

# SANDY'S BLOG AT GRANGE-OVER-SANDS

We're continuing to receive details of blogs greenkeepers have started across the UK – proving furthermore that blogging can be a very useful tool for communicating with golf club members, visitors and even committees.

This month we focus on Cumbria – specifically Grange-over-Sands Golf Club. Head Greenkeeper Rob Sandilands started his blog just a couple of months ago and has already noticed some significant benefits – such as the site initiating conversations with interested members. The blog is also well promoted on the club's website, something which would be welcomed at other clubs! Rob said:

"The blog was started in February, mainly because I know how much more support and understanding you get as a greenkeeper when you keep people informed of what you are doing and why you are doing it. It's a 21st century version of a noticeboard or newsletter. As



a club, we are in a process of change in many departments, among them greenkeeping and marketing, so setting up the blog was something I felt would better connect us with

the membership and also act as a good marketing tool for the club. We are also stepping up our efforts to maintain a presence on social networking sites such as Twitter and

Facebook for daily updates on course condition.

"People react very positively to being kept informed - not only what and why you have done certain things but what you plan to do and why. You can also include before and after pictures of projects and links to other articles on things such as winter greens and flooding which have been very topical lately!

"Members have been constantly stopping me and commenting on how much they enjoy the blog, many of whom I've never properly spoken to before. Other friends within the industry have commented on how they find similar benefits from their own blogs and had good things to say about ours."

You can check out Rob's blog for yourself at [www.gosggreenkeeping.blogspot.co.uk](http://www.gosggreenkeeping.blogspot.co.uk). Keep the blog suggestions coming in - email [steve.castle@bigga.co.uk](mailto:steve.castle@bigga.co.uk) with details of yours and we may feature you in the magazine!

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# Membership News

The latest news from BIGGA

**Following the Greenkeeper International survey, we've revamped the Membership pages – and we want you to get involved.**

As before, this section will highlight the many benefits BIGGA membership gives you, but will feature you, the members.

We want to hear your stories and experiences – so whether you've

found a new job through BIGGA, got help through our Legal Helpline or Lifestyle Counselling, worked at a high-profile tournament or even won a golf competition we want to hear from you!



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You can follow BIGGA on Twitter @BIGGALtd

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### OTHER USEFUL NUMBERS

(Full Members only)

**Personal Accident Helpline**  
0207 2048952

**Greenkeepers Legal Assistance**  
0800 177 7891

**Lifestyle Counselling Helpline**  
0844 770 1036  
www.arclegal.co.uk/carefirst



Steve (green cap) at The Open 2012

## OPEN Q&A

**Last month we featured a Q&A on the Open Support Team. This month we've spoken to a member of last year's team and an excited first timer to find out their views on the showpiece event in July.**

*Steve Hopkins, Greenkeeper at Burghley Park Golf Club, took time out from being tormented by badgers on the course (see the bulletin board!) to fill us in...*

### What's being on the Support Team like?

It's fantastic. You're never going to get that close to professional golfers in any other situation, and it's awesome to see them in action. You also get to spend a good length of time with greenkeepers from all sorts of different courses from around the world.

### Can you pick out a highlight?

All of it! It's extremely well organised and planned. You really

are a part of the tournament, and it's an honour to get 'inside the ropes' and watch the world's best players at the closest proximity you can get.

### What advice would you give?

Go and enjoy it! Also, ask questions. You've got a hell of a lot of experience there in the BIGGA Support Team and beyond so you can learn a lot from them, and also seeing how things are done at one of the world's top courses.

*Meanwhile Jaey Goodchild, Head Greenkeeper at Bowood Golf & Country Club, is gearing up for his first taste of the world's most famous golf competition.*

### What was your reaction when you found out you had selected for The Open Support Team?

I've played a part on support teams at the BMW PGA Championships in the past, and

got so much from it, but The Open is the ultimate really and I can't wait for July to come round.

### What are you hoping to gain from the week?

I'm looking to get an insight into tournament preparation, the presentation and the operational side of things.

We do hold some quite high profile tournaments at Bowood – but obviously these are nowhere near as prestigious as The Open! I'm sure I'll learn a lot from the week and maybe even bring some knowledge back which I can use on my own course.

### What are you most looking forward to?

I've never attended The Open even as a spectator so I'm looking forward to experiencing the buzz of the whole event. I know it's going to be an intense few days but I'm looking forward to the adrenaline rush when I'm there.



**BIGGA welcomes the following new members**

### Scotland

Keiran Gibson, SRUC (Elmwood), Student, Central Section  
Charles Lee, Scoonie Golf Club, Asst Greenkeeper, Central Section  
Adam Lindsay, Peterculter Golf Club, Greenkeeper, North Section  
Shaun Balfour, Auchterederran Golf Club, Asst Greenkeeper, Central Section  
Morris Rodgers, Fraserburgh Golf Club, Deputy Head Greenkeeper, North Section  
Grahame Taylor, The Gleneagles Hotel & Golf Courses, Greenkeeper, Central Section

### Northern Region

Clinton Hare, Crookhill Park Golf Club, Greenkeeper, Sheffield Section  
Adam McKay, Southport Golf Academy, Greenkeeper, North West Section  
Stuart Wright, Ingol Golf Club, Course Manager, North West Section  
Robert Doyle, Withington Golf Club, Greenkeeper, North West Section  
Adam Hutchinson, Heysham Golf Club, Asst Greenkeeper, North West Section  
Warrick O'Brien, St Idloes Golf Club, Greenkeeper, North Wales Section  
Cefyn Owen, Henllys Hall Golf Club, Greenkeeper, North Wales Section  
Matthew Walmsley, Nelson Golf Club, Greenkeeper, North West Section

### Midland Region

Neil Adams, Toro Commercial Products/Lely UK, Midland Section  
Nigel Stacey, Toro Commercial Products/Lely UK, Midland - Andrew Smith  
Shaun Bullin, Stanton-on-the-Wolds, Asst Greenkeeper, East Midlands Section  
Lee Carratt, Belton Park Golf Club, Head Greenkeeper, East of England Section  
Harry Jones, Wrekin Golf Club, Head Greenkeeper, Midlands Section  
Niall Rose, Wrekin Golf Club, Asst Greenkeeper, Midlands Section  
Ben Waters, Shrewsbury Golf Club, Greenkeeper, Midlands Section  
Ryan Hursey, Brickendon Grange Golf Club, Asst Greenkeeper, Mid Anglia Section

### South East Region

Daniel Gibb, West Sussex Golf Club, Asst Greenkeeper, Sussex Section  
Lee Clary, Impulse Leisure, Affiliate member, Essex Section  
Bradleigh Porter, Worplesdon Golf Club, Asst Greenkeeper, Surrey Section  
Zak Gittins, Queenwood Golf Club, Asst Greenkeeper, Surrey Section

### South West/South Wales Region

James Whittick, Greenbest Ltd, Affiliate Member, South West Section  
Michael Burke, Painswick Golf Club, Asst Greenkeeper, South West Section  
Alex Graham-Brown, Trevoze Golf Club, Greenkeeper, Devon & Cornwall Section  
Shaun Cuffin, Falmouth Golf Club, Asst Greenkeeper, Devon & Cornwall Section  
Toby Goodyear, Blacknest Golf & Country Club, Student, South Coast Section  
International  
Michael Carlson, Virginia Country Club, International Member, USA  
Sajid Shah, DA Country & Golf Club, International Member, Pakistan  
Robert Brooks, J-Spray (TriEst Ag Group Inc), Affiliate Member, USA  
Olafur Por Agustsson, Golfklubburrinn Kellir, Iceland

**For more information on new members log in to the Members' Area of the BIGGA Website.**

[www.bigga.org.uk](http://www.bigga.org.uk)

# Assistant Profile

*Our monthly look into the life of an assistant greenkeeper...*

**Name:** Jamie Robertson  
**Age:** 23  
**Club:** Meldrum House Golf Club  
**Position:** Assistant Greenkeeper  
**Nickname:** Cakes



**How long have you been greenkeeping?** Four years

**What was it about the career that attracted you?** I love playing golf, and being on a golf course all day making it look and play great is really enjoyable for me

**If you weren't a greenkeeper what do you think you'd be?** I worked as an assistant professional in a golf shop for two years, so probably would have turned pro.

**Which task do you most enjoy doing and why?** Rolling the greens, I like getting the green speed up, which I hope the members appreciate

**Which task do you least enjoy doing and why?** Clearing the snow, which is normally six months of the year up here

**What one thing - other than a pay rise - would improve the greenkeepers' lot?** Greenkeepers getting the recognition they deserve for their work

**Hobbies?** Golf, rugby, five a side football

**Favourite Band?** Linkin Park

**Which team do you support (football or otherwise)?** Turriff United

**What is your claim to fame?** In the last three years I've been to T in the Park and been on TV a few times in the crowd

# ALFA MALE GREG BACK ON THE ROAD THANKS TO BIGGA

**In future editions we're hoping to feature examples of how BIGGA members have taken advantage of the various ways BIGGA membership has helped out in difficult times. Whether it's personal accident guidance, legal assistance, debt counselling or general support we want you to get in touch and let us know how we helped you.**

First up is Greg Skinner, Head Greenkeeper at Forest Hill Golf & Country Club, who contacted our dedicated (and free!) Legal Assistance line on 0800 177 7891 after having a series of problems with his car.

Greg takes up the story...

"Those of you that know me will have heard me curse my car over the last year for its desire to be pampered in the garage. I have learnt two really important things during my ownership of my Alfa GT. Firstly, never buy an Alfa Romeo and secondly the BIGGA Greenkeepers Legal Assistance phone line is

absolutely fantastic in terms of giving quality legal advice free to full members.

"I bought it on finance and had endured numerous problems with it, yet the garage insisted I had to pay £1,400 despite it still being under warranty. I knew they were in the wrong but what I needed was the legal ammunition to respond to them.

"The Legal Assistance team advised me exactly where I stood with the garage and the correct terminology and Acts of Parliament to quote. I was then confident enough to relay this to the garage. They immediately backed down and agreed to repair it, and as a result I've been able to exit the finance agreement due to the issues I've had with it.

"Making that one phone call made such a difference to me and for an annual subscription of £140 I would suggest incredible value for money. BIGGA membership has many valuable benefits - use them to your advantage."



# L&D News

The latest from the Learning and Development department at BIGGA

This month in the new look L&D section we have a comprehensive review of the hugely successful first FTMI, news on higher education scholarships and a library update.

Over the next few months, in response to some of

your feedback in the recent Greenkeeper International survey, we'll also be bringing you educational articles from some of the biggest names in the industry.

The first is a two-part article by consultant Kevin Munt, who presents the 'Front Nine' of his

'18 Hole' guide to becoming a Golf Course Manager on page 30. Also, BIGGA's Learning & Development Executive (Technical) Stuart Green fills you in on everything you wanted to know about CPD, but may have been too afraid to ask... that's next up on page 16.



## Future Turf Managers Take The Initiative

**The Jacobsen Future Turf Managers Initiative got off to a flying start early last month with delegates and mentors returning delighted by the two day course held at Ransomes Jacobsen's Ipswich HQ.**

Twenty Deputy and Assistant Greenkeepers travelled from various courses across the UK to attend several professional seminars designed to equip them for a future in management. It proved to be an intense yet hugely successful event!

The FTMI kicked off with an ice breaker session, led by BIGGA's Learning & Development Technical Executive Stuart Green, where the mentors and delegates got to know each other, and this was followed by dinner and introductions from

Jim Croxton and David Withers, Jacobsen President.

The mentors were Steve Chappell, Head Greenkeeper at the PGA Centenary Course at Gleneagles, Matt Plested, Course Manager at Muswell Hill GC, Michael Sawicki, Club Manager at Dulwich and Sydenham Hill GC, Lee Strutt MG, Golf Course Manager at gWest and Stuart Yarwood MG, Course Manager at Lymm GC.

The first morning saw Lorna Sheldon present 'Interview Techniques and Writing a CV'. Lorna, who proved a very popular presenter at BTME 2013's Turf Managers' Conference, tasked the attendees with putting a CV and cover letter together with the help of five mentors. Next on the agenda was a

session on 'Alternative Career Paths' before Lorna returned with 'Effective Communication Strategies' and 'Interview Experience'. Six of the delegates were selected to be interviewed by the mentors plus several other group based tasks. This was followed by Steve Chappell advising the candidates on how they can enhance their careers by taking advantage of volunteering opportunities at major tournaments.

The day was rounded off by an informal evening session led by Stuart Yarwood entitled 'The Challenges of Team Management.' Stuart explored various genuine situations which had arisen when managing a team, as well as the pressures, challenges and occasional loneliness of being a



**Gold Key Individual Members:**  
Steven Tierney MG, Chris Lomas MG, Andrew Campbell MG CGCS  
Ian MacMillan MG, Ian Morrison  
Andrew Turnbull, W J Rogers  
Sam Langrick, Espen Bergmann,  
Nick Gray

**Silver Key Individual Members:**  
Steve Dixon, Richard McGlynn  
Douglas Duguid, Jaey Goodchild,  
Graham Wiley, Michael Beaton,  
Paul Jenkins, Justin Cheung

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.

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Course Manager. It proved to be very much an open session for the candidates to ask all manner of questions.

Day two kicked off with 'Building a Budget' – Lee Strutt's presentation on how to formulate a budget, monitor it using Excel, sell a budget and deal with cutbacks. The mentors took on the role of a committee to whom Stuart Yarwood demonstrated how to negotiate a budget to enable them to buy a piece of machinery – a terrific taster for life as a Manager.

After lunch David Bancroft-Turner took to the stage with his 'Dealing with Club Politics' seminar. Another favourite from the Turf Managers' Conference, David outlined how the delegates can identify politics in the workplace, how to manage them and introducing the four different political 'animals' that exist. Again, mentors discussed real-life situations with the attendees.

The final presentation was from the BIGGA HQ duo of Stuart Green and Sami Strutt – Learning & Development Manager – looking at the numerous opportunities BIGGA offers for personal development such as CPD and the MG certificate.

**So how did the delegates and mentors feel it all went? Here's just some of their feedback...**

"It's given me such a boost and like many others I went into work with a spring in my step the next morning. The training we received was superb and far outweighed my expectations, I feel a lot more comfortable about applying for jobs and attending interviews than I ever have before."

**Tom Evans, First Assistant Greenkeeper, Harleford GC**

"This course has provided me with priceless information to guide me through what I hope is going to be a busy couple of years. The speakers were fantastic and very helpful. The skills and experience the mentors passed on will only improve us all and move us on to where we want to be with our careers. Who knows - it could be us doing the mentoring one day!"

**Dan Scott, Greenkeeper, Woburn Golf & Country Club**

"From the minute I walked through the door and started meeting everyone it gave me a huge buzz, the passion and desire everyone has is amazing! I can see a few mentors of the



future emerging from this great bunch of guys." **Scott Davidson, Greenkeeper, Newmachar GC**

"The content of the course from start to finish was first class. The skills learnt in a few short days are going to last me a lifetime and hopefully help me reach my goal of managing a course of my own. The industry I love keeps on giving back to me. My only complaint I have is that the other 19 guys on the course - all of whom were both great people and ambassadors to our industry - now have the skills I also acquired. Oh well, the competition for that Course Manager's job I was after just got a bit tougher!"

**Robin Cheney, Deputy Course Manager, Farleigh GC**

"It opened my eyes to some new ideas and made me appreciate what aspects I need to work on to take the next step. Meeting so many greenkeepers who are passionate about the industry was also very refreshing.

"I am sure you would all agree that all of us can at times feel low at work particularly when you may be surrounded by individuals who are not as motivated as yourself or who are not actively involved with BIGGA.

"Opportunities like this are vital in keeping you motivated."

**James Parker, Deputy Head Greenkeeper, Close House Golf Club.**

**.Michael Sawicki, Club Manager, Dulwich & Sydenham Hill GC,** was one of the mentors and he commented: "I would like to thank everyone who made this happen, huge credit to Ransomes Jacobsen for allowing us to use their excellent facilities and to all their team for making us all feel so welcome and keeping us refreshed. As for the BIGGA team responsible for the education, you should feel very proud of your work, inspired choices of subject matter and fantastic speakers.

"And finally to the delegates, you guys were amazing and it is very clear that the future of the industry is very bright. It was a pleasure to work with you all. My message to all delegates would be to keep working hard and to show the same passion you showed over the two days, you will get there in the end."

**Let's leave the final word to Stuart Green, BIGGA's L&D Executive (Technical), who said:**

"The level of training was excellent and the participation outstanding. It was inspirational to see all the delegates and mentors learning and growing as time went on.

"Learning comes from experience, using that experience and then reflecting on how that experience can be built on. That way we grow as individuals, not just in a work sense but as human beings."

## LENDING LIBRARY REVAMPED

If you're looking for a publication from our huge range of books in our Lending Library, there's no need to call BIGGA HQ. Simply click on the 'Lending Library' tab in the Members' section of our website, and we'll send it to you. It will also enable us to keep a better record of when books are borrowed and which books are currently unavailable.

We have hundreds of books and a selection of DVDs available – and it's all free, yet another benefit to BIGGA membership thanks to the generous sponsorship of John Deere. Our titles include Architecture, BTME, Computing, Environment, History of Golf, Irrigation, Machinery, Pesticides, and Turf Management, plus DVDs.

**BIGGA HIGHER EDUCATION SCHOLARSHIPS SUPPORTED BY RANSOMES JACOBSEN**



Congratulations to Sebastian Cavilla who has been awarded a £1,000 scholarship to study an FdSc (online) in Sportsturf at Myerscough College. Sebastian is Deputy Head Greenkeeper at Chippenham Golf Club in Wiltshire. He told GI: "I was elated to hear that my application had been successful. It really is encouraging to know that there is so much support out there from the likes of BIGGA and Ransomes.

"I moved clubs in September last year to make the step up from First Assistant to Deputy Course Manager. In doing so, the club I was leaving informed me that due to small print of my contract, I was required to pay them back the previous years' college fees - £700. As you can imagine this had quite an impact on my monthly wage! This scholarship has therefore allowed me to recoup this money, and be able to buy some much needed textbooks and other equipment I need to complete my studies.

"Thanks to the support of my partner Elizabeth, my current employers, and of course, BIGGA and Ransomes, and I'm on the way to achieving my goal of completing the course."



# What is CPD?

...and how can it benefit your career? BIGGA's Learning and Development Executive (Technical) Stuart Green explains how CPD will transform your personal and professional development

## *C - CONTINUING P - PROFESSIONAL D - DEVELOPMENT*

**Right, now that's been established let's discuss what it really means. When you enter the industry, you may have little knowledge of grass or how it's maintained. So you attend college, learn how to maintain turf and will be assessed as being competent to use the equipment.**

However, it doesn't stop there. You are then put on a spraying or chainsaw course. Then the following year you may go to BTME, attend seminars and/or go to a Regional Conference. You get your copy of Greenkeeper International each month and read articles on subjects, such as, aeration and disease identification.

That's a small example of what CPD may be. You are updating your

skills and knowledge, boosting your confidence, strengthening your professional credibility and ensuring your employer has a competent and well-motivated employee. However, CPD is not only for your employer, it is about YOU. It is a strategy to help you succeed and go succeeding.

Let's look at CPD and what it means to you, your employer and to the industry. The profession of greenkeeper has greatly improved in the last 40 years, with the introduction of formal education specifically designed for the turf professional, the establishment of a professional body to act as a voice for its members and the commitment of its members to continuing self improvement to drive up standards of turf care. This ultimately has led to a greater respect for the profession from all corners of the industry. Perhaps the most significant part of this journey has been for BIGGA members and their desire to be recognised by their clubs and members as a professional.

So, in truth, greenkeepers have been carrying out CPD for years but didn't know it and also didn't know they could be recognised for it.

## *CPD Commitment*

A commitment to CPD is really a frame of mind rather than a process. You are probably doing all the right things - CPD is the way of formalising this frame of mind and being recognised for your commitment. By committing to CPD it identifies you as a competent professional. Your commitment to your own development, both personal and professional, is up to you. It could take five minutes or five hours - it depends on how much time you are willing to invest.

## *Learning*

I have taught many sports turf students, over the years, who have varied hugely in age, yet apart from turf care, they have all learnt some-

**Registration forms can be found at:**  
[www.bigga.org.uk/education/continuing-professional-development](http://www.bigga.org.uk/education/continuing-professional-development)



thing about themselves. It may have been how they learn best, they may have improved their reading or writing or how to ask the right question. It should be remembered that learning is deeper than just knowledge; it is a fundamental part of our evolution. Without it, I may have been chiselling this article out of stone! CPD provides the opportunity to explore and develop not only our professional skills but to discover who we are, what makes us tick or how we can challenge ourselves.

### CPD -A Cunning Plan...

So where should you start? Firstly, join the BIGGA CPD Scheme. This will help and it should be the first step on your development plan. The next step is to sit down with a piece of paper and think about where you are NOW. What skills do you have, what are your strengths and weaknesses and what are your goals? At this point, be really honest with yourself. Now take another piece of paper and draw a line across it. Start at the far end, with what you would like to achieve. It could be Course Manager, Club Manager, Stockbroker or Film Director. Then work backwards along it putting down what steps you need to reach your desired goal. This is where you may need to do some research or take some advice, because you will need to decide what skills you need to develop to achieve this goal.

For example, completing a course in management or undertaking an evening class in French.

At this point, you can begin to break this down into years or months and schedule them. This is called 'chunking'.

Breaking down your plan into manageable chunks makes the end goal more attainable, as you will be completing steps towards it. If your goal is to be a Deputy in five years and a Course Manager in ten, break that down by achieving your Level 3 by year two and then even further by achieving a unit by July.

That's just an example, but research has shown by achieving smaller goals on the way to a bigger goal, you are more likely to achieve it. Fig.1. shows an example of this timeline.

So everything you do to achieve this goal will be classed as CPD. Also, it is now compulsory in all Level Two, Three and Four qualifications to complete a Personal Development Plan, so by compiling one now you will have the evidence already in place. It can also be good to include personal goals in this process, such as starting a family or saving for a car.

One of the most fundamental tasks is REVIEW it on a regular basis. Your goals and lives are not cast in tablets of stone and need to be flexible, especially in the current economic climate.

**"CPD is about YOU taking responsibility for your career and personal development and aspiring to the highest standards"**

Fig 1

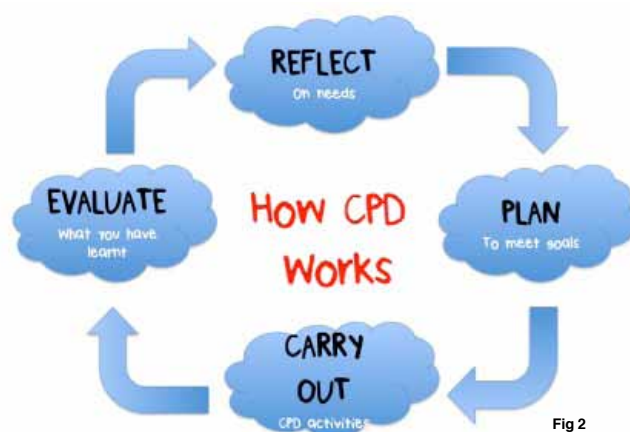
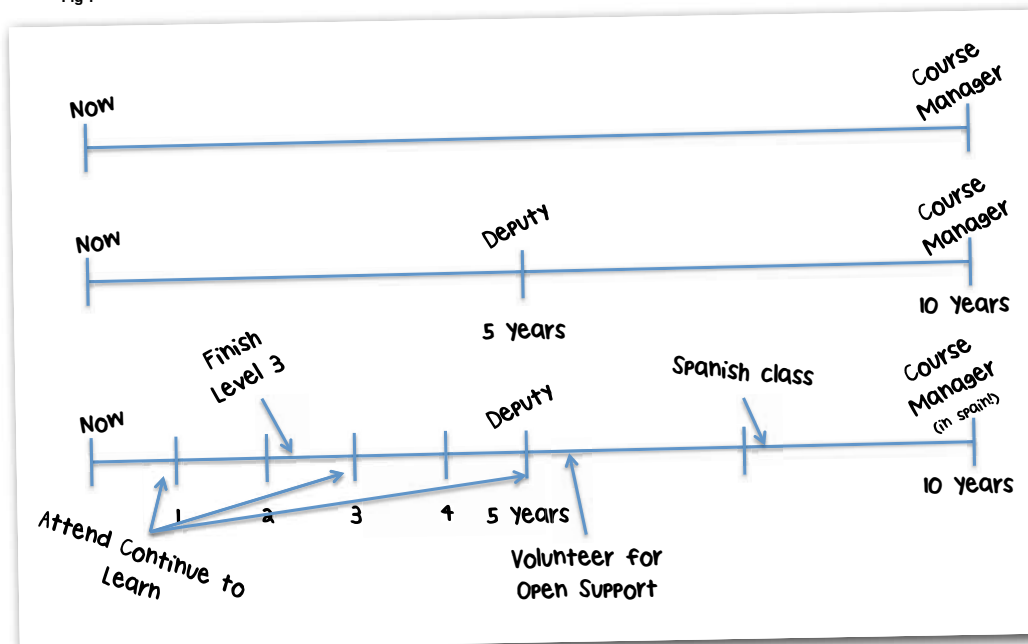


Fig 2

### Review

You have your plan and are undertaking CPD activities. How do you ensure that the activities are of benefit and how could you use what you have learnt? This is something called REFLECTION. Fig 2 shows the CPD cycle. It is very easy to confuse evaluation and reflection, so what's the difference? Simply put, your Personal Development Plan is a reflection on what you FEEL your needs are. Evaluation is a CRITICAL and OBJECTIVE review of a course, such as filling in the feedback forms after a seminar. As Fig 2 highlights, reflection comes after the evaluation.

Reflection is a very personal thing and is a great benefit to your personal development. During my own teacher training course I had to maintain a Reflective Learning Journal for two years. It took me three years to actually work out how to use it! However, by using reflection in a formal structure, it greatly improves learning and the depth it takes place.

So, after two years of struggling to fill in the journal, the penny finally dropped and I still maintain one now. Depending on my circumstances, I may put entries in on a daily/weekly basis or after a seminar.

However, I find it refreshing to take my feelings out of my head and put them on paper. It makes them easy to refer back to and I needn't worry about forgetting what I felt. My best piece of advice is to try it. I was sceptical until I started doing it.

In summary, CPD is a state of mind, it is the basis to a lifelong journey of learning and a commitment to your personal and professional development. By embracing change it will ensure our profession grows and strengthens.

**Next month** - New changes to CPD and what constitutes CPD



## VERSATILE WIEDENMANN SUPER 500 TACKLES GLENEAGLES' ROUGH

As you would expect, a clear focus and a precise plan underpins course preparations at Gleneagles ahead of the 2014 Ryder Cup.

A Wiedenmann Super 500 was purchased in June last year by Steve Chappell, Head Greenkeeper at the PGA Centenary Course, with a very specific role in mind.

The Perthshire team chose the Super 500 CHD which comes with a high dump feature as standard. Flail mowing, collecting, verti-cutting and scarifying make this a truly multitasking machine. The container lifts via a parallel system to a height of 2.1m while rotating the hopper to completely discharge collected material. Additional scarifying blades and the optional golf course contour kit completed the package supplied by dealers, Fairways GM.

"Some of the roughs hadn't been cut for 20 years so there was an immediate requirement to take them right back and clean them out. The main purpose at time of purchase was its flail mowing and harvesting capabilities but its principal duties will switch to scarification and grooming of fairways and roughs," said Mike James, Wiedenmann UK's Northern Sales Manager.



## CLUB CAR HELPS DRIVE UK GOLF COURSE BUSINESSES

Club Car is helping drive business at golf courses large and small thanks to its renewed partnership with the UK Golf Course Owners Association (UKGCOA).

The manufacturer may be best known for its fleets at resort courses, but it is helping UKGCOA members of all sizes.

"Golf course owners are often surprised to find out just how much additional revenue they can make from even a small fleet of just five to ten golf cars," said Kevin Hart, Club Car Sales Director Golf for Europe, Middle East, India and Africa.

"At a time when clubs and courses are having to work really hard to add value to both their member and visitor experience, a small fleet of high quality vehicles can help differentiate a facility and bring in valuable additional revenue.

"It requires an investment on the part of the golf course, but it's an investment that delivers a return and positions the course as a leader in quality and experience."

Club Car is the world's largest manufacturer of small-wheel, zero emissions electric vehicles, making its world renowned Precedent golf cars and utility vehicles at its factory at Augusta, Georgia, USA.

Colin Mayes, Chairman of the UKGCOA, a growing organisation with nearly 200 members, said: "The UKGCOA is focused on driving the golf course industry forward through collaboration, and that includes working with partners that can make a difference to our members' businesses.

"Our members include public pay-and-play courses, private members' clubs and multi-venue groups and resorts."

## CLEARWATER CELEBRATES 10 YEARS

ClearWater, the leading washpad water recycling system, is celebrating ten years of sales with 10th Anniversary Special Offers.

The much acclaimed full biological, below ground system was introduced ten years ago by Highspeed Group Ltd. and now has an enviable reputation for performance and reliability.

Highspeed Group Ltd has developed

the system and installation package since the launch and has worked hard to ensure it is the most affordable system of its type. The special offers include a free upgrade to two hose washing, free special ClearWater barrow and free year's supply of micro-organisms.

Highspeed Group's MD David Mears said: "We've introduced more powerful

pumps, added extra filtration, improved access and ease of operation. One thing we have not done is to compromise our original concept of producing an uncomplicated system that is very effective, reliable and real value for money. To mark ten years of supplying ClearWater, we thought we'd celebrate and make choosing ClearWater that bit easier."



# QUALIBRA BATTLES THE ELEMENTS

Last year's climate proved a testing time to cope with the huge variability in British weather conditions. James Braithwaite, Course Manager at Long Ashton GC in Somerset, tested the attributes of Qualibra for his greens and club members

## Keeping putting surfaces firm

The original soil-based greens of Long Ashton Golf Club have always posed a challenge for Course Manager, James Braithwaite, to keep the course open and avoid the use of temporary greens as much as possible.

So James (bottom right) carried out a trial with Ray Hunt of ALS by using Qualibra on nine greens, and another market leading wetting agent on his other nine. He applied both on a monthly basis, at exactly the same time and according to their recommended application rates.

James reported that, despite using Qualibra on the more difficult greens, the results were that they were firmer and drier at the surface than his other nine holes, resulting in faster, more consistent, putting surfaces.

Ray added that having the penetrant and polymer qualities together in one wetting agent had clearly worked well in moving water away from the surface to achieve firmer conditions, whilst holding moisture at a lower level in the soil profile.

## Water conservation

Ray also recommends the dual action of Qualibra can help greenkeepers make better use of irrigation scheduling, and conserve of water resources in a dry season.

He said: "Applying more water less frequently helps to rehydrate the soil more effectively to depth, and significantly reduces the effect of evaporation from the soil surface in hot summer conditions."

Ray advocates the dual action of Qualibra for eliminating the risks of creating soft surfaces after a heavy rain or irrigation and help alleviate Dry Patch or hydrophobic soils more effectively.

"Creating a dry surface, whilst holding greater soil moisture reserves deep and evenly in the root zone, gives more efficient utilisation of water and encourages root development further down into the soil profile, which can further aid plant health," he said.

## Water warning

Golf courses and other sports facilities are going to have to stop using mains water for irrigation within the next five years, according to latest reports, warns Roger Davey of Somerset-based Irritech.

He said: "Golf courses will have to prove they have an efficient and sustainable policy for their use of irrigation water, if they want to get and keep an abstraction licence."

Whilst the cost of borehole water can be as low as five pence per m3 and could pay for the investment in just three years, greenkeepers and clubs have to be aware of the potential risks of water quality.

Other sources for stored water, including rainwater harvesting and treated grey water or sewage effluent from a hotel complex, for example, could also provide valuable alternatives.



# Qualibra

## Deeper thinking

**New wetting and water conservation technology that moves water from the surface AND holds it deeper and more evenly in the root zone.**

Visit [www.greencast.co.uk](http://www.greencast.co.uk) for more information



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## *Profile*

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**Name:** Colin Irvine .....  
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January 1965.....  
**Handicap:** 10.....  
**Hobbies:** Golf, clay pigeon shooting...