

## Vital survey relies on YOUR help

Within the next few weeks BIGGA greenkeepers throughout the country will receive a comprehensive Golf Course Management Survey through the mail, which they are earnestly requested to complete and return without delay.

There can be few who have not been confronted by survey forms of some sort or another before and will perhaps question why this one is so different, why it is so very important and why it should be acted upon?

First, the information sought is such that every answer will be absolutely confidential. No names or addresses will be requested and data gathered will be used only in producing trends, regional averages and – perhaps most important of all – highlighting differentials.

Next, you may ask, what's in it for me? The answer – simply – is that it will assist you in managing your course with every possible means at your disposal by way of information. This information will enable you to fight your corner with totally accurate facts rather than hearsay or fantasy. In using current jingoism, BIGGA endorses the statement: if you can't accurately measure it, you can't accurately manage it!

Each greenkeeper completing the survey will receive a free synopsis of the report, believed so valuable to greenkeepers that a similar survey and report conducted in the USA some little time ago positively revolutionised the industry in that country.

Golf is undergoing unprecedented changes, together with a much more enlightened approach to total management of the most important facility – the course itself. BIGGA urges you to spend a little time in completing the survey – a vitally important tool of good management – the urgency generated by the knowledge that the end result will be of lasting benefit to the greenkeeper and his chosen profession.

*Be a professional – stand up and be recognised.*

## Gearing up for Iseki, Ransomes and Kubota tournaments

There is an air of excitement around the greenkeeping fraternity that is positively boiling. Already we've experienced some of the most electrifyingly close battles in greenkeeper golf at Royal St David's, venue for the ICI Professional Products sponsored BIGGA National Tournament, where a single stroke separated players in the gross competition and handicap players demonstrated skills often beyond their wildest dreams. Clearly the ICI Professional Products Tournament was a great success.

Fine tuning of skills continues unabated for the forthcoming Iseki Championship finals to be held at Hillside on September 12th and whilst none could have failed to be impressed by the strength of play of those who have battled through the many rounds in order to reach the pinnacle, the question remains on everyone's lips – who will be the Iseki Champion for 1991. Greenkeeper International will be at Hillside to catch the players in action and a full report and pictures will appear in our next issue.

But that's not all, for just two weeks later the venue changes again, moving to the delightful Fulford course on October 2nd for the Ransomes Interna-

tional Greenkeepers and Superintendents Tournament. This will be the seventh such tournament, with a select and hugely talented field culled from the best of greenkeeper golfing skills around the world, each bent on proving national superiority in a team competition that has no peer. Competitors will also enjoy a BIGGA Seminar at Aldwark Manor on October 1st, given by an international panel of speakers and entitled "Environmental Considerations in Golf Course Management". All this, together with a spirited two day entertainment programme, suggests a promise of something quite extraordinary.

Finally the scene changes yet again, with successful British greenkeepers, who earned their laurels by finishing high in their class at Royal St David's, competing in the Kubota Team challenge at the Belfry on October 17th. BIGGA's team have a successful record in this event and will be keen to wrest the Trophy from last year's winners, the Club Secretaries, who took the BIGGA held trophy from the Stewards in a cliff-hanging final.

To them all, good fortune with never a three putt. May they return laden with trophies, honour and glory...

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OFFICE  
NOTICES**

**MORTGAGE  
FUNDS AVAILABLE  
TO BIGGA MEMBERS AT  
9.95%**

### THE BIGGA PERSONAL PENSION PLAN

- ◆ A tax-free lump sum and full pension from the age of 50
- ◆ A full tax relief on all contributions made
- ◆ A tax-free investment growth within Standard Life's unitised with-profits Pension fund
- ◆ BIGGA Pension Plans are available to all greenkeepers, whether in a golf club scheme or not
- ◆ BIGGA Pension Plans are also available to all Golf Clubs who wish to establish Pension arrangements for greenkeeping staff.

### THE BIGGA MORTGAGE SERVICE

This recently established service for BIGGA members has been of great service to greenkeepers throughout the UK. Greenkeepers do not always have the time to select the best mortgage possibilities available, and so to have someone searching for the right deal is really useful.

◆ Best mortgage deals sought out ◆ Either fixed or variable rates available ◆ Either endowment or pension-plan linked mortgages available.

The BIGGA mortgage service is available to all greenkeepers, whether purchasing a property or seeking re-mortgage facilities.

NOW is the time to find out more. Please complete the form below and post to:  
**Executive Director, BIGGA, Aldwark Manor, Aldwark, Alne, York YO6 2NF**

1. I will soon be/am in the process of buying a house. Please send me details of the new BIGGA Mortgage Service
2. I already pay for a mortgage on my house, but I wish to know if any better mortgage arrangements are available to me
3. I am/am not in a Golf Club Pension Scheme. Please send me details of the new 1991 BIGGA Pension Plan

Name.....Date of Birth.....

Golf Club and Job Title.....

Home Address.....

.....Post Code.....

Tel No. (Work)..... (Home)..... GI.9.91



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