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Lely (UK) Limited is the distributor of Toro Commercial Products for the UK and Ireland.

Located at St Neots, Cambridgeshire, Lely distributes turf maintenance equipment to a wide range of users who include golf courses, local authorities, contractors and sports and leisure facilities.

We are seeking to recruit a Sales Manager to be responsible for the management and development of our dealer distribution network throughout the south and south-west of England.

Candidates should be highly motivated, self-driven sales professionals with a history of sales management of customer accounts.

The ability to communicate at senior level with key account customers and business channel partners is essential.

Experience in fine turf equipment and use of Microsoft computer software programmes would be an advantage.



If you think you have all the qualities we are looking for, apply in the first instance to: Christine Wilson, Lely (UK) Limited, Turf Division, Station Road, St Neots, Cambridgeshire, PE19 1QH. Tel: 01480 226800 or email christine.wilson@lely.co.uk



WELWYN GARDEN CITY GOLF CLUB

Invite applications for the position of

ASSISTANT GREENKEEPER

We are seeking an enthusiastic, experienced, reliable, self motivated individual to join our successful team.

Applicants must be qualified to NVQ 2 and have a minimum of 2-3 years work experience Pa1, Pa 2 & Pa 6 would be an advantage.

Good rates of pay.

Applications with C.V. to:

Brett Cox, Course Manager, W.G.C. Golf Club,
Mannicotts, High Oaks Road, W.G.C. AL8 7BP

KNIGHTON HEATH GOLF CLUB

Require an

ASSISTANT GREENKEEPER

Knighton Heath Golf Club is an established private members club near Poole, Dorset.

An assistant greenkeeper is required to join the team of greenstaff in maintaining and improving the 18 hole course.

The applicant should have a minimum of 2 years experience in modern machinery and greenkeeping practices. Qualifications preferred but not essential.

Apply in writing with CV to:

Mr R Myatt, Course Manager, Knighton Heath Golf Club,
Francis Avenue, Bournemouth, Dorset, BH11 8NX



TOWER CHEMICALS LTD

SALES REPRESENTATIVES REQUIRED

- Scotland
- North/Mid Wales
- Lancashire
- Hants/Dorset
- West Midlands

Tower Chemicals is a well established company supplying fine turf as well as industrial chemicals to the amenity marketplace.

In line with planned expansion of the company, we now require experienced professionals to join in the geographical areas mentioned above.

You must have the ability to communicate at all levels and build upon the success already enjoyed by Tower Chemicals.

You will receive all the usual benefits enjoyed with working for a professional organisation.

The above posts are for commencement of work on Monday 6th January 2003, Interviews will be held locally.

If you believe that your skills fit this role, please write a covering letter along with your C.V. to:

David Goldstone, Managing Director, Tower Chemicals, First Avenue, Grangefield Industrial Estate, Pudsey, Leeds, Yorkshire, LS28 6QN
Telephone: 0113 256 8111 Fax: 0113 256 9111
email: sales@towerchemicals.co.uk



SURREY DOWNS
GOLF CLUB

Set in the rolling hills near Kingswood, Surrey Downs is a new Proprietary Members Club which has been open for twelve months

APPLICATIONS ARE INVITED FOR THE POSITION OF HEAD GREENKEEPER

The successful applicant will possess minimum NVO level 3 qualification together with PA1 & PA2 Spraying Certificates.

They will be able to demonstrate knowledge and experience in all aspects of modern golf course maintenance and management. Creeping bent-grass experience is important.

Commitment to the highest standards and proven ability to organise and motivate greenkeeping staff are essential.

This post represents an exciting challenge at a time when the development of all the Club facilities are nearing completion.

For an application form please contact:

Louise on 01737 839090, e-mail louise@surreydownsgc.co.uk
or write to Surrey Downs Golf Club,
Outwood Lane, Kingswood, Surrey KT20 6JS

Closing date 25th October 2002

Major Opportunity



Following our move to new premises in Birmingham, we are looking for:

AREA SALES MANAGERS

YOU MUST:

- Have at least five years experience in the turf and amenity trade
- Possess a solid sales background and understanding of the amenity market
 - Be ambitious, hard working and able to cope with meeting targets
- Be organised and able to manage accounts and prospects in your area to achieve an increased market share
- Be able to strengthen relationships and understand customer requirements

WE WILL OFFER YOU:

- A new challenge
- Unrivalled remuneration package
- The ultimate product portfolio
 - Company car
 - Company pension scheme
 - Private health care

Please contact Ken Polley on 07774 209572 or Mark Wilton on 07747 626273 or send a covering letter and your CV to Ken Polley: Phoenix House, Aston Church Road, Saltley, Birmingham B8 1QE

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Feature listing from October 2000

October 2000; Toro Awards Preview; Ronald Fream; Irrigation; Saltex Review; Pest Control; Woburn GC

November 2000; Grass Cutting Machinery; Clandeboye GC; Drainage; National Championship review; Leatherjacket management

December 2000; Toro Awards; Making the most of your Dealer; Budget Boosters; BTME2001 preview; BIGGA/Bernhards CGSA delegation preview

January 2001; Communication; Tyres; Turf diseases; Kingsbarns Golf Links; Environment Competition Winner - Dyke GC; Talking Heads - Pest Control

February 2001; BTME2001 review; Winter Mowing; Irrigation; Broadstone GC; Hedges; Security

March 2001; York GC; Greens Maintenance; Meland GC, Norway; Greens Mowers; BIGGA Essay Winner; Grass Science profile

April 2001; Lightning detection; Brockett Hall GC; CGSA report; Fairway Mowers; Irrigation; Sward renovation; BIGGA Essay winner; Turf Disease

May 2001; Foot and Mouth Disease Special Report; Maintenance Facility report; Bunker Sand; ATVs; RainBird Profile; Fineturf Genetics; BTME2002 countdown; Electric-powered machines

June 2001; Stoke Park Club profile; Stuart Cagle MG; Tractors; Leaf Spot Disease; Take All Patch; Construction

July 2001; Royal Lytham profile; Tees Mowers; Fertilisers; Green Grasses; John Deere profile; Sandy McDivot; College Listings

August 2001; Aeration Survey; Machrie GC profile; Rough Mowers; Saltex Preview; Dr Alan Gange - environmental research; Hayter Profile; Ponds; Open Championship review; Toro Student of the Year profile;

September 2001; Ryder Cup preview; Chafer Grubs; Drainage; BIGGA National Championship preview; Sandy McDivot; Machinery Maintenance; Soil Analysis; Wild Flowers

October 2001; Major Award for Walter Woods; Royal Portrush GC; Portstewart GC; Irrigation; Soil biodiversity; Leaf collection systems; Scottsturf preview' Saltex review

November 2001; BIGGA National Championship review; Environment Competition winner; Spraying; Toro Awards Preview; Cutting regimes; Dyke GC

December 2001; Toro Award Winners; Southern Gailes GC; BTME preview; Specialty equipment; Thatch removal

January 2002; Walton Heath profile; Greenkeeping in Denmark; Moving materials; A first for Andy Campbell; New products

February 2002; Harrogate 2002 Review; Drainage; Castlerock GC; Trees; Recycling; TurfTrax profile; Barn Owl special report

March 2002; Donnington Valley profile; Utility vehicles; Essay competition winner; Irrigation; Seeds; Sandy McDivot

April 2002; Heyrose GC profile; Bernhard's Scholarship; De-stress your greens; COSHH assessments; Rootzones and topdressing; Maintenance facilities; Essay competition

May 2002; BIGGA Report; Nematodes; Caldy GC profile; Multi-tasking machinery; Bunker Sand; Essay competition; Fijian GC profile; BIGGA Minimum qualification

June 2002; Finding Fungi; Greetham Valley GC profile; Tyres; Calabria GC profile; Lakes and Ponds; Poa Annuua - Jim Arthur

July 2002; Open preview; Turf; Steve Isacss; Emissions; Grinding; Rotary Mowers; BTME preview; Sandy McDivot

August 2002; BIGGA Golf Day; Open review; Talking Heads - Education & training; Bunker Dr Kate Entwistle; Pwllheli GC; Weather; Compact Tractors; Saltex preview

September 2002; National Championship Preview; Irrigation; Non Grass Cutters; Hawkstone Park; Careers in Greenkeeping



It's Raining Again

Not for the first time this year I am sitting writing this article while there is a torrential downpour outside. I don't know if it's my imagination but nowadays it doesn't just rain it pours and everywhere is flooded in a matter of minutes but at least it's giving me chance to reflect on the last month and two great occasions.



Back in the middle of August I attended the British Finals of the John Deere Team Classic at the Belfry. This day was eagerly awaited by the 20+ teams that had already qualified because, not only was this a chance to play the Brabazon course so near to the Ryder Cup but, a trip to the world finals in Scottsdale, Arizona was also at stake. So after a light lunch and a rules briefing battle commenced, but it was not until after the evening meal the result was announced.

While feeling a lot of disappointment for the runners up I was delighted that Ed McCabe and Brokenhurst Manor Golf Club will represent BIGGA in the World Finals. I know they will be great ambassadors.

I was also delighted to receive a cheque for £9,300, which John Deere presented to the Association as a result of £25 being donated to the Association for each team which entered. I hope this tournament will be run again next year as I can only see it growing in stature.

Well, after a few days back at work the bags were packed again and I was off to Saltex. As with an outdoor event the weather plays a major part and the three days which followed have been three of the best all year! The sun was out and the temperatures high.

It was great to meet up with many of you who I only see once or twice a year. As for our stand, well we had a good position just inside the entrance and throughout the week it was "buzzing" with enquiries regarding stand space at BTME and Clubhouse, membership renewals and many new members joining. It was also a great opportunity to visit many people and bring myself up to date with the new product launches. The highlight of the week being invited to be a stand judge and attend the Groundsman of the Year awards sponsored by the Football Association.

As for the staff who attended I would like to thank each and every one. They all worked extremely hard for us and were a credit to our Association.

With Saltex now well and truly in the past I am only too aware that our season is rapidly coming to an end and our attention must turn towards planning and finalising our budgets and winter programmes. Please remember to put some aside for your training needs.

Last month you received the Regional Training Courses brochure and in this issue is the programme for BTME. If there aren't any courses to suit you or your staff, speak to Ken or Sami and they will arrange one to suit. Education at all levels is most important especially if you are wanting to progress or just wanting a bigger salary.

As for the future, well one lucky student will soon be crowned Toro Student Greenkeeper of the Year and ten days later we will also have a National Golf Champion, following the National Championship at Hillside and Hesketh Golf Clubs. If you are participating get out the clubs and start practising because there's plenty of bandits attending. On a serious note, I look forward to meeting you all in Southport on what promises to be a super two days where hopefully, we can share a pint and all those golfing stories on what could have been!

Richard Barker
National Chairman

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