The President of the Region of Great Britain and Ireland, Mike Clift, welcomed all members to the 1981 Annual Conference at Wye College. He especially welcomed those from mainland Europe, Sweden, Denmark, Germany, Belgium, and France, and also those from the British Isles who were attending the Conference for the first time.

For this Conference the Vice President, Margaret Scott, provided us with an excellent programme with the theme, 'Gateway to the Future.' Mike Clift congratulated Margaret not only for compiling such as interesting programme but for all the detailed work in coping with accommodation, catering, and all the myriad problems of the conference organizer

He reminded members that last year comment sheets were handed out for the first time. Among the comments received was a request for younger chairmen. It gave him great pleasure to hand the activities our to a definitely younger chairman — David Gilchrist — to start the 1981 conference.

## 1981 ROSEBOWL AWARD

The President of the G.B. & I Region, Mike Clift, outlined the history of the Rosebowl Award and listed the recipients since it was first awarded.

The Rosebowl is awarded to a member who has made a significant contribution, either to plant propagation or alternatively to the I.P.P.S. in this Region. In presenting the Rosebowl to Brian Humphrey, the President commented that Brian had qualified on both counts. He has a considerable knowledge and experience in all types of plant propagation and has a special interest in some of the newer techniques. He has presented papers of significance to this Region and to the Eastern IPPS Region; he has contributed regularly in discussions in conferences and local meetings. Brian was our first President and, if it wasn't for his drive and enthusiasm in 1968 in inaugurating this region, the I.P.P.S. here might have taken many more years to get established.

## WORK FLOW AND COSTING IN PROPAGATION

IAN BALDWIN AND JOHN STANLEY

Nursery Business Consultants Rode, Somerset

"Costings" is a term frequently used by propagators, growers and company directors to express the calculations and procedures necessary to find out one of the most basic questions in nursery production, i.e. "How much does this plant cost me to produce — Could I buy it in cheaper?" The idea of buying in may not be attractive unless the source of material