P.V.R. (Pedestrian Vertirake)
for Golf greens, Bowling greens, Cricket pitches and Tennis courts.

J.V.R. (Junior Vertirake)
for Golf course greens, Bowling turf, Fine lawns etc.

T.V.R. (Tractor Vertirake)
for Golf course fairways, Municipal Parks, Sports pitches.

These three machines have been designed to remove all the thatch, thus stimulating recovery and growth of strong healthy grasses. You will find that each machine will clear the difficult, dead, matted, fibrous grass that is so often so difficult to get rid of.

We have a machine for every purpose from the small golf green to the largest Municipal playing fields. One great labour saving device we have fitted on our P.V.R. model is the very large glass fibre collecting box which saves an enormous amount of time and energy that would otherwise be wasted in sweeping up afterwards.

Write for full information on VERTIRAKES to:

H. PATTISSON & CO. LTD.,
STANMORE HILL WORKS, STANMORE,
MIDDLESEX.
CONTENTS

MACHINERY HIRE 5-13

NEWS 17, 21

SELLING IDEAS 18-21

COMPANY PROFILE 23

GOING BY THE BOOK 24, 25

SECTION NEWS 29-34

Front Cover Picture
THE Cyclone fertiliser spreader in action—now almost standard equipment for most golf clubs. It is made by Andrew Ltd—see Company Profile on Page 23.

EDITORIAL ADVERTISEMENT AND SUBSCRIPTION OFFICES: Chilberton House, Doods Road, Reigate, Surrey. Telephone: Reigate 43521. SUBSCRIPTION RATE: £2.76 for 12 issues post paid. Published during the first week of each month. All rights reserved. Reproduction of original articles and photographs in whole or in part is prohibited. This Magazine shall not, without the written consent of the publishers first given, be re-sold, lent, hired out, or otherwise disposed of. Contributions and photographs of interest are invited.

LATEST COPY DATE: 1st of month prior to insertion.

TO INSERT A CLASSIFIED ADVERTISEMENT, write to the Advertisement Manager at the above address. The rate is £3.00 per single column inch. Remittance must be sent with order. Please state number of insertions required and write advertisement in block letters. Advertisements will be inserted in the first available issue.

Printed by Olsters Printing Works (Battle) Ltd.
'GOLD-N'
the fertilizer to last
the season
Slow release nitrogen fertilizer
from ICI (32% N)

This 32% N Fertilizer is an absolute boon to everyone concerned with superb grass, whether it be for a sportsfield or for general amenity areas.

It gives an initial boost within a few days, then a steady supply of nitrogen for up to 5 months. It keeps the turf lush and green all season and minimises leaching and scorching.

So you need only apply it once, by hand or machine. That's a great saving on time and labour.

'GOLD-N' is a highly efficient source of nitrogen—it goes further. And virtually all the nitrogen is usable, even at low soil temperatures.

It flows easily and is free from dust and there are no disease risks.

You can use it indoors on glass-house crops, or outdoors on vegetables, pot plants, fruit and shrubs as well as on grass.

It's another great winner from ICI.

For further details, contact:

ALL USES
Imperial Chemical Industries Ltd.,

Bristol Avonmouth 3601
Cambridge (0223) 61601
Guildford (0483) 65551
Lincoln (0522) 24531
Shrewsbury (0743) 4021
York (0904) 56761

SAI Horticulture Ltd.
Edinburgh 031 5451/6

Richardsons (Ulster) Ltd.
Belfast 57424/5/6

ICI (Ireland) Ltd.
Dublin 771831

GLASSHOUSE CROPS
Plant Protection Ltd., Yalding
Maidstone 812511

TURF
Chipman Limited
Horsham 60341 Harrogate 68658 Nottingham 52397

The British Golf Greenkeeper
The case for hire

WE HAVE always done it that way. Fred likes it. I don't like it because I've never tried it. It's the cheapest.

These comments and many like them are often used when any change from an accepted pattern of work is suggested. The planning of work and the purchase of machinery is often carried out on the basis of "Well, we spent that much money last year so if we don't rock the boat, we can spend that much money next year." If the machinery purchased is cheap, it must be the most economical, and a man's labour is often based on the same surmise.

But what is the motive for this attitude? Is it that the persons concerned are frightened to make a decision? Are they frightened of making a decision that is wrong? Is it that they don't care or, which is the most likely, is it that they don't have the right information on which to make a measured decision?

I feel that, rightly, these ideas are changing and that more and more Local Authority officers and Grounds Management Committees are beginning to view things in a different light.

Hire, lease or buy? There is no golden rule for any particular piece of machinery or situation. The final decision must be left to the expertise of the management, but I hope that some of the examples I will be showing you will suggest that things may not always be as they appear, and I trust will give you some food for thought.

Why buy a machine? For small items, it is obviously the most sensible and straightforward method of purchase — accepting of course that the initial enquiries as to product, suitability and viability have been explored and it is the right tool for the job. The procedure for cash purchase is relatively simple.

A capital purchase shows as an asset on the balance sheet in most instances, which gives solidarity to the organisation concerned. You are saving interest charges and you are obtaining competitive terms from the supplier. In this day and age of inflation and devaluation of our currency, you are also changing pound notes into real tangible assets.

If you have an unlimited source of capital for whatever needs you require, then this could prove to be a sensible method of obtaining equipment, even on the large items. But who among us has unlimited sources of that rare commodity nowadays?

If it is a choice of either/or, or "we can only afford so much this year", then the logic of paying for items in full at the time of purchase must be looked at more closely.

We must accept that inflation is with us, and that to buy tomorrow will cost us more. Therefore, if we don't have the capital to buy all the machines, another source of obtaining them must be examined.

We may have decided to purchase our machine, but have we really calculated the cost of keeping it in regard to tie up of capital, to maintenance costs, to storage costs and to operator training costs? Have we considered that its purchase may hinder our flexi-

By Bruce Scott, Managing Director, Tractor & Farm Aid Limited.

September
[Turn to Page 7]
MAKE MORE OF MANPOWER

TORO Sandpro
First ever mechanical sand rake in U.K.

- Time-saving 68'' width for single-handed raking of fifteen large-area sandtraps to tournament standard in one hour
- Reliability and economy from the 8hp Kohler engine, giving maximum speed of 5½ mph
- Full area coverage with infinite manoeuvrability from the zero-radius turning
- Superb traction with no compaction from the special low-pressure tyres
- Cost-cutting raking efficiency from the crust-breaking forward blade, four independent conditioning sections and nine finishing sections adjustable for depth of penetration
- Reassuring stability from the 40in wheelbase and low centre of gravity of this lightweight 650lb machine
- Ideal for the larger open area sandtraps of the modern golf course
- Handy accessories include edging attachment for sandtrap edges and 6½' x 6' drag mat

Demonstration Model available for work study evaluation. Lease-Purchase for all TORO Models available.

TORO (UK) SALES & SERVICE
Faverdale West, Faverdale Industrial Estate, Darlington, Co Durham, DL3 0QG
Telephone: Darlington 55101 Telex: 587 182
Sole distributors for TORO in UK and Channel Islands
bility in the future for changing procedures or methods? (See chart below.)

Don't fall prey to the replacement syndrome. By this I mean the "it's now worn out, we had better get another one or its closest equivalent" idea or even the "we must need it because it's worn out" idea. I wonder how often "we used it probably because it was there" is a truer approximation.

"It is very useful" is a phrase which often starts off the chain of events that lead to an old machine being replaced. It probably is very useful when it is being used, but has anyone ever recorded how long it was actually used for and then related its total costs to the work done? I doubt it, for very few machines except for motor cars ever have a record of a simple log book of the number of hours per year it has been in use.

We can all get fed up with forms but, providing the information is kept simple, this can be an invaluable aid. For new machinery purchase, relating time saved or being able to do a job that you were unable to do before is important.

I have often heard people discussing whether another labourer is needed. After quite short deliberations, they decide yes, they had better have another man, and he is duly taken on. Over

<table>
<thead>
<tr>
<th>Capital Cost of Machinery, say</th>
<th>A Capital Purchase</th>
<th>B Lease</th>
<th>C Continuation Rental</th>
</tr>
</thead>
<tbody>
<tr>
<td>Depreciation</td>
<td>£1,000</td>
<td>£200</td>
<td></td>
</tr>
<tr>
<td>Annual Leasing Charge</td>
<td></td>
<td></td>
<td>£320</td>
</tr>
<tr>
<td>Cost of Borrowed Money or</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Earning Power thereof at, say, 10%</td>
<td></td>
<td>£100</td>
<td></td>
</tr>
<tr>
<td>Maintenance</td>
<td></td>
<td>£100</td>
<td>£100</td>
</tr>
<tr>
<td>Storage Costs</td>
<td></td>
<td>£25</td>
<td>£25</td>
</tr>
<tr>
<td>Training Expenses</td>
<td></td>
<td>£5</td>
<td>£5</td>
</tr>
<tr>
<td>Annual Costings</td>
<td></td>
<td>£430</td>
<td>£450</td>
</tr>
<tr>
<td>Cost Over Five Year Period</td>
<td>£2,150</td>
<td>£2,250</td>
<td>(£250)</td>
</tr>
<tr>
<td>Machinery at End of Period</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Own Property**

1. Continuation Rental
   Charge approx. 2½% of Capital Value

2. Re-Lease
   Value of New Equipment
   Less Value of Ex-Lease Equipment
   Balance on New Lease

3. Leasing Refund
   Leasing Company sell Machinery and Refund Leasing Payments with Amount Realised

<table>
<thead>
<tr>
<th></th>
<th>A</th>
<th>B</th>
<th>C</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>(£250)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

September 7
Would you buy a mower from a firm that has produced only half a million or so?

If you're looking for gimmicks of course you wouldn't. Because it smacks too much of traditional values – universal appeal, continuity of design, and so on – and a determination to keep it that way.

Fortunately for the world's sportsmen (and women), groundsman throughout 73 countries think differently. They go for robust construction, proven design, ready availability of spares and a reputation for reliability that dates from 1921.

They choose –

**JACOBSEN**

Jacobsen mowers are available in the UK from a national network of distributors, all of whom carry good stocks of essential spares and offer an expert technical and after-sales service. Over 80% of spares are stocked by Rolfe, suppliers of an extensive range of turf care equipment and sole importers in the UK of Jacobsen mowers.

Send now for Rolfe's 20-page brochure, price list and details of your nearest distributor.

**ROLFE**

Rolfe's International Turf Equipment Ltd.,

Winchester Hill, Romsey, Hampshire.
Tel: Romsey 513185
Telex: 47347

**Greens King 62** – The latest in a long line of successful Green Kings, with improved control, tighter turning, 3 reel selection and 2 transport speed ranges 14HP engine and hydraulic transmission standard. Mows 18 average greens in under 4 hours. Choice of 7 attachments.

**Turf King** – Improved version of the highly successful 76”/84” articulated reel mower. Gives 50% increase in mowing speed, 67% increase in transport speed. Superb manoeuvrability. Mows up to 30 acres in an 8 hour day.

**Commercial 60** – A tough all purpose 60” mower that goes round trees, up steep slopes, along smooth flats at up to 7½ m.p.h. 18HP engine, hydrostatic transmission standard. A joy to handle.

**F133** – A superb 5-gang 4 wheel reel mower with an 11ft cutting width. Reduces to 3-gang for narrow areas. Mowing units ahead of wheels prevent uncut streaks of grass. Mows up to 50 acres per 8 hour day.
five years this could represent an outlay of £10,000. On the other hand, the suggestion that £10,000 is spent on capital equipment is often looked on with horror. I am often told that the cash is not available. Yet this equipment would comfortably survive five years of work and would improve the efficiency of the total operation and save manpower.

The last comment leads us naturally into leasing. If you have decided that you need the machine, you can justify its use, the price is right, but you cannot afford the capital expense, then you should look at leasing. This applies even more so when you are considering not just one machine, but several which will form part of a system and can give you definite savings.

One does not consider employing a man for five years and paying him his salary in the first week for the total period. By paying weekly or monthly, the on-costs are spread against income and the expenses in any particular year are related to the income for the same period. Why not apply the same logic to your machinery purchases?

I have stated previously that we are in a world of inflation; what you buy today is certainly far cheaper than you will buy tomorrow. Although leasing involves the extra expense of interest over the period concerned, the following example will show that it is not as expensive as often thought. (See chart.)

What is a lease? A lease is a long-term hire of machinery. This can be two, three, four, five years or longer in exceptional circumstances. For monthly or quarterly payments, you have the use of the machine or machines required to do the job.

“But I want to own it.” Why? As I have already said, you have the advantage that, if you own it, it shows as an asset, but it is a depreciating
New!

TURFCARE
Eliminates the guesswork!

Single Blade Sand Injector operating on a Golf Green

Scientific analysis of your soil enables us to:

Eliminate Waterlogging

Improve soil structure

By the New Deep Penetrating SAND INJECTION technique.

Establish precise fertilizer requirements and Provide YOU with the complete prescriptive Turfcare Service.

Chipman Limited, Horsham, Sussex, RH12 2NR. Telephone Horsham 60341/5
and at Royal Chambers, Station Parade, Harrogate, Yorkshire HG1 1EP. Telephone Harrogate 68658
Wincanton Close, Ascot Drive, Derby DE2 8ST. Telephone Derby 364271/4

The British Golf Greenkeeper