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INVESTORS  
IN PEOPLE



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## WELCOME FROM THE EDITOR



# A golf club without a golf course is what..?

**Boy, has it been a difficult year. No, it's not an extract from Tiger Woods' diary, but a feeling that has been around for a while.**

Having entered the year deep in recession we then had a General Election which culminated in an announcement that, while we all knew we were in a bit of a mess financially, it was, in fact, worse – much, much, worse and we would all need to bite a very large bullet for a very long time. Everyone, that is, except the bankers who got us into this mess but who were, all of a sudden, announcing record profits and trousering huge bonuses once again.

For the rest of us, we shall be looking over our shoulders trying to avoid P45s and wondering what sort of affect 20% VAT will have on us on a day to day basis.

Amid all of this golf clubs will have to make ends meet.

I've never served on a Golf Club Committee but I can fully appreciate how difficult it must be to sit around a table knowing that you are spending more than you are taking in. In those circumstances there are two ways forward – generate more income or make cuts. In the current climate the quicker method is the latter.

The biggest expenditure at any golf club should be the maintenance of course, so it is likely that the course would be identified as the area where cuts could be made. When push comes to shove most budgets can be squeezed a little, and capital expenditure projects mothballed for a period, but it all has an impact on the finished product.

But recently we have heard tales of golf clubs making their Course Manager redundant and the responsibility for the maintenance of the

course being passed on to the committee or another, non-greenkeeping member of staff.

Now you wouldn't decide to cut your holiday costs by removing the pilot and flying the plane yourself on the basis that you'd watched Top Gun twice, or have a go at removing your partner's tooth on the back of info you'd picked up from the Internet, but for some reason everyone thinks they can look after a golf course.

The long term prognosis for any golf course managed by non-professionals cannot be good, and a downward spiral is notoriously difficult to reverse, but unfortunately stupidity is not a crime and if a club decides to take this path, if it abides by employment law, there is little to stop it.

I would urge golf clubs to protect the fundamental reason they exist and, wherever possible, retain the staff who can ensure the best quality golf course, given the level of resource available. The alternative is not worth considering because a golf club without a golf course is what...?

Work with your Course Manager to produce as good a product as possible over the medium term, knowing that when better times return you will be best placed to step up a gear and grab the new golfing business that is out there.

Scott MacCallum  
**Editor**

SEPTEMBER 2010

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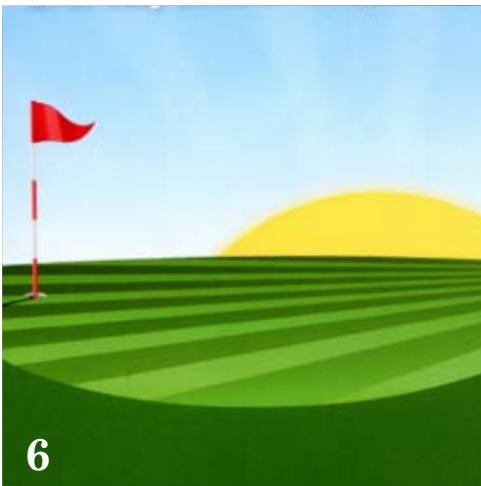
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## Hatcher at Headland

Headland has boosted its technical sales force with the addition of Darren Hatcher, who takes responsibility for serving current customers and developing new business in Hampshire, Dorset and West Sussex.

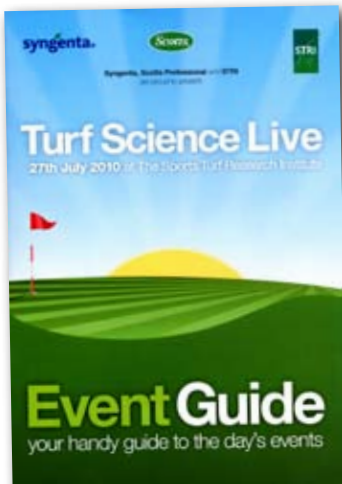
Following 18 years in greenkeeping, and the post of Course Manager at Alresford Golf Club in Hampshire, Darren and his wife took a year out to travel the world, before joining Headland's distributors, Sherriff Amenity for six years on the area he's covering now.

"I was familiar with Headland products and wanted to focus exclusively on them," he explained.

"I also wanted to become more knowledgeable technically and Headland is one of the most agronomically advanced companies around."

Headland's Sales Director Andy Russell says that Darren's greenkeeping and on-the-road experience make him the ideal candidate for the job.

## Turf Science goes Live



Over 100 greenkeepers, turf managers, agronomists and golf club managers attended the first ever Turf Science Live, held at the STRI at the end of July. The event, included an innovative approach of live demonstrations of some of the latest developments in turf agronomy.

Organised by Syngenta, Scotts Professional and STRI, the practical topics covered ranged from surface conversion techniques, demonstrated by Keith Kensett, to establish desirable fine grass species on greens, to management of environmental features around the golf course

for increased biodiversity value and application techniques to get spray treatments on target. The new format gave the opportunity for small groups of greenkeepers to engage in active discussion and debate on the merits and potential for different techniques.

Six Stations were set up on the trial fields with another in the STRI laboratory with a huge marquee acting as base and catering centre.

The weather held off but for a small shower and everyone thoroughly enjoyed the day which featured several breaks between Station visits and opportunity to network with colleagues.

## NEW GTC QUALITY ASSURED SCHEME ON THE WAY

The GTC has contacted its entire current network of Approved Training Providers, mainly Further Education colleges, inviting them to apply to join a new GTC Quality Assured Scheme.

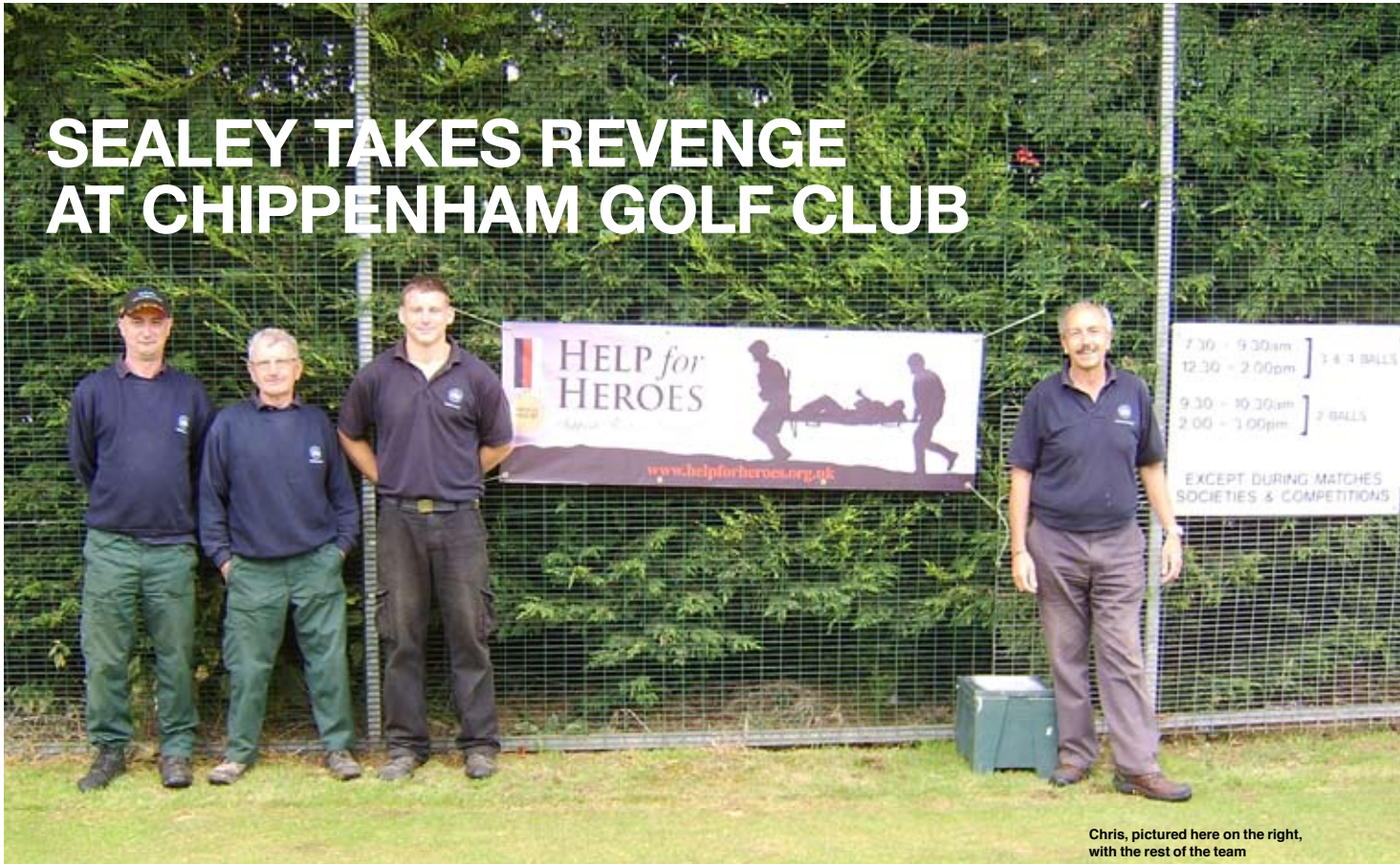
Following the recent announcement that an agreement

has been reached with City & Guilds Land Based Services (formerly NPTC) to offer from 1st September 2010, jointly branded Work Based Diplomas (WBD's), the GTC is now looking to direct golf club employers and greenkeepers to Centres that have

met a criteria designed to ensure quality education and training programmes match the standards within the Work Based Diplomas.

The GTC is currently looking to have a similar agreement with the Scottish Qualifications Authority (SQA.)

# SEALEY TAKES REVENGE AT CHIPPENHAM GOLF CLUB



Chris, pictured here on the right, with the rest of the team

This year's Captain at Chippenham, Quentin Grandison, has served on the Greens' Sub Committee for four years and it was his idea to run the Sealey's Revenge - a fun competition, allowing me to set up the course just the way I wanted it!

After several meetings when some of my more extreme ideas were discounted, we came up with a final plan. The surprise for me was that Q insisted I play in the competition and present the prizes. That would give our members the opportunity to 'abuse' me face to face rather than through the committee.

The course was set up with:

- Pins on steep slopes with greens rolled up to ten times (we managed to get several up to 18-19 on the stimp meter). Some were so severe I had to put in a winter hole cup as it was the only way to get the ball in the hole.
- We placed huge logs on the 2nd green for players to putt around.
- Pins were placed behind trees, bunkers with the sand piled up into deep ridges.
- OOB posts on the edge of fairways, holes cut on temporary greens at fairway height

- Holes cut on collars so they had to putt off the green to get to the hole.

- The 12 hole (Par 3) is near our shed so there's always machinery parked which annoys the ladies, so we parked a Cushman right in front of the green, complete with an Indian mannequin in the back dressed in a high-viz jacket, helmet and ear defenders!

- Tee markers were placed behind trees (particularly for the Captain as he is left handed), tee markers moved forward to ensure more people went into ditches.

- We also installed two large Blue tarpaulins in the 18th bunker to make two ponds, complete with yellow plastic ducks. The members entered into spirit of the day by feeding them bread.

The course was incredibly tough and I was threatened and my parentage questioned. I asked for refuge in the ladies' locker room but was informed that I would lose an important part of my anatomy.

Everyone had a really great day and I received lots of praise for my imagination although perhaps being described as a 'vindictive b...' isn't praise. I got 23 points and 39 won.

A very good score under the circumstances.

Most importantly we designated the competition as a charity day for Help for Heroes. Twelve soldiers back from Afghanistan played, and stayed for prize giving to thank the Club for our support. We raised £1,000 on the day for a very worthy cause with support from the local press.

The downside is that they want me to do it again next year so I'll need to invent alternative way of ruining their game.

*Chris Sealey*



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## Open House in Ipswich



Golf course owners, managers, greenkeeping staff and fine turf professionals from across the UK are invited to an Open House event at Ransomes Jacobsen's European head office and manufacturing facility in Ipswich on Wednesday September 22.

The aim of the Open House is to provide end users from the golf sector with the opportunity to witness the Ransomes Jacobsen operation at first hand. There will be factory tours at regular intervals to see how modern commercial mowers are manufactured and a display of ancient and modern grass cutting machinery from the first Budding lawnmower of 1832 through to the latest Jacobsen Eclipse 322 hybrid greens mower.

Greg Spray, Marketing Manager, commented:

"We want this to be an informative and fun day for customers using our equipment and also for those who might be considering using it. As well as the guided Factory tours, we'll also be holding product demonstrations and there'll be the opportunity to meet and network with other industry professionals.

"The tented village will house our industry partners including the AEA, CMAE, IOG, BIGGA, FEGGA, STRI, GEO, Scotts, Syngenta, Bernhard, Rain Bird, Ryan, Turfco and Smithco together with our own Parts, Customer Care, Retail and Cutting Edge Training stands.

"We will be providing a BBQ

lunch and there's a 'Nearest the Pin' competition on the 1st hole of our golf course with the opportunity to win an E-Z-GO golf car should one of the guests achieve the first Hole-in-One on the course.

An eclectic mix of bands will provide music throughout the day and there will be some fun stands that will test accuracy, hand-eye co-ordinations and dexterity!

All professionals from the golf sector and those involved in the maintenance of fine turf are invited, so if you are interested in attending please contact Lucy Davis, Marketing Co-ordinator on 01473 276287 or email: [ldavis@tip.textron.com](mailto:ldavis@tip.textron.com)



## Thanks

Just a note of thanks, I am very pleased with the article on my life in education etc. On reading what you have written memories flooded back to the many, many people in the then Scottish Colleges who gave me great encouragement and assistance. Without their know how we might still be dabbling in the diverse ways in which our education was going in those days.

I know you could not include others in what you wrote but names like Gordon MacMaster, Charlie Crossan, Margaret Hamilton and Colin Urquhart, of Woodburn House, and Mike Taylor and Carol Borthwick, of Elmwood, all flood through my head.

Again, may I say thanks and include Margaret's regards she loves your photo of her and I in the Garden of Eden.

Kindest regards,  
Cecil George

## 30 Years with Bernhard

Tony Sheppard, Production Supervisor with Bernhard has just celebrated 30 years with the grinder company.

Tony began his career with Bernhard as a 16 year old apprentice with Atterton & Ellis as a fitter/turner. Two years later Tony was in the assembly shop building Express Dual grinders.

"When I first moved in to the assembly shop in 1982 we were building 80 Express Dual grinders a year, by 1988 we were building 147 Express Dual a year," said Tony.

Progressing through the ranks at Bernhard - Tony has worked in production, stores and purchasing.

Now Production Supervisor, Tony has seen just about everything at Bernhard and is thus counted on for identifying parts for older Express Duals still in use.

He counts the company's 2008 Queen's Award for Enterprise as one of career highlights having been involved with the innovation of the Express Dual from its early stages.

Tony adds, "I can't believe it's been 30 years already. I don't even look 30!"



# Three Peaks

A dedicated group of friends from the golf industry conquered the gruelling Three Peaks Challenge to raise tens of thousands of pounds for the charity Help for Heroes.

The team of 11, from all corners of the industry, climbed the UK's three highest peaks - Snowdon, Ben Nevis and Scafell Pike - in a time of 22 hours 45 minutes and have so far raised £27,111.35 for Help for Heroes, to support the Battle Back initiative, a tri-service organisation which uses Adaptive Adventure Training and Sports Rehabilitation to help seriously wounded service personnel gain confidence and return to an active life.

The group was made up of Colin Mayes, Jim Conlan, Tristan Hall and Andy Owen (Burhill Golf & Leisure), Kevin Hart (Club Car), Andrew Brown (Toro), Daniel Hodson (De Vere), Simon Thorpe (Expressions Partnership), John Weir (Cornerstone Golf), Chris Lomas and Course Designer, Jonathan Gaunt.

They kicked off the challenge at 3.55am on Saturday, July 24, climbing the UK's highest peak Ben Nevis in Scotland, with words of encouragement from Lee Westwood, a Help for



Heroes Ambassador, ringing in their ears.

Ben Nevis was conquered in four hours, before the team headed to Scafell Pike in the Lake District, scaling that in three hours 25 minutes.

A four-hour drive to North Wales gave the team a chance for a quick rest before tackling Snowdon, which was climbed in four hours 30 minutes, finishing the challenge at 2.40am on Sunday, July 25.

Colin Mayes said: "It was an extremely tough challenge both physically and mentally, but the group pulled together and helped each other through.

"To finish the challenge in just less than 23 hours was a

great achievement, and raising so much money for such a great cause was an even bigger accomplishment, and one that the whole team is proud of."

Kevin Hart added: "We spent a total of 11 hours 55 minutes climbing the three mountains. British Military Fitness (BMF), who coordinated the Three Peaks Challenge, in which nine teams participated, adds 10 hours to your climbing time for transportation.

"So our official time was 21 hours 55 minutes, resulting in second place, a fantastic effort for a group of golfers.

"The main aim of the Challenge was to raise as much

money for Help for Heroes Battle Back Golf as possible. The sum raised currently stands at £27,500 and the team is still working to exceed £30,000 by the time we present a cheque to Battle Back Golf in early September.

"The golf industry has been magnificent in offering so much financial support to this very worthy cause and the whole team would like to thank everyone who has been kind enough to sponsor them."

*Donations can still be made by visiting:*

*[www.bmycharity.com/V2/h4hColinMayes](http://www.bmycharity.com/V2/h4hColinMayes) or:*

*[www.bmycharity.com/V2](http://www.bmycharity.com/V2)*



## Steve takes a Bow

All good things must come to an end. Just recently we have learned that a well known face in our industry believes that now is the time to down tools and say goodbye to a role that he has loved for over 37 years.

Steve Hasell has decided to call time, and enjoy life a little more. It all started from a background in farming for Steve, that, and an HND in Agricultural engineering. Steve wanted to move back to his home county to get married. This is when he applied for a position at Cannington. It has to be said that Steve has had a fantastic career.

During his 37 years, Steve has taught many students,

from Agricultural Students to Horticultural Students, and even the greenkeepers, as these course became more popular. Steve says that his greatest pleasure is meeting everyone who attended Cannington College; from the far flung edges of Cornwall to the northern edges of Scotland - and beyond.

This is especially rewarding for Steve, when he sees many faces at Harrogate, and the fact so many of them have done so well! Steve would like to thank everyone for making his 37 years feel so special and wishes everyone the very best during their own careers.

*Adam Matthews, South West Section, BIGGA*

## Mark Pagan

Sadly, Mark Pagan, Head Greenkeeper at Eyemouth GC passed away on June 5, 2010 aged 35 yrs. Our thoughts at the East Section, Scotland, go out to Mark's wife Caroline and her 2 boys Harry and Jack.

Mark worked at Goswick GC, South Moor, Durham, Slaley Hall and Whitelkirk GC.

He will be sadly missed by all who knew him.





## Sports Turf Student Prizes for The Four Degrees

Myerscough College held their presentation of awards ceremonies over two days in July. The ceremonies saw many students presented with outstanding achievement awards, rewarding their efforts over the duration of the course. This year saw eight Sportsturf students given awards as the top students on their courses.

Paul Cook, from Woking, won the Martyn Jones Award First Prize for his work on the BSc (Hons) in Sportsturf and Golf Course

Management Degree. For the FdSc Sportsturf Degree; David Golding, from Southport, won the Ernest Jones Award First Prize; Robert Clare, from Clitheroe, won the Ransomes Jacobsen Turfmech Cup, and Peter Leach, from Exeter, won the Barenburg Turf Award for the FdSc Sportsturf Degree Online.

At Further Education Level, Neil Kellington, from Levens, Cumbria, and Gary McCluskey, from Liverpool, won the Rufford

Top Dress Cup and Ransomes Jacobsen Turf Machinery Practical Award respectively for the National Diploma in Sportsturf. For the First Diploma in Sportsturf, Stephen McGrath, from Lancaster, won the IOG Cup, while Mark Willis, from Blackpool, won the Toro Turf Machinery Practical Award.

The group picture shows the four Degree students (from left to right), Peter Leach, Paul Cook, Robert Clare and David Golding.

## TURFMECH GETS HITCHED



Turfmech Machinery has acquired the design, manufacturing and marketing rights to the three-point linkage kits developed originally by Scottish company, 3PointPower Ltd, for fitting to rear of the Toro Workman HD and John Deere ProGator work vehicles.

The acquisition includes also the company's PTO kit for the JD ProGator.

Turfmech's Managing Director, Austin Jarrett, explained that the agreement encompassed the entire stock, trade, brands and intellectual property rights formerly owned by 3PointPower Ltd and its founder and owner, Shaun Reilly.

Turfmech plans to sell boxed kits world-wide via its website and its sales team as well as through John Deere and Toro dealers.

## Thanks, Scotts

The Golf Management Competitions for the South West and South Wales Region have taken place over the summer months and the support of The Scotts Company who has sponsored these events for many years is greatly appreciated by the BIGGA South West and South Wales Region.

Along with individual prizes for the members of the first, second and third placed teams the winning teams in each section received an Accupro 2000 Spreader from The Scotts Company.

This year the South West Section event was held at Marlborough GC and was won by the Chipping Sodbury GC team with 86 points, in second place was Salford GC with 81 points and third place was Chippenham GC with 78 points. The South Wales Section event was held at Morrision GC and was won on count back by the home club team with 80 points, runners up were Llanwern GC with 80 points and third was Haverfordwest GC with 78 points. The South Coast Section event was held at Barton-on-Sea GC and was again won by the home club team on count back with 90 points and in second place was Test Valley GC with 90 points and third was Southwood GC with 87 points.

The days were enjoyed by all participants and the region would also like to thank the host clubs for their support.

Jane Jones  
South West and South Wales RA