Jacobson. Up Front in Lightweight Fairway Mowing.

Introducing the all-new Jacobsen LF-100, the 5-gang designed to increase your lightweight mowing productivity.

The wing mowers are up front for better visibility. So the operator can hold a closer line—even at mowing speeds over 5 mph—to take full advantage of the 100" cutting width. This unique, up-front configuration also gives better access to all mowing units to quickly empty catchers and make mower adjustments easy.

Heavy-duty reels deliver a greens-like cut. New heavy-duty reel construction provides extra strength for long life in demanding fairway conditions. The fully floating, 22-inch steerable 7-blade reels are heavier, to follow ground contours closely, for that smooth, consistent Jacobsen cut that's the envy of the industry.

True lightweight mowing. Newly designed low-profile turf tires produce the lightest ground pressure, and the rear wheels roll on a different track than the front. So your tender turf thrives with less compaction. And the wide 4-wheel stance offers excellent traction, increased stability and a tight turning radius.

Built to last. The LF-100 has a proven, rugged chassis, a durable and simple hydraulic system and liquid-cooled diesel engine for a longer, trouble-free life on your fairways.

What's more, the entire machine is backed by your Jacobsen distributor, so you're never far from dependable parts and service support.

See all the LF-100 differences. Ask your Jacobsen distributor for a free demonstration. Attractive lease and finance plans available. Or contact:

North Lynn
Industrial Estate
Bergen Way,
King's Lynn,
Norfolk PE30 2JG
(0553) 763333

© Jacobsen Division of Textron Inc 1989 427-89

December '89
CONTENTS

FEATURES

Iseki Golf Tournament Finals 14
Round up of the final action at Moor Allerton.

Education 17
ETME '90 a reminder about the superb seminar and allied social programme.

ETME '90 Exhibition Preview 20
A final look at some of the exhibitors and their products on display in Harrogate.

On the Course 44
Chris Kennedy moves from Haggs Castle in Glasgow to one of the top challenges in golf - Wentworth.

The Last Word 54
Barry Poole sets the tone with a preview of the vital issues raised in 'The Way Forward' and 'The Demand for Golf' published by the R & A.

DEPARTMENTS

Head Office 5
Four pages crammed with essential reading and the first formal announcement of the Master Certificate Scheme.

From Behind Closed Doors 11
Golf clubs have statutory responsibilities under present day health, safety and welfare legislation. The wise greenkeeper will make sure that he knows what they are, the better to ensure that the law in not ignored.

Flying Divots 12
Twenty questions every greenkeeper should ask Mr. Stanley Ellison, Director General of the European Institute of European Golf Course Managers and publisher of 'Turf Management'.

Around The Green 38
Four solid pages of news from BIGGA Section Secretaries.

Letters 42
Letters to Editor — Roy Kates replies about 'Nitegolf'.

GOLF LANDSCAPES LTD.

ASHWELLS ROAD
BENTLEY, BRENTWOOD
ESSEX. CM15 9SR

Telephone: (0277) 73720
Telex: 995215 GOLF LG

The proven experience in the field
for construction, drainage and irrigation

December '89
From tee to green you require a range of different finishes. And you need to achieve each finish efficiently and economically. That's why Ransomes, Britain's leading mower manufacturer, provides an extensive range of grasscutters. For example, Ransomes New Motor 180D is purpose built to provide a perfect finish for green surrounds and tees. The fully floating head cutting units are raised and lowered hydraulically and it's built for manoeuvrability with single rear wheel steering. The new diesel engine cuts fuel costs while you can cut 0.9 hectares per hour.

Then there's the Mounted Hydraulic 5, designed for fairways and semi-rough where undulations can make mowing difficult. The five floating head cutting units give a crisp cut and excellent ground following. The Mounted Hydraulic 5 will crosscut fairways and it also folds for transport. Each machine is specially built for a precise finish for a specific part of the course. And for economy.

Contact your Ransomes dealer for a demonstration and see how you can cut costs while you cut grass.

The Motor 180D and Mounted Hydraulic 5

are the nation's No.1 cost cutters

No.1 in caring for courses
ON January 1 the new decade will begin for B.I.G.G.A. with the introduction of the Master Greenkeeper Certificate Award for those members seeking the highest status within the profession. In formulating the scheme, the Association has worked closely with the Approved Greenkeeper Training Colleges and the new Certification process has their full support. The achievement of Master Greenkeeper status by a member will therefore be of great significance in his career.

The award of this certificate will indicate that the recipient has achieved the highest standards of excellence within the profession of greenkeeping. It will be a prestigious award based on experience, ability and education. The award is designed through a combination of experience and ability allied to a study programme to produce a well educated and qualified individual.

Educational credits will be available through the approved colleges system in terms of City & Guilds and Scotvec, as well as for other individual qualifications approved by the Association. Credits will also be awarded in accordance with participation in the B.I.G.G.A. educational programme e.g. National Conference, E.T.M.E. seminars, Management Courses, Regional and Section Seminars.

Ongoing training and education are required of all members participating in the award scheme in order to ensure awareness of changing conditions, techniques and requirements. Accordingly, certification once obtained must be renewed every five years through application. You will need to produce evidence that during the period of certification you have accumulated at least the minimum of stipulated credits in order to retain your Certification.

The award process begins when a completed application form for registration is received at Headquarters office. Full details will be retained on computer and individual records will be updated and validated as credits are obtained and notified. For certification purposes, classification will be in four categories and all members of the Association will be placed in one of these categories which in due course will be linked to both members subscriptions and recommended salary/wage levels. From January 1 1990, the minimum credits for the Certification Scheme will be placed in categories on the basis of experience alone.

2. For current Golf Course Managers/Head Greenkeepers with at least ten years greenkeeping experience including a minimum of three years as Course Manager/Head Greenkeeper. Up to three years college based education can be credited towards the 10 years experience. Allocation to this category is subject to having obtained a minimum of 140 credits.
3. For current Golf Course Managers/Head Greenkeepers not meeting the criteria set out in Category 2 as well as for current Deputy Course Managers/Deputy Head Greenkeepers/First Assistants. Allocation to this category is subject to having obtained a minimum of 80 credits.
4. For current Golf Course Managers/Head Greenkeepers not meeting the criteria set out in 2 or 3 and for current Deputy Course Managers/Deputy Head Greenkeepers/First Assistants not meeting the criteria set out in 3. For current Golf Course Assistant Greenkeepers/Apprentices/College Students.

Award of Credits: 300 credits will be necessary to achieve Master status and are obtainable in three stages: (1) Ongoing Education/Experience (200), (2) Assessment of Golf Course Operation (40), (3) Module Examination (60).

STAGE 1 Credits will be awarded as follows:-

City and Guilds - Certificate of Greenkeeping and Sports Turf Management.
Phase 1 - 15 credits
Phase 2 - (2 years) 54 credits - 3 extra credits if undertaken at 'Approved College'.
Phase 3 - 24 credits - 3 extra credits if undertaken at 'Approved College'.

Scotvec National Certificate in Greenkeeping
Approved Greenkeeping Modules - 40 hours - 6 credits, Approved Greenkeeping Modules - 20 hours - 3 credits - up to a maximum of 102 credits for greenkeeping modules and 15 for supervisory modules.
N.B. 3 extra credits will be awarded for each set of five modules obtained at an 'Approved College' (maximum 9 credits).

Greenkeepers Training Committee Registration and Completion of Log Book (3-years) - 5 credits
B.I.G.G.A. In-House Management Course - (1 week) - 8 credits.
S.T.R.I. Courses of Instruction (Golf) - 8 credits
National Educational Conference - 5 credits.
ETME - 5 credits (one per session).
Regional/Section Seminar - 8 credits
Presentation of Paper/Lecture at B.I.G.G.A. Training Course - 5 credits
Presentation of Paper at (i) National Conference - 5 credits (ii) ETME - 4 credits (iii) Regional/Section Seminar - 3 credits

The Association will exercise its discretion to award additional credits for other approved qualifications not detailed above.

Whilst the scheme is operative from January 1 1990, the credit system will apply retrospectively for approved college based qualifications, correspondence courses and the Control of Pesticides Regulations 1986. It will not apply retrospectively to B.I.G.G.A. courses/conferences with the exception of the November 1989 Management Courses at Aldwark Manor.

Experiences
Four credits will be awarded for every year of greenkeeping experience to a maximum of 35 years and up to three years college based experience can be included for this purpose.
N.B. It is necessary to obtain 200 credits in Stage 1 before proceeding to Stages 2 and 3. Once sufficient credits have been obtained, application can be made for Certification and Stages 2 and 3 follow.

STAGE 2
Assessment of Golf Course Operation
The Golf Course Operation will be reviewed by two Course Managers/Head Greenkeepers employed on a consultancy basis by the Association. The visit must take place during the growing season and within one year of the date of certification application approval. The two Course Managers/Head Greenkeepers will visit the operation, tour the course and facilities and ask the applicant a series of questions provided to them by B.I.G.G.A. Each assessor will then decide whether to recommend certification. The applicant will therefore be of great significance in his career.

This is probably the most significant development so far in the Association’s history.”

- Paddy McCarron, Chairman
I am pleased to report that David will not be lost to Greenkeeping Management as he will continue to contribute to the magazine and produce features and articles as well as continuing with his Books Review page. I am sure this will be welcomed by members.

Mike McClennan has been engaged on a freelance basis as an associate editor. Mike is an experienced journalist with a background covering the whole spectrum of reporting, sub-editing, production and public relations. All editorial copy including lineage and pictures, ideas, special articles, etc. should be addressed to Mike at Newcastle.

Remember - Mike together with Barry Poole our Publishing Director and Bill Lynch our Sales Manager can be contacted at Greenkeeping Management, Spencer House, Market Lane, Swalwell, Tyne and Wear, NE16 3DS. Tel: (091) 496 0003. Fax: (091) 496 0004.

"An increase of nearly 1100 new members in the past six months is truly remarkable achievement."

— Peter Wilson, Trustee The Royal & Ancient Golf Club

**RECOMMENDED MINIMUM SALARY/WAGES SCALE**

The Association has updated its recommended minimum salary/wages scale, although actual figures remain the subject of negotiation between the Golf Club and Greenkeeping staff. The quoted rates apply from 1st January, 1990.

<table>
<thead>
<tr>
<th>Holes</th>
<th>Course Manager/Head Greenkeeper</th>
<th>Deputy Course Manager/Deputy Head Greenkeeper</th>
<th>First Assistant</th>
<th>Assistant Greenkeeper</th>
<th>Apprentice Greenkeeper All courses</th>
</tr>
</thead>
<tbody>
<tr>
<td>9</td>
<td>£11,762 pa</td>
<td>£9,244 pa</td>
<td>£177.74 pw</td>
<td>£166.72 pw</td>
<td>£83.36 pw Age 16/17 83.36 pw Age 18 104.20 pw Age 19 125.04 pw</td>
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<tr>
<td>18</td>
<td>£14.879 pa</td>
<td>£10.711 pa</td>
<td>£177.74 pw</td>
<td>£166.72 pw</td>
<td>£104.20 pw Age 18 104.20 pw Age 19 125.04 pw</td>
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<tr>
<td>27</td>
<td>£16.214 pa</td>
<td>£11.672 pa</td>
<td>£177.74 pw</td>
<td>£166.72 pw</td>
<td>£145.88 pw Age 20 145.88 pw Age 21 + 166.72 pw</td>
</tr>
<tr>
<td>36</td>
<td>£18.144 pa</td>
<td>£13.060 pa</td>
<td>£177.74 pw</td>
<td>£166.72 pw</td>
<td>£166.72 pw</td>
</tr>
</tbody>
</table>

N.B. Where appropriate these rates should be increased to reflect Regional variations (eg 24% in some areas).

The First Assistant is a post designed to recognise a third-in-charge where appropriate to the size of the Club. In cases where the First Assistant is the recognised Deputy, the appropriate Deputy Course Manager/Deputy Head Greenkeeper salary scale should apply.

N.B. Staff in possession of recognised qualifications should have this reflected in an addition to base salary.

Basic conditions of employment should include:
1. Where accommodation is provided by the Club, it should be rent and rates/poll tax free with heating/lighting costs borne by the Club.
2. Where accommodation is not provided by the Club, a suitable remuneration in addition to the above salary should be paid.
3. 40 hour week.
4. Retirement Pension Scheme.
5. Telephone costs on Club business.
7. Time off to attend lectures, demonstrations, BIGGA functions and tournaments.
8. If not salaried, basic overtime to be paid at time and a half, with double time on Sundays and Statutory Holidays.

Membership details are available from The Executive Director, BIGGA, Aldwark Manor, Aine, York, North Yorkshire YO6 2NF. Telephone: 03473 5812/F. Fax: 03473 8864.
FROM HEAD OFFICE

Robertson, Andrew, Thursley Golf Club. Scott, Mark W., Prestonfield Golf Club.
Varley, Angus S., Alvaston Golf Centre. Waring, Robert J., Belmont Golf Club.

TRADE
Jacobson, Jakob, Tumble Bridge Engineering Ltd. Pearson, Chris, Turbin, Andris, Queen & Sons Ltd.

ASSOCIATE
Fraser, Allan.

MEMBERSHIP
SUBSCRIPTIONS 1990

GREAT BRITAIN AND IRELAND

<table>
<thead>
<tr>
<th>FACILITY</th>
<th>COURSE MANAGER/HEAD GREENKEEPER</th>
<th>DEPUTY COURSE MANAGER/DEPUTY HEAD GREENKEEPER</th>
<th>FIRST ASSISTANT/ASSISTANT GREENKEEPER</th>
<th>INTERNSHIP</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fee</td>
<td>£36.00</td>
<td>£33.00</td>
<td>£31.00</td>
<td>£48.00</td>
<td>£149.00</td>
</tr>
<tr>
<td>* Includes 1 year's subscription to Greenkeeping Management</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FACILITY</th>
<th>10 or more</th>
<th>20 Years or Under</th>
<th>International</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fee</td>
<td>Max £500.00</td>
<td>£20.00</td>
<td>£20.00</td>
</tr>
</tbody>
</table>

*The First Assistant is a post designed to recognise a Third-in-Charge where appropriate to the size of the club. In cases where the First Assistant is the recognised Deputy, the Deputy Course Manager/Deputy Head Greenkeeper subscription rate should apply.

ASSOCIATE/SOCIETY SCHEME

Those enrolling in the Associate/Company Membership category will be encouraged to play a full part in the Association's affairs. Associate members will be those having a close interest in greenkeeping without being specifically employed as greenkeepers. As such, this category of membership will be of interest to Chairman of Green Committees, Club Secretaries, Golf Course Architects and Constructors and many others with a close affinity to greenkeeping. Company membership is on an individual basis and will be of interest to those employed within the fine turf industries.

Individual membership cards will be issued and will entitle the member to participate in all National, Regional and Sectional events organised by the Association Delegate fees at both the European Turf Management Exhibition and the National Conference as well as at Regional Seminars will be offered to Associate/Company members at a discounted rate. Whilst many members may wish to identify with a particular local Section or Region, members are able to participate nationally if they so wish. To assist identification with BIGGA, Associate/Company members will receive a BIGGA car badge sticker, key ring, pen and golf bag tag. New members will also receive an enamel lapel badge.

All Associate/Company members will receive each month a copy of 'Greenkeeping Management', the Association's official publication and essential reading for those involved with or interested in greenkeeping. A special corporate rate is available for those companies wishing to enrol ten or more of their staff as members of the Association.

1989 members will be invoiced for subscriptions due prior to 1st January, 1990.

1990 BIGGA MEMBERSHIP PACKAGE

For the first time greenkeepers have been categorised and subscription rates set accordingly. It is important to note that these categories will be linked to both the Recommended Salary/Wages Structure and the new BIGGA Certification Scheme to be launched next month. Central to the Scheme will be that all greenkeeper members of the Association are initially placed in one of four categories based on experience and educational qualifications. Over the next few years these categories will be directly linked to recommended salary/wages and subscription levels.

The 1990 subscription levels represent the first phase in rectifying these elements and establishing a direct link between qualifications, experience, salary/wages levels and subscriptions. What then will your 1990 subscription bring you? In addition to your BIGGA membership card, the package brings valuable benefits for members:

(i) Monthly copies of Greenkeeping Management - the Association's own publication.
(iii) Full Legal Advisory Service including Legal Information Card.
(iv) Full Employment Cover. Full Personal Injury Cover.: Pursuit of civil claims by the insured for damages, specific performance or injunction arising from any of the following:
   (a) A contract of employment;
   (b) Death or personal injury of the insured from any cause.
(v) Beneficial Insurance Options in respect of Car and Home - Building and Contents.
(vi) BIGGA Car Badge Sticker.
(vii) Personal Accident Cover - this cover will provide capital sums under the following headings:
   1. Death £5,000.
   2. Loss of use of one or more limbs and eyes £5,000.
   3. Permanent total disablement lasting 104 weeks at the end of which being beyond hope of improvement £5,000.

Members suffering temporary total disablement in excess of seven days will receive a weekly income of £25 for a maximum of 104 weeks. Also it will be possible for members to purchase additional units at their own cost within the Scheme and a pamphlet incorporating an application form will be made available upon payment of subscription.

All NEW members will receive an enamel lapel badge.

NEW FOR 1990 - BIGGA KEY RING, BIGGA PEN AND BIGGA GOLF BAG TAG

In conjunction with our Insurance Brokers, it will be possible in 1990 to arrange discounts for private medical insurance for members of the Association - there will be a discount on normal medical insurance rates of 20% and details will be enclosed with your membership package.

For those wishing to take out cover for vehicle breakdown, the National Breakdown Recovery Club will be offering a 10% discount on normal rates to BIGGA members as well as waiving the £5 enrolment fee - details with your membership package. Note the cost comparison in the box below.

<table>
<thead>
<tr>
<th>FACILITY</th>
<th>Normal Disc.</th>
<th>NBR</th>
<th>Price</th>
<th>RAC</th>
<th>AA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fee</td>
<td>£5.00</td>
<td>Free</td>
<td>£7.50</td>
<td>£10.00</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>£54.00</td>
<td>£49.75</td>
<td>£57.50</td>
<td>£59.50</td>
<td></td>
</tr>
<tr>
<td>Protection</td>
<td>£42.50</td>
<td>£38.25</td>
<td>£45.50</td>
<td>£48.00</td>
<td></td>
</tr>
<tr>
<td>Comprehensive</td>
<td>£25.50</td>
<td>£22.95</td>
<td>£26.50</td>
<td>£27.50</td>
<td></td>
</tr>
<tr>
<td>Roadside Assistance</td>
<td>£19.00</td>
<td>£17.10</td>
<td>Not Applicable</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

The Association's Placement Scheme was detailed in the September issue of Greenkeeping Management. Remember this is a service as part of your membership package - if you wish to be kept up to date on the employment scene, the Scheme is available for you to contact.

Don't forget the BIGGA Personal Pension Plan - available to BIGGA members. Discounted fees are payable by BIGGA members attending the National Conference and the European Turf Management Exhibition as well as Regional Seminars.

continued
As a Course Manager you pay less than 70p a week whilst as a First Assistant you pay less than 60p - outstanding value for your membership package! Membership of BIGGA gives you increasing recognition throughout the golfing world as a member of a truly Professional Association. Be part of BIGGA as an exciting new decade for greenkeeping approaches.

INTERNATIONAL MEMBERS
All items in the package are available to members both in the Republic of Ireland and internationally with limitations on items (ii) and (iv). The Legal Helpline card can be used for seeking legal advice, but this advice will relate to either English or Scottish Law. The card can be used when the member is visiting Great Britain, both for advice and in respect of any claims arising during or from such visits.

N.B. The legal and insurance benefits are only effective following payment of subscription. Any delay in payment after 1st January could cause a problem - don't take the risk!

REMEMBER - BIGGA BACKS ITS MEMBERS

THE 1990 MEMBERSHIP PACKAGE
UNDENIABLE VALUE FOR MONEY

WHAT do I get for my money?

How often is this question posed and quite rightly too. The breakdown for your 1990 subscription shows just how attractive the BIGGA Membership Package is for greenkeepers.

- Personal Accident Insurance Cover £3.00
- Legal Advisory Service/Employment Cover/Personal Injury Cover £5.00
- Membership card £0.26
- Car badge sticker £0.20
- Key ring £0.26
- Pen £0.47
- Bag tag £0.32
- Retainer Fees (Regional Administrators/Section Secretaries) £3.46
- Subscription refunds to regions/sections £5.00
- STPI Journal and Quarterly Bulletins £2.50

£20.47

In addition each new member receives a lapel badge - £0.60.

The balance of subscriptions up to the appropriate rate is utilised to partially offset the running costs of the Association for which substantial additional income has to be sought from other sources. In effect the 20 Years of Age or Under category is subsidised as the subscription rate for 1990 is set at £20.00.

Greenkeeper members also receive a monthly copy of Greenkeeping Management magazine (annual subscription rate £21.95) free of charge. Directly or indirectly members receive annual benefits totalling over £43 - value for money indeed! You also receive discretionary courtesy of the golf course - a valuable benefit for golfers amongst you. All this comes before one considers the very real ongoing benefits of belonging to a professional association such as ours - but that is a continuing story.

MEET THE STAFF

BILL LYNCH

BIG WILLIAM*, according to reports has been accorded the distinction among the industry's media buyers and marketing managers of being popular. Greenkeeping Management's Sales Manager Bill Lynch, has helped BIGGA's new publication establish itself as Europe's number one greenkeeping management magazine.

Bill who is 36 is married to Sue with two young daughters Ruth and Jessica lives at Ryton, Tyneside.

Prior to joining Greenkeeping Management last March Bill was unable to work for 3 years following a serious car accident in 1986. Prior to that Bill was employed by The Thomson Organisation as a Group Sales Manager employing 40 sales staff.

Following the extremely hard work put in by Bill and the sales team over the last 9 months he is looking forward to meeting even more of Greenkeeping Management's clients during 1990.

NOTICE TO MEMBERS

Annual General Meeting

This will be held on Tuesday, 13 March, 1990 at 2.30 p.m. in The Royal York Hotel York immediately adjacent to the Railway Station

NEIL THOMAS Executive Director

BOOK NOW!

GCSAA SHOW
- ORLANDO -

If you are planning to join the BIGGA trip to Florida - you'd better be quick!


Depart from Gatwick 11.15 a.m. Thursday, 15th February.

Return from Orlando 18.20 p.m. Thursday, 1st March arriving at Gatwick 07.25 a.m. on 2nd March.

Accommodation at the stylish Wynfield Inn, close to the Convention Centre.

Costs 14 nights accommodation on a twin-bedded basis - £545 plus £34 in insurance if under 11 years.

To be sure of a place ring Samantha today on 03473 581/2. Your booking MUST be accompanied by a deposit cheque of £85, inclusive of insurance.

NEIL THOMAS

As the festive season approaches, the Chairman, Board of Management, Executive Director and Staff would like to thank all members for their support and encouragement during the past year. It has been a year of development and progress and there is much to celebrate this Christmas time as the greenkeeping profession develops apace.

We look forward to a new year and new decade with anticipation and confidence knowing that we must set our sights high and that much hard work will be necessary to enhance further the profession and the Association.

To all our members we wish a very Merry Christmas and a happy and prosperous New Year.
2nd EUROPEAN TURF MANAGEMENT EXHIBITION
24th-26th JANUARY 1990
Pre-register your attendance and book your accommodation NOW!
If you want to exhibit, Book Now!
2nd EUROPEAN TURF MANAGEMENT EXHIBITION 24-26 JANUARY 1990

This postage paid Reply Card is designed to help you pre-register your participation as either a visitor or exhibitor.

PRE-REGISTRATION
I will be attending and wish to receive details of:

(a) The exhibition (b) The seminars (c) Both

* seminars start on Tuesday 23 January

EXHIBITORS
If you have already booked exhibition space ignore this. If your organisation wishes to exhibit goods or services please indicate by a tick in (d)

ACCOMMODATION
Invitel Ltd bring their considerable experience to our official booking agency. Please indicate the type of accommodation required and show the number of nights and beds needed.

(e) Hotel (f) Guesthouse (g) Nights (h) Beds

Name: Occupation:

Address:

Postcode: Signed: Date:

ISSUED BY THE PUBLISHING DIVISION OF BRITISH & INTERNATIONAL GOLF GREENKEEPING ASSOCIATION

2nd EUROPEAN TURF MANAGEMENT EXHIBITION 24-26 JANUARY 1990

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Name: Occupation:

Address:

Postcode: Signed: Date:

ISSUED BY THE PUBLISHING DIVISION OF BRITISH & INTERNATIONAL GOLF GREENKEEPING ASSOCIATION

READER REPLY PRE-PAID CARD NOVEMBER 1989
Please check the appropriate box for each category

1. How did you receive this issue of GST?
   1. Included with my BIGGA membership benefits.
   2. I am a subscriber.
   3. This issue was given to me by a member or subscriber.
   4. This issue was sent to me by post.

2. Type of facility
   A. Private golf course
   B. Municipal golf course
   C. Hotel/Resort golf course
   D. Park
   E. Ski resort
   F. Warehouse
   G. Business
   H. Other

3. If at a golf course, number of golf holes
   1. 9 hole
   2. 18 hole
   3. 27 hole
   4. 36 hole
   5. Other

4. Job title
   A. Head Greenkeeper/Course Manager
   B. Club Official
   C. Owner
   D. Manager
   E. Architect
   F. Builder
   G. Turf Specialist/Technician
   H. Golf-related Personnel

5. Purchasing Authority
   1. Recommend
   2. Specify
   3. Approve
   4. Not involved

6. Reason for inquiry
   A. Immediate purchase
   B. Future enquiry

Please complete all the above questions

Mr / Mrs /

FIRST NAME

SURNAM

COMPANY OR COURSE

ADDRESS:

POSTCODE

COUNTRY

PHONE NO:

WORK PHONE:

Signature: Date:

Please tick box if you want to advertise in the Buyers Guide. Simply fill in the form on this pre-paid card.

Place below the advert Flag Number – to receive more information about the products and services advertised in this issue.

REF. — G.M. 12/89
Join us for the

61st INTERNATIONAL
GOLF COURSE
CONFERENCE & SHOW

February 19-26, 1990
Orange County Convention/Civic Center
Orlando, Florida

- TRADE SHOW
- GOLF CHAMPIONSHIP
- GCSAA ANNUAL MEETING
- EDUCATIONAL SEMINARS

For conference, seminar or exhibitor information:
800/472-7878 or 913/841-2240

1617 St. Andrews Drive
Lawrence, Kansas 66047-1707
Applications are invited from suitably qualified journalists having a good knowledge of the golf industry generally and the fine sports turf market in particular. The editor will be required to assume responsibility for all aspects of production.

Salary and conditions are negotiable and the remuneration package will include benefits associated with this senior position. Reasonable relocation expenses will be paid if necessary.

The position must be filled by 1st March, 1990.

Applications with full C.V. to:
Barry Poole, Publishing Director,
Greenkeeping Management,
Spencer House,
Market Lane, Swalwell,
Tyne & Wear, NE16 3DS

Closing date for applications 29th December, 1989

We've got the answer in the shape of the tough new Series 20 Compact tractors from Ford New Holland. Call us today and find out how the Series 20 can make light work of the heaviest of tasks.