

News



from the Sections

Special occasions

Sept. 6 Southern Section Autumn

Third Annual Dinner/Dance
Will be held at The Empire Hotel, Fosse Road, Leicestershire on Saturday 14th October 1972 at 7.0 pm for 7.30 pm

New members
I would like to welcome to this section the following new members: D. McTurk Esq, 94 Melrose Road, Thringstone, Leics. (Lingdale Golf Club), J. C. Stonebridge Esq, 80 Winslow Drive, Wigston, Leicesters. (Glen Gorse Golf Club).

NORTH-WEST

Chairman:
R. Vickers,
Lough Golf Club

By H. M. Walsh
Hon. Secretary
Hortobury Cottage,
Old Links Golf Club,
Montserrat, Bolton,
Lancs.

Autumn tournament
DUE TO THE KINDNESS OF THE Captain and the Directors of Old Links Golf Club Chorley Old Road, Montserrat, Bolton, our Autumn Tournament will be played over three courses Thursday will be

LEFT: Around the Green circa 1972

BELOW: An advert for the IOG's Exhibition at Motspur Park, New Malden, prior to its move to Windsor Racecourse. Catching the attention of many a greenkeeper, sits a close-up of a pretty young female. It's unknown whether this was part of the promotion for Supaturf Fertilisers or a cheeky addition by the magazine Art department!

RIGHT: A series of adverts from the issue, with Ransomes appearing separately from Jacobsen, in the days before they merged

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V. HAWTREE
No. 328 New Series
SEPTEMBER 1972

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MAKE A DATE FOR....

The Institute of Groundsmanship International Exhibition 1972

to be held at
The University of London
Athletic Ground,
Motspur Park,
New Malden Surrey
on the 12th, 13th & 14th of September



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Letters to the Editor

Flat 20 Eastmoor close
Foley Road East,
Streety,
Sutton Coldfield
7th July 1972

Dear Mr. Hawtree,

I am very interested to read in 'Tee Shots' in the current issue of The British Golf Greenkeeper, your reference to Golf Clubs on Common Land, and in particular, Bulwell Forest (not 'Bitwell') near Nottingham and Sutton Coldfield, Birmingham.

You may be interested to know that I started my golf at the former, and now play at Streety, Sutton Coldfield, the Sutton Coldfield Club.

What is more interesting, however, is the fact that my Grandfather, Edmund Williamson who was the station master at the Bulwell Forest Railway station, offered the use of his 'parlour' in 1887 to the few gentlemen of Nottingham who decided that Bulwell Common was an ideal place for their game of golf, and his son Tom aged 7 acted as the first caddy, carrying a few clubs (loose) under his arm with which to make the tees.

Son Tom (my own father) eventually became the first Club, at the age of 16, after having learnt the art of Berwick, Scotland. This was in 1896, he later moved to Hollinwell. He remained pro. until his death in 1950, Club, although he had many tempting offers to move else.

My father was actually appointed on a 3 months' trial any further reference to this, he used to joke that he was 'It is further interesting to note that his first Midland was at the Sutton Coldfield Golf Club in 1897, when he was As leading Midland Professional, on the occasion of Midland Amateurs', he was always drawn to play Carl B

P.S. I believe there was a time in the early 1900's when had designed and made, or altered, nearly every course Nottingham.

Dear Sir,

May I refer to Mr. C. A. Moore's letter in the April issue. I would endorse the opinion of Mr. Adrian Robertshaw (January issue). The automatic pop-up sprinkler system of watering greens only accentuates the development of soft greens, thatch, black slime and fusarium when it and other treatments are abused or neglected.

There can be no doubt that the pop-up system is the irrigation system for all modern golf courses. Its use should pose no special problems for progressive greenkeepers. Minor drawbacks may arise on some older courses.

The combination of good greens and the pop-up system is not due to 'good fortune' but rather skilful methods of greenkeeping as outlined by Mr. Robertshaw in conjunction with automatic watering.

Obviously it takes time to adapt to any new method. After the first year most problems should be ironed out. So one must be patient. As one gains experience with the automatic pop-up system one will be pleasantly surprised.

Yours faithfully,
R. J. LANE

7 Houghton Road
Shifnal
Shropshire
TF11 8DD

Dear Sir,

I reply to Mr. Moore's letter in the April issue of the British Golf Greenkeeper about the pop-up system.

I have read with interest about pop-ups in the magazine and in my opinion soft greens thatch, black slime and fusarium are caused by mis-use of the pop-up system.

I've had this system for two years at Blairgowrie Golf Club and would recommend it to

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Specialist

James de Havilland takes a closer look at the intricacies of current machinery

The anatomy of... Top dressers



When choosing a top dresser, job one is to select between broadcast and direct drop designs. Each has its merits. Try and think beyond the unit's most obvious use and consider alternative applications, such as filling a bunker or moving bulk material.

Modern top dresser units have enough design variation within them to make selecting the right one more involved than it may at first appear. We look at the all-new Rink SP950 pedestrian and Rink DS800 trailed models from Charterhouse Turf Machinery

Charterhouse Turf Machinery Rink top dressers

Rink DS top dresser model numbers helpfully indicate the unit's level load hopper capacity in cubic metres. So the DS800 has a capacity of 0.80m³, the DS1200 offering 1.2 m³ and so on. The DS range is offered in capacities of up to 3.8 m³, with the DS800 coming in both trailed or mounted versions, fitting kits for the latter enabling them to bolt directly to turf trucks such as a John Deere ProGator or Toro HD Workman. Trailed model Prices range from £9,000 for the trailed DS800, the extra high capacity DS3800 listing at £26,778. Mounted DS800 units are £8,800 plus a mounting kit specific to a given turf truck costing £938.

Rink direct discharge models are offered in mounted and trailed versions with spread widths from 1005mm through to 2020mm – as indicated by the model number. Prices start at £8,000 for the Rink 1000.

New for 2011, the pedestrian SP950 is a direct discharge design with a capacity of 0.33 m³ and a spread width of 950mm. It is ideally suited to top dressing bowling greens and any turf with restricted access. Priced £7,600, the SP950 is powered by a 6.5hp Vanguard petrol engine and features a hydrostatically driven tricycle undercarriage. This is designed to enable the unit to turn within its own length.

Step-by-step Analysis...

Top dressers



Top dressers fall into two main designs types; those that broadcast using spinning discs and those that 'drop' the material to a spread determined essentially by the width of the unit. It also follows that these designs can be offered in versions that are trailed, turf truck mounted or, as is the case with the Rink SP950, pedestrian controlled.

With a broadcast design you can vary the spread width, with some models spreading up to 16.0m dependent upon material and the capacity of the unit in question. A Rink DS800 has a spread width range of between 2.0 to 12.0m. If the aim is to discharge in a 'windrow', the discs of a broadcast machine can either be slowed right down to narrow the spread width or, as is the case with the Rink DS models, removed completely for a direct discharge to the conveyor width.

A 'drop' discharge top dresser works at a fixed width. Once the desired application rate has been determined by the rate of flow from the hopper and the forward speed of the unit, it should be relatively easy to match each bout pass for an even application of top dressing material. Direct discharge machines are ideal where the spread material needs to be tightly contained.

Where wide areas need to be covered productivity will typically increase using a broadcast machine. For some jobs, such as top dressing a golf green, some users will set the unit to dress the total area in a single or dual pass. This can save a great deal of time. The appeal of a machine that can spread material wide needs to be countered by the requirement or ability to accurately match bouts at these widths.

Once the type of machine has been selected, other top dresser points that may need to be considered will include versatility. As an example, several higher capacity trailed machines can be readily converted into a bulk loader, the addition of a rear conveyor allowing them to discharge directly into a smaller spreader, trailer, a bunker or even into a heap or windrow on the ground.

On trailed models, the variety of wheel and tyre options to consider varies too; choices can include a relatively narrow track but with four wheels across the width of the dresser body. A conventional axle with wide flotation rubber may also be offered.

On smaller models, both mounted and trailed, there may



The drawbar of trailed Rink spreaders can be adjusted to suit the towing vehicle, the unit suiting tractors of 25hp plus with one double acting remote valve and delivering 25 l/min hydraulic flow.



Pictured in its storage bracket, the single lever control for Rink DS top dressers will control the discharge conveyor; the rear discs continue to spin when the discharge conveyor stops. The conveyor, rear shut off and discs draw power from a single hydraulic outlet, this ensuring the unit cannot be operated without



The contra rotating spinning discs can be set to spread at widths from around 2.0 to 12.0m, with variable application rates from light to heavy. Quick couplings enable the discs to be removed for direct dropping into a windrow for trench filling or be replaced with a cross conveyor.



Swing axles ensure the wheels of trailed Rink DS models retain full ground contact over undulations. With any model of top dresser, the amount of material loaded can be cut down to reduce ground bearing pressures.



By spreading the load across four wheels, a trailed top dresser can offer a low ground bearing pressure. In the case of the Rink DS800, the four 24x13.00-12 tyres are inflated to 0.8bar.



The Rink SP950 runs on six 13x6.50-6 tyres, four at the rear and two up front. The full width nylon brush helps ensure spread material is applied in an even layer and follows the same design as existing Rink top dressers.



The Rink SP950 controls are simple, the operator engaging drive by raising the 'T' bar. In work, the units forward speed can be adjusted via the engine throttle, the unit proving simple to operate and match up between bouts passes.



New to the UK, the pedestrian controlled Rink SP950 has a capacity of 0.33 m³ and a spread width of 950mm. Powered by a 6.5hp Vanguard petrol engine, the units is ideally suited to spreading over small greens and areas of turf with restricted access.

be a choice of an integrated power unit. These 'self-contained' models can often be used in conjunction with equipment that would otherwise not have the power, hydraulic flow or PTO to drive a spreader but are otherwise ideally suited to top dressing and spreading duties.

Next up are hopper capacities. It is all too easy to assume that a large trailed top dresser will be too heavy, but it is always worth remembering a nominal 3.0m³ capacity machine can be partially loaded when working on sensitive turf.

In fact a 'big' top dresser filled with 1.0m³ of material may offer have a footprint that is less than a smaller machine on narrower tyres with the same load on board.

This leads on to the issue of tyre types and inflation pressures. Without getting into the complex territory of how much load a tyre can take at a given inflation pressure, a simple guide is that a tyre will impart the same ground pressure as its inflation pressure.

This is perhaps a bit of an over simplification, but a big trailed

spreader and tractor combination running on tyres inflated to 0.8bar may well exert less pressure on the ground than a turf truck with its rear tyres blown up to 1.0 bar to enable it to take a fully loaded mounted spreader.

So, if you are looking for a new top dresser, you have a few pointers to consider beyond the spreader type.

Entry-level direct drop tractor mounted models with a 3.5m³ body and a nominal spread width of 1.5m will retail from under £5,000, utility vehicle equivalents listing between £6,500 and £7,500.

Spinning disc broadcast spreaders occupy a diverse range, those designed to fit a utility vehicle retailing from £7,500 for a top specification machine. When it comes to trailed models, prices may well start at under £6,000, large trailed units costing over £20K.

With grateful thanks to: Gareth Roberts, Course Manager, Hankley Common Golf Club and Nick Darking and Tim Franklyn, Charterhouse Turf Machinery.

To help whittle down your options, it can be useful to set out a few requirements and preferences. These can include:

- Mounted or trailed. Consider units designed to fit to a turf truck
- Vehicle driven or fitted with own power pack
- Direct drop or broadcast
- Ability to spread range of top dressings
- Application rates and hopper capacity
- Versatility. Will you want to spread solid fertiliser?
- Tyres sizes and inflation pressures
- Compatibility with existing equipment
- Projected workload and capacity
- Type and area of turf to be dressed
- Additional options offered to improve versatility
- Ease of operation and setting up
- Fitting and removal from tractor or vehicle
- Local support and budget
- Electric and remote control options



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For greener operation on your greens, less maintenance and lower operating costs, it has to be the Jacobsen Eclipse 322.

**By the way, did we mention ...
no hydraulics.**



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GODFREYS

Location:

Sevenoaks and Hailsham

Employees and size of premises:

40 employees. Sevenoaks
18,000 square feet, Hailsham
12,000 sq ft on a 3 acre site

Number of service vans:

7 plus 2 parts vans

Brief history of company:

Godfreys was founded in November, 1933 by Sir William Godfrey. W M Godfrey and Partners started life supplying sprayers and Allen Scythes to local fruit growers from a site in Brenchley, where it grew to be one of the largest horticultural equipment suppliers in the UK. W M Godfrey & Partners set up satellite stores in Sellenge and Sevenoaks and represented Ransomes and other leading brands of the day. It was bad export sales to Nigeria, the dry summer of 1976 that eventually brought a halt to W M Godfrey & Partners in 1980 after 47 years of trading. The site in Sevenoaks was purchased with the name changing to just, Godfreys. Under new ownership, Godfreys grew again to be a leading regional retailer in the garden machinery industry; however in 1995 a devastating fire destroyed much of the Old Otford Road site. Godfreys re-emerged 250 meters down the road, after acquiring a new building.

In 1998, Godfreys was appointed John Deere Turfcare dealer for Kent and South-East London and in 2005 was purchased by Peter Bateman a



former employee. In 2009 in the teeth of the recession, Godfreys purchased Palmer's Turfcare, the John Deere Turfcare dealer based in Hailsham. We now have two major locations and we cover 2 counties and South-East London for John Deere.

Godfreys was set up in 1933 with the following ethos: "a refusal to sell the next best, if the best was not available" (as expressed by founder, Sir William Godfrey) and 78 years later we still stand by these words.

Key services offered:

Sale of grounds maintenance equipment to golf course, local authorities and their contractors, landscapers, estates, schools and home owners plus other leisure and industrial markets, supported by full after-sales. We offer finance and leasing arrangements.

Specialist services offered:

Lantra and NPTC operator training courses

How has the dealership changed over the years?:

We acquired Palmers Turfcare, the John Deere Turfcare dealer for Sussex in 2009. As a result we now have two adjoining territories for John Deere, which has strengthened our ability to service our customers and at the same time become more efficient.

What would you like to see changed?:

Improved profit margins!

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

Yes

Major customers:

The Royal St Georges Golf Club, East Sussex National Golf and Heath Spa, Lingfield Park Race Course and Golf Club, BAA Heathrow, The London Club etc...

Franchises

• John Deere for Kent, Sussex and South East London

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

Don't Miss out on the chance of a lifetime...

The BIGGA Delegation, sponsored by Bernhard's, will this year see the 100th lucky BIGGA member



make the trip across the pond since the very first trip, to the Canadian Golf Superintendents' Exhibition, in 2001.

The opportunity to take part in this trip of a lifetime is open to all BIGGA members and the first step towards becoming one of the lucky 10 to board the plane to Las Vegas for the 2012 Golf Industry Show is filling out the form which comes with this issue of Greenkeeper International.

And if you have any doubts about what you would get out of such a trip just take a few minutes to read what two former Delegates got out of their particular weeks.



The quite magnificent Ritz-Carlton, visited in 2011, Orlando

Robert Sandilands – Head Greenkeeper, Grange-over-Sands GC. 2011 Delegate to Orlando.



"I would, without hesitation, rate the BIGGA Delegation as one of the major milestones of my career. At the time of the trip earlier this year I was a Deputy Head Greenkeeper, actively looking to move up to a Head Greenkeeper's post for the first time; as the only Deputy on the trip, what I gained was a great deal of advice and interaction with some of the best Course Managers from the UK and the States which, I believe, played a big part in me achieving my first Head Greenkeeper's position at Grange-over-Sands Golf Club in May.

To represent Bernhard & Co., BIGGA and greenkeeping in the UK was a great privilege, as was being given access to GCSAA seminars, The Golf Industry Show and some great golf courses and their impressive facilities.

I would encourage anybody looking to gain new experiences, knowledge and networking opportunities with greenkeepers from all backgrounds and nationalities to apply for the trip, especially those who are looking to further their career, as I was. The trip was an invaluable experience for me as a greenkeeper, but I also met some great friends who I have since met up with and regularly call on for tips

Glenn Kirby - Deputy Course Manager, The London Club. 2007 Delegate – Los Angeles



"I was lucky enough to be selected to go with the Bernhard's Delegation to the GCSAA Show in Los Angeles. The whole trip was a fascinating experience and extremely well organised.

Our group ranged from young Assistant Greenkeepers to experienced Head Greenkeepers. For me, meeting, spending time and getting to know such a wide group of people from our industry with similar problems and different solutions was a highlight.

Having worked in the USA prior to this visit it was an excellent opportunity for me to meet up with old friends and make some more. I had chance to spend time at the show allowing me to discuss new developments and innovations with all concerned.

The visits to other courses such as LA Country Club gave me a chance to look at greenkeeping from a different angle, an American angle. This made me think and question different styles of greenkeeping and opened up some lively debate among our group.

We were entertained and educated during two days of Seminars selected by the Bernhard team. These were interesting subjects that kept the whole group interested, not an easy task when you consider the wide and diverse range of people within the group.

On my return home I was asked to put together an article about my experiences which was published in the GCSAA magazine, Golf Course Management, this was a rare opportunity to have an article published in such a highly acclaimed magazine.

The trip was a tremendous experience, I bought back new ideas from both the USA and my British colleagues, made new friends and visited some great courses. If you're interested in Greenkeeping, no matter what stage of your career you can only benefit from such an opportunity. I am still very grateful to Bernhards for giving me the chance to go."

Section Notes

Please email your notes to
scott@bigga.co.uk
by the 5th
of the month

All the latest news from your Section

Around The Green



Scottish Region



North

We start the news report this month with news of our committee member, Ben Brookes, leaving his post as the North Section News Reporter due to work commitments. Ben has recently left Murcar Links Golf Club and moved to the new Trump course further along the road, to be a part of the fantastic new set up. We wish him all the best for the future in his new job.

I should add that Ben has agreed to stay on the Committee for the time being, so Robert Patterson and I will be doing the Section news until the end of the year. We have someone in mind for the news job, so watch this space.

I will be sending out the entry forms shortly so hope to see a big turn out at Peterculter Golf Club. That's all for this month as it was just to let the members know what was happening, so hopefully we will have a full Section news next time.

Hope we get a big entry for the autumn outing at Peterculter GC on Thursday September 22.

Robert Patterson, Chairman,
and Dale Robertson, Secretary,

Northern Region



Northern

Hello everyone. Hope you are all well. Nice to see the hot weather carrying on into August. It would be nice to think this

could be the start of an Indian summer. The green fairways at Cookridge seem to have vanished, to be taken over by a nice shade of brown. On July 21 it was the annual Northern v Sheffield match, played at Renishaw Park GC. We had good weather and played on a beautifully presented course. Sadly, after retaining the trophy for the last few years, we were beaten by a good Sheffield side 4:2. Our thanks also go to Rigby Taylors for kindly sponsoring the day.

On the news front. Congratulations go to Ben Knowles Jackson on passing his driving test on his first attempt. Hope to see you at a few golf events, Ben.

Next Section golf event is the Autumn Tournament to be held at Huddersfield GC, Fixby, on Sept 28. This will also be the venue of our AGM. Please book early by contacting me, Frank Stewart, 72 West Park Grove, Roundhay, LS8 2DY.

Mob: 07947 401278, email
frankstewart3@hotmail.co.uk.

Frank Stewart



North East

Well here we go again! It's that time again for Section news. I just don't know where the time goes these days. Anyway here goes, Assistant Greenkeeper David Thompson, of Hexham Golf Club, has just recently competed the gruelling Ironman Challenge. This comprises of a swim, cycle ride and a marathon.

It was held at Nottingham Water Sports Centre where David swam 2.4 miles in 1 hour 9 minutes followed by a 112 mile bike ride in 5 hours-49 minutes. Then, just to round the day off, he did the marathon 26.2 miles in 4hrs-13mins. Here at Hexham we were very proud of David

considering he told us he would happy to do this event in 13 hours-30 minutes but did it in 11 hours - 22 minutes and finished 106th out of 650 competitors. He had trained for 20 hours a week for the last six months but he followed by a week's holiday. Reckon he deserved that.

Other news fresh in comes from Newcastle College where James Curry, of Prudhoe Golf Club, who is completing his Apprenticeship, James was one of only 29 candidates who was selected for the Regional interviews for the Toro Student Greenkeeper of the Year Award out of thousands of greenkeeping students. Unfortunately James was not selected to go forward to the National Final but this was still a great achievement nevertheless.

And finally, don't forget that the Autumn Comp. is on at Longhirst Hall on September 21. Let's hope there are a lot more members turn up.

Jimmy Richardson



North West

Firstly, let me apologise for the lack of notes in previous months. This is mainly due to the fact that I have had very little to write about, combine that with a memory like a sieve and the busiest year I have had to date and hopefully you will forgive me.

But the aforementioned brings me to another point; as a committee member, surely it's down to me (and others) to organise something to write about and make the North West Section proud. This will be discussed at the next Section meeting and an update will be posted in due course. Anyway, here goes:

As we enter September, many of us will be looking forward to

the Winter programme and all the joys it brings. The last major comps will have been played and, if you are like me, you will be itching to get that shovel in the ground. Hopefully you will find time to break away from the workload to play in the Autumn tournament. This year it is being played at the wonderful Dunham Forest GC. on September 29, and the tee is booked from 13:10. It would be great to see some new faces at this wonderful location.

During the winter months, we are hoping to arrange some training. Some of the thoughts at present are the likes of welding, excavating and first aid. If any of these are of use to you please let me know.

Another item in discussion at the moment to keep you entertained over the winter is an education seminar this will consist of a morning of talks from some of the best in the business followed by a course walk. Once again talks are ongoing but there should be more news in the near future.

Finally, for this month, I'd like to take this opportunity to wish you all a dryish, warmish winter and all the workload you have planned is completed on time and that the snow stays away long enough to make this a fruitful year.

Cheers

Peter McVicar

pdmv@hotmail.co.uk

07885347818

Midland Region



East Midlands

Results first from our inaugural par-3 competition. This was played at Nailcote Hall, home to the National par-3

Championship, and sponsored by Rigby Taylor. Nine teams took part and, in the case of at least one, were undone by the small intimidating greens! Third place went to a team put together by Nigel Colley; second to a team of "drifters", put together by Simon Banks. But the real stars of the day were the winning team from Market Harborough, consisting of Lee Wenlock, Chris Weir, Glyn Buckby and Mick Miles, with particularly impressive displays coming from Chris and Lee. Bottles of wine were put up as prizes for Nearest the Pin on each hole and between them Paul Frith and Derek McJannett took all but three of the prizes. They were last seen heading of to open a new Off Licence! Thanks again to our sponsor for the day, Rigby Taylor.

Moving on the Headland Pairs competition and we are now into the Quarter and Semi Final stages, with the final being played at Bearwood Lakes GC on Sept 21. By the time you read this the Quarter Finals will have taken place, so a quick well done. Commiserations to all of you that have got this far and may still have further to go these people were the teams of: P. Frith & N. Colley; F. Kempster & A. Porter; I. Hurst & P. Kendal; P. Sands & M. Bunney; D. Branson & A. Henshaw; M. Marvel & G. Thurman; C. Weir & I. Wenlock and G. Buckby & S. Banks.

You will all be soon receiving your entries for the Autumn Comp and AGM. This will be held at the excellent Forest Hill GC. If anyone has any questions for the committee and would like to help out, please contact me or Nick Miles, I can be contacted on pds1@btinternet.com

Regards to all
Pete Smith



Midland

The Section held its Summer Tournament at Kenilworth Golf Club on Monday, July 11. The course was in super condition as presented by Course Manager, Richard Dorrington, and his fine team. Thank you to the club for allowing us the day, and to you, Richard, for a very well presented course, as a great day was had by all.

A large thank you to Farmura

for the main prize table on the day, together with Farol's who again provided the refreshments around the course (well done Russ, when we can find you!) and the four Nearest the Pin prizes, sponsored by Sherriff Amenity x2, Global Sales and Rigby Taylor.

The results were as follows: 1. Steve Thompson, 42pts; 2. Ed Stant, 39pts; 3. Mike Hughes, 35pts. Division 1 Paul Evans, Division 2 Dave Fellows, Division 3 Ian Holborn. Trade was won by Paul Tanner, Crocodile Golf, and Gross won by Ed Stant.

The Scotts Doubles Final is played later this month so best wishes to the four lucky players who are going to enjoy the magnificent Wentworth West course. Good luck to you all.

The Section has an Education Day to Tiller's Turf, through Tony Cheese and Rigby Taylor, arranged for September 28. So if you have not already done so, please contact Rhys Thomas to reserve a place on 07775 581615.

Finally, while you are on to Rhys to arrange coming to Tillers Turf, why not book your place for the Autumn Tournament, at Sandwell Park Golf Club on Wednesday, October 5? Sandwell is a very good golf course and well worth a visit, so please come along. For all information, including education dates and golf results etc. please head to www.biggamidlandsection.com

Well, at last it has rained. My apologies to those who have been flooded-out, and as I sit here in Stratford writing this edition, I can see the grass changing colour from brown to green. It always amazes me how grass can recover so quickly. However, I dare say that there will be some areas that will have been too badly damaged and will require over-seeding. Happily this month's kind calendar sponsor is Matt Gresty/Professional Amenity Grass Seed Specialist. You can call Matt on: 07767 278 335 or email him: matthew.gresty@limagrains.co.uk.

My thanks to our Chair, Ed, for almost all of the above, which he managed to send me while overseeing an extension to Stant Towers, and, wearing his Estate Manager hat, alter its grounds. By God, Mrs Stant has you well trained.

Sean McDade

South East Region



East of England

Our latest golf day was held on Thursday, July 28 at Stoke Rochford Golf Club. The warm weather encouraged a good turnout to play on a golf course presented in excellent condition by Gareth and his staff. The day was sponsored by Toro and many thanks again go to Nigel Lovatt and Chris Sellars for their continued support of the Section and impressive array of prizes on offer. Many thanks also to everyone on the bar and catering front who again looked after us very well. Many thanks also to Tracey Maddison, from BIGGA HQ, for paying us a visit and talking to us about membership and any other concerns. Whether she will return after being escorted around the golf course by Gary Cooper is another matter!

Prizes on the day were as follows: 1. Bryan Robinson; 2. Steve Hopkins; 3. Rob Welford; 4. Ron Bingham; Trade. Russ Latham, Mansfield Sands. Ladies. Tracey Maddison. Nearest the Pin. Steve Hopkins. Longest Drive. Rob Welford

The winners of this year's Order of Merit are as follows:-

Greenkeepers. Bryan Robinson. Trade. Ian Collett, Rigby Taylor.

Qualifying for this year's BIGGA National Championship, sponsored by Charterhouse and Kubota, are Graeme Macdonald and Bryan Robinson. Congratulations to all concerned.

Our next golf fixture is the eagerly anticipated Greenkeepers vs Trade match to be played this year at Gainsborough on Wednesday September 14. Greenkeepers available to play should contact Allan Walker, while Trade members should contact Gary Cooper.

A note to all about our Christmas event at Belton Park on Thursday, December 8. This year's event will be a Texas Scramble made up of teams of four. However, members are asked to bring their own teams where possible to ensure even numbers are present. This team can be made up of anyone associated with your golf clubs or even involve greenkeepers and trade members from other Sections.

Again, contact Bruce Hicks for more information.

Finally, congratulations to Graeme Macdonald, of Newark Golf Club, who has managed to notch up yet another stamp on his passport without actually having to pay for it himself! This time he is the winner of a trip to Barcelona, courtesy of Toro, after winning their "Spot the Ball" competition (Yeah, I hadn't heard about it either!).

Many thanks

Steve Beverly, Immingham Golf Club.



Mid Anglia

Another month gone by and time to put pen to paper once again!

A very warm and sunny day welcomed 24 players to Mount Pleasant Golf Club for our Summer Tournament.

Presented in excellent condition by Gavin Simkin, and his team, the course proved a tough challenge to most of us, as always with a few exceptions, notably S. Moss, a member of Gavin's team, who, with local knowledge, secured first place with 42pts; 2. M. Fahy, 40pts; 3. K. Armstrong, 34pts; 4. M. Scullion, 33pts. Longest Drive S. Wooley and Nearest The Pin Clive Parnell, Clive also taking the trade prize with 35pts, on countback from Mark Ellis.

Thanks to the in-house staff at Mount Pleasant excellent new clubhouse. What a superb acquisition this is to the members and

visitors alike.

A big thank you to Mark Day, of Tacit, our main sponsor of the day for supplying and presenting a great prize table to the lucky winners.

Thanks as always to the other trade representatives for their contributions also.

Our next Golf Day is the Autumn Meeting at St. Neots GC, on Thursday, September 22. The AGM will follow the golf so a chance for you to have your say and make any suggestions to the Committee please come and support this day and your Section. Hope to see you there

Nigel Phelan.



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1. 'How to Cascade Goals to Teams and Individuals'

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.

Profit goal - to reduce waste by 10% across the whole site, by December 200X

- Manufacturing Team: To reduce scrap/reject components off CNC machines by 2%, by June 200X
- Warehouse team: To reduce part order deliveries from 22 per month to less than 5, by September 200X
- Finance Team: To agree 12 key supplier agreements which result in a 2% stock reduction, by October 200X

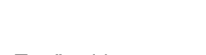
In some areas of the organisation, it may be enough to cascade goals down to the team level (e.g. in administration or production teams where they work together more as a team than as individuals). For some it is more appropriate to agree individual goals (see 'How to Develop an Appraisal System', and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

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