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Professional Products

from Professional People

Intrepid

Touchdown LA

Longlife

CASORON

ENFORCER

DAGONIL TURF

Greenshield

Midstream

Gamma-Col TURF

Nimrod-T

'Turf Mark'

Reglone

ENMAG

HOLDFAST-D

Formerly  **Professional Products**

Miracle Professional

Salisbury House, Weyside Park,
Catteshall Lane, Godalming,
Surrey GU7 1XE.
Tel: (01483) 410210

Part of Miracle Garden Care Ltd.

'Casoron' contains dichlobenil. 'Daconil' Turf contains chlorothalonil. 'Enforcer' contains dichlorophen. 'Gamma-Col' Turf contains lindane. 'Greenshield' contains chlorothalonil and carbendazim. 'Holdfast' D contains paclobutrazol and dicamba. 'Intrepid' contains dicamba, dichlorprop and MCPA. 'Midstream' and 'Reglone' contain diquat. 'Nimrod-T' contains bupirimate and trifluralin. 'Touchdown'-LA contains glyphosate trimesium. Products marked thus 'Enforcer' are trade marks of Miracle Garden Care Limited. 'Casoron' is a trade mark of Uniroyal Chemical. 'Greenshield' and 'Daconil' 2787 are trade marks of ISK Biosciences Limited. 'Turf Mark' is a trade mark of Becker-Underwood Inc., USA. 'Reglone', 'Nimrod' and 'Touchdown' are trade marks of Zeneca Limited. READ THE LABEL BEFORE YOU BUY. USE PESTICIDES SAFELY.

Hardi makes every drop count

Selecting the best spray chemicals for your turf is one thing, applying them with the required accuracy is another.

That's why at Hardi we don't measure the performances of our spraying equipment solely in terms of tank capacity, nozzle output and bar pressure. We measure it in your terms.

Uniform coverage, speed of application and effective results.



AM-PS Eagle
High specification sprayer. Tank sizes 300/600/800 litres. Fitting kits available for all turf utility vehicles.

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AM-TR-2 600/800 Trailer Sprayer
High capacity spraying with large volume tanks and wide booms. Complete with PTO drive.



That's why Hardi offer a complete range of amenity sprayers to suit all situations with tank sizes from 100 - 1500 litres.

When it's the end result that counts you can always rely on us... no matter what the pressures.

See us on Stand B38 at BTME



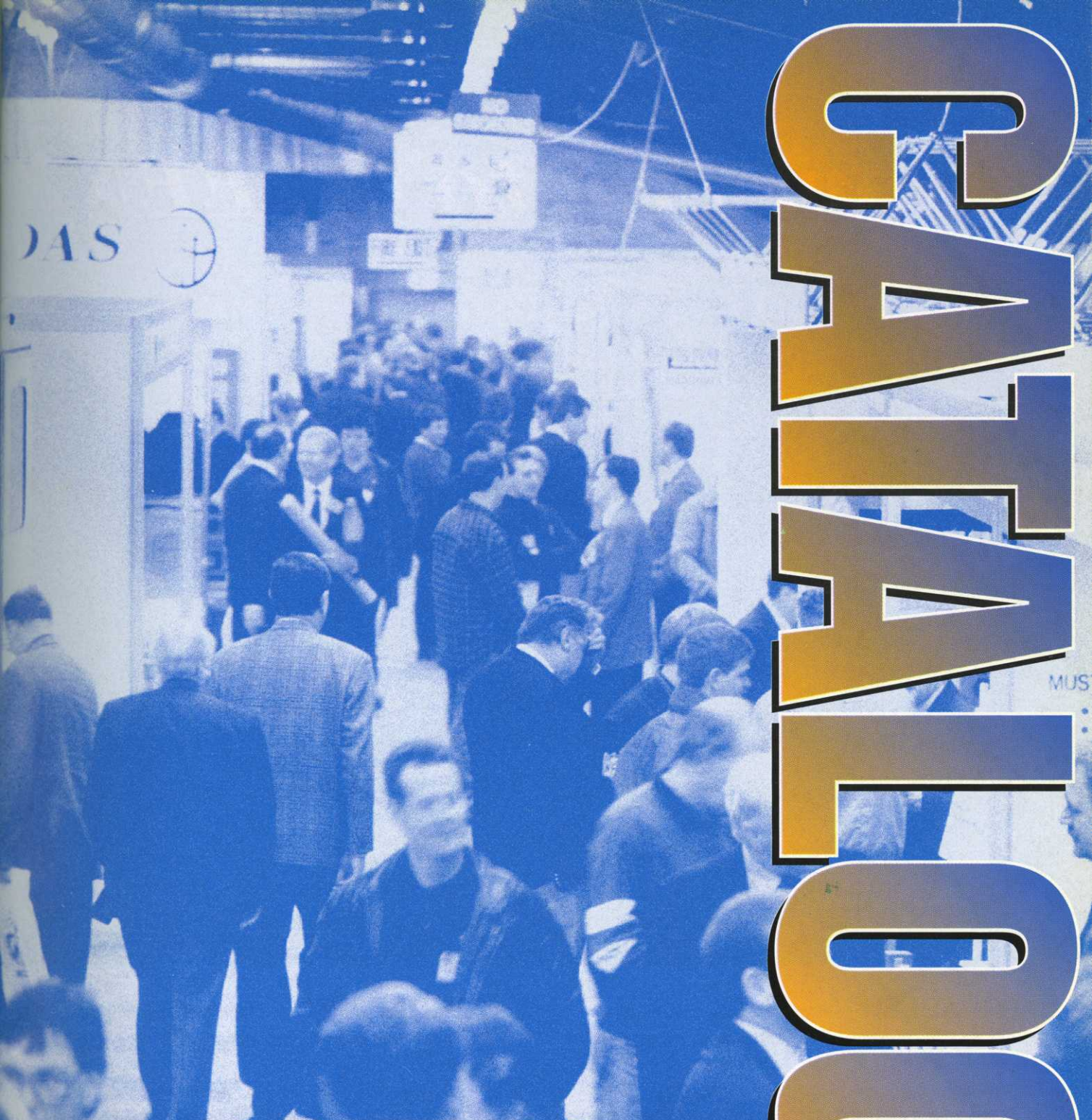
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AD REF 25





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Working for the good of the fine turf industry

From TEE to GREEN



Photograph courtesy of The Oxfordshire Golf Club

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For use on tees, fairways, approaches, wear areas and new course 'grow in'.

Features:

- ◆ Scotts unique resin and Poly S coated technology
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- ◆ Choice of longevities from 3 to 9 months
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- ◆ High analysis – low application rate
- ◆ Safe to use and easy to apply
- ◆ Wide range of analysis available.

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39.0.0
28.4.6+Fe
27.4.6+Fe
15.0.22+Fe

Fine Granule

38.0.0
25.4.12
21.0.20
15.0.29

SIERRAFORM® – Slow Release Fertiliser

For use on golf and bowling greens.

Features:

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- ◆ Homogeneous, fine granule formulations
- ◆ No added carrier (except 16.0.0+5Fe)
- ◆ Quick granule breakdown, less pick up
- ◆ Flexible application rates from 15-25gms/m²
- ◆ Safe to use and easy to apply
- ◆ Wide range of analysis available.

Minigranule

40.0.0
19.0.17+Fe
16.0.0+5Fe

26.3.12+Te
19.26.5
15.0.30



The Scotts difference

See us
on Stand
A2 at
BTME

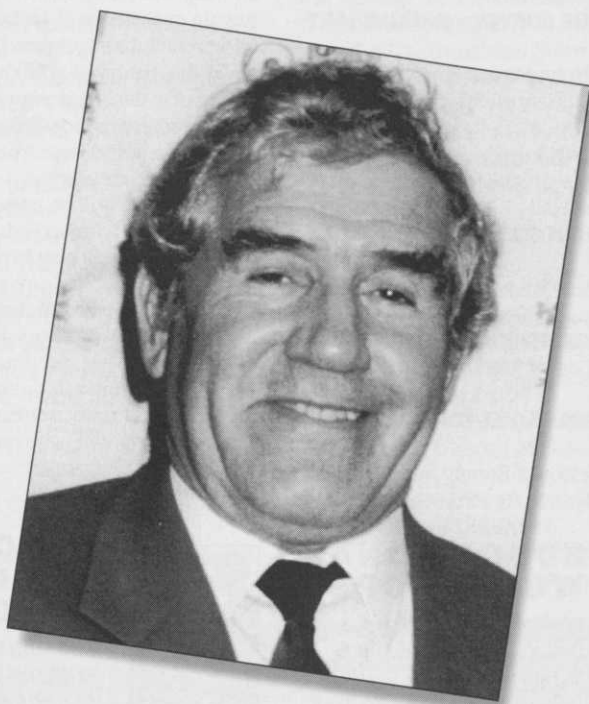
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For more details contact Scotts UK Ltd, 61 Loughborough Road, West Bridgford, Nottingham NG2 7LA Tel: 0115 9455100 Fax: 0115 9455311

The Scotts company is a leading researcher, manufacturer and marketer of products for consumer, do-it-yourself lawn care and gardening, professional turfcare and commercial horticulture



Working for the good of the fine turf industry



It gives me great pleasure on behalf of the British and International Golf Greenkeepers Association to welcome you to Harrogate International Centre for BTME 96.

We have been delighted with the progress BTME has made since it was first launched in 1989 and feel proud that we have achieved our objective of making it the largest, and we believe best, indoor exhibition for the greenkeeping industry in Europe.

It is an ideal showcase for the products of the manufacturers and the perfect environment for the comprehensive range of educational seminars, lectures and workshops.

My year as Chairman comes to an end at BTME 96, and I have thoroughly enjoyed my term of office, particularly getting an opportunity to meet so many of you at the various functions I have attended.

I hope that whether you are an exhibitor, a greenkeeper, golf club official or a speaker you will have a successful week and will enjoy being a part of the BTME 96 experience.

There is genuinely something for everyone.

BARRY HEANEY
Chairman of BIGGA

GENERAL INFORMATION

BTME Opening Times

Wednesday January 24

9am-5.30pm

Thursday January 25 9am-5.30pm

Friday January 26 9am-1.30pm

Booking System

Any delegate wishing to book hotels, seminar sessions or the Banquet should contact Sami Collins at BIGGA Headquarters on 01347 838581. Last date for acceptance of bookings is January 16.

AGM

The BIGGA Annual General Meeting will take place at the Majestic Hotel at 5.45pm on Wednesday January 24, 1996. All members are urged to attend but membership cards must be produced.

Andrew Lawrence of Fenchurch and Bob Dudgeon of Peter Hoare and Co will be on the BIGGA Stand for the duration of the Exhibition to give advice to BIGGA members. Andrew can help on matters of general insurance and the Hambro Legal/Stress Helplines while Bob can give pension and general financial advice.

Social Programme

As ever there is something for everyone in the social calendar with the Majestic Hotel playing host to the formally organised events.

The Conference Dinner on the Monday night features David Gunson the Air Traffic Controller and winner of the Benedictine After Dinner Speaker of the Year title.

The Karaoke Night on the Wednesday is the occasion when you are the entertainment always bearing in mind that Matthew Kelly might be hiding in the shadows waiting to frog march you on to "Stars in Your Eyes" if you show any potential.

The Exhibition Banquet on the Thursday night is the grand finale of the social programme and this year features comedian Stan Boardman, a recent victim of Michael Aspel's big red book on "This is Your Life" and Lyn Paul, pictured, the former lead singer of the New Seekers.



They are joined by the City Lights Show Band to complete the entertainment for the evening.



the Learning experience

THE BEST EDUCATION



NATIONAL EDUCATION CONFERENCE

TRANSITION ZONE JULY THROUGH DECEMBER

Stanley Zontek, Director, United States Golf Association Mid Atlantic Region

GRASS SPECIES FOR GOLF

Ian McMillan, Course Manager, Hankley Common Golf Club/Dr A J Newall, STRI

INTEGRATED PEST MANAGEMENT

Peter Jones, Peter Jones Associates/Dr C A York, STRI

AN ALGARVIAN EXPERIENCE

Peter Wisbey, Technical Director, Sociedade Do Golfe Da Quinta Do Largo

A SCIENTIFIC APPROACH

Jonathan Hill, Product Manager, Rhône Poulenc

THE BUDGET PROCESS

David Whitaker, Course Manager, Wisley Golf Club

GOLF COURSE CONCEPT DESIGN AND DEVELOPMENT

Neville Pearson, ADAS

OVERWINTERING IN CANADA

Trevor Smith, Past President, Canadian Golf

Superintendents Association

PESTICIDE USAGE SURVEY – PRELIMINARY RESULTS

Dr Alan Gange, University of London and David Garthwaite, Central Science Laboratory

FROM SOIL TO SAND

John Wells, Master Greenkeeper, Course Manager, Brocket Hall

THE TRACENDANT RESOURCE FOR ALL SEASONS

David Winterton, Master Greenkeeper, Course Manager, Donnington Grove Country Club

COURSE MANAGEMENT UP A MOUNTAIN

Ian Tomlinson, Course Manager, Lausanne Golf Club

ANNUAL BLUEGRASS/BENTGRASS WHICH IS STRONGER?

Joe Vargas, Professor of Botany and Plant Pathology, Michigan State University.

two day workshop which will allow delegates to gain experience of golf course architecture and project management. The course will cover the history of golf, the development of golf course design, design philosophies and grow in maintenance and will include the design of a golf course from project concept to full technical detail.

The workshop will be presented by Howard Swan MSc and Simon Gidman BSc, both members of the British Institute of Golf Course Architects.

Workshop 2: Stress Management Techniques

A practical two day workshop which will allow delegates to learn and practise the techniques of managing stress in themselves and how to recognise and reduce stress in others.

The workshop will be presented by Brin Bendon, Vector Training – see feature on handling stress, Page 29



EDUCATIONAL WORKSHOPS

Workshop 1: Golf Course Design, Construction and Establishment

Presented jointly by BIGGA and the British Institute of

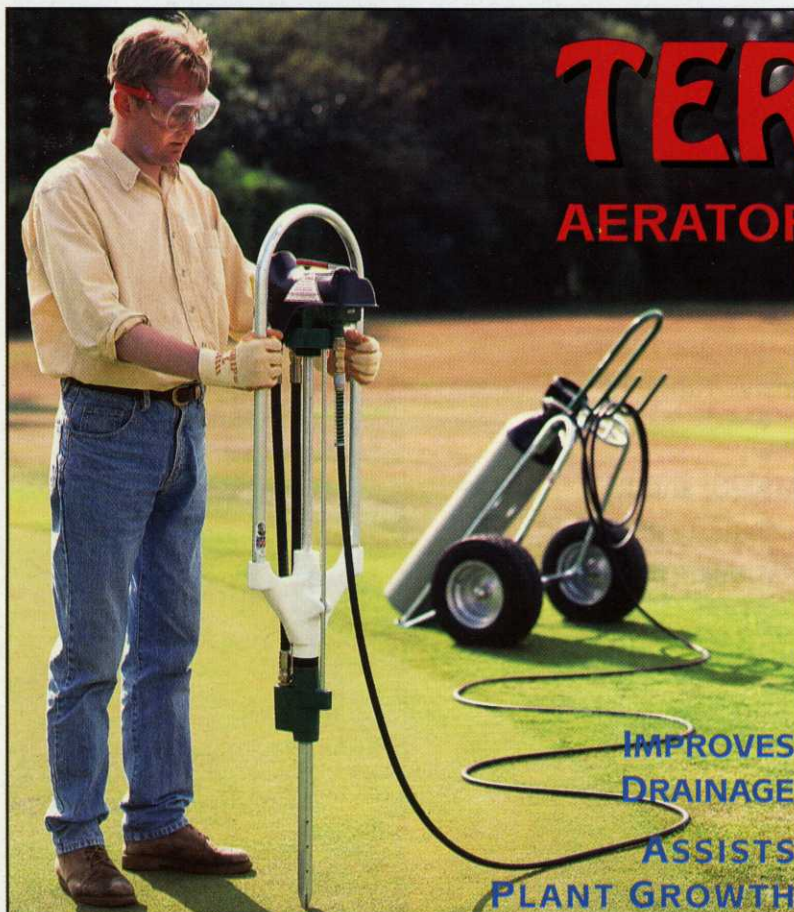
Golf Course Architects. A practical 'hands on',



EDUCATIONAL SEMINAR PROGRAMME

THE CANADIAN GOLF SUPERINTENDENTS ASSOCIATION

Trevor Smith, Past President, Canadian Golf Course Superintendents Association



TERRAVENT

AERATORS & DECOMPACTORS

USABLE IN ALL SEASONS ON
GREENS • TEES • BUNKERS • PATHS
GULLYS • DITCHES • BANKS
TREE ROOT ZONES

IMPROVES
DRAINAGE
ASSISTS
PLANT GROWTH

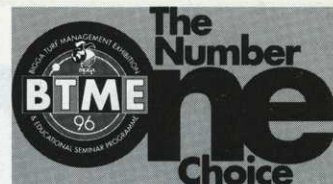


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AD REF 490



WHO ME?

David Walden, Zeneca Premier Greenkeeper '94

BACK DOWN TO EARTH

Euan Grant, Toro/PGA European Tour Student Greenkeeper of the Year 1994

THE ROLE OF THE UNIONS TODAY

English Golf Union

THE EVOLUTION OF GREENKEEPER

TRAINING IN IRELAND

Joe Furlong, Golfing Union of Ireland

THE GREENKEEPER, THE GOLF CLUB AND

THE SCOTTISH GOLF UNION

Bob McLaren, Scottish Golf Union

ACCURATE MODERN WATER SCHEDULING

Peter White, P&D Water Management

LIFELONG LEARNING - OUR FUTURE

Lorraine Hatton, Plan-it Training and

Consultancy Ltd

IN THE WOODS

Andrew Boyd, Head Greenkeeper, Bridlington

Golf Club

PORTFOLIO DEVELOPMENT FOR

VOCATIONAL QUALIFICATIONS

Brin Bendon, Vector Training

STRESS MANAGEMENT

Jenny Rolf, Lecturer and Stress Counsellor

THE EXPANDING ROLE OF THE GOLF COURSE

SUPERINTENDENT

Gary Grigg, President GCSAA

LUBRICATION TECHNIQUES

Ron Coleman, Managing Director, Lubrication

Engineers

NEW TRENDS IN TURFGRASS MANAGEMENT

IN THE US

Stanley Zontek, Director, United States Golf

Association, Mid Atlantic Region

SIX SIMPLE TECHNIQUES TO IMPROVE YOUR

GOLF COURSE AT THE

LOWEST POSSIBLE COST

John Armitage, Chairman of Green, Littlestone

Golf Club and Director of Green Eagle

Golf Ltd

AN IPM APPROACH TO THE MANAGEMENT

OF TURFGRASS DISEASES

Joe Vargas, Professor of Botany and Plant

Pathology, Michigan State University



STRI/BIGGA CHAIRMEN OF GREEN/ SECRETARIES COURSE

This course attempts to give golf course officials the necessary knowledge to understand the problems of managing a golf course. As well as teaching the basics of turf science, the course includes a visit to the STRI laboratories and trial grounds.



INTERNATIONAL SYMPOSIUM

The symposium, organised by BIGGA, will give international visitors the opportunity to present their ideas for international co-operation. The event is free of charge and includes a buffet luncheon.



The Learning Experience, in association with Ransomes, offers the most comprehensive education programme in Europe in 1996. Call the BTME Hotline on 01347 838581 for full details and up to date information on the few places still available. NO BOOKINGS ACCEPTED AFTER JANUARY 16.

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You Can Own the Best Marker in the World and Save Money Doing It.

- Patented marker design allows the marker to automatically collapse and bounce back when a mower or golf cart drives over it.
- By adding traditional colours, the Kirby Marker System will be more visible than below the ground markers and hard-to-find sprinkler heads.



- Kirby Markers speed up play, increase enjoyment, satisfaction and revenue.
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- Easy, permanent installation - simply cut turf, pound pipe into ground, screw on top and collar.
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- Durable - Kirby Markers have been in the ground for four years and are still going strong (replacement tops available at a fraction of original price).
- Economical - in the long run you will spend a lot less and never be concerned about marking the course again.

NEW!
The visible yardage marker just got more visible

Simply the classiest marker you can buy - see why the finest courses in the world have chosen the Kirby Marker System. Now you can have the best marker for much less than before!

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UK & EUROPEAN DISTRIBUTORS OF QUALITY GOLF COURSE EQUIPMENT

See us on Stand B36 at BTME

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AD REF 441

BIG DEWIE

It's sweeping the Greenkeeping Profession

A 3 metre wide lightweight brush that can be easily pushed across Greens, Tees and Approaches to remove dew

Some comments from Greenkeepers who are using "BIG DEWIE":

"It has cut dew removing time by three quarters" • "I use the "BIG DEWIE" on Greens, Tees and Approaches. It gives a very professional finish" • "The advantage I find over the traditional switch is the time it saves and its ability to get the dew off undulating greens"

We are so confident that, once you have tried a "BIG DEWIE" you will want to keep it, we are offering you the opportunity to

try one on a SALE OR RETURN basis. If you do not get on with it, give us a call within 14 days and we will arrange to collect it – free of charge.

Warning: CMW cannot accept responsibility for the friction caused with your Greenstaff if only one "BIG DEWIE" is ordered. Due to the ease of use and speed over the traditional switch, fights are starting if someone has to go back to the switch, once they have used the "BIG DEWIE".

Price: £78.65, Carriage: £8.40, plus VAT at Standard Rate.

"BIG DEWIE" BONUS: "Big Dewie" is now supplied with a Switch that also acts as a handle for the "Big Dewie" at no extra cost to you.

Available from: CMW Equipment Company, 3 Priors Way, Coggeshall Industrial Park, Colne Road, Coggleshall, Essex CO6 1PW Telephone (01376) 562569 Fax: (01376) 563183

SEE US ON STAND A21 AT BTME

AD REF 36

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NATIONAL
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The National 68" triple mower from Allen. The choice of true professionals when it comes to staying the course.

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Powered by a Kawasaki easy-start engine with belt drive to the cylinders, ensuring ground contours are followed closely.

For even greater clout, the National 68 D/L offers electric starting, full-width steel rollers, hour meter and transport speed. For the ultimate driving machine, the National 84" with its powerful 16hp electric start engine carries you to over 3 acres in a mere 60 minutes.

All National machines take the rough with the smooth, also bunkers, tees and approaches. Add low capital outlay and low maintenance costs and you'll understand why Allen is the professional choice.

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NEW FOR 1996 THE NATIONAL 68" D/L
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Plus the name of my nearest stockist.

GI.1.96

AD REF 126

Managing workplace stress

We all use the term stress in our daily conversations and we all know what we mean by it since we recognise the signs and symptoms in ourselves and others. A common definition sees stress as a physiological response to undue pressure brought about when there appears to be a gap between how a person perceives the demands being made on them and how they view their ability to cope.

With the increased demands being made upon managers and their employees to achieve more with fewer resources at a time of unprecedented change, stress is on the increase and greenkeeping is not immune to these pressures.

The prospect of increased civil liability claims for stress has been raised following the much publicised case of John Walker verses Northumberland County Council in 1994. This test case set a new legal precedent under which employers may in future be liable under the Health and Safety at Work legislation if employees can prove that they suffered work related illness due to undue occupational stress.

Apart from the prospect of costly litigation, why do employers and management need to take stress management seriously?

The reasons are clear: If occupational stress builds up to unacceptable levels, then employee welfare and productivity will suffer. Surveys undertaken by the HSE and others suggest that the problem is now seen as a major contributor to work-related illness

by **BRIN BENDON**

Brin will be conducting a free session on supervisory management during BTME 96, in the Royal Hall on Thursday January 25 from 1-1.40pm. There's no need to book - just turn up on the day



and sickness absence. Up to 40% of sickness absences may be stress related.

Dr Vernon Coleman estimates that for every employee on the payroll, stress costs about £1,000 per year in lost time due to stress related illness. Stress costs British Industry something like £20 billion a year, making Britain a world leader in the damage that stress does.

How do we account for these trends? Professor Tom Cox suggests that workplace stress is an organisational issue and that employers and managers should consider whether work design and management which result in excessive and unreasonable pressures are posing a risk to health.

The signs of workplace stress can be observed in reduction in output, higher wastage and error rates, weaher planning and control of work, poor motivation and commitment, erratic or poor time-keeping, poor customer service and conflict and tension between colleagues.

Effective stress management can't just cure the symptoms, it has to look at the cause. Change

and uncertainty, lack of clear objectives and inflexible and over-demanding schedules all contribute to occupational stress.

What should our response be? The first step must be to raise awareness of stress as a serious health and safety issue and ensure that practical steps are taken in relation to the day to day planning and organisation of work. We need to raise awareness first because it is something that people are reluctant to discuss. We need to get across the message that it is not wimpish to admit to experiencing stress. Stress is not down to individual susceptibility or weakness.

Finally, we need to invest in management training to prepare Course Managers and Head Greenkeepers for this additional responsibility.

● *Brin Bendon is a Management Training Consultant who has a background in behavioural sciences. He is the director of Vector Training, a training consultant specialising in Human Resource Management and is an approved provider of BIGGA's Supervisory and Management Courses.*

QUIZ



Janet



Sami



Carol



Louise



Bill



Scott



Vickie



John



Ken



Neil



Pauline

Match up the sporting pursuit to the BIGGA member of staff. There are a couple of bogus pursuits thrown in just to confuse you.

■ Janet Adamson, Sami Collins, Carol Dutton, Louise Lunn, Bill Lynch, Scott MacCallum, Vickie Peckham, John Pemberton, Ken Richardson, Neil Thomas and Pauline Thompson.

Now choose from:

■ Basketball, Football, Swimming, Bungee Jumping, Rowing, Trampolineing, Cricket, Middle Distance Running, Marbles, Shinty, High Jumping, Netball, Cross Country.

Answers on Page 32.

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- **1 litre treats one bowling green or three golf greens.**

Pack size 1 litre. Contains 450g/l thiabendazole.

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- Good grass safety record.
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Spring/Summer

- High quality fine turf powder fertiliser
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