**Toro hooks up with Carnoustie**

By Trevor Ledger

CARNOSTIE, Scotland — In preparation for the 1999 British Open, Carnoustie Golf Links has signed a three-year working partnership deal with turf-care provider Toro. The deal, worth more than £380,000, includes the supply of Toro turf-maintenance equipment and on-site support for the Open Championship, Carnoustie’s first since 1975.

Head greenkeeper at Carnoustie, John Philp, had been impressed by Toro machinery at his previous berth, St. Andrews, where he had prepared for the 1984 Open. “I chose Toro based on my past experience,” said Philip. “I know the products and am particularly keen on the greens and fairways mowers.”

While all three Carnoustie courses are renowned for their excellence, the publicly owned links on the North East coast of Scotland has many of the same problems as other, less illustrious tracks.

Consider that the course sees around 50,000 rounds per year and the scale of Philip’s task becomes apparent. Philip’s new Toro fleet will include seven G6200-D greensmowers; one RM2300-D utility mower; two RM5300-D fairway mowers; a GM3000-D for cutting semi-roughs and five of the new GR1600 pedestrian mowers for tees and greens collars. In addition will be six GR500 pedestrian greensmowers on order for the Open.

**St. Andrews Links inks deal with Barenbrug**

OOSTERHOUT, Holland/ST. ANDREWS, Scotland — St. Andrews Links Trust has appointed Barenbrug UK as it’s exclusive supplier of grass seed and related products, such as wild flowers.

The trend of ‘single-supplier deals’ in the machinery market has been well documented — St. Andrews and Toro being a recent example.

Michel Mulder, managing director of Barenbrug UK, concedes that: “This is the first official deal which is subject to a contract but we have very similar arrangements, with many other courses, Carnoustie for example.”

St. Andrews Links Manager Ian Forbes is looking forward to the opportunities that the exclusive supplier deal will bring. “We will also be entering into an education programme with Barenbrug for our greenkeeping staff, looking into specialist areas of turf care.”

**Sky’s the limit for John Deere Co.**

CHARLESTOWN, Mass. — According to a recent report in The Boston Globe, John Deere Co. has acquired Player Systems Corp., the developer and manufacturer of Sky Links, a GPS-driven player positioning system for golf cars.

Under the new arrangement, Player Systems will become John Deere Golf Technologies Inc., a new division of Deere. All manufacturing, distribution and marketing will continue in Player’s current Charlestown location.


The Sky Links system is installed in 30 courses across the country at an average cost of $250,000. Player Systems reports that it did $8 million in sales last year.

**Itronics turns byproduct into gold**

RENO, Nev. — Itronics Inc. announced that its photobyproduction recycling subsidiary, Itronics Metallurgical, Inc., increased sales of its Gold’n Gro liquid fertilizer products by approximately 70 percent in the second quarter of fiscal year 1998 compared to total fiscal year 1997 sales.

Itronics develops a fertilizer in a proprietary process from used photographic chemicals. Its technology allows the recovery of virtually 100 percent of the silver and other heavy metals in used photographic chemicals.

Gold'n Gro is sold to several major lawn-service companies in northern and central California and to more than 25 golf courses in central and southern California at present.

“In January 1998 only two golf courses were using our fertilizer. Currently a number of additional golf courses are testing this fertilizer and we expect sales to continue on page 48.