

# BIGGA South West and South Wales Regional Conference

This year's conference is on Friday November 19 at Cannington Centre for Land Based Studies. The theme for the conference is "Changing Times".

**The day will begin with a presentation entitled "The Effects Of Climate Change" and given by Felicity Liggins from the Metrological Office, Exeter.**

This will be followed by Simon Watson or Rod Burke from Syngenta speaking on "The Changing Face Of Disease"

The final presentations in the morning will be made by Rhys Norville, Toro Student Of The Year 2009 and Matthew Worster, Conservation Greenkeeper of The Year

2009 both telling us about their "Experiences In The USA"

The afternoon session commences with Peter Todd, Course Manager at The London Golf Club who will be speaking on "A Modern Approach " and he will be followed by Dan Duffy, Head Groundsman at The Liberty Stadium, Swansea and Groundsman of The Year.

His presentation is "A Pitch For All Occasions" and this will give an insight into the diverse requirements of stadium today.

Entry for BIGGA members is £20 with non members £30. A reduced rate of £20 for a non member is offered if accompanied by a BIGGA member.

Places for the day are limited and booking details and information will be sent to all Head Greenkeepers / Course Managers in the region.

Anyone requiring further information or a booking form please contact Jane Jones, BIGGA Regional Administrator on:

01454 270850  
or mobile 07841948110.

## BIGGA Regional Conferences

All forthcoming conferences are as follows...

REGION	DATE	LOCATION	FOR FURTHER DETAILS, CONTACT...
Scotland	1 March 2011	Carnegie Conference Centre, Dunfermline	<i>Peter Boyd, Regional Administrator, 0141 616 3440</i>
North	To be announced	To be announced	<i>Peter Larter, Regional Administrator, 01476 550115</i>
Midlands	To be announced	To be announced	<i>Peter Larter, Regional Administrator, 01476 550115</i>
South East	3 November 2010	Plumpton College	<i>Clive Osgood, Regional Administrator, 01737 819343</i>
South West and South Wales	19 November 2010	Cannington College	<i>Jane Jones, Regional Administrator, 01454 270850</i>



# Servicing your most expensive asset

Don't catch a chill this winter, by cutting corners on a proper shutdown of your irrigation system, cautions Jim Fairclough

**Last winter's extreme cold snap caught many Course Managers and golf clubs off guard. Having delayed or decided against the recommended winter shutdown procedures to protect their irrigation systems against the cold and frost, many clubs paid the price with costly damage to sprinklers, pipework and pumps.**

When system can cost up to a million pounds, heeding the advice of manufacturers and contractors can save maintenance headaches next season and enhance the operational lifetime of one of the biggest outlays on the course.

"With budgets under pressure and a predicted milder winter on its way, the temptation may have been to once again delay the October shutdown to late November or even December, or – worse – skip shutdown altogether," says Lely UK's Toro Irrigation Manager, Robert Jackson,

"But my message is simple – don't! The truth is, during even the mildest of winters, if you don't take essential irrigation shutdown precautions it is merely luck if your system doesn't suffer."

Now is the time, therefore, to start planning, preparing for and performing irrigation system winter shutdown procedures, adds Robert.

Follow the manufacturer's advice by turning to your irrigation contractor and/or consultant to do this

professionally and successfully, he advises.

Attempting to drain or depressurise your system yourself could be asking for trouble, he cautions.

"If you are unsure of the procedure or are unsuccessful, you could put your system – or the health and safety of yourself and your colleagues – at risk."

The contractor will depressurise the system and use a compressor to remove the water – ensuring that water will not be left to expand in pipes, pumps and other components when it freezes, "the main cause of damage", said Robert.

"That's why it's essential to do this work in October or November before the frost sets in – December is too late. As we learned to our cost last year, no one is safe from the UK's increasingly unpredictable and adverse weather conditions."

Golf clubs in coastal locations have thought themselves "immune" to winter irrigation system damage but last year several of his major links course customers – "who had fortunately taken our recommended shutdown advice" – found themselves under a heap of snow.

Inclement weather can affect new or existing systems, so the advice remains essentially similar. But an old irrigation set-up can become too problematic to continue in use any longer, as an East of England course discovered.

Glen Lodge Bawburgh Golf Club



in Norfolk was the first course in the UK to feature a complete, fully working John Deere irrigation system, which was officially commissioned at the end of April 2009.

The system covers the club's existing 18-hole course and an additional new nine new holes.

More than a year later and the decision to invest in new irrigation is reaping maintenance as well as environmental dividends.

**“With budgets under pressure and a predicted milder winter on its way, the temptation may be to delay or – worse – skip shutdown”**  
Robert Jackson (inset)

"What with the expansion of the course, as well as taking over responsibility for maintaining the driving range, we thought investing in a new irrigation system made the most sense," explains course manager Mike Ward.

"We were having problems with our old irrigation controller. We often didn't know a problem existed until parts of the course dried out, or faults were signalled – but we didn't know where to find them in the system."

Existing pipework on the 18-hole course was upgraded with new solenoid valves, sprinkler heads and decoders, plus a new Aurora control box mounted in the greenkeepers'





shed and an outdoor pedestal controller, each of which can control the other as required.

The system now irrigates all the tees, approaches and greens, some fairways where necessary, and the club's five gardens. It even controls a fountain with lights situated in a lake by the 18th hole.

Ward is able to operate, interrogate and programme the entire system from anywhere in the world by radio control or via the Internet using a computer or mobile phone, as well as save water using the Aurora controller.

An evapotranspiration (ET) meter linked to the system calculates the amount of water needed for irrigation based on prevailing weather conditions and rainfall, to prevent over- or underwatering. The Aurora controller also provides programming to the second rather than the minute, which can lead to large water savings over a season.

"This also saves on electricity usage, and long-term wear on the sprinkler heads and pumps," said Mike.

"Agronomists love it too, because if you're not overwatering you avoid the build-up of disease.

"I can run multiple programmes, turn individual heads on and off on different parts of the course, and turn individual programmes on and off as required while leaving others running – the whole system's extremely flexible."

This year Mike added a rain bucket to the system. Sitting next to the ET meter, it delivers increased accuracy, he reports, as it compares actual rainfall against evaporation, and can switch the system off if necessary.

"In 2009 we ended up utilising only about a quarter of our normal water usage in what was a very dry summer, during which we went eight weeks without rain," added Mike, who identifies several reasons for the savings. The ET meter linked to the system is adjusting the rate all the time and I can also use my iPhone to make adjustments while I'm out on the course, based on what I'm seeing, without having to go back to manually operate the controller all the time."

Ward usually uses his iPhone for on-course control, as it's "easier, quicker and has a better range than the radio", he notes. "You can also see what you're operating by name rather than having to carry a separate list of decoder numbers when using the radio.

"I can log in, find the heads I want to control, make the settings and log off quicker than with other phones. The iPhone also tells you when the system's about to come on, whereas the radio doesn't."

This year marked a first for Mike in another way. "It was the first time I've ever started up the irrigation system and not had any electrical faults to worry about.



"With our previous system, we often had to put in at least 35 new decoders at the start of the season. This time round, we simply turned on the new system, everything fired up perfectly and there were no faults."

Some clubs, particularly council-run ones and smaller enterprises, may blanch when service contracts are mentioned but the sense of them is clear to see, says Jon Jinks, Director of Osprey Water Management, who specialise in installing and maintaining irrigation systems.

"Avoiding a frozen system is a key priority as winter comes on," he stressed.

"Under a service contract, we would drain the system then undertake a commissioning in the spring, refilling with water and checking there are no leaks, that sprinkler heads turn correctly and deliver the correct amount of water in the correct arc and in an even pattern. As irrigation systems are closed, leaks can be detected if pressure levels fluctuate."

Clubs that decide to forego servicing and do not drain their system run the risk of a costly outcome.

"Pumps are made in cast iron and can split if temperatures fall low enough," Jon added.

"My first thought then would be to ensure a thermostatic heater was installed in the pump house, which comes on when temperatures reach a critically low level."



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**Introduction**  
The formation of goals that set out what a business is aiming to achieve is a key part of business planning. Teams and individuals throughout the organisation need to be briefed about what the goals are and what they should do to help achieve them. This requires a management process to be in place that cascades top-level goals down through the organisation.

**Definition**  
A goal describes a measurable outcome or result that needs to be achieved.

**1. Cascading goals**  
Cascading goals means breaking down the organisational goals into a series of smaller goals that describe what each unit or department needs to achieve. These goals are then broken down further until each individual in the unit has their own performance goals. In this way, progress throughout the organisation is measurable.

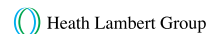
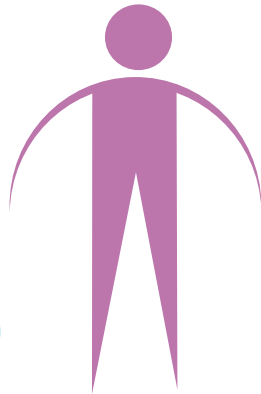
In some areas of the organisation, it may be enough to cascade goals down to the team level (e.g. in administration or production teams where they work together more as a team than as individuals). For some it is more appropriate to agree individual goals (see 'How to Develop an Appraisal System', and 'How to Prepare for an Appraisal'). What is important is that you get it right for your organisation.

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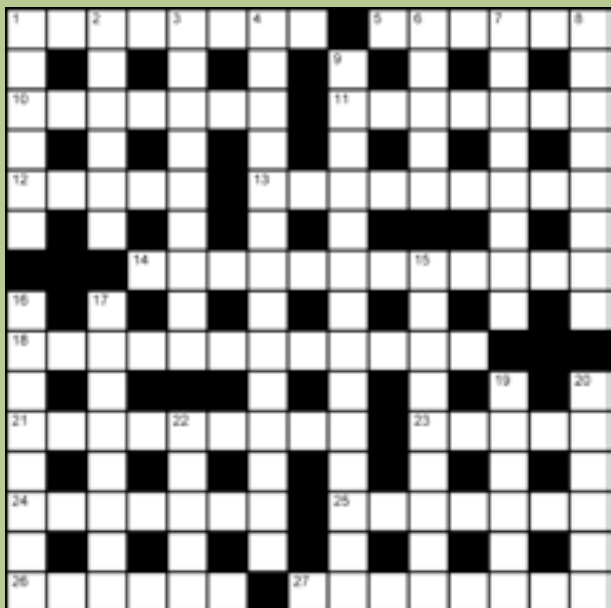




# in the shed

Our monthly puzzle page to keep you entertained when you're forced indoors..

## CROSSWORD



### ACROSS

- 1 A two-person, open palmed celebratory hand slap (4-4)
- 5 Loose items of clothing worn over the shoulders (6)
- 10 Chorus (7)
- 11 Artist, creator of The Vitruvian Man (2,5)
- 12 The first shot of most cue sports (5)
- 13 Holey Swiss cheese, typically favoured by cartoon mice (9)
- 14 The area surrounding the flag on a golf hole (7,5)
- 18 Artificat key to deciphering ancient Egyptian hieroglyphics (7,5)
- 21 National symbol of the USA (4,5)
- 23 An antipodean, arboreal, marsupial herbivore (5)
- 24 Unchanging and enduring (7)
- 25 Make inoperative (7)
- 26 Old Testament Queen of Persia (6)
- 27 One from the ancient city of Assur in Mesopotamia (8)

- 1 As a result of this (6)
- 2 Affectionate term for the boss (6)
- 3 German city, home of the Commerzbank Tower (9)
- 4 Dutch artist, painter of The Potato Eaters (7,3,4)
- 6 A place of safety, especially for ships (5)
- 7 Capital city of Namibia (8)
- 8 Kenyan unit of currency (8)
- 9 1970s/80s band responsible for Kings of the Wild Frontier (4,3,3,4)
- 15 Jerry's dance partner in Anchors Aweigh (4,5)
- 16 Card game played with a board and scoring pegs (8)
- 17 Composer of sacred songs or hymns (8)
- 19 French Polynesian island (6)
- 20 A deep gorge (6)
- 22 Heskey or Zola? (5)

## QUICK 'NINE HOLE' QUIZ - *Greatest of All Times*

1. In what year was the epic World Snooker Final between Dennis Taylor and Steve Davis?
2. Name the two players who battled out the longest match of all time at Wimbledon this year?
3. To the nearest 15 minutes how long did it last?
4. Name the two teams who fought out the greatest European Cup final at Hampden in 1960.
5. What was Ian Botham's second innings score in the famous 1981 Headingley Ashes Test Match – to the nearest 15 runs?
6. Who scored the fondly recalled try – famously commentated on by Cliff Morgan - in the greatest rugby match of all time – Barbarians v All Blacks, in Cardiff, in 1973?
7. In which year was the “Duel in the Sun” Open Championship played at Turnberry - and who was the duel between?
8. Which film was inspired by Eric Liddell's win in the 1924 Olympic 400 metres final?
9. What was the name of the racehorse which won the 1973 Belmont Stakes, the American Triple crown, in a record time?



## MONSTER SUDOKU

Fill in the grid so that every row, every column and every 4x4 box contains the numbers 0 to 9 and the letters A to E.



## SUDOKU

Fill in the grid so that every row, every column and every 9 box shape contains the numbers 1 to 9.

**Puzzle Answers on page 81**



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## Speedcut treatment for top golf courses

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Recent golf course projects have included Sundridge Park Golf Club, Kent, where Speedcut has been reshaping and recontouring tees and bunkers, while at Castle Royal Golf Club in Berkshire the company dredged and lined a large lake.

At Blue Mountain Golf Club in Berkshire, Speedcut reconstructed two tees that were affected by heavy snow last winter while at Chislehurst Golf Club in Kent the company installed green surrounds drainage and Gwazae-aerated half the greens in preparation for the winter.

Speedcut's laser-leveller for renovating tees has been in action at golf clubs across the country – including Foxhills Golf Club and Resort in Surrey where they have completely renovated several tees. At Foxhills they have also installed full drainage systems on fairways and sandlit greens over the last three years.

Its Gwazae aerator (for relieving areas of compaction) has been heavily used on golf courses (and racecourses) across the UK. At West Chilmington Golf Club, West Sussex, all the greens were treated with the Gwazae aerator during the early spring. Results were described as “outstanding” by Course Manager Adam Hartley.

At Piltown Golf Club in East Sussex, Speedcut has built a new ladies tee at the 18th and a new green, as well as recontouring around the men's tee and building six other new tees, including a winter tee at the 9th.

And at the Royal Mid Surrey Golf Club paths round the clubhouse have been resurfaced with a special rubberised non-slip surface.

Other major projects this year have included the re-building of Exeter City FC's stadium pitch, the construction of new football pitches for Rowley Lane Sports Association in Barnet, North London, and the construction of football pitches and a cricket square for Futures Community College at Southend-on-Sea.

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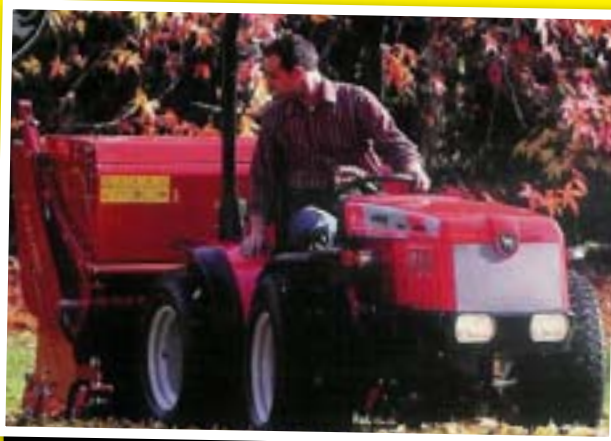
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# Recruitment

## EXPORT REGIONAL SALES MANAGERS BASED WITHIN CONTINENTAL EUROPE

Due to our ongoing growth strategy for 2010 and beyond, we have a vacancy for two Export Regional Sales Managers to join our expanding sales team. This is an exciting time to be joining Ransomes Jacobsen, with new product launches coming on stream throughout 2010 and in the future.

### The two positions cover Central Europe and Southern Europe.

As an Export Regional Sales Manager you will be required to implement our sales strategy across your territory, analyse market potential and consistently achieve your sales targets. New Business development will be a major function of this position with a focus on increasing market share within your region.

The successful candidate will have excellent interpersonal, written and spoken communication skills, educated to A-Level/Degree standard, IT literate and have a solid understanding of turf related industries.

The position will require considerable amounts of travel, with the inevitable time spent away from home for extended periods. Language skills will be regarded as highly desirable, but not essential.

It is envisaged that the person accepting this post will be based within the allocated territory, at a location able to offer the best possible travel links and market exposure. A company relocation package would be made available if appropriate.

If you would like to be considered for this position, please contact **Carol Mellelieu, H R Manager Ransomes Jacobsen** on +44 (0) 1473 276214, or by email to: [cmellelieu@tip.textron.com](mailto:cmellelieu@tip.textron.com)

### Ransomes Jacobsen Ltd

West Road, Ipswich, IP3 9TT UK

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Web: [www.ransomesjacobsen.com](http://www.ransomesjacobsen.com)



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## Erewash Valley Golf Club GENERAL MANAGER



Erewash Valley Golf Club, founded in 1905, is a traditional private members club and one of the premier courses in the East Midlands. The club has a large active membership that enjoys first class facilities in the recently modernised clubhouse, which provides a wide range of social activities combined with excellent dining.

Reporting to the Chairman of the Management Committee, the General Manager will be responsible for the day-to-day operational aspects of the club, with the authority to manage and develop a professional team, ensuring that an efficient and cost effective service is delivered for the members.

The ideal candidate should have proven management experience with the skills to manage the day-to-day operations and be able to demonstrate:

- An appreciation of the traditional values of a private members golf club.
- A track record of success in management at a senior level with outstanding organisational, motivational and interpersonal skills.
- Marketing strengths to focus on membership recruitment and membership retention.
- Proven business skills with the financial acumen to set/manage budgets and prepare financial reports.
- Experience in Employment Law and Health & Safety Legislation would also be beneficial.
- Commercial awareness, which is essential to maximise business development opportunities to make best use of the recently modernised clubhouse facilities.
- Self-supporting IT skills, ideally including experience of golf club database packages and financial software.
- A flexible approach to working hours.

Applications, which should include a full CV, will be treated in the strictest confidence and should be directed to: The Chairman, Erewash Valley Golf Club, Golf Club Road, Stanton-by-Dale, Ilkeston, Derbyshire DE7 4QR, or via email to: [secretary@erewashvalley.co.uk](mailto:secretary@erewashvalley.co.uk)

The closing date for applications is 20 August 2010.

## Technical Sales Manager

South East England

(Kent, Surrey, Sussex, S.London)

Headland Amenity is seeking to appoint a professional technical salesperson to help maintain our growth in the U.K. turf and amenity market.

The successful applicant will be able to support and develop sales of our quality products to both existing and new customers, contribute to new product development and work closely with other industry professionals.

They will have experience in the turf or amenity sectors and be highly motivated with exceptional communication skills.

Applications are invited from people who wish to be part of a dynamic, rapidly growing company and can contribute to our existing close team of Technical Area Managers as well as acting on their own initiative.

Salary will be commensurate with qualifications and experience. The position offers a quality company car and other benefits after a successful qualifying period. Applications by post or email should include a full C.V. and be sent to;



**Andy Russell, Sales & Marketing Director  
Headland Amenity Ltd,**  
1010 Cambourne Business Park,  
Cambourne, Cambs CB23 6DP  
Email: [andy.russell@headlandamenity.com](mailto:andy.russell@headlandamenity.com)  
Telephone: 01223 597834

Closing date: 19th November 2010