



220A



RZI 700



TURF GATOR



1500 AERATOR



3235A



2653A

OUR QUALITY IS ON COURSE

No one can accuse John Deere of standing still. Since 1995, we've added 8 quality machines to our line. Another strong statement about our commitment to your business. New this year are the Turf Gator and 220A Walk-Behind Greens Mower.

The Turf Gator's unique combination of toughness and quietness make it perfect for the golf course. Toughness comes from uni-body construction and one-piece forged axles. Quietness comes from a large volume silencer, internal sound absorbing material, and golf-car-style transmission.

The 220A is the latest addition to John Deere's quality line of walk-behind greens mowers. 220A improvements include an isolation-mounted engine for reduced vibration, improved operator-presence safety system, and an easier-filling grass box design.

Add superior parts support and our existing line of quality mowers, tractors, aerators, root zone injectors and utility vehicles and you see why John Deere is the fastest growing golf and turf equipment name in the world. Talk with us soon for a first-hand look.



NOTHING RUNS LIKE A DEERE

John Deere Ltd., Harby Road, Langar, Nottingham NG 13 9HT, Telephone 01949 863299 (answerphone)

BY APPOINTMENT TO HER
MAJESTY THE QUEEN
SUPPLIERS OF AGRICULTURAL EQUIPMENT
JOHN DEERE LIMITED
NOTTINGHAM



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

BIGGA Board of Management
Chairman - Gordon Child
Vice Chairman - Elliott Small
Past Chairman - Patrick Murphy

Board Members

Richard Barker
George Barr
Robin Greaves
Jim Paton
Ian Holoran

Executive Director
Neil Thomas B.A.

Administration Manager
John Pemberton

Education Officer
Ken Richardson

Sales & Marketing Manager
James McEvoy

Membership Services Officer
Tracey Maddison

Contact us

You can contact The British and International Golf Greenkeepers Association in any number of ways:

Post: BIGGA HOUSE, Aldwark, Ane, York, YO61 1UF

Tel: 01347 833800

Fax: 01347 833801

E-mail: bigga@btinternet.com

Internet: www.bigga.org.uk

Greenkeeper

INTERNATIONAL

The official monthly magazine of the British & International Golf Greenkeepers Association

Editorial

Editor: Scott MacCallum
Tel: 01347 833800

Advertising

Sales & Marketing Manager:
James McEvoy

Sales & Marketing Assistants:
Jenny Panton, Cheryl Broomhead
Tel: 01347 833800 Fax: 01347 833801
E-mail: sales.bigga@btinternet.com

Design

Design & Production Editor: David Emery
Tel: 01347 833800 ISDN: 01347 830020

Printing

Hi-Tec Print, Units 9-10, Houghton Road,
North Anston Trading Estate, North
Anston, Sheffield S25 4JJ
Tel: 01909 568533 Fax: 01909 568206
ISDN: 01909 550561

Greenkeeper International:

Winner of Certificate of Merit in Magazine of the Year category, Editing for Industry Awards 1994 and 1995.

Contents may not be reprinted or otherwise reproduced without written permission. Return postage must accompany all materials submitted if return is requested.

No responsibility can be assumed for unsolicited materials. The right is reserved to edit submissions before publication.

Although every care will be taken, no responsibility is accepted for loss of manuscripts, photographs or artwork.

Opinions expressed are not necessarily those of the Association, and no responsibility is accepted for such content, advertising or product information that may appear.

Circulation is by subscription. Subscription rate: UK £36 per year, Europe and Euro £46. The magazine is also distributed to BIGGA members, golf clubs, local authorities, the turf industry, libraries and central government.

ISSN: 0961-6977

© 1998 British and International Golf Greenkeepers Association

November 1998

Your next issue of Greenkeeper International will be with you by December 3

Regulars

News

Pages 7, 8, 9, 10

8 Assistant Profile

16-17 Letters

19 The Learning Experience

Nuts and Bolts. Laurence Pithie extolls the benefits of having a dedicated golf course mechanic

33-39 Around the Green

44 Money Matters

44 Education

45 Health & Safety

58 Features Listing

Helping you track down some of Greenkeeper International's previous articles

58 As I see it...

BIGGA National Chairman, Gordon Child, currently clocking up more miles than Alan Whicker, reports from Belfast and Atlanta among others.

Reader Reply Card

Use our post-paid reader reply card to obtain further information on the products and services advertised in this issue. Just state the company's Ad Ref numbers, post the card to us, and we'll arrange for further information to be sent direct to you.

Advertiser	Ad Ref	Page
AF Trenchers Ltd	203	32
Amenity Technology	431	60
Cargills Plc	566	5
Cleveland Sitesafe	56	16
Charterhouse	130	34-35
Eagle One Golf Products	593	32
Evergreens UK	526	39
Green-Relief™	563	37
Greensward Engineering	312	31
John Deere	103	2
Kawasaki	544	27, 39
Lely (UK) Ltd	61	59
Lloyds & Co, Letchworth	603	32
Marlwood	501	31
Ocmis	360	21
Par 4 Irrigation Ltd	27	27
Pattissons	35	16
Plasticisers Fibres	597	43
Rainbird	443	15
Rhône-Poulenc	59	6, 28
Sandblast Sign Co	608	27
Textron	9	18
Wessex Farm Machinery	210	37

Greenkeeper Education and Development Fund

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, please contact BIGGA on 01347 838581



Golden Key Circle Company Members
Amazone Ground Care, Barenbrug, Charterhouse Turf Machinery Ltd, Hayter Ltd, Jacobsen E-Z-Go Textron, John Deere Ltd, Kubota UK Ltd, Levington Horticulture Ltd, Scotts Turf & Amenity, Mommersteeg International, Ocmis Irrigation UK Ltd, PGA European Tour, Rainbird, Ransomes, Rhône-Poulenc Amenity, Rigby Taylor Ltd, Supaturf Products Ltd, The Toro Company, Watermation

Silver Key Circle Company Members
Avoncrop Amenity Products, Ernest Doe & Sons Ltd, Lambert/Fenchurch UK Group Ltd, Rolawn Ltd, Sisis Equipment Ltd, Weed Free

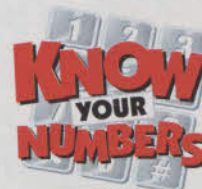
Will you be at BTME99?
Do you need more pre-registration cards?
Call the BTME hotline on 01347 833834 now!



58 As I see it...



19 The Learning Experience: Nuts & Bolts



49 Win £50 with our new Buyers' Guide quiz

The hustle and bustle of life at BIGGA

Who said life at BIGGA would ever be boring? Well no-one actually but I had to start this column somehow and it has been a particularly eventful few weeks since I last penned an Editorial.

In that time we have seen the successful culmination of three major events each of which has involved months of detailed planning.

I'm referring to the move from the old BIGGA Headquarters to BIGGA HOUSE; the second Hayter International Cup in Atlanta, Georgia, and, finally, the official Royal opening of BIGGA HOUSE. All fell within a mad two and a half weeks for everyone involved in the Association.

To the uninitiated a move of a mere 50 yards from a cramped old building to one custom built with space and a place for everyone and everything seems a piece of cake, but I can assure you that it takes weeks of preparation, and the commitment and endeavour of everyone, to make it work smoothly. And I can tell you that anyone watching from the outside would have witnessed the entire BIGGA staff showing all the precision of a good quality Swiss watch coupled with brute strength honed through hours in the gym, for two days of the actual move. The very next day the office was fully functioning again, even although it was another week and a half before the builders completed their work.

Those lucky enough, and I was one of them, to attend the Hayter International Cup in Atlanta found another event where thorough planning - by BIGGA, the GCSAA and, in particular, Kim Macfie of Hayter - ensured an occasion that will not be forgotten.

Five golf clubs were visited in all, each ranking among the finest in the country and at every one the 24 players, two non-playing Captains and various officials were made to feel welcome.

It was a wonderful week, only made possible by the magnificent commitment and sponsorship of Hayter, with the only downside the fact that it was the Americas team which retained the trophy and not the Rest of the World team which brought it back over the Atlantic.

Finally, it is not every day that you get a chance to mix with Royalty but the opening of BIGGA HOUSE gave a remarkable number of people just that. HRH The Duke of York put everyone at his or her ease during his visit. He spoke warmly of the work of the Association and its members and took time to speak with as many of the invited guests and members of BIGGA's staff as he could. Other special guests were BIGGA President, Viscount Whitelaw and Lady Whitelaw and R&A Secretary Sir Michael Bonallack who also spoke well of the Association.

BIGGA HOUSE itself proved a big hit with everyone who had a chance to look round and, indeed, there can be no better symbol as to how far the Association has come in its short 11 year existence.

It will also act as a springboard for the next phase in BIGGA's development and the next few years should prove exciting.

Editor:
Scott MacCallum



Greenkeeper

INTERNATIONAL

Features

- 11 Open for business**
BIGGA's Royal Occasion was a huge success. See it in pictures
- 23 Back from the brink**
Scott MacCallum reports from Ramside Hall in the North East and hears a great tale of recovery
- 29 Do you wanna be in my gang?**
Roland Taylor reports on the gang mowers and how they appears to be drawing towards their retirement
- 40 Sweet Georgia Greens**
Americas retained the Hayter International Cup but all 24 players counted themselves winners just to be in Atlanta
- 31 Can you dig it?**
Roger Davey examines the intricacies of installing irrigation systems



31 Can you dig it?



11 Open for business



40 Sweet Georgia Greens

THE ENERGY DRINK FOR TURF™



80% more root mass
than competitor
product

9 fold increase in
mycorrhiza levels

Increases of up to
300% in nutrient
absorption

Blade™ is a totally new generation supplement for your turf, based on the advanced technology of carbohydrate nutrition. Developed by one of the world's largest fertiliser companies, this new technology works by supplying the naturally occurring mycorrhiza in the soil with a readily available source of energy. Blade™ is one of the most cost effective and natural ways of optimising the performance of your turf.

Please consult one of our distributors for details or contact Cargill on Freephone 0800 919187.



Blade

CSC AMENITY

NOVOKEM

SHEERWATER
LEISURE

WILLMOT
PERTWEE



not a blast from the past,
more a glimpse of the future

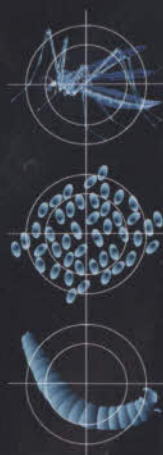



Leatherjackets can cause massive damage to fine turf. That's why you need a pesticide you know you can rely on.

Crossfire was one such product and now it's back and re-invented for the new millennium.

Its special new formulation is super-concentrated for maximum effect to ensure rapid and reliable control of leatherjackets and frit fly at low doses, stopping serious damage before it starts.

Safe for use on any turf type, there's only one sure way to deal with leatherjackets - Crossfire 480 - it's back from the future.



 **RHÔNE-POULENC**
AMENITY

FYFIELD ROAD, ONGAR, ESSEX CM5 0HW. TEL: 01277 301115 FAX: 01277 301119.
CROSSFIRE 480 CONTAINS CHLORPYRIFOS. ALWAYS READ THE LABEL : USE PESTICIDES SAFELY.
© RHÔNE-POULENC AGRICULTURE 1998.

Crossfire is a trademark of Dow AgroSciences

Honorary Membership for Jim Fry

At the September meeting of the Board of Management, Jim Fry was awarded only the second Honorary Membership in BIGGA's history. The first was awarded to Viscount Whitelaw in April this year.

BIGGA's Constitution enables the BIGGA Board of Management to recognise as an Honorary Member any person recognised as having contributed in an outstanding manner to the Association or profession.

Jim has served as President of the South Coast Section for many years as well as giving tremendous support to the Association at Region and National level. In his own unassuming way he has helped many greenkeepers on a personal level.

Neil Thomas, BIGGA's Executive Director, commented, "Honorary Membership of BIGGA has not and will not be awarded lightly by the Board of Management. In Jim Fry's case it is a much deserved award recognising the outstanding service he has given to the Association and the regard in which he is held by a large number of our members for his support and guidance which is always so readily available."

"He is a true friend of greenkeepers and much respected within the profession."



Jim Fry pictured here at last year's BTME

Midland Region offers stress helpline

The Midland Region Support Group is available to help greenkeepers who are suffering from stress as a result of pressure at work.

"This often has a knock-on effect, leading to more serious illness, thus affecting families and also places of work," explained BIGGA Past Chairman Paddy McCarron.

"We are also aware that the demands on today's greenkeepers are many and varied and ever-increasing with all-year-round golf. People's expectations at times are too high for the greenkeeper to deal with and because of financial constraints and course limitations and/or poor communications, difficulties build up. It may be that the golf club and the greenkeeper are just not compatible," explained Paddy.

It is also a concern that too many greenkeepers are looking to change their jobs, often for the wrong reasons, as many may be suffering from stress during the time that their grievances are developing. What we are saying is: Talk to us first.

"Our desire is to see more greenkeepers happy in their work and more golf clubs happy with their greenkeepers. We do not promise success - that depends on you, but we are there to talk to," said Paddy.

The service will be totally confidential and the only cost to the caller will be that of the telephone call. Appointments will be necessary if someone wishes to talk in person.

Thanks to Amenity Land Services for their financial support of this worthy cause.

For further details contact 0116 2739189 or 01480 437507.

Rewarded with a view of top class golf

Students from Elmwood College had the chance to have a close up view of some of the world's finest golfers play the world's most famous golf course during this year's Dunhill Cup at St Andrews.

This year was the second time that the St Andrews Links Trust has asked the one year National Certificate students to carry out bunker raking duties during the event and it gave them a first hand opportunity to watch top quality golf as well as see the work that goes into producing The Old Course for a top tournament.



Subscription rates valid from January 1999

Job Title	1999 rates
Course Manager/Head Greenkeeper	£73
Deputy Course Manager/Deputy Head Greenkeeper	£59
All other greenkeeping staff aged 21 years and over	£50
Green staff aged 20 years and under	£30
Full-time Students	£15
International Greenkeeper	£59
Associate Member (inc. 'Company' Membership)	£59

New seeds score top marks for Barenbrug

The 1999 Turfgrass Seed, published by the STRI, produced some good news for Barenbrug.

Recent cultivar, Bareine achieved impressive scores in the perennial ryegrass for lawns, landscaping and crickets fields.

Bargreen chewing fescue scored seven points or more in each category assessed. Another chewing fescue, Baroxi, was given a score of 8 for shoot density.

Slender creeping red fescue, Barcrown, scored highly for golf fairways, golf and bowling greens, while also scoring well was Heriot browntop bent, Barcampia tufted hair grass and the new cultivar Barifera.

ASSISTANT GREENKEEPER ASSISTANT GREENKEEPER ASSISTANT GREENKEEPER ASSISTANT GREENKEEPER

Profile

Usually the spotlight falls on the Course Manager or Head Greenkeeper at a Club.

Now it is the turn of those whose work often goes unheralded to star.



Name: Ralph Proverbs

Club: Lilleybrook GC

Position: First Assistant

Age: 32

1. How long have you been a greenkeeper?
8 years

2. What education are you currently undertaking?
NVQ Level III at Cannington College

3. Which one task do you most enjoy doing?
Construction

4. Which one task do you most dislike doing?
Painting

5. What job other than greenkeeping might you have ended up doing?
Leisure Management

6. Who has been the biggest influence on your career?
John Lowe, Hartpury College

7. What would you do to improve the life of a greenkeeper?
More First Aid training in case of accidents at work!

8. What are your hobbies?
Triathlon, tennis, weights and golf

9. What do you get out of BIGGA?
Education, excellent magazine and BTME

10. What do you hope to be doing in 10 years time?
General Manager of a golf complex

Ian goes for an early bath – almost!

You never know what's around the corner. One minute Ian Toop, an assistant at Donnington Grove GC, was happily cutting the 14th green on his Toro greens mower, the next he was sliding down the hill toward the lake which guards the green.

"He tried to right the mower but wisely decided to jump off just before it plummeted over the sleeper wall and into the lake," said Course Manager, Ross Wilson.

"It is just as well he jumped off because the machine turned over and had he stayed on, he may well have drowned.

"The main thing was that he wasn't injured other than a white face one minute and a red face the next!" said Ross.

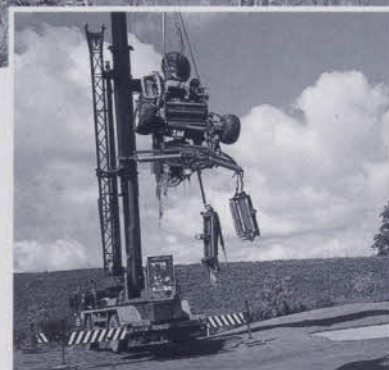
The machine wasn't quite so lucky and after being pulled from the lake - they hired a 35 tonne crane to do the job - it is now at the local Toro dealer having the damage assessed for insurance purposes.

"If these photographs and indeed this incident serve as a warning to young greenkeepers about the dangers involved in the simplest of tasks, then it may have served some purpose," said Ross.



Above: Thankfully, Ian jumped to safety before the Greensmower entered the lake.

Right: A new hazard on the 14th, as a 35 tonne crane rescues the mower from the lake.



New post for Michael



Etesia has appointed Michael Vjestica, right, as Head of Parts & Service for their UK headquarters in Warwick.

Mike has many years hands-on experience of the industry and until recently worked for Jacobsen Division of Textron as IT/Parts Manager. His new duties will include co-ordination of the day-to-day operation of the parts warehouse; dealing with technical and service matters; and liaison with dealers on replacement parts stocking. Preparation for his new

role will include a fortnight's in depth training at Etesia's factory in France.

This appointment is part of Etesia's policy of improving and expanding the company's back up service for dealers and customers in the UK, Northern Ireland and the Republic of Ireland.

In addition, as part of the company's planned growth programme, Robin Taylor has been appointed UK Sales/General Manager, and is setting up a new Sales Department at Warwick.

Scotts unveil new distribution network

Scotts has reorganised its distribution network in the turfcare and amenity sector.

The changes are a result of a thorough review of the business' distribution needs, following the purchase of Levington Horticulture by Scotts in December 1997, and come into effect this month.

The Scotts Master Distributors appointed to serve the turfcare and amenity market in mainland Britain comprise: Avoncrop Amenity Products Bristol and Bracknell, Richard Aitken (Seedsmen) Ltd Scotland and Aitken Sportsturf Ltd Northern England, E T Breakwell Ltd and R E Rushbrook & Son. In Ireland, John Lindsay Professional Sportsturf and National Agrochemical Distributors Ltd are located North and South respectively and the Channel Islands are covered by Stan Brouard Ltd on Guernsey and David Dumosch on Jersey.

Commenting on the improved network, Scotts UK Professional Vice President Europe, Middle East and Africa, Louis de Kort, said: "The products needed to service the requirements of our professional customers are becoming ever more technical. The new network of Master Distributors ensures that we can provide the higher levels of advice and service that will be needed today and in the future."

Lullingstone win Kubota Challenge

Lullingstone Park Golf Club, Orpington, Kent is the winner of the first Kubota Golf Club Challenge, held at The National Golf Centre, Woodhall Spa, Lincolnshire.

The Lullingstone Park team of Brian Seymour-Vallance and Paul Bennett amassed an aggregate total of 125 points in the Stableford competition played over 36 holes of golf - 18 on each of the two days of the Grand Final.

Their combined scores gave Lullingstone Park a winning margin of seven points over second-placed Clayton Golf Club, Bradford, West Yorkshire, represented by John Marriott and Richard Smith.

In third place with 117 points - just one point behind the second-placed team - was Rawdon Golf Club, also of West Yorkshire, represented by Steven Clark and Alan Armitage.

At a dinner following the final day's golf, the Kubota Trophy was presented to Lullingstone Park Golf Club with individual prizes of cut glass awarded to the team members representing the first, second and third placed clubs.

Starting off with an initial entry of 480 golf clubs from all over the United Kingdom, the Kubota Golf Club Challenge saw 15 golf clubs winning through to the Grand Final at Woodhall Spa. The 15 had secured their place following a series of five carded matchplay rounds played between pairs of randomly-drawn clubs on a knockout basis from April through to August.

1998 is the first year of the Kubota Golf Club Challenge. Organised by Sporting Concepts, the event



Lullingstone Park Golf Club receive their trophy

succeeded the Kubota Golf Challenge which had been sponsored since 1982 by Kubota, Britain's number one supplier of compact tractors. The new event invited individual golf clubs to enter teams of two players comprising the club's Secretary and the Head Greenkeeper to provide continuity to Kubota's long-standing relationships with the Association of Golf Club Secretaries and BIGGA.

"Kubota is delighted with the success of the inaugural Golf

Club Challenge and congratulates Lullingstone Park Golf Club on becoming the very first winner," commented Kubota UK's Marketing Manager, Tom Barnes.

"We also thank the 14 other finalists and all of the participating clubs and their team members for getting our new event off to such a resounding start. A warm thank you goes also to The National Golf Centre, Woodhall Spa, for providing a superb location for a memorable final."

Tree grants branch out

As a supplementary to last month's article by John Nicholson on tree grants, John has called to say that the Locational Supplement has now been re-introduced into areas of community forest at a rate of £600/ha for new planting. Extra funding is also available from European Union sources in certain areas.

For additional information contact John at Eamonn Wall & Co Tel: 0191 384 2556.

Westurf moves to Westpoint

After a successful 10 year spell at Long Ashton Golf Club in Bristol Westurf has moved to the new purpose built - under cover venue of Westpoint in Exeter.

The Show which is run by BIGGA's South West and South Wales Region is scheduled for Tuesday April 27.

The new look Westurf will include;

- A new larger enclosed venue
- Machinery demonstration area
- Central display and entertainment area
- Free visitors database to all exhibitors
- Meet the experts for advice and top tips
- Free seminars on water management
- Free bus for spouses to sightsee/shop in Exeter

"I believe that Westurf's new venue will be a huge boost to Westurf and herald the start of a new era for the show," said organiser and BIGGA's South West and South Wales Regional Administrator, Paula Humphries.

Further information can be obtained from Paula, Tel: 01363 82777

JCB visit planned

A factory visit to JCB, Staffordshire is currently being organised. The visit will be hosted by Holt JCB of Avonmouth, Bristol, and the trip will be accompanied by Nick Chard (formerly of T.H White, now Holt JCB).

The visit will include a factory tour, lunch, demonstration and possible hands-on experience and is open to all greenkeepers in the South West and South Wales Region.

The date has yet to be finalised but the cost will be approximately £12 and anyone interested should contact Paul Jenkins on 07771 925315.

Added Value is theme for SGM Seminar

Scottish Grass Machinery, Textron Turf Care dealers, celebrated the opening of a new head office with its seventh annual two day Turf Care Seminar.

The Annual Turf Care Seminar is seen by SGM MD David McInroy as part of the ongoing initiative to work with customers and lift the market as a whole. This year the Seminar, consisting of Golf Club

and Local Authority Days, had as its theme "adding value" to give SGM and its customers an edge' in the marketplace.

Jimmy Kidd, Director of Turf Grass Management at Gleneagles Golf Developments, spoke at the Seminar on the subject of Golf Course Maintenance and the Environment.

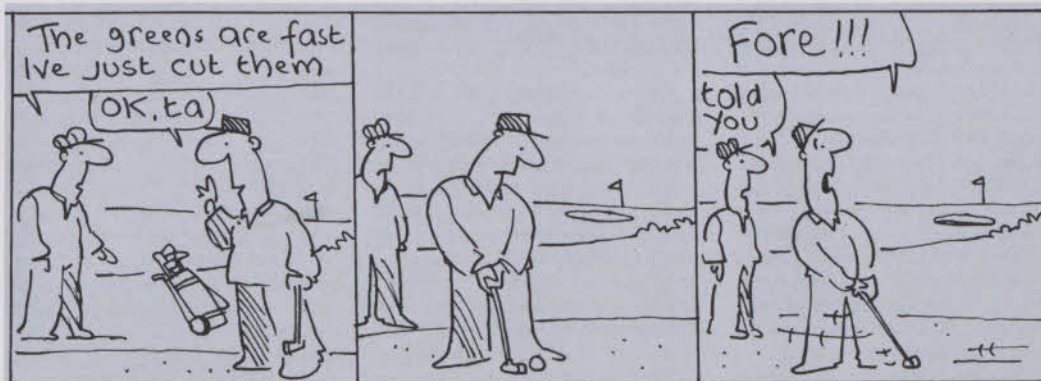
"I believe that superintendents

and greenkeepers - are the best people to police the environment because they genuinely care about the land and its future for their grandchildren," said Jimmy.

SGM has invested over £500,000 in the office at Belleknoves, Inverkeithing, set in 3.5 acres and it includes an innovative demonstration green to test and develop machines.

Royal Inverdivot GC...

by Tony Husband



Top soccer honours for Ferguson

The IOG Football Groundsman of the Year for 1998 is a former greenkeeper. Alan Ferguson, of Ipswich Town, began his career as an apprentice greenkeeper under Walter Woods, at St Andrews.

Alan, 37, has been at Portman Road since 1996, having previously been with Glasgow Rangers at Ibrox.

His IOG trophy is his second award of the year having been judged as having the best pitch in Nationwide Division 1.

Criteria for the national award includes maintenance and the use of machinery, use of materials, presentation and housekeeping, technical knowledge, management or compromise, scope of operations and management skills.

"I am deeply honoured to receive this award and am delighted by the recognition of fellow professionals in the IOG," said Alan, who pushed Steve Braddock, of Arsenal, into second place.

New members for BIGCA

Two new Associates have joined the membership of the British Institute of Golf Course Architects, based at Merrist Wood in Surrey.

Ross McMurray, Principal Designer at European Golf Design and Bruce Weller, working at Peter Alliss Clive Clark Golf Designs, have qualified for Associateship of the Institute, which now represents over 50 of Europe's leading professional architects in the golf course field.

Howard Swan, President BIGCA said, "I am delighted to welcome our two new Associates and look forward to their contribution to the Institute and the profession. It is encouraging that BIGCA continues to strengthen with greater numbers of qualified architects joining our ranks."

Fred Hawtree, one of the founder members of the Institute in 1971, has been invited to become an Honorary Member, in recognition of his great services to golf and golf course architecture over so many years.

He joins Geoffrey Cornish as the most celebrated members of the Institute and the profession.

'99, '99, '99!

The Greenkeeper International offices have sounded like a doctor's consulting room since the last magazine came out. That was the one where we were a year out with the date for the next BTME.

Ever since that, we have been drumming it into our heads that the next BTME is in 1999!

Be there first, and save a life

It is a chilling thought but golf courses are ranked the fifth most likely place for a member of the public to have a heart attack, and 250 people in Britain die each day from sudden cardiac arrest before they get to the hospital.

But the figure would not be so high if more victims received earlier treatment.

Time is the critical factor: 90% of victims survive if treated a minute after the attack, 50% after five minutes. So while waiting for an ambulance you could be using a defibrillator, the only first-aid device that will resuscitate a cardiac arrest victim. A defibrillator delivers a controlled electric shock to a patient's chest to stop the arrhythmic activity of the heart.

Physio Control LIFEPAK 500 automated external defibrillator has been designed for non medical occasional users, including greenkeepers, to offer them every chance to save the life of club member.

The first aid device is about the size of a laptop computer, weighing around 6.1lb.

It is protected by robust packaging for outdoor exposure, and is easy to use with only three buttons, plus oral and visual messages.

The LIFEPAK 500 has built-in safety features which do not allow any accidental shocks, and a five year battery ensures that it is virtually free from maintenance.



Physio control offers all golf clubs the opportunity to have the LIFEPAK 500 on a six month free trial. This allows the clubs to discuss the benefits with staff and members.

Physio control will also participate in BIGGA training courses and during the Health and Safety one-day courses taking place in the weeks between November 3 and December 6, will organise a presentation on "defibrillation on golf courses."

If you want more information,

attend your local BIGGA course or alternatively contact Physio Control UK Ltd, Leamington Court, Andover Road, Newfound, Basingstoke, Hampshire, RG23 7HE Tel: 01256 782727 Fax: 01256 782728.

The British Heart Foundation, the Government and medical authorities are promoting the introduction of early defibrillators into public places.

More than 50 clubs have already taken up the offer.

Cutting the cost of your insurance

When it comes to protecting your home, valued possessions and car it is vital to ensure that you have the best possible insurance protection, backed up by the right level of service and support. Yet buying the protection you need can be a costly and uncertain process.

All this is about to change, thanks to a special new arrangement which is exclusively available to BIGGA members. From November 1, 1998, you will be able to save at least 10% off the cost of arranging or renewing your household and motor insurance.

Working with Lambert Fenchurch, one of Britain's leading firms of insurance brokers - who already look after our members' Personal Accident and Legal Expenses arrangements - we have put into place a facility for you which combines the benefit of guaranteed savings on your premiums, together with first class cover and support.

There are two reasons why we are able to do this. Firstly, Lambert Fenchurch have harnessed the collective purchasing power of your Association. Secondly, as an individual member, you represent a potential source of excellent, long term business for the Insurers with whom they have negotiated. Because of this, underwriters are prepared to offer a special deal which, in turn, means

you benefit from real savings when you arrange or renew the household and motor protection you need.

Taking advantage of these savings couldn't be easier. When you next receive a renewal notice from your present Insurer (for either your home or car insurance), find the best possible alternative quote you can, for the same level of cover, obtain written confirmation from the Insurer concerned and call Lambert Fenchurch on 0845 0765672 for household insurance, or 0845 0765673 for motor insurance.

The number is a special low call service, so wherever you call from in the UK, you will pay no more than the cost of a local call. Lambert Fenchurch will then beat the best quotation for which you have written documentation by at least 10% - and that's guaranteed.

When you need cover for the first time, simply obtain the best written quotation you can, ring the low call number, and again, you'll save a guaranteed minimum of 10%.

Lambert Fenchurch are one of Britain's leading specialist brokers for Associations like BIGGA. They have built up their expertise over many years and this, allied to their use of the very latest technology and first class Insurers, is your guarantee of the highest possible quality of "after

sales" and claims service.

In addition to the new household and motor facilities, we are currently finalising scheme arrangements for a new high quality and competitive annual travel insurance cover. The growth in annual travel cover means that today, arranging cover for you and your whole family on an annual basis, is almost certainly going to work out cheaper than cover for a single trip - often by a significant sum of money. Plus, having an annual policy in force means that you don't have to worry about arranging cover prior to every trip - a useful advantage when you are busy sorting out all the other things you have to do before taking a trip or a holiday.

We are pleased to announce that this important cover will be available to you from February 1999.

Quite simply, we believe that the new household and motor facilities, with their guaranteed savings and high level of service and support, represent a significant benefit for BIGGA members. So, whether you are arranging cover for the first time or just want to save on the cost of your next renewal, remember to call 0845 0765672 for household insurance, or 0845 0765673 for motor insurance, and find out just how much money using Lambert Fenchurch could save you.