number on the back and we will send you a new card as soon as possible.

Due to the new database we are also having some problems processing membership renewals. So some of you may be experiencing delays getting your new membership cards. We would like to apologise for any inconvenience this may cause you. If you have any membership queries you can give us a ring on 01347 833 800 and select option one.

Rainy days

With the autumn and winter months closing in, the weather will soon be getting even wetter. So don't forget that we have a new and exciting range of waterproof suits available.

BIGGA Members and Clubs with BIGGA Members get a 10% discount on the retail price.

Go to the BIGGA website for more information or ring the Membership Department on 01347 833800 and select option one.

Attention Golfers – Seeking Golfing Calamity Stories for Publication.

Casagrande Press is seeking golfing misadventure stories, articles, and essays for publication in the forthcoming book *Golfing's Greatest Misadventures*. The press is looking for nonfiction golfing stories about bad judgment calls, pranks, comic/ironic episodes, disaster, attacking animals, crazy players, bizarre injuries, misfortune, rough weather, critical conditions, contest meltdowns, games gone wrong, and other episodes. The press looks for stories that tell a good tale, develop the depth of the characters involved, and have a tight narrative tension. There is no fee or cost to submit a story.

Submit online at www.casagrandepress.com

BIGGA WELCOMES

SCOTTISH		
ALEXANDER	YOUNG	East
SCOTT	HAMILTON	Central
NORTHERN		
BRANDON	STANFORD	Northern
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DAVID	PINDER	Northern

JAMES	KELLEDY	Northern
ROBERT	HILTON	Northern
JAMES	THOMPSON	Sheffield
DANNY	MILLAR	North West
ANDREW	GARNETT	North West
DANIEL	FIRTH	Northern
DAVID	EMMINGHAM	Northern
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ADAM	THROSSELL	Midland
ROBERT	MCVEIGH	Berks/Bucks/Oxon
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SOUTH EAST		
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CHRISTOPHER	WHITTOCK	Surrey
RODNEY	WALSH	Kent
CHRIS	AHIER	Sussex
BRENTON	BATES	Kent
JAMES	CHRISTOPHER	Essex
RAYMOND	FROST	Surrey
DARREN	POHL	Surrey
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STEVEN	HENDY	South West
RICHARD	OAKLEY	South West
MARTYN	SAVIDENT	South West
SCOTT	SENSECALL	South Coast
BRIAN	MOULTON	South Coast
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GAVIN	JAGGER	Norway
IESTYN	JONES	Norway
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ARJEN	WESTENENG	Holland
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KEVIN	STOLTMAN	USA
LARRY	AYLWARD	USA
ASSOCIATE		
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IAN	RATCLIFFE	Optimize Golf
IAN	SUFFIELD	Optimize Golf
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MARK	NOBLE	Golf & Turf Equipment Ltd
SIMON	REYNOLDS	Golf & Turf Equipment Ltd
TOM	SCANLON	Golf & Turf Equipment Ltd
PETER	CAMPBELL	Sports Turf Services Ltd
STEWART	BRAMMER	Sandy Lodge Golf Club
RICHARD	DYSON	Yorkshire Horticultural Supplies
PHILIP	ROWLANDS	Winchester Garden Machinery
ALISTAIR	HEWAT	Surrey
ADRIAN	JOHN TURNER	East of England
MICHAEL	ALBERT KING	Essex
STUDENT		
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Hobbies

Here's something you didn't know about me...

Name: Tony Smith
Club: Teesside Golf Club
Position: Course Manager
Hobby: Amateur Dramatics

How did you get into acting?

"I first got into acting in Sheffield in the early 60's, my first role was a vicar (far from being typecast) in a production called The Happiest Days of Your Life.



"I didn't do any more until we came to the North East and joined a group called "The End of the Pier Show" with my daughter. We did several productions doing comedy sketches and dressed as Piero's (these were actors dressed in all white with black pom-poms). Then Lorna and I joined the 53 Drama Group over 14 years

ago. We have been involved in acting, stage-managing, lighting, set building, directing etc. for many, many productions. We have directed several pantomimes, starting rehearsals in early October in time for the production in early January. I have also directed several youth productions and one-act plays for the All England Drama Festival."

What is it about amateur dramatics that appeals to you?

"We bring people together from all walks of life and they learn to work, socialise and entertain audiences together as a team for a short period. It gives us a buzz to see the audience appreciate the hard work the team do and the children getting very excited at the pantos. I played Buttons in panto a few years ago and it is very rewarding when young children come up to me in Saltburn and say, "Look! There's Buttons!" I have acted in several plays, mostly farces but sometimes more serious."

What productions have you been in?

"Beauty and the Beast, Sleeping Beauty, Snow White, Pinocchio, Cinderella, Present Laughter, The Birthday Party, Merry Wives of Windsor, A Man for All Seasons and many more, I have directed several youth productions including Adjudicator's Nightmare and Cup Final and more. "

MACHINERY FINANCE: HIRE GOES HIGHER

By Eddie Henderson and Colin Theedom

At first glance there seems to be very little similarity between machine tools, company cars and professional grass maintenance equipment. However, take a look at the way they are financed by business and it's certain that you will find that operating lease or hire is one common denominator that links them all – not to mention many other types of business assets too. In this review of 'operating lease', the authors explain the concepts and show why 'operating lease' has become the fastest growing form of machinery finance in the turfcare industry, with the number of transactions doubling year on year over the past five years.

BUY OR HIRE?

Basically there are only two ways for a business, an individual or an organisation to acquire anything – either it can buy it or hire/rent it. The difference is ownership or 'title' to the goods. Purchasers get title immediately – eg, using cash, cheque and loans or, under some forms of finance agreement, on completion. Under a lease, the finance company (the lessor) usually buys the goods and then hires these to the hirer (the lessee). Therefore under a lease, title never passes to the lessee.

Historically many golf clubs, in common with smaller businesses, have avoided leasing on the basis that "buying is best because you actually own the machine!" In some cases that may have been true, although without good financial advice it would be difficult to judge. For the same reason, those same clubs avoided using finance at all, which limited their options for replacing machinery because their 'capital investment pot' was fixed every year and had to satisfy the competing demands of the house and the course.

THE BENEFITS OF FINANCE

The use of finance by the turfcare industry has grown significantly over the last 10 years as clubs recognise the benefits that it offers. These include:

Reduced pressure on cash flow: Machinery does not work any harder nor does a club gain any other advantage because it pays cash on day one. Instead, finance enables it to match the cost of new course machinery to its planned working life at the club. That's good for cashflow because the cost is spread and machinery pays for itself as the club uses it – season by season.

More accurate budgeting: Under both lease and purchase finance agreements the size and timing of repayments are agreed and fixed in advance. This makes for simple and more confident budgeting.

Quick and easy to arrange: Machinery finance is usually available at point of sale from the supplying dealer, making it quick and simple to arrange. What's more, leading machinery manufacturers often support their machinery marketing programmes with finance offers that are available at low APR rates of interest.

These benefits are common to hire purchase, finance lease and operating lease – giving clubs a choice of options. So what else does Operating lease offer that leads it to feature in the machinery investment programmes of a rising number of clubs?

OPERATING LEASE

In its simplest form, hiring a car at the airport when you go on holiday is a type of operating lease. All you want is the use of the car over a fixed period of time, say, for two or three weeks until you return to the airport and hand it back to the hire company. You are responsible for the fuel and any accidental damage – while the car hire company carries all the other risks. For example, depreciation plus breakdown and maintenance, additional services that extend the basic operating lease into contract hire.

For clubs and businesses, operating lease is much the same, except it is arranged over longer periods that are suited to the particular types of machinery being used – typically between 24 and 60 months.

The main difference between a finance lease and an operating lease is the treatment of residual risk. Under a finance lease, although the hirer never owns the machinery, it participates in the proceeds of sale by way of a rebate of rentals on disposal. Under an operating lease the machine is simply returned to the lessor at the end of the agreement meaning the lessee has no share in any rewards (disposal surplus) but, equally important, no share in the risk of any losses!

Residual risks can be substantial and hard to forecast. When the finance company prices an operating lease, it estimates the disposal value of the machine at the end of the agreement. For example after 36 months. This amount reflects the total hours that the machine will work over the period, the type of work it will do and other factors that impact on its resale value. The finance company then offsets the estimated disposal value against the initial price of the machine and the rentals are calculated on the balance. This means that operating lease rentals are normally significantly lower than those for a comparable finance lease or hire purchase agreement.





Count on it.

Another difference is that the level of initial rental (deposit) is also lower for an operating lease which means there is a cash flow benefit too.

Like any lease, the rentals the club pays are recorded in the accounts as a business expense in the year they are paid, just like wages, fuel and other operating costs. This can provide corporate/business hirers with tangible tax benefits and the added advantage that the machinery is not included as an asset in the balance sheet, which can improve the financial ratios – a benefit where performance is measured by the market and shareholders.

CONTRACT HIRE

Contract hire is an operating lease with the cost of full maintenance and servicing built into the rentals. Although companies like Toro provide a limited two-year warranty that covers major components, contract hire goes further to include the cost of servicing in accordance with the manufacturer’s recommendations and maintenance support subject to conditions about hours and exclusions specified at the outset.

INCREASED SPENDING POWER

The level and sophistication of financial planning at many clubs today means that accurate budgeting and financial information are now features of machinery operating and replacement programmes. The pages of the latest edition of Newslines, the magazine published by Toro Commercial Products, contain a number of examples of clubs replacing their machinery fleets with fixed period financing to match, much of this on operating lease.

Instead of viewing their machinery replacement budgets as a mix of capital – say, £15,000 pa, plus maintenance of, say, £10,000 pa, the clubs have rolled these into one amount of £25,000 and viewed this as an annual operating lease rental over a number of years – increasing their immediate spending power substantially.

Toro has just gone further in announcing a brand new extended warranty package called Protection Plus, which protects clubs against unforeseen costs of major breakdowns and repairs. This plan gives extended protection for commercial turf equipment beyond the manufacturer’s standard two-year warranty for up to another three years. This makes it an ideal addition to operating lease agreements over periods up to five years.

Regular replacement of key machinery offers clubs a number of advantages. The increased reliability of new machines reduces the incidence of breakdowns and subsequent maintenance costs. New machines also incorporate the latest design features and technology and produce a better job – impacting on the presentation of the course and its potential to increase green fee income.

Under an operating lease the period is agreed to match the machinery replacement programme that is best for the club or for a particular class of machine. At the end of the agreement the equipment is returned to the lessor and another agreement is written for a new machine. However, there are occasions when a machine has not had the expected amount of use and/or is still performing well at the end of the agreement. So much so that the club wishes to retain it. This usually presents no problem since, under these circumstances, the operating lease can be extended.

CONCLUSIONS

It’s important to have a physical plan and a financial budget to ensure the course machinery matches the course management and development programme set by the club.

All the financing options should be reviewed impartially, with support from professionals and others able to provide the accurate financial information and projections to enable the committee / management to reach realistic decisions.

The best packages are tailor-made to the club and may contain a mix of different financing facilities and support services (eg, planned maintenance agreements/extended warranty products).

EXAMPLE OF OPERATING LEASE EMPLOYED BY A GOLF CLUB

Undoubtedly, operating lease works well with quality machinery that has strong, proven resale/residual values. Often, the operating lease packages that Colin Theedom has constructed with clubs contain a mix of machinery from different manufacturers. Take, for example, this large 18-hole club in the South East:

The Problems:

- Some use of machinery finance but no history of financial planning
- A mix of ageing machines with rising maintenance and operating costs – annual budget of £13,500 for repairs and £17,500 for new machinery.
- Problems with performance and effect on greens’ staff morale.

The Solution:

- Dispose of eight old machines applying cash generated to first year operating lease rentals and upgrade to irrigation system.
- Apply £26,000 rentals each year on four-year operating lease for seven new machines comprising greens, fairway and rough mowers and a new utility vehicle.

ABOUT THE AUTHORS

Eddie Henderson has held senior management positions at board level in a number of leading finance companies. His company now manages the retail finance operations on behalf of a number of household names in turf-care and agricultural machinery manufacture and distribution. Eddie can be contacted at eddie@echenderson.co.uk

Colin Theedom has been involved in asset finance for more than 30 years – with a successful track record in direct sales and sales management. His company currently works with Toro and a number of its key distributors to provide effective financing solutions for clubs of all types and sizes. He can be contacted on 07776 197498.

Letters

ALAN HOLMES

I am sorry to have to write to you to inform you of the sad passing of Alan Holmes, Course Manager at Blairgowrie golf course.

I first met Alan at Gleneagles many years ago when British Rail owned it he came to work with us on the top kings as we called it and his experience helped the younger guys to learn from him.

In those days we still got our free passes on British Rail and I had the pleasure of spending a few weekends in Alan's beloved lake district with him and his family.

Alan stayed at Gleneagles for a few years then he returned to the Lake District to work there again.

Alan then returned to Gleneagles when it was privatised and worked there for a few years and his mum and dad followed him and lived in Auchterarder. He then went on to be the Course Manager at Blairgowrie golf course.

Alan touched a lot of peoples lives in his time in Scotland and beyond as he had lots of friends in the greenkeeping fraternity here and abroad and he will be sorely missed as all you had to do was pick up the phone and ask for any help and if Alan could help he would.

As an ex-colleague and friend Alan will be a sad loss to us all, including his staff at Blairgowrie and all his friends and family.

I am sure we all would like to send our condolences to Alan's partner, Ann, and her family.

*James McCormack
Head Greenkeeper
Kirriemuir GC*

REFLECTING BACK AND LOOKING FORWARD

I was interested to read David Golding's article in the July issue of Greenkeeper International, Reflecting Back and Looking Forward.

David is far too modest of his own achievements in his article, which have been monumental over the years, as many older greenkeepers will vouch for. I remember well those early years of BGGGA and EIGGA, where David was heading a lot of the early important work, to form a better association.

We all know, or should do, how important education is to the association, where David and GTC is pushing as hard as ever for results. I last saw David at Woodhall Spa at a seminar, still as enthusiastic as ever, Greenkeeping and the Association owe David Golding a great deal - not that he would admit to it.

*Yours sincerely
John Nudds
Ex-Course Manager (retired)
Gerrards Cross GC 1972/99*

A SELECTIVE DISTURBANCE THEORY

The STRI backed disturbance theory is ok as far as it goes. However, it seems to imply that all that's disturbing the fine grasses is greenkeeper activity and avoids the obvious fact that pitch marks and foot traffic cause massive disturbance. I also note sadly that the STRI are still holding to the dangerous idea that courses should never shut. They expect us as course managers to think before we act, but are encouraging the golfing public to continue to take their courses for granted.

Sustainable golf implies thinking about the consequences of our actions on the environment. Many golfers are more concerned about their tee times than the effect that playing golf in extreme conditions will have. To make a sweeping statement that courses should never shut regardless of soil type or weather conditions appears to be a decision based on convenience and finance rather than on botany or environmental concerns and justifies golfers' carelessness.

If the actions of greenkeepers and golfers drove the fine grasses off the greens it is pure folly to allow the golfer to believe that we can return to the STRI's rosy conditions of the past by changing greenkeeping habits alone. How many golfers give themselves the blame for capped or pitchmark riddled greens and muddy worn paths? A robust disturbance theory would explain the damage golfers cause by overplaying courses especially in extreme conditions. Often the actions of golfers force us to disturb the greens purely to fix the damage they cause. Yes, courses are designed for golf, just as roads are designed for traffic however in both cases the good driver is the one who knows the impact of the weather and responds accordingly. Many a time these past winters I've been in checking the course when the police advice was not to drive unless absolutely necessary. How I wished the STRI would assist us by giving the same advice to golfers!

*Here's hoping
David Woodbyrne
Southernness Golf Club*

ELSPETH COUTTS

Dear Sirs,

Cut backs at Scottish Golf Union means that the Scottish Golf Environment Group can no longer offer Golf Clubs the services of Elspeth Coutts.

Over the years Elspeth has helped Golf Clubs throughout Scotland make their courses more environmentally friendly to wildlife etc and this has become an essential part of greenkeeping.

The question is: Why can't funding continue? – if every golfer in Scotland paid 10p per annum this service could continue. Elspeth leaves the Environment Group on 28th September and will be much missed all over the country not least by us at Ratho Park.

Tom Murray

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SEVERN VALLEY

RANSOMES JACOBSEN SCHOLARSHIP SCHEME



The Ransomes Jacobsen Scholarship Scheme has helped fund many aspiring greenkeepers through their studies, and aided them in fulfilling their ambitions of becoming fully qualified greenkeepers.

Among those who benefited from the scheme this year was David Warner, Deputy Head Greenkeeper at Woking Golf Club. David spent two years studying for his Higher National Certificate on day release at Merrist Wood Campus, Guildford College.

The Merrist Wood Campus, located three miles from Guildford town centre in Worplesdon, is a 400-acre site that specialises in land-based programmes including horticulture, floristry, landscaping, garden design, animal management, countryside management, public services, sports studies, sports turf, arboriculture and equine management.

At Merrist Wood, courses in Sports Turf combine both theoretical and practical elements on a part-time, day release basis for people working in the Sports Turf industry. Courses allow access to science laboratories, computer suites, a comprehensive learning resource centre, machinery workshops and various sports turf areas on the Campus estate, students will also benefit from the College's close links with key figures within the Sports Turf industry. Sports Turf students have the opportunity to study the maintenance of equipment and machines, surveying and facilities design, turf production and maintenance, principles of plant and soil science, health and safety, and self management.

David started work at Woking Golf Club many years ago as a junior, after passing his NVQs Level 2 and 3 he obtained work experience at golf clubs both in France and Australia and worked his way up the ranks to Deputy Head Greenkeeper.

"Without the support from Woking GC and Ransomes Jacobsen, I would have really struggled to obtain my HNC," said David. "The Club were great and paid for me to have two hours off work each week to complete my course. The last time I had done any kind of studying was back in 1996, so finding time to study, learn a new computer system and raise a family was hard work."

David heard about the Ransomes Jacobsen Scholarship Scheme through a friend at his golf club. He wrote to David Withers, Managing Director of Ransomes Jacobsen, and was sent the necessary forms to fill in. David also applied for a grant from Ransomes, which he used to buy a computer to use at home. "Without the extra funding from Ransomes Jacobsen that enabled me to buy a computer, I would have struggled to have been able to juggle my assignments around work and family life," said a delighted David who has three daughters.

Keith Harrison was David's Tutor at Merrist Wood and David found him to be a great help and very supportive. "The support and help given to greenkeepers is great, it enables us to further our education and career at the same time," David continued.

Not only did David complete his HNC, but he was also able to obtain an NPTC Certificate in Turf Irrigation Systems at the same time, due to the variety of modules he studied at Merrist Wood.

Ransomes Jacobsen fund Sports Surface and Sports Turf courses at Merrist Wood, Askham Bryan, Cranfield, Writtle, Elmwood and Myerscough College. Students Phillip Cooper, Shaun Pritchard and Lee Bishop also graduated this year, thanks to the Ransomes Jacobsen Scholarship Scheme.

Lee Bishop, who gained a HNC in Sports Turf Management and is Course Manager at Burnham Beeches Golf Club, said, "I took this qualification at Merrist Wood College. The HNC helped me gain a Course Managers position and for this I would like to thank Ransomes Jacobsen for giving me the chance and sponsoring my course."



Lee Bishop gained a HNC in Sports Turf Management

Students received their relevant awards for their hard work and study in late summer, thanks to this BIGGA scheme, greatly supported by the manufacturing giant.

BIGGA has been able to help its members follow courses of higher education by offering them a scholarship since 2002. Many greenkeepers have been able to attend N/SVQ Level 4, Higher National Certificate, Foundation Degree/HND, BSc Turf Management and MSc Sports Surface Technology courses thanks to continued sponsorship of the Scholarship Scheme by Ransomes Jacobsen.

The amount of the scholarship awarded depends on the course and the funding available. The applications are assessed on the candidate's number of years as a BIGGA member, their contribution to BIGGA and their previous training and development.



David Warner achieved a Higher National Certificate

AS EASY AS ABC...

By Dr Andy Owen

SO DO YOU KNOW HOW BIG YOUR GREENS ARE?

If you don't you could be wasting money. Calculations for fertiliser applications, overseeding rates and plant protection might all be based on your green sizes. But are they right?

Courses having recent constructions or renovations should have accurate green area measurements, as the specifications will have been written with this information in mind, however older courses might be relying on green sizes which have been passed down from greenkeeper to greenkeeper like a Chinese whisper. How do you check?

Next time you have a free half hour get out and measure them. You will need: an assistant, a tape measure, a pocket calculator and a notepad.

Step one

Walk around the perimeter of the green and count your steps. (eg. 90 steps)

Step two

Divide the total number of steps by 36. (eg. $90/36 = 2.5$ steps)

Step three

Send your assistant into position somewhere roughly in the middle of the green with the tape measure.

Step four

Walk around the green again stopping every 2.5 steps to measure the distance from your assistant to the edge of the green. (eg. 12.5 m, 12.0 m, 11.5 m....etc).

Step five

You will now have 36 radial measurements from your green. Calculate an average of the 36 measurements. (eg. $12.5\text{ m} + 12.0\text{ m} + 11.5\text{ m} + \dots / 36 = 12.0\text{ m}$)

Step six

Using the formula πr^2 calculate the area of your green:

r = the average calculated in step five

$\pi = 3.142$

$(3.142 \times (12 \times 12)) = 452\text{ m}^2$

Simple.

So is the area you have calculated the same as the one you have been using for all your calculations for the last few years?

Dr Andy Owen is a lecturer at Myerscough College and Course Tutor for the BSc. Turfgrass Science and on-line Foundation degree.



WHAT'S YOUR NUMBER?



WHAT'S YOUR NUMBER?



Name: Paul Johnston

Company: Barenbrug UK

Position: Managing director

How long have you been in the industry?

"12 years."

How did you get into it?

"My father was in the seed industry for 35 years, so there was always a particular interest in the industry and it was a logical move from agricultural chemicals where I started my career."

What other jobs have you done?

"I started working for the general agricultural merchant RHM and from there moved to the American agricultural chemical business ConAgra, working for them in both the US and UK."

What do you like about your current job?

"The ability to introduce new concepts and solutions through our grass breeding programme and because of Barenbrug's diverse production facilities the chance to travel all over the world. I also like the progressive nature of the business."

What changes have you seen during your time in the industry?

"Our customers have become far more professional and informed. They are demanding innovative solutions to their problems and have a

greater thirst for information to help them reach the higher standards demanded by today's players. There is certainly a greater emphasis on the ability of different varieties to help them achieve top quality natural turf surfaces."

What do you like to do in your spare time?

"I play golf, but like a lot of players hate the game when it's not going to plan. I also have a yellow Lotus that I enjoy driving at speed around racetracks."

Where do you see yourself in 10 years time?

"That's a difficult one! Hopefully running a larger and more successful business in the UK and having a role in the larger European marketplace."

Who do you consider to be your best friends in the industry?

"This is a great industry to work in, there are some really good characters and I've made a lot of friends both here in the UK and other areas of the world. Too many to list here!"

What do you consider to be your lucky number?

"Three."

Pick a number

"39."

Paul has picked Tim Early from Waste2Water



A revolution in Golf Course drainage

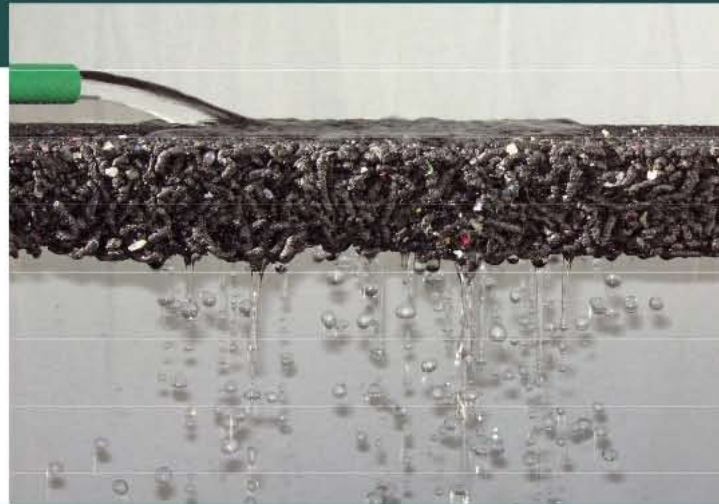
Aquadyne is a unique drainage medium manufactured from 100% non toxic recycled material.

It is the cost-effective and rapidly installed solution to many of the serious drainage problems encountered on golf courses.

It is available in 1 metre lengths, so installation requires no heavy machinery.



The open pore structure fights against clogging, settlement and infiltration failure. The material is lightweight, yet extremely durable, with a flow rate ten times greater than sand.



More than 400 UK Golf Clubs are enjoying the unique benefits of Aquadyne
Here's what some of them say about it...

We have used Aquadyne in very wet problem areas, in bunkers and also as a cut off drain. The product is fantastic; it's very easy to use and install. (installed 2006)

Ian Upton
(Rye Hill Golf Club)

Because of the heavy clay soil our bunkers flood regularly. We have had tremendous results with Aquadyne in the bunkers and are planning to use it in other selected areas on the fairways.

Andy Baker
(Ely Golf Club)

In bunkers our traditional pipe drains blocked every year. Aquadyne has been in use for over three years without blocking. (installed 2004)

Kevin Atherton
(Coxmoor Golf Club)

I have used Aquadyne in bunkers and have subsequently had absolutely no problems with standing water in these bunkers. (installed 2005)

Malcolm Fairhurst
(Gathurst Golf Club)

We had problems with geotextiles migrating into the bunkers and blocking up. The Aquadyne has solved both these problems quickly and easily. (installed 2007)

Phil Smith
(Sapey Golf Club)

In my experience (25yrs) Aquadyne is the only product which has permanently solved the drainage problems in our bunkers. It has also performed just as well in many other areas. (installed 2005)

Ian Streeter
(West Sussex Golf Club)

I have used Aquadyne in tee construction, bunkers and on a very wet green. In all cases it has worked exceptionally well. (installed 2005)

John Bond
(Bolton Golf Club)

We have used Aquadyne in bunkers, on the fairway and on greens. The product has quickly solved our drainage problems and has not been affected by any of our maintenance work. (installed 2003)

Charles Gobie
(West Middlesex Golf Club)

We primarily introduced Aquadyne to eliminate stone migration in our bunkers. The material is now a key element in our bunker renovation programme.

We have also trialed the product in other areas which have been very successful. (installed 2005)

Nathan Kimsing
(Sutton Green Golf Club)

We have been replacing our conventional bunker drainage over the last 3yrs with Aquadyne. Installation is very quick and simple and the drainage performance remains very high. (installed 2005)

Duncan Kelso
(Kings Hill Golf Club)

I find Aquadyne very quick and simple to use. The product has worked very well in various situations; bunkers, pathway stabilization, in and around tees

William Hutchinson
(Elford Leigh Golf & CC)

I was very sceptical about using the Aquadyne product, but the performance speaks for itself. Our problem bunkers are now the best on the course, good condition and well drained.

Ian Harrison
(Bangor Golf Club)

We had lots of problems with migration of pipes, gravel and geotextiles in our bunkers. I have installed Aquadyne in 20 bunkers over the last 3yrs and these drainage problems have all been solved.

Jim O'Neil
(Greenock Golf Club)

Although the course is constructed on a heavy clay soil, Aquadyne has been very successful in the areas where it has been used .. around greens, on fairways and in bunkers. (installed 2005)

Maurice Gaumley
(Middlesborough Municipal Golf Club)

We have installed Aquadyne in 10 bunkers already and in the last 3yrs we have not had any drainage problems in these areas. (installed 2004)

John Crawford
(Stirling Golf Club)

Aquadyne is very quick and simple to install and maintain in bunkers. I would say that it is up to 75% faster than pipe drainage in bunkers, the performance is exceptional. (installed 2005)

Chris McCloud
(Forrester Park Golf Club)

We installed Aquadyne as a path edging between the club house and the first tee. The product has done an excellent job in keeping water off the surface of the pathway. (installed 2007)

Colin
(Peebles Golf Club)

I have used Aquadyne as a cut-off drain in very wet areas around certain tees. In my opinion it has performed much better than pipe / stone drains and I am very pleased with the results. (installed 2007)

Robert Hardi
(Craibstone Golf Club)

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