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INDUSTRY UPDATE
The latest turf industry news from around the globe

Kubota UK has completed the restructuring of its management team with the creation of a new role for Dave Roberts. Dave left the company in 2010 after 21 years of service and has been reinserted back to head up Kubota’s three product sectors as Sales and Marketing General Manager.

The main product categories of Engines, Construction, Equipment, and Tractor & Groundcare have historically had a Head of Sales and Marketing reporting separately into the MD of Kubota UK. Whilst those positions are still retained, Dave now effectively umbrellas those functions to bring in a more unified approach to Kubota’s operating methods.

The Engine sales division now sees Daniel Grant responsible for Sales and Marketing, with Neil Winfield carrying out the same function for the Construction division. Over in the Tractor & Groundcare division, Dave Roberts has reasumed his previous role running alongside his umbrella function of all three divisions.

Announcing this restructing Dave explained, “The idea is to bring benefit to our customers with a more unified approach to our operating methods. This will make more efficient use of our resources and enable a common message with regards to marketing.”

He continued, “We have retained industry expertise where appropriate, but are now able to deploy common resources that transcend the divisions such as marketing, demonstration activities and to a degree, administration. “My 18 months as Operations Director of Furac Ltd has been invaluable. Being involved in all aspects of the dealer has broadened my knowledge and experience, which will help in my new role here at Kubota.”

The new Sales & Marketing Manager of the Construction division is Neil Winfield. A seasoned Kubota employee having joined in 1999, Neil saw service first as an Administrator in the Engines Division before moving over to Construction in 2001 as Distribution Coordinator. Neil graduated to field sales support and then Sales Coordinator before this promotion to Sales and Marketing Manager.

Daniel Grant has followed a similar path in that he too studied Agricultural Engineering. He then went on to provide field sales support at Dealership level for various premium brands. His entry into Kubota came in 2000, “I joined Kubota as an internal Sales Engineer within the Industrial Diesel division. My position progressively evolved to Regional Sales and finally achieving Regional Sales Manager. I was primarily responsible for the sales and distribution into Southern UK as well as Scandinavian/ Nordic OEM’s and Dealer/ Distributor accounts,” he contributed. Daniel sees the experience he’s gained at Kubota, together with the experience he previously gained working within a dealership environment, will help him in his position of Sales & Marketing Manager, Engines Division.

Dave Roberts has resumed his previous role running alongside his umbrella function of all three divisions.

Rain Bird has recently entered the Renewable Energy market, with their newly appointed European Energy Product Manager, Iain Macpherson.

Rain Bird has three divisions – Industrial, Irrigation and Groundcare. Within the Industrial division there are over 13000 employees worldwide and annual revenue of over $3.5 billion. It is the only manufacturer of pumps, pressure compensating sprayers, and appurtenances for the world wide irrigation market. Rain Bird’s retail sales are approximately $1.5 billion. The Renewable Energy division has been formed to capitalize on the company’s existing assets and technologies and offers a strong presence in the market for renewable energy systems for water and irrigation applications.

Rain Bird is currently considering the development of renewable energy systems for the heating and power generation market. As an example of this strategy, Rain Bird recently acquired certain assets of Solis Systems, a company which designs and manufactures renewable energy systems with fluid power technology.

Iain Macpherson has spent his career in the turf industry and has been involved in all aspects of the business over the past 18 years. He has worked for Jacobsen, Dainco (UK) Ltd, and Trimo Europe Ltd. Iain is a member of the COTTM and is also a director of the DTGA (the UK Turf Growers Association).

The Wessex range has been developed to meet the needs of landscapers, private estate owners and smallholders. In the range, the AT110 ATV topped the bill designed specifically to suit the ATV user working to a budget, without sacrificing quality.

The Wessex Country range has been developed to meet the needs of landscapers, private estate owners and smallholders.

Who do you consider best friends in the industry?

I’m definitely in the woodland management sector for the moment. I’ve got a cup of tea with Frank – the guy who runs Woodland Management UK – regularly.

What do you like about your current job?

I enjoy watching birds and family, playing tennis and tending my allotment.

Where do you see yourself in 10 years time?

I’m definitely in the woodland management sector for the long haul, as to exactly what and where, you’ll have to watch this space!

Who do you consider best friends in the industry?

I’ve got a great relationship with the Management Board of a large company that I work for and they’re very encouraging and supportive.

What do you consider to be your lucky number?

22 – It’s the number of days in a month!
Rain Bird has recently entered the Renewable Energy market, with their newly appointed European Energy Product Manager, Iain Macpherson.

Iain has a long felt belief that golf courses needed to look at cost, particularly in irrigation. Electricity is a large running cost of irrigation pumps and club houses, and cost 16% last year – a serious impact on any club’s finances. Iain adds: “The idea is to bring benefit to our customers with a common message to our customers with a common message. We look forward to helping more clubs to significantly reduce energy costs, and give clients confidence of product choice.”

Rain Bird’s UK distributor Iain Macpherson believes that golf courses needed to look at cost, particularly in irrigation. Electricity is a large running cost of irrigation pumps and club houses, and cost 16% last year – a serious impact on any club’s finances. Iain adds: “The idea is to bring benefit to our customers with a common message.”

**What’s your number?**

**Name:** Andrew Pickup

**Company:** Stourton Forestry

**Position:** Consultant & Company Manager

**How long have you been in the industry?** A very busy four years

**How did you get into it?** From an early age, I’ve loved trees and the outdoors, so I decided to study Forestry at the University of Wales, Bangor. When I joined Stourton Forestry they had an established reputation as specialists in trees on golf courses and my involvement has grown from there.

**What other jobs have you done?** In my student days I spent several summers working outdoors, including plenty of grass cutting, landscaping and gardening.

**What do you like about your current job?** I get to visit and work on some amazing sites, from nationally renowned golf courses to private woodlands and estates that the general public probably doesn’t get to see.

**What changes have you seen during your time in the industry?** The biggest change in the past four years has been the demand for renewable energy. We’ve seen the wholesale price of round timber for firewood almost double. Even relatively small volumes of timber that were once a waste product are now in high demand.

**What do you do to in your spare time?** I enjoy relaxing with my friends and family, playing tennis and tending my allotment.

**Where do you see yourself in 10 years time?** I’m definitely in the woodland management sector for the long haul, as to exactly what and where, you’ll have to watch this space!
Gleeneagles Golf Resort in Scotland has recently renewed its five-year exclusivity deal with turf maintenance machinery manufacturer Toro and its distributor Lely UK. The Perthshire resort plays host to the prestigious Ryder Cup in September 2014, with the updated Toro equipment particularly helping prepare the PGA Centenary Course for sporting events. It’s even more important that our courses are in the best possible condition. As we prepare to host the Ryder Cup in 2014, and beyond. As we prepare to host one of the world’s greatest sporting events, it’s even more important that our courses are in the best possible condition. Our continued work with Toro will help to achieve this. The Toro Company’s corporate accounts manager Andrew Brown adds: “We are delighted that Gleeneagles has once again entrusted Toro and our distributor Lely UK to provide the quality of products and service the resort has come to rely on over the past eight years. The Ryder Cup will be an ideal opportunity for Gleeneagles to showcase the exceptionally high standard of course preparation it offers to members and guests from all over the world, and Toro is honoured to play its part in that success story.”

Commenting on the continued partnership with Toro, Gleeneagles golf courses and estate manager Scott Fernwick says: “We’re delighted to have renewed our contract with Toro, which will see us through to the Ryder Cup in 2014, and beyond. As we prepare to host one of the world’s greatest sporting events, it’s even more important that our courses are in the best possible condition. Our continued work with Toro will help to achieve this.” The Toro Company’s project that was first mooted a decade over. Scott Fenwick says: “We’re delighted to have renewed our contract with Toro and our distributor Lely UK to provide the quality of products and service the resort has come to rely on over the past eight years. The Ryder Cup will be an ideal opportunity for Gleeneagles to showcase the exceptionally high standard of course preparation it offers to members and guests from all over the world, and Toro is honoured to play its part in that success story.”

The Northumbria’s giant earth sculpture is turning green as the swaths of seed sown across the iconic structure spring to life. DLF Trifolium Johnsons and hydroseeding specialists CDTS teamed up to create and apply a bespoke mix that puts the finishing touches to a project that was first mooted a decade over. DLF Trifolium-Johnsons supplied the seed mix, and Amenity Sales Manager Paul Hadley, who selected the project, said: “We’re delighted that Gleeneagles has once again entrusted Toro and our distributor Lely UK to provide the quality of products and service the resort has come to rely on over the past eight years. The Ryder Cup will be an ideal opportunity for Gleeneagles to showcase the exceptionally high standard of course preparation it offers to members and guests from all over the world, and Toro is honoured to play its part in that success story.”

With the team working through Poland’s coldest winter for 30 years, BAR 50 SOS’ cool soil temperature germination characteristics certainly proved a wise choice. Seventy-five bags of Harenburg grass seed have gone to Hutnik, while a further four tonnes of Royal Harenburg Group seed is being used across Polish and Ukrainian Euro 2012 tournament venues. This includes the Wawrak National Stadium, which plays host to the opening game between Poland and Greece on 8 June.

PRAISE FOR EURO 2012 TRAINING PITCHES

The England training camp’s immaculate pitches in Poland hit the headlines, thanks to Sports Turf Research Institute’s (STRI) remarkable transformation of the site ahead of Euro 2012. Sporting puns heaps praised in Hutnik Nova Huta football club’s new Premier League-standard playing surface, penned here, and Harenburg helped STRI achieve such impressive results.

Eight months ago, the Krakow club’s pitches were worn and scrawny. The FA travelled STRI with creating a world-class surface for the England team to train on that would allow greater practice within days.” commented David. “As a bonus, the upgrading of the soil’s structure means that moisture is retained for longer in dry weather, helping combat drought and the restrictions now in place on water use. Very clever.”

Following the impressive results achieved with his first application, David treated the same green again just weeks later and is planning another treatment shortly.

Both previous applications of Greenmaster Topdress Z have followed hollow coring of the affected 11th green, one of four par 3 holes on the 6,295 yard parkland course.

“Although we verti-drain all of our greens regularly, the course has nine older push-up greens dating from 1929, eight of which have benefited from additional treatment in the form of Whiz Wheel trench drainage,” explained David. “The remaking green has clay pipes lying too close to the surface for mechanical drainage, leading to the poor water infiltration that has been cured now with help from Evermix.”

David says that the green also drains out in less than a day (instead of three days or more following periods of heavy rain). Within a year, the 11th green has gone from being one of the poorest on the course to one of the best,” he concluded.

Significant improvements in water infiltration rates have been achieved on a previously poorly-draining green at Kent’s Sittingbourne & Milton Regis Golf Club, following applications of Evermix Greenmaster Topdress Z.

Trialled initially by head greenkeeper and BIGGA member, David Horn, the product – a fine particle (0.5mm - 1mm) granular material with an open-cage structure designed for use as a top dressing and as a soil amendment in new rootzones, has enhanced the porosity of the soil, leading to noticeably faster downward movement of surface water while simultaneously boosting the soil’s nutrient-holding capacity. “The improvements in drainage and nutrient retention were rapid and clear, creating a far better turf-growing environment and a greener, firmer playing surface within days,” commented David. “As a bonus, the upgrading of the soil’s structure means that moisture is retained for longer in dry weather, helping combat drought and the restrictions now in place on water use. Very clever.”

MJ Abbott upgrades The Grove

The Grove has upgraded its golf practice facilities with a new all-weather practice tee and access pathway designed by specialist sports turf and groundworks contractor, MJ Abbott Limited, to design specifications prepared by original course architect, Kyle Phillips.

The replacement of individual mats with a full-length synthetic practice tee will help ensure that the facility can be used successfully and kept clean and looking pristine all year round,” said manager, Philip Chiverton. Alongside the tee improvement, MJ Abbott was commissioned to replace a short wood-chip access path with a hard-wearing synthetic material that is impervious to the full length of the practice tee.

Further Support for SGU

Jacobsen, together with its golf car partner E-Z-GO, have signed a three-year agreement to sponsor the Scottish Golf Union (SGU) and boost the governing body’s role in supporting clubs.

The new partnership, a first of its kind for SGU, will see Jacobsen become its preferred and recommended supplier of golf course maintenance equipment, while E-Z-GO will support the SGU’s national events programme, through provision of a vehicle fleet to assist with the running of the governing body’s 15 national championships.

Worth £30,000 over the next three years in addition to in-kind support, the sponsorship is the latest addition to the SGU’s growing portfolio of key partners, joining Scottish Hydro and the Paul Lawrie Foundation who were announced earlier this year.

The SGU works closely with Scotland’s course managers and greenkeeping fraternity, a key audience for Jacobsen. It is hoped the new partnership can help to improve the conditions of their courses and deliver financial savings.

“We are delighted to be launching our new partnership with the SGU. We have many synergies with governing bodies, nationally and globally, providing support to many grassroots,” said Philippe Adam. E-Z-GO Europe’s UK and Ireland Sales Manager, John Quinton.

Speaking at the announcement during the opening day of the Scottish Schools’ Golf Championship at Edinburgh (Barassie), SGU Chief Executive Hamish Grey added: “Machines and E-Z-GO can both help ensure a level playing field and our sponsorship agreement highlights the growing profile of the SGU among key players in the golf industry. We aim to use this partnership to further our commitment to supporting clubs during these challenging times and enhancing our club education programme.”
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DLF Triflum Johnsons supplied the seed mix, and Amenity Sales Manager Paul Hadley, who selected the grass and microturf varieties, said: “Our brief was to prepare a mix that was low maintenance, drought resistant, robust and able to cope with a low nutrient environment. Microturf was the key as it helps fix nutrients from the atmosphere. In a sloped environment like this one, soil is likely to leech nutrients, so using a mix that helps maintain levels was crucial for it to stay green.”

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The Toro Company’s corporate accounts manager Andrew Brown adds: “We are delighted that Gleneagles has chosen to host the Ryder Cup in 2014, and beyond. As we prepare to host one of the world’s greatest sporting events, it’s even more important that our courses are in the best possible condition. Our continued work with Toro will help to achieve this.”

TORO ASSIST GLENEAGLES RYDER CUP PREPARATIONS

Gleneagles Golf Resort in Scotland has recently renewed its five-year exclusivity deal with turf maintenance machinery manufacturer Toro and its distributor Lely UK.

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Eight months ago, the Kraków club’s pitches were worn and muddy. The FA trained STRI with creating a world-class surface for the England team to train on that would allow them to train fully if the weather is not suitable for training at the national stadium in Katowice.

STRI chose to grow the pitch from seed, using a combination of Barenbrug’s sports mixtures. With the team working through Poland’s coldest winter for 40 years to deliver the pitch on time, BAR 50 (SODI) cool soil temperature germination characteristics certainly proved a wise choice.

Seventy-five bags of Harrenburg grass seed have gone to Hutnik, while a further four tonnes of Royal Harrenburg Group seed is being used across Poland and Ukrainian Euro 2012 tournament venues. This includes the Warsaw National Stadium, which plays host to the opening game between Poland and Greece on 8 June.

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