

## As I see it...

BY DEAN CLEAVER  
BIGGA CHAIRMAN

**T**his has been one of the quieter months I've had since becoming Chairman and I've actually been able to get some work done on my course. In fact the joke is that I had to dig out the A-Z to find my way to the club. I made the most of it though and did some vertidrainage just to show the membership that I'm still about!

It hasn't meant that I have been totally quiet however.

I attended the British Institute of Golf Course Architect's Silver Jubilee Conference at Wentworth. The dinner was certainly a unique occasion with many familiar faces from the golf world gathered in the stunning surroundings of Wentworth's Ballroom.

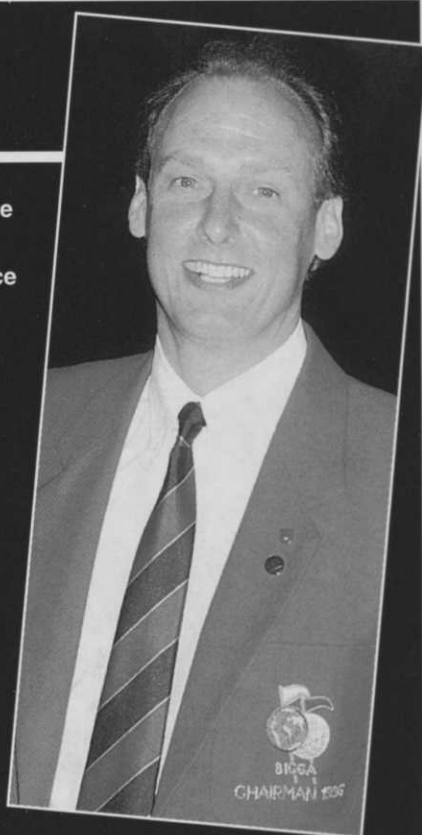
Although I had to miss the actual conference I understand it was superb and the role of the greenkeeper and work of BIGGA was highlighted by many of the speakers. Howard Swan who organised the Conference wrote to me and thanked BIGGA for supporting the event.

After Wentworth it was on to The Belfry for the annual Kubota Challenge, one of the highlights of the year.

After coming fourth and last last year it was better this as we got to the final only to be beaten by the English Golf Union, who won for the second successive year.

Now I'm not one to carp, and each one of the eight men who represented us in the final was a superb ambassador for BIGGA, but I do believe that if a 10pm curfew had been in place the night before the final the result may have been different. I curse the fact that I was unable to arrive a day earlier to supervise preparations for the final. Joking aside it was a wonderful event and I'd like to congratulate Rene Orban on his excellent Kubota Challenge debut.

At the moment I'm preparing for a trip to Interlachen in Switzerland for the International Greenkeepers Association Conference. I'm attending in my capacity of Chairman of FEGGA. I'll report back on my time in Switzerland next month.



# NEWS



## Jobs boost for new John Deere dealer

Nairn Brown Ltd at Busby, near Glasgow, is the latest recruit to John Deere's nationwide grounds care dealer network – the first time a main John Deere dealership has been established in the west of Scotland.

The appointment increases the opportunity for professional and domestic customers from Oban to Dumfries to invest in John Deere's full range of commercial and consumer equipment.

Dealer principal Nairn Brown founded the business in 1965. Nairn Brown Ltd was the Mountfield distributor in Scotland for 20 years, and several of the key staff have been with the company for over 25 years.

"We see the John Deere range as a way of extending and developing our customer base," says Nairn Brown. "Around half our current business is with local authorities and golf courses.

"Staffing levels will be increased to provide full sales, service and parts back-up to all

our customers. We carry 18,000 parts in stock, and are computer-linked to John Deere's worldwide Distribution Network System."

The company has been accredited to ISO 9002 certification since 1993, one of the few grounds care dealerships in the UK to have achieved this international quality standard.

● Pictured: Nairn Brown staff celebrating the new deal.

■ The Good Director 96 and 97 for Golf Owners Operators and Developers is now available from Golf Business Communications Ltd, 5/7 High Street, Dorchester-on-Thames, Oxfordshire, OX10 7HH priced £15.

The second edition contains the names and details of over 700 companies and there are more than 4,100 entries under the product and service group headings.