

## Step-by-step Analysis... Battery powered kit



The armrest control on the all-electric Eclipse 322 will look familiar to existing Jacobsen greens mower users. The steering is also electrically assisted, the mower having no hydraulics on it at all.



Loppers, power pruners, chainsaws, hedge trimmers, brushcutters, branch tiers and a power hoe. The pictured kit provides a snapshot of the battery powered items available from Pellenc. An impressive range matched to first class build quality.



The battery charger is an integral part of the Eclipse 322, as is a centralised electrolyte top-up system. Although lithium-ion and other battery types grab the headlines, modern control systems and intelligent chargers ensure there is still a lot of life left in lead-acid battery technology.



Pellenc equipment is powered by Lithium-ion batteries linked to the tool via a cable. The Poly5 unit on the right represents the latest technology, its 'polymer' design packing more punch into a smaller, lighter package. All feature a capacity indicator. (Inset).

**It is tempting to concentrate on the fact that here we are looking at battery powered equipment. But pick up a diminutive Pellenc Selion C20 chainsaw or take a test drive on the Jacobsen Eclipse 322 ride-on greens mower and the chances are the power source will not be the first point of interest.**

These tools are well engineered items of equipment that deserve close inspection for what they are as opposed to how they are powered. In short battery driven equipment can now be looked at for reasons other than just its power source.

"A key modern demand is not just to produce a quality mown finish but to deliver it consistently," says Richard Comely, Ransomes Jacobsen's Product Manager. "With the battery-powered Eclipse 322 ride-on greens mower, advanced CAN bus digital control enables the mower to be set up so it will deliver a consistent and repeatable

frequency of cut every time it is operated. The clip rate will remain constant, adjusting the speed of the cutting cylinder to precisely match variations in forward speed. This cannot be achieved on a hydraulic mower but it is a standard feature of our battery and hybrid powered Eclipse 322 models".

The important point here is not so much that the battery powered Eclipse draws its top-up energy from the mains but that it just happens to be a pretty decent greens mower. Approach it from this angle first, and by all means compare it to its hybrid and all-hydraulic alternatives, and that is perhaps a better way to consider the mower. Look at it solely because it is the only battery powered model of its type on offer and you run the risk of overlooking what it is designed to do; cut greens to a high standard.

Taking a sideways glance at a completely different set of kit, the Pellenc battery powered range of brushcutters, loppers, saws, prun-

ers and trimmers is completely different. Powered hand tools are now well established so on the surface the offering from Pellenc is not really that 'new'. But where Pellenc is different is in the way it builds its equipment.

Modern battery powered tools, such as drills and impact drivers,

**So what? Well it is only when you operate a battery powered tool that you get to know if it will be up to a professional job.**

are now designed to be battery powered from the outset. You get the impression, however, that some hand held tools now offered with a battery pack are developed from a petrol powered equivalent. With Pellenc, all the kit the company makes is battery powered. There

are no engine powered alternatives. Although companies to include Stihl and Husqvarna do offer some well proven battery powered tools, the survival of these companies does not depend upon them being any good. With Pellenc it does.

So what? Well it is only when you operate a battery powered tool that you get to know if it will be up to a professional job.

Pellenc kit is engineered to be used for extended periods every day. It shows. Similarly, the all-electric Eclipse 322 has taken a long time to come to market simply because Jacobsen have to ensure it will do the job reliably over an extended period. It has to stand comparison not just to its all-hydraulic alternatives but to hybrid mowers to.

**Making the most of lead acid batteries**

In the case of Jacobsen, existing lead acid battery technology is matched to modern electronics. The Eclipse 322 is able to maximise the capacity of its batteries by using it more efficiently and, of

equal importance, having the battery pack managed to optimise the storage of electrical power. An argument against battery power in the past was that you stood a very real chance of the batteries giving up on you in the middle of the course.

“We have taken the proven charging technology of our E-Z-Go electric vehicles and adapted it to suit the all-electric Eclipse 322,” says Richard Comely. “The mower has its own integral digital battery charger.

This intelligently manages the amount of electricity that is used to recharge the batteries and will not over charge. A centralised system also makes it simple to keep the electrolyte topped up to exactly the right level, points that combine to make it much easier to look after the power pack which in turn means consistent working periods between charges”.

So how long will the Eclipse 322 run between charges? Sensibly Ransomes Jacobsen suggests a lot will depend upon the distances between greens and terrain, but most operators should expect 18 to

21 greens per charge, this dropping if attachments, such as a groomer, are also operated.

With regard to operating costs, running a battery powered Eclipse 322 will save on red diesel and, all too easily overlooked, hydraulic oil too. Servicing times are also reduced, so this can also help reduce the costs of mowing overall.

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**Hand tool battery technology**

Pellenc uses Lithium-ion batteries and again these are replenished using an intelligent charging system. This ensures the battery can be charged at anytime, with no ‘memory effect’. In simple terms this means you can top up the bat-



Designed for the light trimming typically carried out by a 30cc brushcutter, the Pellenc Excellion has a telescopic pole to give a reach of up to 1.5m. The speed of the cutting head can be set from 5,000 to 6,200rpm.

teries without first having to fully discharge them to optimise their service life.

This used to be a problem with other early small battery designs.

Of equal importance, Pellenc claim the batteries have an extended life. After 800 charges, the company suggest the batteries will still retain at least 80% of their original capacity, with no reduction in the actual power delivered by the battery.

And when the batteries are not in use for more than four consecutive days, the batteries will automatically manage how they discharge to optimise their service life.

Designed by Pellenc, it is the in-built software that is the clever part behind the optimisation of the batteries. A dealer can use the software, for example, to interrogate the battery.

This can be used to list the number and duration of charges made, operating temperatures, duration and loads placed on battery and even shock loads.

The benefit of this is that users can be given a clear outline not just of how much work a battery

has done but also how much life remains.

Typically, Pellenc expect professional users to get as much as three years out of a battery pack.

Now actual life expectancy can be monitored so you know how much life a battery has remaining. All useful information that can help keep an accurate tab on equipment running and operating costs.

#### Why no advanced batteries for larger kit?

The clever batteries used by Pellenc, and as will be fitted to cars like the forthcoming Nissan Leaf, are extremely expensive.

For small hand held tools the price can be more easily justified.

But the cost of a Lithium-Ion battery pack needed to power a ride-on mower has to be carefully balanced against the operating and cost benefits it would deliver over the whole life of the mower.

At present the sums do not stack up.

The Nissan Leaf, incidentally, will benefit from a £5,000 government

subsidy when it goes on sale. But even then the car will cost in excess of £23,000. That is a lot of money for a car that will 'only' do 100 miles between charges and is only the size of a VW Golf.

Put these figures into a mower context and it could be that a lithium-ion powered fairway mower would perhaps cost pretty much twice the price of a diesel hydraulic or diesel hybrid equivalent.

This is not to suggest only lead acid technology will be used to power electric mowers of the future as there almost certainly going to be alternatives available.

The question is what those alternatives will turn out to be and when they will become mainstream.

*For more details on Jacobsen Eclipse 322 and operating costs, Ransomes Jacobsen has a website [www.eclipse322.com](http://www.eclipse322.com).*

*This provides detailed information that is claimed to demonstrate the return on investment that can be achieved by switching to the all-battery powered 322.*

# BIGGA Regional Conferences

All forthcoming conferences are as follows...

REGION	DATE	LOCATION	FOR FURTHER DETAILS, CONTACT...
Scotland	1 March 2011	Carnegie Conference Centre, Dunfermline	Peter Boyd, Regional Administrator, 0141 616 3440
North Midlands	To be announced 30 March 2011	To be announced Newark Golf Club	Peter Larter, Regional Administrator, 01476 550115 Peter Larter, Regional Administrator, 01476 550115





# Getting on top of your drainage problems

GI looks at two Home County golf clubs which have invested in tackling their drainage problems

**In an ideal world, every golf course would love to tackle drainage problems when the ground is relatively dry, when access is easy and potential surface damage can be kept to a minimum.**

However, greenkeepers like groundsmen in other outdoor sporting facilities are subject to limitations brought on by the demands of the sport. The dry summer months are the busiest time for clubs. Events are scheduled, matches played and maintenance issues have to fit into the busy schedule. Coupled with this is the desire for most clubs to achieve and maintain the highest standards.

The worst drainage problems invariably don't surface until it's too wet to get onto the course without causing more problems than you're attempting to solve.

Last year seemed to be particularly dogged by poor weather conditions: the dreadful downpours that caused such turmoil during the Ryder Cup, the interminable wet weather in the late autumn followed by unremitting snow and icy conditions. But this isn't a new phenomenon. Winters are

invariably cold, wet and windy - just varying in degrees.

Contractors know all about poor working conditions, it comes with the territory. It's how they approach the job that makes the difference to whether objectives are achieved, in spite of whatever nature throws at them.

So how do you get round the need to do the work but at a time which isn't ideal? The first and the most important step is to select a reputable contractor preferably a member of the Land Drainage Contractors Association ([www.ldca.org](http://www.ldca.org)) who understands fully the implications of working in less than ideal conditions. Another important though rarely used resource is the reference. Get to know your contractor. Talk to others who have used them on previous projects. Get to know their strengths and weaknesses before taking them on to do a job which has a direct impact on the quality of play enjoyed by members of your club. Experience in dealing with similar situations can offer huge benefits to the greenkeeper managing the wide range of drainage issues that can arise and choosing the different

methods of solving them. It is also critical to understand the effects of drainage installation on the playing surface, particularly in adverse circumstances.

The relationship between club and contractor has to work on many different levels with communication always being the key to success. It is vital that you choose a

**“The role of the Course Manager is crucial to the completion of any drainage project”**

**Nathan George, Contracts Manager**

professional outfit which has a very positive attitude and understanding of Health and Safety obligations for instance. You need to be confident that any legal requirements are adhered to and all the necessary service searches for gas, water, electricity and existing drainage lines are in place before any work is undertaken.

MJ Abbott is an experienced and specialist contractors to the sports



industry and have set out a list of helpful pointers for the Course Manager to help them obtain the most from their contractor and ensure that whatever the installation and whenever it takes place, it will run as smoothly as possible.

“The role of the Course Manager is crucial to the successful completion of any drainage project,” said Nathan George, Contracts Manager.

“The relationship between all the parties is even more critical when the project is difficult. Patience and appreciation of all the factors coming into play from both parties can make all the difference to progress and a satisfactory outcome. So we recommend the following:

1. Provide details of existing drainage and services, outfalls etc. to the contractor before the project commences.

2. Be aware of relevant Health & Safety issues and regulations.

3. To minimise disruption to the course, installation should take place during spring, summer or autumn. If this isn't possible, choose a contractor that is experienced in challenging environments.

4. Tendering – Encourage different contractors to tender for the work, but check its like-for-like, particularly in difficult economic



ABOVE: machines in action at Foxhills

times when costs are not always transparent.

5. Make your contractor aware of your expectations and limitations

6. Communication is the key – open lines of communication to keep up-to-date with progress.

7. Approve all materials before use - check the quality.

8. Be realistic in your expectations and prepare club members for a small amount of disruption to your course

9. Keep your Greens Committee informed on progress with regular updates so they can keep members informed.

10. Keep in contact with your contractor - Good client/contractor relationships are built over time as contractors become accustomed to the site and staff. When the project is completed, maintain contact with your contractor and keep them informed of progress. They are there to support you moving forwards.”

Murray Long, Courses & Estates Manager at Sunningdale Golf Club, has had first hand experience of the difficulties of timing essential remedial drainage work.

“We were aware that work needed doing well before the winter of 2008 but it wasn't possible to even contemplate interrupting the Members’

fixtures for the coming season,” explained Murray.

“Any drainage works would have to be scheduled for late summer early autumn and recovery would have to be swift so that the Senior Open Championship due to take place the following July would be played on a course at its peak. We just had to hope that weather conditions would be favourable. In the event, they couldn't have been worse.

“There are many factors to consider when choosing your contractor,” he continued. “We have always used several different contractors for a variety of work but what we looked for in this instance was a company that had the experience to give us the confidence that they were capable of the work. We had to acknowledge the significance of re-instatement and the need to avoid surface disruption. It meant the work would take longer and the contractor would have to dedicate their time and resources of labour and equipment over a prolonged period of time to ensure quality of finish rather than speed,” said Murray.

“Traditionally we would always aim to do drainage schemes in the drier late summer months” explained Nathan.

"But the problem at Sunningdale had become acute and we were asked to install drainage in conditions which were extremely challenging. Work was required on the 2nd and 14th holes of the Old Course that involved the installation of 365 linear metres of primary drainage with 100mm perforated mainlines and 650 metres of 80mm perforated lateral drainage at eight metre spacings. We excavated trenches at 600-700mm depth, laid the pipe and backfilled to within 150mm of the surface with 10-5mm gravel, and approved sand/soil mix rootzone."

"This was then followed with secondary drainage, consisting of narrow bands of gravel banding installed perpendicular to the primary drainage. The 20mm wide x 180mm depth bands of 6mm gravel are injected into the surface at 400mm centres. They make a positive contact with the piped drainage gravel and are designed to speed up the drainage of surface water lying between the lateral pipework."

In order to keep surface disruption to an absolute minimum, boards were deployed to displace the weight of each piece of equipment when in operation. Three machines were working side by side at any given time; the trencher, the

dumper for spoil removal, and the gravel cart. Individual boards had to be laid, removed then re-positioned

Foxhills Golf Club and Resort in Surrey called in Speedcut to carry out drainage work on greens as part of continuing improvements to course conditions.

"A wet summer in 2009 brought drainage problems to a head on several badly-draining greens," said Course Manager, David Wyborn.

Speedcut Contracts Manager Kevin Smith said: "We carried out sandslitting on two greens that October with our AFT Wizz Wheel, having done one in March, and the heavy rain during the summer showed the full extent of the problems."

Previously, two laser-guided Mastenbroek 10/12Ds had been employed on six fairways at Foxhills, cutting trenches, removing spoil and laying pipeline.

"The torrential rain in July, up to two inches in a day on two occasions, would have been a real problem on the Longcross course but we fairways one, two and three sandbanded and they drained fantastically," said David.

"In 2009 we had the second wettest year on record, and certainly the wettest summer," he recalled.

"Our drainage programme

became increasingly pressing. During that summer we were hit by dreadful rain in July, which followed a terrible winter.

"The rainfall in 2009 between the beginning of October and the end of February was a record 18 inches," said David.

Six of the fairways at Foxhills had suffered the previous winter and had to be closed for short periods, not only because of water not draining but because of slippery surfaces in some areas becoming a health and safety issue for players.

"We decided to drain three fairways on the Longcross course and three on the Bernard Hunt course," explained David.

"The soil conditions on the course vary between sand and heavy blue clay, but in general the soil is heavy and poor draining."

The three greens that were sand-slit are on the Longcross course.

"They have always been prone to wetness but they now drain well," said David.

"Foxhills has superb surroundings and is very challenging from a greenkeeping point of view.

"To maintain the very high standards drainage work is essential. Club members are very understanding and know all the work and disruption is for their benefit."



Foxhills Course Manager David Wyborn

SPEEDCUT DETAILS:  
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# A QUICK GUIDE TO...

## EASING TRAFFIC AREAS

George Pitts, Course Manager at Yelverton GC, offers some practical advice to preserving the over worked parts of the course

**These days, the expectation of the modern golfer and the culture of the game demands “year round” golf along with the use of heavy bags laden with all the latest gadgets.**

**It is unrealistic for most to expect zero damage and compaction from golfing traffic. The skill is to limit the amount of damage.**

### *Trolley / Buggy Policy.*

The majority of golfing traffic damage will be caused by trolleys, power trolleys and golf buggies. It is useful to have an agreed policy in place that gives the Course Manager the option of restricting the use of trolleys and buggies on the course. There are no hard and fast rules with implementing trolley bans, it is a balancing act of reducing traffic and subsequent wear/compaction against allowing and encouraging members and visitors to play the course in order to meet revenue targets.

### *Directing Traffic.*

Inevitably, golfing traffic will need to be moved around the course to spread the wear, in the same way hole cups need to be changed and teeing boxes moved. This will include, signage, post and rope, hoops, t-strips and line-marker. All these methods can be used to direct traffic away from high wear areas. If post and rope is used, it is important to ensure there is a system of regularly moving its position and a strategy of moving post and rope forward in increments will ensure that the wear is spread. Signage will need to be clean, tidy, easy to read and prominently positioned.

### *Paths.*

Where “bottle-necks” and concentrated areas of wear cannot be avoided through directing traffic, paths may need to be installed. Construction and materials used will depend on budget, site, design and aesthetics. When installing paths, the position, shape and colour must always be sympathetic to and never compromise the overall aesthetics and design of the course.



### *Grass Species.*

A more recent trend has been to trial and use grass species that have been specifically bred to withstand high wear pressures. Perennial Ryegrass and more recently Rhizomatous tall fescue and Tufted tall fescue all have very high wear tolerance capabilities. It is important to ensure that these species are compatible with the site they are intended as colour, leaf size and tolerances to heights of cut may vary dramatically to the indigenous species. In many cases, these grass species are being used to substitute paths to avoid compromising the design and the aesthetics of the course. It is important to note that these species often require higher levels of nutrient and irrigation.

### *Improved drainage.*

The effects of concentrated areas of wear and compaction, especially in wet areas, can be greatly reduced through improved surface drainage. Drainage, regular aeration and soil exchange with compatible, sandy free draining materials will all help to direct water away from the surface and thus alleviate compaction and wear issues.

### *Anti-erosion / compaction products.*

There are many products on the market that have been designed to improve the grass plants resistance to heavy wear. Turf reinforcement mesh and rubber-matting, if

properly installed, can provide compaction and erosion relief on areas such as path ends and steps, where traffic is at its most intense. Other innovative products include winter trolley wheels that are designed to limit damage by evenly distributing the load over a smaller surface contact area. It is important to always extensively trial any new products.

### *Course Design.*

The psychology of a human being (this includes golfers!) is to take the shortest route, a straight line to the next destination. There will often be random movement from tee to green, as the golf ball dictates the players movements, but, from green to tee there maybe limited exit points to often only one destination. If exit points are restricted by hazards, traffic routes will be limited and wear further concentrated. Exit points can be greatly increased by removing some trees or repositioning a bunker.

### *Communication.*

The key to all the above is to ensure that there is always a healthy line of communication to members and visitors of the golf course. Policies can be communicated through websites, notice boards, newsletters and presentations to the members. Communicating to the golfing public alongside sound, innovative and professional management practices should ensure that a balance is met between accessibility and commonsense.

# DEALER OF THE MONTH

The series aimed at celebrating the great work done by dealerships up and down the country

## THE DOUBLE A TRADING COMPANY LTD

### Location

Eden Valley Business Park,  
East Road, Cupar,

### Employees and Size of premises

28 Employees / 18,000 sq. ft

### Number of service vans 7

### Brief history of company

Sandy Armit who had been involved in the groundcare machinery business for over 20 years formed Double A in 1996. the business is owned by Sandy and his wife, Aileen.

High profile sales helped the company to grow quickly in the early days and raise their position in the Scottish groundcare industry

In 1999 Double A was awarded a John Deere Groundcare Equipment Dealership. This, along with existing franchises, enabled the company to provide a fuller range of quality products.

In 2001, the company moved to their new 11,000 square foot purpose built building and a year later they increased their range of specialist equipment with the addition of Aebi and Gianni Ferrari.

In 2003 they were appointed Scottish Distributors for Campey, and In 2007 they branched into a new business when they became UK distributors for the Tru-Turf range of greens rollers.

In 2009 the company was appointed as Scottish Importers for Goupil Electric Vehicles and last year they were appointed dealers for both IPU and Charterhouse equipment.

### How has the dealership changed?

"When I look back it seems like we have come a long way in a short time, it doesn't feel like that when you live and breath the business 24 hours a day 52 weeks of the year. It has been hard work but satisfying at the same time to see where we are now.

"The biggest step would definitely be when John Deere had the faith in Aileen and I, in 1999 to give us a dealership when at the time we had five staff and worked from a small rented unit and an office in our back bedroom.

"After the franchise taking the decision to build our own facility here in Cupar in 2001 which we extended in 2008 has helped us to be far more efficient and professional.

"Today we are a leading supplier to the Scottish groundcare machinery industry with an experienced sales team backed up by a highly capable team of engineers, parts, and administration staff offering customers a high quality product range."

Sandy Armit

### What would you like to see changed?

I would like to see a change in UK trade shows I am not sure what the answer is but I do not see attendances increasing in the current climate, which makes change more likely.

In Scotland, as a long term supporter of Scotsturf, I cannot understand how companies much larger than us can say officially that they cannot justify the cost of the show but they are



happy to send their sales teams to visit the show for two days and tout business - this is totally wrong, either support the show (which I think everyone would prefer) or stay away!

I think BTME works well. It is at a good time of year in a central location and has plenty to offer in terms of training, seminars, trade shows and a good social atmosphere. Saltex is becoming a more south of England and/or dealer show with less training and no atmosphere at night. But as to an answer that suit's everyone's requirements, someone maybe older but definitely wiser than me will have to come up with that one.

### Do you support customers who have in-house service facilities?

We do, we offer a computerised parts service which allows access to John Deere parts and to our stock levels 24 hours a day. We also have an in house LANTRA

trainer who can carry out any technician and operator training our customers may require.

### Franchises

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**Lastec Articulator Mowers;**  
**Timberwolf Woodchippers;**  
**Aebi Tractor and Mowers;**  
**Gianni Ferrari Mowers;**  
**Campey Turfcare Equipment;**  
**Tru-Turf Rollers (UK Distributor);**  
**Goupil Electric Utility Vehicles;**  
**Multicar Vehicles;**  
**Yamaha Golf Cars; IPU Groundcare Products;**  
**Redexim - Charterhouse Equipment**

**To nominate a GI Dealer of the Month contact Scott MacCallum with your reasons why the dealer of your choice should be featured...  
Email [scott@bigga.co.uk](mailto:scott@bigga.co.uk)**



# Three kings

The 'Golf Club Management Partnership' recently celebrated its first anniversary. Sandy Jones charts the progress made so far and looks ahead to the future

**The Golf Club Management Partnership (GCMP) has been set up by the PGA, BIGGA and the GCMA to provide a co-ordinated approach to the management of golf clubs.**

We chose a particularly appropriate time to join forces, as golf clubs feel the effects of the economic situation and adapt to changing attitudes to leisure activities.

In every golf club there are three providers of services to the golfers – the manager, professional and the course manager and his team, and it makes sense to work together and ensure that these services are provided at the highest level.

This has proved essential as golf club committees consider ways to cut costs in order to survive the recession when in fact they should be looking to add value. There is a temptation to simply chop out areas of the operation, often because committees may not fully understand how the club is run.

The difficulty is that often those people providing the services don't communicate their joint value clearly to the committees, and this can result in a contest where the professional, manager and greenkeeping department are fighting for survival.

We believe that our role is to communicate on behalf of all three parties and ensure that committees appreciate their qualities.

In the USA, the reaction to the current situation has simply been to cut staff numbers, but we have aimed to put the message across to the clubs that they should take advantage of the abilities of their team to offer better value to the members. It takes time and money to develop the skills needed to run a golf club, and this should not just be thrown away.

Of course we understand that there may need to be some reductions in staff numbers, but we hope to persuade the clubs to look at increasing efficiency first.

Now that the bodies involved in the partnership understand



each other better, we can take our message to the club owners and to amateur bodies such as the English Golf Union (EGU) over the next 12 months.

We are also aiming to create models to show how clubs can operate more efficiently, considering the whole operation rather than just staff costs. The club must engage with its manager, professional and greenkeeping team – as they

**There is a temptation to simply chop out areas of the operation, often because committees may not fully understand how the club is run**

are the first point of contact with members and visitors – to ensure that the golfers' needs are met, on the course, in the pro shop and in the clubhouse.

Our united approach is already benefiting clubs – after the severe winter we produced some recommendations to help tackle claims relating to health and safety in bad weather which has been invaluable for managers dealing with those situations.

We have also set up a network to tackle credit card scams affecting pro shops, getting the word around clubs after an incident, and this has led to the arrest of offenders.

The internet will become increasingly important in the communication process, and we are already looking at the latest technology for the delivery of education programmes.

The GCMP has also looked at ways of sharing expertise between the PGA, GCMA and BIGGA, and capitalising on common ground while accepting individual strengths. All three have comprehensive education programmes, but some subjects that have previously been taught separately to professionals,

managers and greenkeepers – such as health and safety – can easily be brought together.

This also leads to a closer understanding of each others' abilities and provides an opportunity to share ideas.

There are other opportunities too – PGA members have given lectures on BIGGA and GCMA courses, and at events such as BIGGA's Harrogate Week, many of the seminars will be applicable to all sectors.

Marketing is a further example – the professional and the course manager can contribute as much to marketing the club as the manager.

Another goal will be to communicate the significance of golf to the wider community, and to the government, to put us in a better position to lobby for support.

This is one area where the Americans are ahead of us, producing statistics on the industry and creating a website to promote golf.

We already know that golf makes an important contribution to the economy – for example the economic impact of the Ryder Cup was more than £100m.

Going forward, we are keen to foster closer relationships between golf club managers, professionals and course managers.

Managers and professionals must not see each other as rivals – it is understandable that a manager would see a professional who gains managerial skills as a threat, but they can be much more effective as allies. Clubs work best if all parties use their skills together, rather than in isolation.

The golfer and the club is the ultimate winner if we can understand each other better and appreciate how we can provide an improved service to members and guests. This economic crisis will not last forever, and this is the time to get organised and prepare for the opportunities ahead. GCM

*Sandy Jones is chief executive of the PGA. Interview conducted by Jane Carley*

## Section Notes

Please email your notes to  
[scott@bigga.co.uk](mailto:scott@bigga.co.uk)  
by the 5th  
of the month

All the latest news from your Section

# Around The Green



## Scottish Region



### North

It is now the beginning of January that I'm writing this and thankfully the snow all seems to have disappeared. It's still pretty cold so by the time you read this in February the snow will probably come back. I say it every year but it doesn't half set you back with your winter programmes, especially if it's pretty big! We at Murcar Links were in the middle of building and renovating bunkers before the snow arrived and now we're only just getting back to them.

There's been a couple of sad bits of news been sent to me recently. The first bit is that Mike Campbell has passed away at the age of 78. A Lossie native, he spent 19 years as Head Greenkeeper at Moray Golf Club, retiring in 1997. Mike was renowned as a fit and active man who enjoyed his golf. Previous to his Greenkeeping, Mike spent time as a chef, was deployed to the Suez Canal during his National Service and he both fished and built boats out of the Buckie and Lossie shipyards. We would all like to pass on our condolences to his wife, Marjory, and family at this time.

Also a lot of you older greenkeepers will remember George Hampton, Head Greenkeeper at Fortrose. He sadly passed away just before Christmas and our thoughts are with his family at this time. There is an insert earlier on in the magazine from George Paterson remembering George Hampton.

Thanks to George Paterson for providing me with these notes to put in the magazine. He has been the first one to email me

with any news since I started doing this column. In fact I was quite shocked to find BIGGA notes in my inbox!

Also by the time you read this you'll either be at Harrogate, reading it on the BIGGA stand, or you'll have been down and are reading this back home if you didn't pick up a copy. Whatever the case hopefully you would of all had a great time and don't forget if any of you have any stories from your trip please drop me a line on 07813889374 or alternatively on tinternet [benbrookes@yahoo.co.uk](mailto:benbrookes@yahoo.co.uk)

That's all for this month guys and girls albeit mostly bad news but at least it's some news to share with the whole of the section.

Happy Winter Work  
Ben Brookes  
Murcar Links



### Ayrshire

Editor's Note  
*Apologies for the lack of December Notes. It was an error on my part. I received the email out of the office and didn't follow it through when I got back.*

*Here are the highlights of the Notes*  
Scott Mac

Results for the autumn outing to Dumfries & Galloway Golf Club are as follows:- 1st Class. 1. Keith McCartney, 36 pts; 2. Derek Wilson, 33 pts; 3. William McMeiken, 32 pts. 2nd Class. 1. Kevin Kirkpatrick, 33 pts; 2. William McGhee, 31 pts; 3. Duncan Gray, 30 pts

Winner of the Harry Diamond Jug is William McMeiken, Turnberry.

I couldn't make the outing but my sources tell me that Keith and his staff had the course

looking really well! Well done, keep up the good work. Thanks goes to Dumfries & Galloway for the use of the club and its facilities.

Congratulations are due to Andrew Donnelly, from Thistle Ground Care, and his partner, Lynn, on the birth of their baby daughter, Orla. We wish you well from all in the Section!

From the snow at the beginning of the year and the big thaw and then when you think it's safe to come out again the rain hits us! Wouldn't be the Ayrshire we all know & love without it, eh?

I don't know what it is with you guys but everytime I ask for some news or some info about anything... Yup anything, I get no feedback! So come on eh, get in touch... You don't even have to speak to me just send me a text or drop me an email, I don't bite honest!

It's getting to that time of year again when we get our learning caps out from under the stairs and dust them off just in time to head up to the Carnegie Conference Centre, in Dunfermline, for the Scottish Regional Conference.... The date for this event is Tuesday, March 1. With speakers including Jim McKenzie, Estates Director at Celtic Manor; Chris Kennedy and Jack McMillan, The Wentworth Club, and Simon Watson, Syngenta, this year's event is sure to be one to be part of! So make sure this one for the diary. Booking forms will be posted to all Scottish members any additional forms can be obtained from Peter Boyd. Hope to see you all there!

Again I can't stress enough guys, get in touch and help out our Section with any news, large or small! Much appreciated.

For another month.

Cheers!

John Mair.



### West

Seasons greetings to all and hopefully we have all been busy making the course playable for all the keen golfers who were unable to play for so long during November and December, six weeks in my case.

Sitting here writing the few notes I have to mention, the course is open, but on temporary greens with snow expected, let's just hope it's not quite as bad as before Christmas. After the last lot of snow I discovered a bad attack of snow mould on several greens causing some concern for their condition and presentation at the start of the year, I hope not too many others have had the same misfortune.

There is not a lot happening at present except preparing things for the start of next year. I should bring to your attention the Scottish Conference to be held once again at Dunfermline on March 1. Some excellent speakers have been found so I would recommend attending. Cost will be £35 per ticket with lunch included as usual.

Spring outing will be held at Cowglen Golf Club and the date is May 19, which unfortunately I cannot attend as I will be sunning myself in Turkey at that time. Best of luck to all who try and attend.

The Scottish National outing will be at The Duke's course, in St Andrews, on June 17, and I would suggest making the effort to attend as Derek usually has it in tip top condition, plus the changes make the course far more enjoyable.

And, last but not least, I will report on how things went at Harrogate in the March issue, but until then I hope everybody