would not go amiss in the corridors perhaps, or maybe someone big and mysterious in the City. He's the less talkative of the pair, and in truth rather saw him as a private entrant Moto-Cross competitor and in fact almost the industry, would find its new production managers, designers, engineers and sales technicians. Exposed in the mainstream of Ransomes technology, Graham quickly felt that agricultural machinery sales should be his chosen path. He was fortunate in being trained at a time when Ransomes were selling combine harvesters and even more fortunate in manoeuvring himself from the mundane apprentice tasks of engineering inspection by being assigned to finished goods, an interesting exercise. Equally fortunate, Ransomes encouraged further education and Graham took several courses in mechanical engineering at Ipswich College.

The role of a Ransomes apprentice is very thorough and opportunities presented themselves for Graham's exposure within the agricultural sales division. With his apprenticeship not yet complete, decisions nevertheless had to be made on his career path and he was guided by Roger Smith, who suggested that the future lay not in agriculture but in grass machinery and that a vacancy in sales was there for the taking! At the tender age of 20 Graham was a demonstrator, at 21 seconded to Australia on an exchange scheme and working in the distributorship network for three years. It was in Australia that he saw another side — the smaller and altogether more personal side of the distributor.

Although there were to be no instant changes — still too much to do and learn in Ransomes — this 'other side' had sown a seed in Graham's mind — which was to come to the fore later. For the time it was work as a territory rep back in 'Blighty' till 1977, then a brief and satisfying flirtation in being one's own boss (selling kit boats the sailing connecting) which only ended when recession cut into every yachtsman's pocket and made smaller business enterprises very precarious indeed.

Luck follows the lucky, they say, and a Toro area management job was whispered on the grapevine as being for the taking with the Toro distributor for the South West. Graham had covered this area for Ransomes, knew the people and certainly knew the machinery business — the job was his! Various promotions followed, culminating in a move from the south west to County Durham as sales manager until 1983, when things began to change. Changes take place, business technology and modern equipment on the College's extensive teaching and trials grounds

For further information contact Liz James on 0995 40611.

In closing, I quizzed these good friends on the BIGGA Student Greenkeeper Award connection. They had both worked through the BIGGA, SIGGA and BIGGA syndrome — both enjoying and revelling in the politics of it all: "We had to know which political cap to wear" they both chuckled in unison. Graham now — "We both felt that we needed to get more involved in education and we listened with glee when Paddy McCarron suggested that greenkeeper education needed something upon which to hang its hat — a publicity vehicle if you like and the scholarship came out of that chance comment."

"Any advice for candidates?", I asked, and their reply, again in unison, centred around a candidates achievements both in college and on from the experience — enthusiasm for their chosen career and how they might cope out of a normal environment — in short the candidate who is chosen will be the one who might most benefit career-wise from the experience — that's how it has been, but one never knows: nothing stands still and can do take place, so being on one's mettle is the wisest guide-line.

DAVID WHITE