



The BIGGA stand drew plenty of visitors

Travel Lodge in comparison.

The composition of the show was similar to the BTME only bigger, a lot bigger... While GCSAA 98 had approximately 18,000 visitors and 680 exhibitors, BTME had nearly 6,000 visitors and 168 exhibitors which means that the GCSAA show is approximately three times the size of the BTME. Interestingly, the GCSAA has around 18,000 members to BIGGA's 6,500 which again is a ratio of approximately three to one.

The show lasted for two and a half days - the same as the BTME in Harrogate. The main difference is that the GCSAA vary their location each year. Next year the show moves to Orlando and then on to New Orleans for the year 2000. In total there are five different venues visited

never tire of. The success of BTME is partly due to its consistency and professionalism. We work with contractors and organisations who understand our industry, are knowledgeable and well respected by us which provides a continuity I find reassuring. Conversely it could be argued that The GCSAA show has more variety with its different location and cultures and is more dynamic as a consequence.

I had to rely on the experts within our team for their impressions of the technical quality of exhibitor products on demonstration at the show. These were this year's winner of the Toro Excellence in Greenkeeping award, Ian McMillan, the Toro student winner Steven Nixon and runners-up Alan Owen and Christopher Rawlings. They were openly

impressed with what the show had to offer and in particular, Ian McMillan was complimentary about the sheer size and variety of the exhibiting companies.

Also in our party was Gordon Child, BIGGA Chairman, and equally important his hard working and supportive wife, Marion, who is well known among our members. Having been unwell for part of the time at our own BTME, it was a delight having Marion in top form organising us all in Anaheim. I was amazed at how well informed she is on greenkeeping issues and I must express my thanks to both Gordon and Marion for their help and support on the BIGGA stand and for contributing their wealth of knowledge of the Association wherever possible.

At Harrogate this year, the BIGGA stand was 55 metres square and was resourced by a staff of 14 plus the Regional Administrators and Board members. At Anaheim we had a stand measuring three metres square staffed mainly by Neil, myself and Pauline Thompson. Our time was spent responding to questions on all

aspects of the Association including education, membership and sales. Pauline noted a great deal of interest being shown in The Master Greenkeeper Certificate. The stand was also used as a meeting place for many of the "ex-pats" who attended the show, all keen to come and chat over old times and ask after mutual acquaintances. It was interesting to chat with Association Officials from worldwide. It's reassuring to know that despite differing cultures, climates and so on, many similar problems arise in providing for the needs of the membership and it was enlightening to hear their solutions and remedies.

On a personal level, the show enabled me to search out US companies who showed an interest in utilising BIGGA as a marketing vehicle for their own export activities. Many



Gordon Child and Neil Thomas manning the stand

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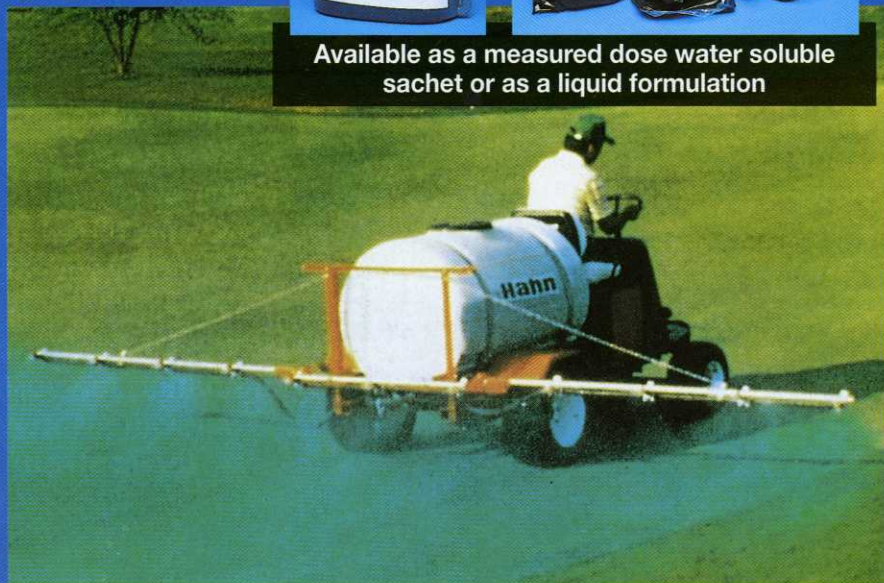
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# California dreaming

leads were obtained at the show and these are now being followed up back at Headquarters. BIGGA is the second largest greenkeeping association in the world and our presence at the show is an indication of our commitment, as an international body, to the Fine Turf industry. Hopefully, we can build on the relationships that we have cultivated with our colleagues world-wide as we strive to become a truly International Association.

Peter Jacobsen's speech was, for me, the highlight of the week's evening programme of entertainment. I came away wondering who from the PGA European Tour contingent could articulate with the same eloquence and charisma while maintaining interesting and intelligent conversation as this man. Peter Jacobsen's support of the GCSAA was also admirable and I was left considering how BIGGA might nurture its relationship with the professional playing fraternity.

Watching how the GCSAA organised their show and marketed their Association left me a little bewil-

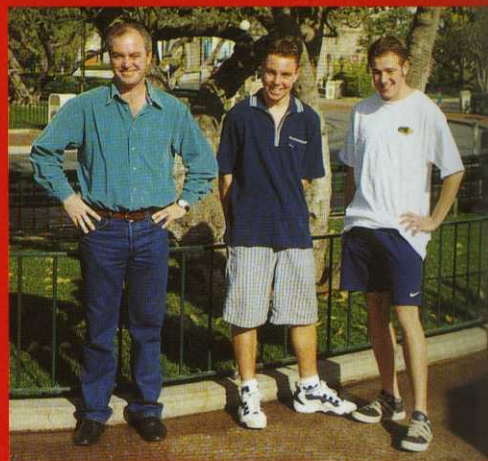
dered initially. That is, until I realised that they have 105 full time staff, compared to BIGGA who have 14 full time staff. Inevitably, one is left with a greater impression of what they can offer as a consequence. One example of the comparatively huge GCSAA resource available to stage an event was the banquet on the final evening of the show. This is a major event in the GCSAA's calendar (where have I heard that before?). The turn out was excellent (mainly members) and the organisation impressive. The evening is a drawn out affair in comparison to that staged in Harrogate with many more speeches and videos. However, there was a grandeur and professionalism about the evening that was to be admired. For approximately £75 per head, attendees received a pre-show bar and nibbles (perhaps nibbles is the wrong terminology for what seemed to me like a mountainous feast) followed by two hours of speeches from the past, present and the future Chairmen of the GCSAA together with the sponsor. A dinner

with wine followed before finally the night was rounded off with the entertainment for the evening which this year was provided by top Country singer, Trisha Yearwood.

Incidentally, the banquet was sponsored by the Textron group, who have recently acquired Ransomes to add to a portfolio which also includes Jacobsen, E-Z-Go and Iseki.

Finally, who could go to Los Angeles and not find time to visit the array of attractions and entertainment that is on offer. With Disneyland on our door step it was an obvious place to visit, as was Universal Studios which was one of the official trips organised by the GCSAA. It is amazing to see how (mature?) grown men behave when they are put into their natural environment - a playground! Picture the Executive Director, Neil Thomas and Chairman, Gordon Child sitting inside the 'Back to the Future' simulator screaming for their mothers!

Toro Winners  
Ian McMillan,  
Alan Owen and  
Chris Rawlings



Pauline Thompson who can usually be found in the Accounts department at Aldwark was the only casualty of the trip, pulling a neck muscle on the 'Indiana Jones' ride. Pauline recovered quickly enough and was later seen around the shops canoodling with Mickey Mouse. I don't think it was a dream, but I'm certain I saw the Chairman himself being snapped with Spiderman. After Neil's recent rendition of "My ding-a-ling" with Linda Nolan at the BTME Banquet, one could be forgiven for thinking a normal day at the Association is like something from Alice in Wonderland.

Yes, the Americans certainly know how to stage a show, whether it be the GCSAA or Mickey and his friends.

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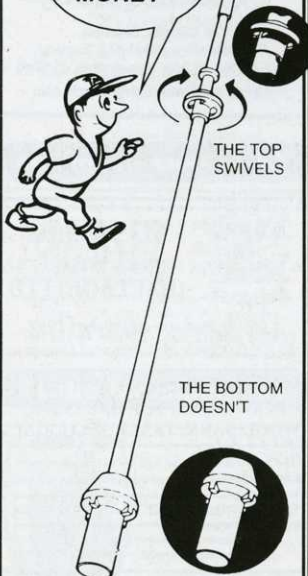
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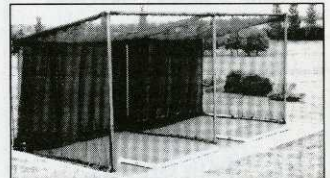
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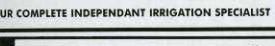
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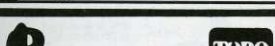
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Toro Groundsmaster 72 petrol fitted with a 72" side discharge mower	£1,000
Kubota B1750 HST fitted with a mid mounted deck and cab	£4,500
Toro Greensmaster 322-D c/w 88" Tri-Flex Deck	£4,000
Toro Rm216 Diesel fitted with 8 blade floating head cutting units	£3,500
Toro Greensmaster 300 petrol greens mower c/w cab	£2,000
Kubota F2000 4wd c/w 60" R/D mower	£3,000
Ransomes 36" Mastiff c/w grass box	£1,950
Kawasaki Mule 2010 4wd utility vehicle c/w cargo box	£1,700

Sales: 01825 872070

Fax: 01825 872130

### FOR SALE

**RANSOME 350D**  
1990 - £3,500

COTTRELL PARK, CARDIFF  
CONTACT 01446 781701/781781

**Ransomes 180 Diesel Triple  
tees machine with skids  
Red seat model - 1800 hrs  
Excellent condition - Any trial**

**£3,950 ono**

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Also Harley Davidson Golf Buggy with canopy  
£850 ono

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**JACOBSEN IIR 5111  
ROTARY MOWER**

1992 - £8,500

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## R S BIRD LTD

Ransomes Fairway 305, Cab.....£19,995  
Ransomes 933, 60" Rolling.....£11,500

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TEL: 01446 772001

# GREENKEEPERS

ATTENTION! ACHTUNG! ATENCION! ATTENZIONE!

TURN YOUR SURPLUS MACHINERY INTO CASH

PHONE MURRAY WARDROP ON 01798 831046  
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## PETERBOROUGH MILTON GOLF CLUB

### COURSE MANAGER

Peterborough Milton Golf Club is a fine 18 hole parkland course designed by James Braid and opened in 1938. It is recognised as one of the premier Golf Courses in the area.

Applications are invited for this post which will become available on 4th January, 1999, following the retirement of the present Head Greenkeeper.

The key responsibilities of this position are as follows;

- To contribute to the formulation of policy and oversee the short, medium and long term maintenance of the golf course dictated by the policy.
- To present and implement work schedules, machinery replacement and machinery maintenance programmes, keep accurate records and be aware of modern methods, materials and equipment.
- To formulate, present and control agreed budgets including making reasoned decisions when buying materials and equipment.
- To lead, supervise, motivate, delegate as appropriate, develop, train and assist in the recruitment of staff.
- To endeavour to continually improve communication at all levels including staff, management and membership.
- To ensure safety of the staff and the environment.

Minimum qualifications for this position are NVQ Level 4, although applicants having obtained levels 1 to 3 and currently studying for level 4 will be considered.

Salary is negotiable, but will reflect the importance of the role. Accommodation is not provided.

Please reply in writing enclosing a full CV to:

The Secretary,  
Peterborough Milton Golf Club,  
Milton Ferry, Peterborough, PE6 7AG.

Closing date for applications is 17th April, 1998.

## STAND GOLF CLUB

### Invites applications for the position of HEAD GREENKEEPER

We require a Head Greenkeeper who is in possession of recognised greenkeeping qualifications to maintain our 18 hole course to the highest possible standards.

The successful candidate must be able to manage and motivate staff; organise and participate in work programmes; operate within a planned budget; have practical knowledge of automatic irrigation systems and all greenkeeping machinery. A sound knowledge of Health & Safety at Work Regulations is essential.

Salary negotiable.

No accommodation provided,  
but re-location expenses will be considered.

Apply in writing with full CV to;

The Secretary,  
Stand Golf Club,  
Ashbourne Grove,  
Whitefield,  
Manchester  
M45 7NL

## Copt Heath Golf Club

Applications are invited for the position of

### COURSE MANAGER

This renowned Midlands course, currently a regional qualifying venue for the Open Championship, was built in 1907 to a Harry Vardon design and later improved by HS Colt. Whilst only occupying some 120 acres it is nevertheless a challenging 18 holes with a par of 71 and measuring 6517 yards.

The person appointed will take full responsibility and budgetary control.

Key areas are as follows:

- Maintenance and presentation of the golf course to the highest standards
- Supervision and development of all greenkeeping staff
- Administration of work programme and budgetary control

The successful applicant requires the following attributes:

- Recognised qualifications in greenkeeping and golf course management
- Strong working knowledge of all modern golf course management practices with the ability to train, motivate and direct staff
- An ability to prepare and monitor budgets, inventories and expenditure

This is an opportunity for a highly competent person to enhance their career and work with an established committed team.

Remuneration package commensurate with experience.

Applications in writing for a formal application form to:

The Secretary, Copt Heath Golf Club,  
1220 Warwick Road, Knowle, Solihull, B93 9LN

## Potters Bar Golf Club

require a

### COURSE MANAGER

We require a competent Manager who in addition to the relevant greenkeeping skills, will have particular strengths in team building, budgeting skills and machinery management. The successful applicant will be a self motivated person with care for detail and will be both resourceful and innovative. Applicants must have relevant experience and be able to produce strong references.

Salary will be commensurate with the position and accommodation will be available in 1999.

Please write in the first instance to the Secretary with details of qualifications and experience.

Potters Bar Golf Club,  
Darkes Lane, Potters Bar, Herts EN6 1DE