

New Greens Mowers from John Deere



John Deere's new SL Series PrecisionCut walk-behind greens mowers have been designed to save time and money, and provide a top quality finish on golf courses, tennis courts, cricket squares, bowling greens and other fine turf areas.

The 180SL, 220SL and 260SL replace the previous C Series models, and offer true cutting widths of 46, 56 and 66cm respectively. They feature a fixed-head version of the patented SpeedLink technology now featured on the cutting units of all John Deere PrecisionCut mowers.

Cutting height is precisely adjustable from 22.2mm down to 2mm with the standard 11 blade, 127mm diameter reel, which is capable of delivering a consistently high quality cut at speeds up to 5.2mph. These new mowers also feature an optional front-mounted, adjustable turf brush to help stand the grass up and remove dew before cutting. Rotary brush and greens tender conditioner options are also available.

All three SL models feature the same 4hp Honda petrol engine as on the previous range, with a dual-traction drive that provides excellent maneuverability and straight tracking on greens, regardless of mower speed.

Base list prices range from £4462 for the 180SL greens mower, up to £5425 for the 260SL model, excluding VAT.

www.deere.co.uk

SMART BACKUP SOLUTION

The ATT™ SMARTCut™ is the flexible answer for all greenkeepers who require a replacement, second, or backup set of cutting units.

When budgets are so tight, greenkeepers may just have to prolong the life of an existing triple greens mower that needs replacement cutting units. That's a dilemma because they may not want to be tied to the same brand when they are able to replace the machine.

But ATT™ SMARTCut™ cutting units are unique in that they can be fitted to Toro, John Deere or Jacobsen units with only a minor adaptation so they can be used with the new machine, whatever the make. That's also a bonus if they have a mix of makes in the workshop right now.

Designed for both Tees and Greens, the units offer ease of maintenance

with 7 & 11 blade options available. The bedknife adjusts incrementally to a fixed position cylinder to achieve a consistency and quality of cut that is guaranteed comparable, or better, than current OEM units. This allows a cutting height range of 1.6mm to 25mm, all of which provide superb results in all situations.

There is an optional patent pending powered rear roller brush which, when combined with the SMARTCut™ cutting cassette, sees a power requirement of only a fraction of any other unit on the market. This power saving is a massive bonus for anyone driving their cutting units with electric motors, or just wanting to use less fuel.

SMARTCut™ is part of the ATT turf maintenance cassette system for use with most mainstream triple greens and



fairway mowers. This means that when the units are not being used with the cutting cassettes, they can be dropped out of the chassis and another set of TMSsystem™ cassettes dropped in.

The ATT TMSsystem™ was previously marketed as TurfWorks™ and those units can also accept the new cutting cassette with a minor upgrade kit.

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Chairman's Word

National Chairman, Andrew Mellon, gives his thoughts for the month

Come rain or shine

I was very saddened, as a great many of you will have been, to hear about the passing of two of our colleagues, Ian McMillan, and Sid Adam, who worked at Walton Heath GC and Hamilton GC respectively.

I am sure that all our members would like to share their sincere condolences with their families and friends during this difficult time.

As the Golf season gets well and truly underway, Greenkeepers and Sports Turf Managers throughout the industry will all be facing up to the challenge of producing the best conditions possible at our respective Golf Courses and Sports facilities.

As ever, Mother Nature will be playing her part, and whether it is too much rain, or too little, too windy, too hot, or too cold, we have to come to accept that it is our task as professionals to work with what we get, and make the best of it with the resources we have to hand.

The resourcefulness, adaptability, and initiative demonstrated by those working in our profession never ceases to amaze me, and the dedication to their work and pride in the results is something we seem to have an abundance of within our membership.

In last month's magazine the anonymous article demonstrated the frustration felt by some, when dealing with employers and customers who choose to be critical of the course, or as it was portrayed, interfere in the management of the course.

This presents a dilemma.

I have come to accept that, no matter what you do, you will never satisfy everyone, all of the time.

Some will always choose to identify and pick up on what they perceive as the faults.

What we need to accept is that sometimes these matters can be genuine concerns, and we need to work with our employers to clearly identify the real issues, if they exist.

It is crucial that we remain open to, and willing to accept criticism, but that we react positively and constructively to identify real issues and show how we can address them.

Describing our customers as "amateur" in what will probably be perceived in a negative manner, may not be the best approach

if we want the customer and employer to recognise our frustrations, far better to show interest and engage with the customer and get to the real heart of the problem.

Communication is the key, and setting expectations, communicating what is being done, what impacts matters both within and without our control are having on the end product, will ensure that the employer recognises that you are producing the best you can with the resources made available to you.

Sharing these difficulties through our network, for example, on our bulletin boards, or at meetings and seminars will give you the opportunity to discuss and share positive ideas and gain from the experiences of all your fellow members.

The resourcefulness, adaptability, and initiative demonstrated by those working in our profession never ceases to amaze me, and the dedication to their work and pride in the results is something we seem to have an abundance of within our membership

We are all too well aware that many businesses are facing tougher financial conditions and that many are being asked to tighten their belts.

I'd encourage you to be proactive in this regard in making sure you are putting forward sensible proposals which can contribute to the overall picture.

The managers of the business, including the Greenkeepers, need to be in a position to make informed decisions, aware of what the potential benefits and consequences of those decisions are.

It is far better that you put the business in a situation to do that, and be respected for being practical.

When you are not coming up with solutions, someone else might, and it may be too late to change them.

Working together within your team and

in collaboration with the other departments at your operations through the Golf Professional, Clubhouse managers, Secretaries, Committees, and General Managers, we can all pull together and ensure that the best possible use is made of every resource.

Remember that the Golf Course in most cases is the greatest asset of most clubs, and the employers and customers have every right to be concerned about its wellbeing.

They rely on you to be the custodian of that asset, to help them realise its full potential.

Communication is the key in showing that you are just as committed to that cause and that you are making the best use of their resources.

We have reached final interview stage for

our new CEO, and hopefully by the time you read this we may have made an announcement in that regard.

At BIGGA we also need to be in a position to make informed decisions, and I'd encourage anyone who has any concerns, or hopefully positive ideas, to contact us.

You can do this either through your section or region, where you can garner support, or direct to myself below or any of your Board members.

We are looking at how we can learn more about what the members want from BIGGA.

As we move forward, members' input is critical in ensuring the continued success BIGGA has achieved in the last 25 years.

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Greenkeepers Training Committee



**David Golding, Education Director,
with a monthly update from the GTC**

In trying to keep you updated on the Government's current thoughts and policies for education and training, it is a little like trying to hit a fast moving target!

The GTC's role is to lobby various Government bodies for funding support towards the qualifications and schemes we are involved in developing and reviewing.

Over many years employers and learners have benefited from the generous support given by the Government approved qualifications including the apprenticeship scheme but as we all know nothing is safe in the present economic climate, education has not escaped!

Our colleagues in both colleges and private training Centres are all seeing a reduction in funding support from the Government, with very few exceptions.

However, we must remain positive and seek out every opportunity for funding to ensure even the "poorest" golf club can still invest in their staff development.

I know many Course Managers have overall responsibility for their staff training but I still hear that some clubs operate without a budget item for staff training or, even hold Green Meetings without the Course Manager/Head Greenkeeper present.

The best case scenario for green staff development has to be where the employer is involved and the Course Manager is at the very centre of the training programmes for their staff.

The best results are when a relationship is built with the chosen Centre whether it is a college or private training provider. It is these Centres who are able to access funding which often makes the course and qualification a very cost effective investment.

I have to report that employers will have to prepare for making a contribution towards staff training, albeit new schemes may well be launched to entice employers to take on apprentices.

Hands up who remembers the YT - YTS schemes?

The 16 - 19 year olds are still a priority group for funding support and thankfully our sector, through the GTC, has a recognised apprenticeship scheme, which is by far the route the GTC encourages employers to invest in.

"The apprenticeship scheme is available for all ages," says the Government, however, then it instructs its funding agencies to put monies towards the priority groups!

The GTC and many other industries hope to change this policy as there are many people of all ages who would benefit from the apprenticeship framework, so why the discrimination?

Clearly we all accept that the youngsters need to be in work but without me becoming political, so do many over 19's.

I know our colleagues in the Quality Assured Centres are constantly seeking every source of funding support and where costs have to be introduced these are kept to a minimum wherever possible.

It is always worth discussing with your chosen Centre how, through your support to the trainee/apprentice, costs may be kept down.

Our sector has, in the main, engaged with the work based courses and qualifications which the apprenticeship scheme is based on and that has given employers good multi-skilled staff with the related knowledge. This model is now being viewed by other countries as it is very much led by Course Managers who are best placed to train and maintain the professional standards of greenkeeping.

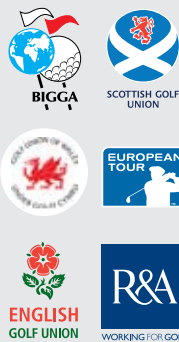
It is some years since the GTC introduced the programme of assessor training, again hands up who remember the old D32-D33 course? Maybe it was a little ahead of its time, however, it was that course that I believe supported our colleagues in colleges and Centres to bring the skills required in greenkeeping together with the knowledge.

I still hear from college and Centre staff that at some clubs Course

In Brief

David updates readers on the present Government's priorities for funding support towards training and other financial schemes available to students.

The GTC is funded by:



Managers and Head Greenkeepers are reluctant to get involved in staff training. This I have to say I find disappointing even allowing for the fact of how difficult it can be at times for Course Managers and Head Greenkeepers when the pressure is on to present the course in top condition every day of the year!

All I will add is that if you don't get involved with your staff training it could cost you and your employer a lot more in the future.

I would also like to mention Course Managers and Head Greenkeepers who, in ensuring their staff do develop, sometimes forget their own personal development (CPD). Please remember to keep yourselves up to speed on all the subjects relating to course maintenance and management. Attend as many courses as you can and remember home study is an option to gain those formal qualifications.

The GTC are in regular contact with our Quality Assured Centres including colleges and encouraging the use of modern technology to assist with the access to knowledge and recording of evidence eg. eportfolio, on-line learning.

That moves me nicely onto Higher Education and nobody can have missed the very public debate relating to student fees albeit this differs depending which country you live in.

All I will add is that The R&A with its Bursary Scheme and BIGGA's Scholarship programme are both tremendous opportunities for those students considering entering the Higher Education qualifications.

The GTC is proud of the fact the sector has both a structured work based route to train staff and also a more academic option including on-line learning for Higher Education students.

Employers, usually in association with their Course Manager/Head Greenkeeper should always include a training budget item and with the subsidies available both through the GTC's work with Government agencies and from bodies like BIGGA and The R&A, it need not be thousands of pounds!



For more information on the various courses, qualifications in greenkeeping visit the GTC website and to contact any of the GTC's Quality Assured Centres, click on the QA Centre tab.

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Learning & Development

Sami Collins, Head of Learning & Development,
with an update on education issues



It's good to finally see the lighter nights and feel some warmth in the sun. I think my song for this month will be 'Lovely Day' by Bill Withers. Long may these lovely days last!

Work has been steadily progressing on the new look Safety Management System website and it looks like the launch date will be later this month, so watch the website and see next month's magazine for full details.



Learning and Development Fund

The development of training resources and funding for education for Members would not be possible without the contributions made by the Gold and Silver Key members of BIGGA to the Learning and Development Fund.

Both companies and individuals contribute to the fund and they are recognised at the bottom of this page every month.

In 2010, thanks to contributions to the fund, we have supported 14 members with a refund of fees for their education, provided subsidies for several sections and all of the Regions, reprinted field guides, bought new books for the library and introduced the 'How To...' Guides.

Funds were also used to support Continue to Learn at Harrogate

Week 2011, the most successful education programme that we have run to date.

My thanks go out to all of our Gold and Silver Key supporters on behalf of all of the Members.



Toro Student Greenkeeper of the Year Award 2011

2011 marks the 23rd year that BIGGA have been running and administering the Toro Student Greenkeeper of the Year Award.

Over the years we have seen many of the winners go on to become Course Managers at prestigious golf courses around the country.

The opportunity to win the Toro Scholarship, to the Winter Turf School at the University of Massachusetts, is open to all students who are studying for a Diploma in Greenkeeping (SVQ Level 2), a Diploma in Golf Course Supervision (SVQ Level 3) or an HNC qualification.

Two runners-up will win a trip to Harrogate Week 2012 including the Continue to Learn education programme.

To enter the Award, students must be nominated by their college tutor and should be available to attend a local interview the week commencing July 4.

Application forms are available to download from the website:

www.bigga.org.uk/education/awards.



The funding provided by Gold and Silver Key Sponsors is used to produce training and career aids, DVDs, CD Roms, field guides and provide refunds for training fees and subsidised learning and development courses. The funding also helps support seminars, workshops, courses, the lending library, careers advice, posters and manuals.

Many young greenkeepers owe their career progression to the assistance they've had from the Learning and Development Fund. An equal number of established greenkeepers have also been able to access the fund to continue their professional development thanks to the donations of the Gold and Silver Key Sponsors.



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Continue to Learn at Harrogate Week 2012

It's truly amazing how quickly the year flies by, with planning for the Continue to Learn education programme already underway for January 2012.

With the return of the Turf Managers' Conference, the Workshops and the Seminars, it promises to be another packed programme.

If you have any suggestions or specific topics that you would like to see included in the 2012 programme, please do not hesitate to contact me.

Suggestions need to be made by Friday, May 13 at the latest.

You can contact me via email to: sami@bigga.co.uk



BIGGA Higher Education Scholarships

Supported by Ransomes Jacobsen

The most recent scholarship has been awarded to:

Anthony Stockwell
– Master of Professional Studies, Sportsturf.

Thank you to our Gold and Silver Key Sponsors



JOHN DEERE



Gold Key Individual Members: Steven Tierney; WJ Rogers; Andy Campbell MG, CGCS; Iain A Macleod; Frank Newberry; Andrew Turnbull; Ian MacMillan MG; Ian Morrison

Silver Key Individual Members: Ade Archer; Steve Dixon; Paul Jenkins; Richard McGlynn; Sam Langrick; Neil Whitaker; Graham Wylie; Michael Beaton; Douglas Duguid; Derek Grendowicz; Jaey Goodchild



MORE CHANGES AT RANSOMES JACOBSEN

Ransomes Jacobsen has added to its senior management team as well as appointing a new marketing communications officer.

Richard Comely has been promoted to the newly-created position of Director, Marketing and Product Management.

In this new role he will be responsible for all marketing and promotional activities. He is also responsible for all new products scheduled to come on stream in the near future and the continued development of existing products.

Richard joined Jacobsen UK as a technical service manager in 1997. Following Textron's purchase of Ransomes in 1998 he was appointed to the role of product manager in the new Ransomes Jacobsen organisation.

Further strengthening the marketing department is the appointment of Gina Putnam to the role of Marketing Communications Officer.

Gina was born and raised in Southern California and is a graduate of the University of Kansas. She began her career working with the GCSAA in 2002 to promote professional development and educational standards for golf course superintendents worldwide.

"Richard has been with the company for many years and has a wealth of knowledge of the industry and how our products can be developed and marketed across our territory," said David Withers.

"Recruiting Gina is also very good for our business. She knows the industry, inside out, and is well respected both here in Europe and in the USA. She is an excellent addition to Richard's team and will be a very good 'fit' with the experienced members of our marketing department.

"There are exciting times ahead for Ransomes Jacobsen and these latest appointments complete the restructure of my senior leadership team as I position the company for a period of accelerated growth in the short to medium term."

Slumber in Peace



Golfclub Soestduinen, a nine-hole parkland golf course in a wooded setting adjacent to Hilton Royal Parc Hotel in Soest, about 60 km southeast of Amsterdam, has taken delivery of the first all-electric Jacobsen Eclipse 322 in Europe. The delivery was facilitated by Ransomes Jacobsen's Dutch distributor, van der Pols, through their local subsidiary dealer, Bonenkamp Turfcare.

Paul Hogeboom, Head Greenkeeper, said: "Because of our location adjacent to the Royal Parc Hilton Hotel, the Jacobsen Eclipse 322 Electric is the ideal greens mower for us here at Golfclub Soestduinen. Some of the bedrooms and business meeting rooms are close to greens, but guests are completely unaware when we are mowing, because the machine is so quiet."

ARGO Tractors Establishes Partnership with Daedong

The Italian ARGO Tractors concern is no stranger to agreements with other manufacturers – it already produces its own compact and tracklaying tractors for two other makes.

And in choosing Daedong Industrial Company as its industrial partner for a comprehensive range of compact and utility tractors spanning 22hp to 91hp, ARGO has teamed up with a leading manufacturer in its sector.

"Daedong is the clear number one in South Korea, its domestic market, with almost a third of all compact tractor sales," said Ray Spinks, General Manager and Sales Director of GB distributor AgriArgo UK.

"It also has a successful export strategy that has established the



company's presence in many countries through the Kioti export brand, and now accounts for more than half of production.

First for Allett



Nottinghamshire's Gedling Borough Council has taken delivery of the first Elmow all-electric pedestrian greensmower to be supplied anywhere in the world by its British designer and manufacturer, Allett.

Based at Arnot Hill Park, Arnold, East Midlands, the 20in fine-cut mower is now being used to maintain a bowling green situated less than 100m from the civic offices, located also within the 8ha public park, winner of a prestigious Green Flag award for the past four years.

Terry Ball, one of four Parks and Street Care supervisors with Gedling Borough Council, explained that the mower had been spotted initially at the 2010 IOG Saltex exhibition.

"The principal of an all-electric machine fits extremely well with the council's vision of making the borough a healthy, green, safe and clean place to live, work and visit", he said. "The Elmow is very low noise, has minimal vibrations and produces no emissions at the place of work."

The battery pack gives up to two hours operation from fully-charged which, says Terry Ball, is ideal for regular mowing of bowling greens close to a club house and re-charging point.

Allett's Leigh Bowers (far left) hands over the new Elmow pedestrian electric greensmower to Gedling Borough Council's Parks and Street Care manager, Melvyn Cryer (second from right) and Terry Ball (far right), one of four Parks and Street Care supervisors with the council. Also in the picture are members of the council's fine turf crew who received full training from Leigh in setting, operating and maintaining their new Elmow all-electric mower.

New Role for Graeme

Revaho UK has appointed Graeme Francis as Sports Sales Manager.

Using his wealth of experience in the golf and sportsturf irrigation business both in the UK and the Middle East, Graeme will focus on Revaho's interests in this sector.

Stewart Penny, Revaho UK's Managing Director, said: "Graeme's appointment further demonstrates Revaho's commitment to the golf and sportsturf irrigation market.

"With our comprehensive range of premium products, Revaho will continue to develop our business and increase our profile in this important sector."



What's your number?

Our regular and random profile of an industry figure continues with this month's lucky number...

Name: David Cole

Company:
JSM Limited/
JSM Distribution

Position:
Managing
Director

How long have you been in the industry?

31 Years, to date...

How did you get into it?

Fancied a sales job (and more money) and fell across an ad for a 'Horticultural Machinery Salesman' with a company named, Eastern Tractors. I had to double as assistant to the Service Manager.

What other jobs have you done?

Left School to train as a Quantity Surveyor, but I soon got bored with that. A spell as a trainee store manager with the Co-op was also unfulfilling. In the Turf Machinery Industry ever since

What do you like about your current job?

The variety, (every day and every phone call is different), and the relationships and contacts you build up.

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

Without a doubt the rapid advances in Technology and modern systems allows us all to squeeze more out of the working day and to work smarter. But it's also surprising how much hasn't changed about the fundamentals of our business and customer relations.

What do you like to do in your spare time?

Little bits of everything. Family, Walking, Travel, Music, following the footy, gardening, golf

Where do you see yourself in 10 years time?

Sarasota, hopefully. I see myself there but I am not sure the Bank Manager shares the same vision.

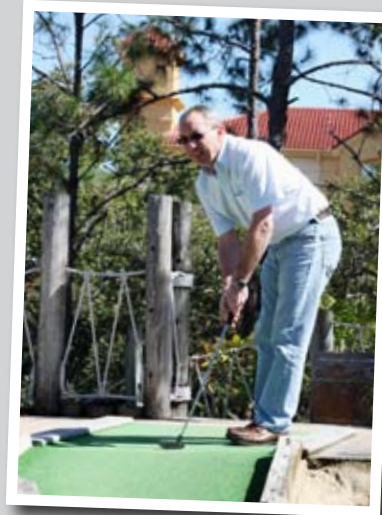
Who do you consider to be your best friends in the industry?

Too many customers and colleagues to pick out an individual - which is the great thing with this Industry, relationships endure.

What do you consider to be your lucky number? 7

Pick a number? 5

David has picked Charmian Robinson



A continental approach

Scott MacCallum travelled to the 'Dutch Alps' in Germany to meet a recent expat who has already made a big impression at his new club

The stunning short par-4 11th surrounded by the stunning German countryside.



When I arrived at GC Schmalleberg, two hours from Dusseldorf and not too far from the German-Dutch border, the scene which greeted me was not something you'd expect to see at a typical British members' club.

Just outside the Club Shop the sister of Christiane Rorig, the Club Manager, was leading a couple of the lady members in an exercise class. As the music rang out the three were joined by Norbert Hahn, the Chairman of Greens, for some lunges and stretches.

As I say, not something you'd often see at a British club but it is indicative of the less stuffy approach there is to golf in Germany, and in particular GC Schmalleberg.

There is a warm and relaxed approach, which is something Head Greenkeeper, Denis Tweddell, has appreciated since he joined the club at the beginning of March last year.

"Everyone made me incredibly welcome. One of the guys, Charly Hennemann, who is our tree and plant specialist, even decorated our flat for us - I laboured for him, while he came with us with his jeep and trailer when we bought furniture so we could get it home," said Denis, who made the move to Germany after seven years as Assistant Head Greenkeeper, on the Ailsa Course at Turnberry, having reached a high with the 2009 Open Championship.

"People have done so much to help us settle in. The members have been welcoming and I've met up with some other expats.

"Gareth Bremner, Course Manager at GC Hummelbachae, has helped me on numerous occasions to settle into my new job and new country, while my friend and ex-workmate at Turnberry, Russell Adams, is now working with Gareth and travels up regularly to visit us here in the mountains.

"Chris Knowles, Course Manager at GC Frankfurt- Hunau, has also been someone I can call for advice on all matters of life in Germany. Funnily enough, I was sitting next to Chris at one of the workshops at Harrogate just before I moved over," he said.

Since arriving, Denis has added his brand of greenkeeping knowledge, attention to detail and customer service to the dedicated, hard-working team he inherited.

An experienced group, they are the aforementioned Charly, who has been at the club for 22 years; Karl-Heinz Pfeiffer, the mechanic and irrigation technician who has 20 years with the club and who

"can build anything"; Paul Werner Klauke, is a key player on the construction team and "is a wizard on a mini digger" with 18 years at Schmalleberg while they also have seasonal support from Franz Cordes, a farmer who sold the club the land on which the back nine was built.

Schmalleberg, is 400 metres above sea level, and is in a skiing area affectionately known as the Dutch Alps, is generally buried beneath snow from mid-December until mid to late February and initially he was keen to learn how best to protect the course during this time.

"I talked with the guys here who had experience of the snow and they told me that we needed to spray a preventative as close to the start of the snow fall as possible.

"What I've found is that it seems to be important that the ground is frozen before the snow comes because if it isn't, and there is heat in the ground, you do get more disease."

Denis admitted that there was fusarium when they came out of hibernation and that, due to the unexpected early arrival of the snowfall late last year, there was slightly more than usual, but that

"Gareth Bremner, Course Manager at GC Hummelbachae, has helped me on numerous occasions to settle into my new job and new country, while my friend and ex-workmate at Turnberry, Russell Adams, travels up regularly to visit us here in the mountains"

Denis Tweddell

that there was almost an understanding among the members and the rest of the staff that this was acceptable and that it was soon replaced by much improved greens.

The course is on two distinct nines. The front nine was opened in 1989 and is tree-lined and quite tight while the newer nine, opened in '95 is more open and expansive.

"The back nine has finer grasses and the greens are not quite so thatchy and tend to fare a lot better, but the older greens were probably not built as well as the new ones and can be quite soft," said Denis, who had studied German in the 90s, but has seen his ability to speak the language improve significantly over the last 12 months.

"There are not too many English speakers in this area so speaking

