

# AMAZONE GROUNDKEEPER



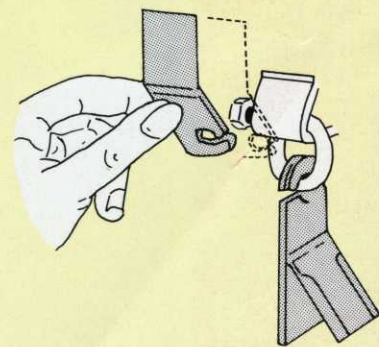
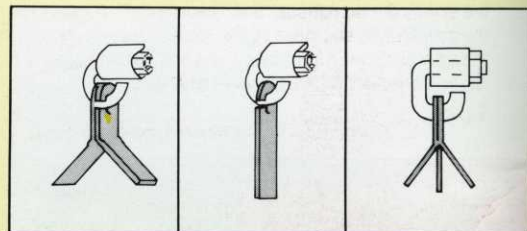
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# BRITISH & INTERNATIONAL GOLF GREENKEEPERS ASSOCIATION

## 1992 MEMBERSHIP APPLICATION FORM

*Not to be completed by 1991 members*

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**PLEASE COMPLETE FULLY IN BLOCK CAPITAL LETTERS**

Full Name .....

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County .....

Postcode ..... Telephone .....

Date of Birth (if applying for Greenkeeper Membership) .....

Name of Employer/Company .....

Address .....

County .....

Postcode ..... Telephone .....

Position held .....

I wish to apply for: Greenkeeper Membership

Associate/Company Membership  Tick as applicable

I wish to be affiliated to the ..... Region, ..... Section

(Greenkeeper Membership only: see overleaf). I hereby apply for membership of the British & International Golf Greenkeepers Association and agree to abide by the constitution and rules of the Association. I enclose a cheque/postal order in the sum of £..... (details overleaf) made payable to BIGGA. A receipt will not be issued unless specifically requested. GI.8.92

Signed ..... Date .....

Please note that Associate/Company membership is on an individual basis.

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*\*Until the end of 1992*

## Greenkeeper Membership Details 1992

*See application form overleaf*

- Region: **Scottish** – Sections: Ayrshire: Central: East: North: West
- Region: **Northern England** – Sections: North East: North West: Northern:  
Cleveland: Sheffield: North Wales
- Region: **Midland** – Sections: East Midland: Midland: East of England:  
Mid Anglia: Berks: Bucks and Oxon
- Region: **South-East** – Sections: East Anglia: Surrey: Kent: Sussex: London
- Region: **South-West** – Sections: South West: South Coast: Devon and  
Cornwall: South Wales

## New Member Subscriptions

Course Manager .....	£30.00	(was £50)
Deputy Course Manager/Deputy Head Greenkeeper ...	£25.00	(was £45)
First Assistant/Assistant Greenkeeper .....	£22.00	(was £39)
20 years of Age or under .....	£15.00	(was £26)
International.....	£30.00	(was £48)

(NB: Overseas members are requested to note that subscriptions should be made in

Pounds Sterling by way of a Bank draft or cheque drawn on a London bank).

## Associate/Company Membership Details 1992

Associate/Company (including subscription to Greenkeeper International  
magazine until end of 1992) – £25.00 (was £45)

Associate/Company (without magazine) – £15.00 (was £20)

Corporate – £525.00 maximum.

Complete card overleaf on behalf of company, sign and date.  
Please attach a list of those staff members – names and mailing  
addresses – who require corporate membership.





**Reduced subscriptions\*  
offer for NEW members!**

*\*Until the end of 1992*

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*See application form overleaf*

- Region: **Scottish** – Sections: Ayrshire: Central: East: North: West  
 Region: **Northern England** – Sections: North East: North West: Northern:  
 Cleveland: Sheffield: North Wales  
 Region: **Midland** – Sections: East Midland: Midland: East of England:  
 Mid Anglia: Berks: Bucks and Oxon  
 Region: **South-East** – Sections: East Anglia: Surrey: Kent: Sussex: London  
 Region: **South-West** – Sections: South West: South Coast: Devon and  
 Cornwall: South Wales

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**AUGUST 1992**



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The Rt. Hon. Viscount Whitelaw K.T., C.H., M.C., D.L.

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# GREENKEEPER

*International*

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BIGGA Turf Management Exhibition and Seminar Programme 1993

The BIGGA Turf Management Exhibition and Seminar Programme is now recognised as the industry's most significant indoor event. Contact Debbie Savage on 03473 581 for a BTME 1993 Information Pack and find out how your company can take part.

### Greenkeeper Education and Development Fund

Launched by Viscount Whitelaw at BTME 1992, the Fund provides the key to the future for greenkeeper, golf club and game. Individuals and companies can join the Golden Key Circle and Silver Key Circle. For details, contact BIGGA on 03473 581.

**GOLDEN KEY CIRCLE COMPANY MEMBERS:** Hardi Ltd • ICI Professional Products • Iseki UK Ltd • Jacobsens • Kubota UK Ltd • Lely UK Ltd • Lindum Seeded Turf • Ransomes • Rufford Top Dress Supplies Ltd • Toro Irrigation.



BIGGA GOLDEN KEY and SILVER KEY CIRCLES



# Education and Development Fund tops £50,000 mark

The Greenkeeper Education and Development Fund has reached its first landmark and topped £50,000.

Ransomes and Netlon are the latest companies to support the fund.

At The Open Championship, Ransomes' UK Sales Manager Richard Bishop presented BIGGA Chairman Roy Kates with a cheque for his company's membership to the Gold Key Circle.

## Associated

Netlon Advanced Turf Systems joined the Silver Key Circle, wishing to be closely associated with the educational courses and programmes now being developed for the greenkeeping profession.

"Netlon Limited believe that the Education and Development Fund for Greenkeepers is a very important way forward within the golf industry," said Netlon's UK Sales Manager Gordon Rolfe. "We are confident the very high standards



already achieved can be maintained and, in time, improved by this programme."

In welcoming the contributions of both Ransomes and Netlon, Neil Thomas, Executive Director, BIGGA commented, "A further two companies have now joined the Key Circles and the support to date for the new fund from within the industry has been excellent. We hope that it will be ongoing, thereby developing a resource which will contribute greatly to the development of greenkeeper educational programmes in the years ahead."

A donation of £250 by the Mid Anglia section committee has been welcomed as indicative of an increasing trend from

regions, sections and individuals to support the fund. Neil Thomas advises that a plaque will be presented to the section to mark this contribution. "I consider it particularly important that members support their own fund," he said. "In the years ahead I am sure that they will derive tremendous satisfaction from their own contributions to a fund designed to bring them ongoing benefits."

"I am delighted to announce that the fund has now passed the £50,000 mark and this provides a strong base for future development."



Above: **BIGGA Chairman Roy Kates receives a cheque from Ransomes' UK Sales Manager Richard Bishop.**



Right: **Gordon Rolfe**

## Large and small companies line up for BTME '93



A preliminary list of exhibitors has been drawn up for the 1993 BIGGA Turf Management Exhibition.

And the message from Exhibitions Officer Debbie Savage is: "If your company's name is not on the list, there's still time to take part - but book your stand space as soon as possible to avoid disappointment."

Companies large and small have confirmed their intention to take part in the 1993 BTME in Harrogate - considered to be the premier event for the fine turf industry.

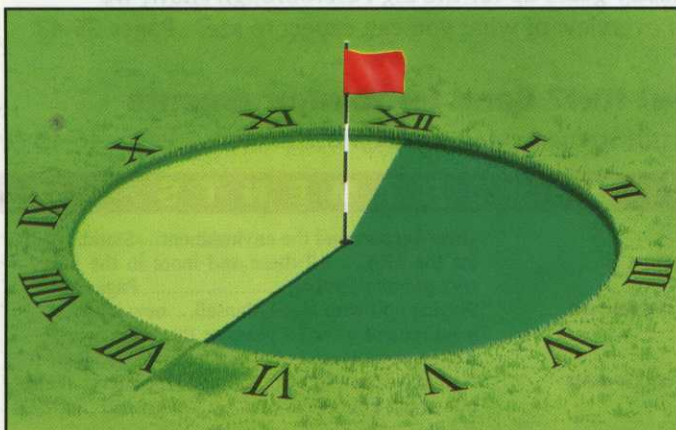
This year's exhibition, opened by BIGGA President Viscount Whitelaw, was reckoned to be the best yet.

Plans are well advanced for the next event, however, with the number of bookings up on this time last year.

● For a comprehensive information pack containing full details about the 1993 BTME, telephone Debbie on 03473 581 or by fax on 03473 8864.

### BTME 1993: EXHIBITORS TO DATE

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- Atterton & Ellis
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- Barenbrug
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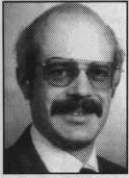
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■ Roger West, Agriland's technical director for the past five years, was appointed MD of the company in June. A bio-chemical engineer, he initiated the development of Agrimaster and Agricrop growth stimulants and later went on to formulate Ferrogreen liquid iron and a multi-purpose wetter. More recently he has developed the "Classic" range of liquid fertilizers. A spokesman for the Clearfield Group, Agriland's parent company, told Greenkeeper International that the appointment reflected the company's emphasis on research and development and product-led marketing.



■ Rufford Top Dress have appointed two regional sales managers. They are Michael Vandembosh, (left) who will cover Southern England to the boundaries of Birmingham, and John Taylor, (below left) who will cover Birmingham, Northern England and Scotland. Both Michael and John have extensive backgrounds in turf culture and have received comprehensive soils training to add to their already considerable knowledge.



Rufford's managing director, Peter Jefford explained, 'these appointments are for the sole purpose of supporting, advising and monitoring our existing distributors throughout the country'.

■ Claimants for longevity in greenkeeping may have to look to their laurels following the news that Tom Adams, Ludlow Golf Club, has retired after no less than 55 years of tending the same golf course, a record that may take some beating. I'm sure all BIGGA members will join with Greenkeeper International in sending Tom fraternal greetings and good wishes for a long and happy retirement.

■ The UK Engine Repair Championships will be staged for a third time at IoG, a national competition sponsored by Tecumseh, Briggs & Stratton and Kohler Engines, together with GMS Amenity Power magazine. Co-sponsors are Castrol, R+R Workbenches, Kamasa Tools and Champion Sparkplugs.

Open to service engineers, the championships highlight the importance of workshop personnel and their skill when working on small engines, plus all the kudos that goes with winning.

At the show on September 9th, semi-finalists will diagnose engine faults with the finalists working on engines. Cash prizes totalling £950 are on offer.



■ SISIS Equipment (Macclesfield) Ltd were delighted with the response to their Diamond Jubilee cartoon caption competition, with entries received from the UK and as far afield as France, Belgium, Ireland, Dubai and the USA.

After much deliberation the winner was declared to be Mr C Parry, head greenkeeper of Woolton Golf Club, near Liverpool. He will receive a piece of diamond jewellery, with three runners-up each receiving engraved glass tankards.

The winning caption reads: 'Morning Mr Secretary, I see you've caught another lady member out on men's competition day again'.

■ Two champions, each masters of their craft, clashed recently in a friendly battle with a world class flavour. Nigel Mansell, Britain's flying Manxman and likely Grand Prix World Champion, along with friend of the Kerry's, Simon Williams (related to Canon-Williams team impresario Frank Williams I wonder?), joined up with Hilton Gold Medal winner and head greenkeeper Roger Kerry, along with Roger's twin brother John, on the links of Royal St David's at Harlech for a four-ball no holds barred match.



Standing, Royal St David's captain, Barry Steward. Sitting, from left: John Kerry, Simon Williams, Nigel Mansell, Roger Kerry

Welshman Roger, who many will remember as the wizard who masterminded the immaculate preparation of Royal St David's for our National Tournament in 1991, told of the thrill of playing against Nigel, and how he and John negotiated stakes of £2 a side and £2 for the game (this with a multi-millionaire!) in an epic Wales v England match. Recovering from an understandably nervous start and a four down position, the Kerry's pulled back to all square at nine and were just one down at sixteen. "Then", explained Roger, "Nigel threw a cracking birdie at us and the match was over - the best £4 we've ever lost! Nigel is the most competitive person I've ever played against and he positively thrives on hard battles". We'll bet Ayrton Senna knows a little about that killer attitude!



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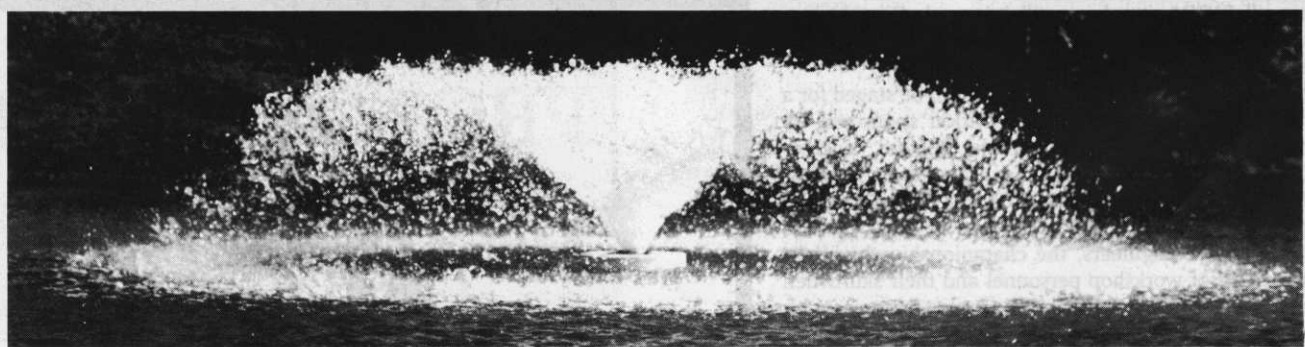
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# New manual contains all the facts

Good things, we are taught from an early age, are worth waiting for. Thus it is with genuine pride and pleasure that at last, at long last, the announcement can be made: *The Greenkeepers Training Committee Training Manual is ready!*

This long overdue publication is the result of a great deal of mid-night oil burning, coupled with expert knowledge and opinion, by representatives from the English Golf Union; National Association of Golf Club Secretaries; The Royal & Ancient; The PGA European Tour; Scottish Golf Union; Welsh Golfing Union; Golfing Union of Ireland; Sports Turf Research Institute and, of course, BIGGA. It will be available from GTC headquarters, c/o BIGGA, Aldwark Manor, from September 1st and costs £14.

What exactly is the GTC Training Manual? It is a manual which has been developed in response to requests to update the Trainees Log Book (The Pink Book) which hitherto was issued by the GTC.

Since the Log Book was first introduced there have been numerous developments in education, training and indeed in the game of golf itself. The time was overdue to update and further develop the Log Book and, in effect, it has been reconstructed and added to in such a way that it now bears little resemblance to the old Pink Book.

In the Training Manual the reader will find all that is necessary to achieve competence in every aspect of the greenkeeping craft. All the essential tasks and knowledge required by a golf greenkeeper are listed in such a detailed way that guidance is provided to both trainee and trainer on how every task should be tackled. Reading it will not make you an instant expert, but it will identify every task necessary and create targets to achieve.

Of even greater importance, the manual provides a record of training and an assessment or achievement record. The manual ties together the educational elements with practical (assessment) elements so that greater understanding and co-operation between golf Club and approved colleges is established. The importance of this is apparent in that development of NVQs (National Vocational Qualifications) and SVQs (Scottish Vocational Qualifications) are considered throughout the development of the manual and NVQs and SVQs have been incorporated fully into the text, enabling greenkeepers to obtain a nationally recognised qualification.

## Courses tailored to suit manual

Approved colleges have embraced the essentials contained within the manual and are tailoring their courses to suit the manual.

How, one may ask, is the student assessed? Many assessments are work-based although in some instances these will be 'simulated' at approved colleges which provided formal instruction. Assessors will be those who are designated and trained under arrangements approved by the industry. Of great importance for our profession, course managers and head greenkeepers can themselves undergo further training to become assessors, an important move.

Who then should obtain copies of the Training Manual? Obviously, all students will find the contents invaluable, as will green chairmen, course convenors and secretaries, since it will greatly increase their awareness of the many complexities in managing a golf course which, as we all know, is far more than just cutting grass. Equally important, course managers and head greenkeepers will find much of interest, both in their understanding of their work and in guiding future generations toward greater skills and extended knowledge. Certainly the GTC anticipates a huge interest and will be surprised if the publication and use of the Training Manual does not produce a new crop of both assessors and skilled greenkeepers.

The Training Manual is produced in a way that enables updated material, naturally evolving in the light of increased knowledge, to be added. Plans are also afoot for a further detailed sections to be published, embracing supervisory and management skills.

Application forms are available from BIGGA HQ on the new GTC hotline, which is 03473 640. If you have any queries, David Golding will be happy to answer them.

A GREENKEEPERS TRAINING COMMITTEE publication

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MANUAL

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inc. delivery

# LEARN HOW TO BECOME A PROFESSIONAL GREENKEEPER

The new GTC Training Manual is designed to support students embarking on a career in greenkeeping. It comes in personal organiser format, with a gold blocked cover and contains 120 pages.

With the backing of the golf industry, the Manual includes all the craft level skills necessary to achieve the **Certificate in Golf Greenkeeping**. It fully complements National Vocational Qualification/ Scottish Vocational Qualification.

This comprehensive Manual is endorsed by: ♦ British and International Golf Greenkeepers Association ♦ English Golf Union ♦ Golfing Union of Ireland ♦ Scottish Golf Union ♦ Welsh Golfing Union ♦ Irish Golf Greenkeepers Association ♦ National Association of Golf Club Secretaries ♦ PGA European Tour ♦ The Royal and Ancient Golf Club ♦ Sports Turf Research Institute.

For more information on Greenkeeper  
Training, call David Golding on 03473 640

Contact the Greenkeepers Training  
Committee, c/o BIGGA, Aldwark Manor,  
Aldwark, Alne, York YO6 2NF for an  
Application Form, or telephone 03473 640



Sample the Sun,

the Sand  
and the Surf...

in Anaheim and  
San Diego, California, whilst attending the

# GCSAA CONFERENCE AND SHOW 1993

TRAVEL WITH BIGGA to the Golf Course Superintendents Association of America's prestigious annual Conference and Show next January – and while you're there, enjoy the holiday of a lifetime!

If you're ready to catch the magic, Anaheim, California, is ready for you! BIGGA has this year joined forces with Thomas Cook to transport you to 'the Magic Kingdom', with the option of a four day trip to San Diego after the GCSAA Conference – sun, sand and surf!

We have this year chosen two outstanding luxury hotels:

◆ **The Anaheim Hilton and Towers**, a superior first class hotel, is situated 50 feet from the Anaheim Convention Center and two blocks from Disneyland. Guest rooms have climate control, colour cable TV and radio. There is an outdoor heated pool and four jacuzzis, full health club with sauna, massage, tanning beds, steam room, exercise equipment and aerobics, games room, and beauty salon. There's also a vast range of entertainment and dining facilities – sample Italian, Japanese and of course Californian cuisine.

◆ **The Hyatt Islandia**, another superior first class hotel in San Diego, located on Mission Bay. Guest rooms are air-conditioned with private bath, remote-control colour cable TV, radio and phone. The Islandia Bar and Grill offers fine Mediterranean cuisine with bay views at lunch, dinner and Sunday brunch. There is a heated outdoor pool, whirlpool, tennis courts, sail boat rentals, windsurfing, water-skiing, snorkeling, scuba diving and parasailing and whale watching (in season!).

Details of the GCSAA programme will be available from headquarters at a later date.

◆ **Package 1**

25th January to 5th February 1993  
London Gatwick/Los Angeles on Virgin Atlantic – 25th January  
Transfer to Anaheim Hilton  
6 nights Anaheim Hilton – 25th January-31st January  
Transfer to San Diego – 31st January  
4 nights Hyatt Islandia – 31st January-4th February  
Transfer to Los Angeles Airport  
Los Angeles/Gatwick on Virgin Atlantic – 4th February (to arrive in UK on 5th)  
Cost: Twin Room £842 per person  
Cost: Single Room £1,266 per person

◆ **Package 2**

25th January to 1st February 1993  
London Gatwick/Los Angeles on Virgin Atlantic – 25th January  
Transfer to Anaheim Hilton  
7 nights Anaheim Hilton – 25th January-1st February  
Transfer to Airport  
Los Angeles/Gatwick on Virgin Atlantic – 1st February (to arrive in UK on 2nd)  
Cost: Twin Room £689 per person  
Cost: Single Room £1,004 per person.  
Insurance: Anaheim/San Diego £42.95; Anaheim only £34.80.

## BOOKING FORM

GCSAA Conference and Show, Anaheim  
Please return to BIGGA, Aldwark Manor, Aldwark, Ane, York YO6 2NF

Full name: .....

Address: .....

..... Telephone: .....

Name(s) of additional passengers: .....

**PACKAGE 1: ANAHEIM/SAN DIEGO**

Twin Room: £842.00. Number of persons: .....

Single Room: £1266.00. Number of persons: .....

**PACKAGE 2: ANAHEIM**

Twin Room: £689.00. Number of persons: .....

Single Room: £1004.00. Number of persons: .....

Insurance: Anaheim/San Diego £42.95 • Anaheim only £34.80 Gl.8.92

I shall/shall not\* require Insurance (\*delete as applicable)

**CANCELLATION PROCEDURE**

If cancelled more than 42 days before departure date: cancellation charge will be the deposit; 42-29 days before departure: 20% of total holiday cost; 28-15 days before departure: 30% of total holiday cost; 14-4 days before departure: 55% of total holiday cost; 3-1 days before departure: 70% of total holiday cost. No refund for non-appearance. Under certain circumstances, cancellation charges are covered by the comprehensive travel insurance policy. As cover is provided by the insurance company from the date of purchase of the policy, insurance premiums are not refundable and are excluded from the total holiday price for the purpose of calculating cancellation charges.

I enclose a deposit of £100.00 per person plus insurance payment (if required).

Total enclosed: .....

## GTC APPROVED COLLEGES

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COLLEGE  
HAMPSHIRE**

### GREENKEEPING & GOLF COURSE MANAGEMENT TRAINING

Sparsholt is unique in offering a wide range of full and part-time practical training, including

**Full-time Courses**

BTEC National Diploma in Golf Course and Sportsground Management (3 years)  
National Certificate in Greenkeeping and Sportsground Management (1 year)

**Part-time Courses**

A full range of day, evening or residential block courses.

For further details contact:

The Courses Adviser, Sparsholt College, Sparsholt Hampshire,  
Nr Winchester, Hants SO21 2NF Tel: 0962 72441.

Sparsholt is a Greenkeeper Training Committee Approved College

## REASEHEATH COLLEGE

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As a result of demands from within the industry, Reaseheath in co-operation with Harper Adams will be offering a BTEC HND in Golf Course Management from September 1992

For further details about this exciting programme contact  
**Cheshire College of Agriculture, Reaseheath,  
Nantwich, Cheshire. Telephone: 0270 625131.**

# HND course in Sportsturf



The course

- is full time, spread over three years
- includes one year as a paid employee on placements working in industry in Britain or abroad
- includes practical experience using state of the art technology and modern equipment on the College's extensive teaching and trials grounds

This HND is for those aiming for management, advisory or consultancy positions in turfgrass and sportsground management.

You are welcome to view the college facilities and meet the course manager. For mature applicants the length of the course is dependent on previous experience.

For further information contact Liz James on 0995 40611.



The Principal, Lancashire College of Agriculture and Horticulture, Myerscough Hall, Bilsborrow, Preston, PR3 0RY. Telephone: 0995 40611. Fax: 0995 40842.



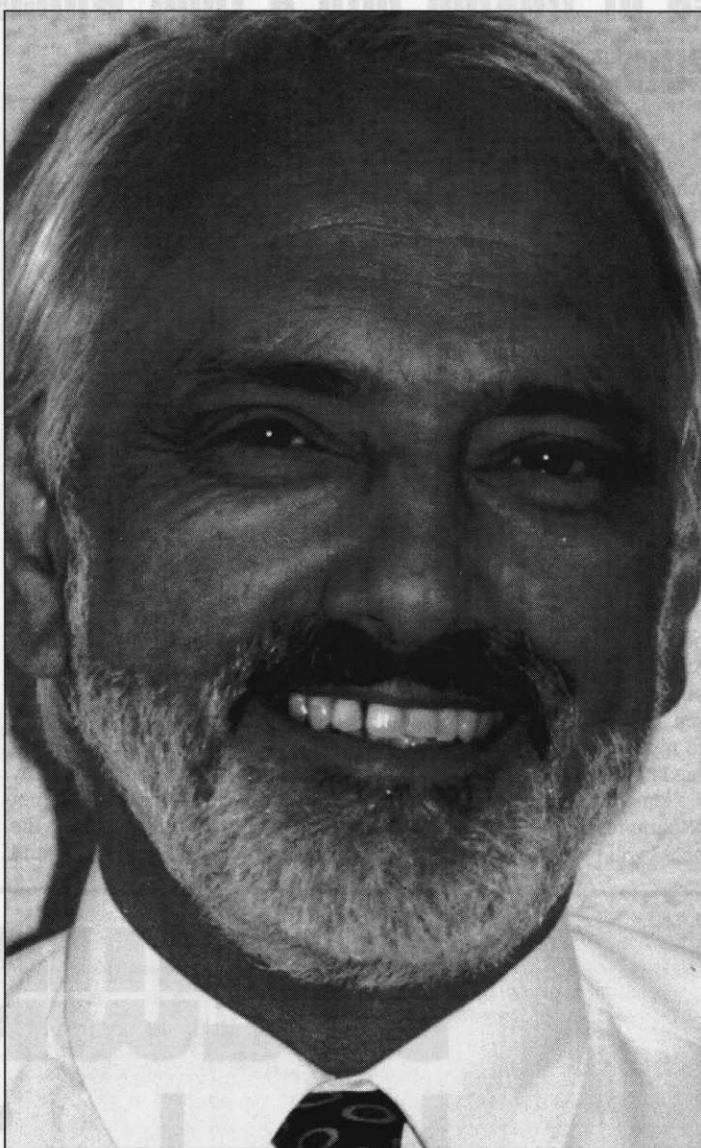
René Orban, Jacobsen UK Ltd

If you want to talk Marketing with a capital 'M', and by definition we are talking real marketing and not just the veneer that passes for marketing in many organisations – the word in the trade is that René Orban is your man.

"Marketing these days is so often seen as nothing more than a bit of sales promotion and a one-way conversation with an advertising agent", René told me, "though I regard it in a much more scientific light, of essentially being the task of market research linked inextricably to the sales side, with product development based on giving the client – the end user – what he really wants and not what so often happens – giving the client what the manufacturer wants to sell".

There is a base of solid experience to back up these comments, as I quickly learned when listening to this Belgian born son of a Canadian father and Russian mother, a world traveller who speaks fluent French, passable German and, of course, his English mother tongue – all this without a trace of any Midlands accent that might have been acquired during formative years spent in Coventry. Yes, it can safely be written that René Orban is a citizen of the world, a marketer whose career has been carved in tough international competition.

For the purpose of this pen portrait, we may safely skip over early post-school years and move to the first of René's sorties into the field of machinery. This began at Massey-Ferguson, where skills gleaned during training to become a Member of the Institute of Export (MIX) were quickly recognised and put to sterling use in his being hired as Massey's commercial manager, running the administrative side of the sales



programme at M-F's Coventry plant and later in their French factory, together with a programme of world-wide sourcing of materials and ideas.

In ten years, as the reader can imagine, a great deal of expertise was to come his way simply by being in a highly competitive market and in doing what he did so

well, but time does not stand still and at the age of 29 he left Massey-Ferguson for a three year marketing stint with Hymac, the building construction machinery company, promoting Hymac's sales and marketing programme in Scandinavia.

The lure of marketing agricultural machinery was still strong in

his bones however, and following the Scandinavian experience he returned to Massey-Ferguson, this time to follow the marketing path in M-F's European base in Switzerland, looking after Asia, Africa and the whole of the Far East and essentially seeking to improve the company's business developments and sales potential in those far-off lands. It was a case of increasing M-F's market share and it was successful.

Yet another foreign land was to be home when René subsequently moved to Paris in a different job



with a different company, this time as sales director Europe for Kubota. Here the task was to introduce a mini-excavator which was new to Europe and to develop Kubota's OEM (Original Equipment Manufacture) programme – again, success was the outcome.

Moving to more recent times, in November '89 René was attracted to a position with the multinational company Jacobsen Textron, joining their smaller offshoot Jacobsen UK as managing director. His objectives were simple: Jacobsen had come to Britain in 1986 to sell their products through a subsidiary company and though sales had come through progressively and altogether satisfactorily, Jacobsen had not established any clear direction with regard to sales methods and policies – the way it had sold in the UK was through both agents

**GIVING THE CLIENT  
WHAT HE WANTS**



**'We always wanted to be even more closely associated with greenkeepers – after all our main market is in golf – and the idea of linking into a fund which will benefit greenkeeper education is highly laudable.'**

and direct selling – and the American parent company needed to be assured that there was a future for their continuing marketing operations in the UK.

René was the first appointed MD and he was quick to point to the excellent job done prior to his appointment. "It was just that from a management point of view the business wasn't being administered as a company", he explained. "When I came on board we quickly created a policy to only sell in the UK through a dealer network, which we have maintained to this day save for a brief period in Scotland. Fortunately, this is now 100% again with the appointment of Henry Sheach Grass Machinery Limited for Jacobsen Scotland. We have some excellent dealers, we've introduced a lot of product and sales training, we've formalised the way we do business and we've brought in a number of Jacobsen

products from America, products which we know from our market research to be right for the UK market. Above all we have given Jacobsen a credibility and professionalism that hitherto may have been missing here. We most certainly have that now, both in Jacobsen UK and in our superb dealer network".

"What do you do in your spare time", I asked. There followed a hollow laugh: "What spare time? I do a lot of reading – mostly, it seems, on airplanes – at the end of last year I set up the Australian Jacobsen company and I've just begun the task of directing European operations, working with the Swiss Orag company throughout all of mainland Europe for Jacobsen Textron. All this is in addition to my UK programme, so you can see I'm a busy man".

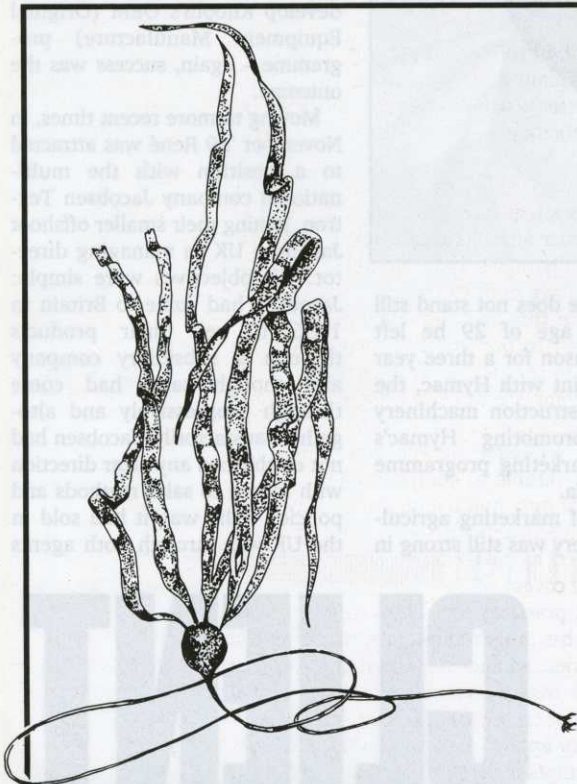
"Almost a workoholic?", I asked. "Not quite, but my role by the end of '93 will be to have co-ordinated

all the European sales and marketing activities and whereas Jacobsen are world market leaders in fine turf there are some enormous sales opportunities in the amenity market. In truth, my work with Jacobsen has been so interesting and so committed that I have almost become a workoholic, but I'm not obsessive or single-minded, so I discount the workoholic tag. In any business, over commitment doesn't allow for the opening of blinkers, for lateral thinking in a personal or business sense – in personal life one must enjoy oneself and hold a broad view and I think that's the same in business – apart from anything else, I'm really excited by the European connection, because there's obviously some vast changes happening both politically and economically which effect business – I'm not sure everyone fully realises the implications of sovereignty and

nationalism, but the narrowness witnessed in some quarters has got to be expanded and that will take new techniques. My personal expression will be through Jacobsen, for that is where I will explore and expand my mind and apply myself to creating new opportunities".

As a finale, René spoke generously in favour of chairman Roy Kates, who was instrumental in bringing Jacobsen UK and BIGGA together through BIGGA's Education and Development Fund and membership of the Golden Key Circle. "We always wanted to be even more closely associated with greenkeepers – after all our main market is in golf – and the idea of linking into a fund which will benefit greenkeeper education is highly laudable. Yes, we're very happy to play our part in the generation and growth of future experts".

**DAVID WHITE**



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