

## TRADE NEWS

### **DITCH WITCH trenchers all set to break new ground on British market**

M.K. Dynamics, the Tarporley, Cheshire based organisation, established specialists in trenching equipment, have recently been appointed sole concessionaires for Ditch Witch trenchers in the U.K., Southern Ireland and other specified areas. These machines have captured more than half the world market.

This major coup was brought off, in the face of stiff competition, by the company's Managing Director, Michael Kukla at the Ditch Witch H.Q. in Oklahoma U.S.A. He flew directly there after seeing a Ditch Witch in action on a business trip to the continent.

Michael Kukla immediately recognised the great potential for such machines in Britain.

The comprehensive range of Ditch Witch trenchers takes in machines with a capacity spread of 7 to 60 h.p. There's a choice of engines—diesel, TVO, petrol or the ultra-clean, low maintenance propane version. And there's a full range of attachments available for speedy field conversion. In fact, Ditch Witch design versatility is matched only by its flexibility in the field.

An outstanding feature is that the driving speed and the trenching chain speed are completely independent. This means that a Ditch Witch is completely at home on any kind of terrain. It also makes feasible the use of rubber tyres, avoiding damage to valuable surfaces.

Most Ditch Witch models are available with track or tyre option. Whichever you choose, a Ditch Witch never gets bogged down because its own hydraulic equipment at front and rear can be used to lift it clear of the ground.

Other noteworthy features include the one-piece rigid frame construction and a uniquely practical operator position near the rear mounted digging boom. Standard equipment solves the backfilling problem and the range of extra attachments includes a vibratory plough for trenchless cable laying and a boring unit.

These were the clinching factors behind Michael Kukla's decision to put his

proposals in person to the Ditch Witch president and top executives.

And since his triumphant return with the contract to Tarporley, M.K. Dynamics have set about promoting their new product with the same vitality they showed in gaining the initial concession.

The Ditch Witch range will be promoted on three fronts: on a straight sale basis backed by nationwide Ditch Witch after sales service; on a hire basis; and on a hire plus operator basis.

M.K.'s first public showing of Ditch Witch trenchers takes place in September at the Eastbourne Street Lighting Exhibition. And this will be forcefully backed up by a big advertising and public relations campaign.

With the tremendous marketing potential of Ditch Witch in mind, M.K. have already made moves on a massive extension to their sales and service organisation and are in the process of appointing agents on a nationwide scale in both the hire and direct sale fields.

M.K. are also prepared to follow up the predictable deluge of Ditch Witch enquiries with an enterprising go-anywhere, anytime, demonstration service. A Ditch Witch trencher will be "tailored" anywhere, anytime and put through its paces for any potential customer.

The Ditch Witch scoop will ensure a big slice of the expanding U.K. market of M.K. Dynamics.

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### **STANDARDISE, MECHANISE AND ECONOMISE WITH RANSOMES**

At this year's Groundsmen's Exhibition held at Motspur Park during September Ransomes, Europe's largest manufacturer of a range of grass machinery, depicted many practical ways of minimising costs by standardising, mechanising and economising.

#### **Standardise with Ransomes**

With machines to tackle every aspect of grass maintenance, the advantages of standardising on Ransomes equipment are numerous. The company have designed their range of machines with a high incidence of interchangeability of

parts — thus reducing the spares holding and downtime needed on maintenance and servicing.

In dealing with one manufacturer the certainty of receiving a high standard of top sales service is guaranteed by Ransomes through their nationwide network of distributors.

#### **Mechanise with Ransomes**

Work and methods study are now commonplace in parks departments throughout the country, and the need to use multi-cutter and wide-cutting machines is becoming a necessity to keep costs to a minimum. Utilisation of such machines can bring about many benefits from increased output from mowers and manpower to substantial reductions in cutting costs.

#### **Economise with Ransomes**

By standardising and mechanising, economies automatically follow. Minimal administration, straightforward servicing and availability of spares resulting in full utilisation of machines and manpower.

#### **Training Pays Dividends**

High maintenance costs are becoming an increasing burden on the budgets of many Local Authorities. With the introduction of high output sophisticated grass machinery the need to reduce maintenance costs and down-time is becoming of great importance. A key factor in this equation is the operator. A well trained efficient machine operator can, in the course of a season, reduce substantially the operating and maintenance costs of a machine.

In 1964 Ransomes began a special series of lectures on Care and Maintenance. These were designed specifically for instructing Local Authority operators in the use of grass machinery. Since their introduction, nearly 500 such lectures have been given to Local Authorities throughout the U.K. by Ransomes specially trained staff from their Headquarters at Ipswich.

During the coming 1971-1972 Winter Season, Ransomes are again offering these specialised services to Local Authorities.

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*Trade News continued*

Ransomes will also be pleased to give illustrated slide and film talks to the British Golf Greenkeepers Association and the Institute of Groundsmanship.

**New 30 inch Pedestrian Flail Mower**

The latest addition to the Ransomes range of professional grass machinery is the new 30 inch Pedestrian Flail Mower. This machine has been designed to cut medium-sized areas of overgrown grassland or scrub. Incorporated in this machine is the unique power steering facilities which ensures the minimum of operator fatigue.

Hydraulic Power 5/7 Gang Mower  
Standard Motor Triple  
Junior Motor Triple  
36 in. Mastiff  
Multimower — with rotary cutter  
Marquis  
Twenty-Four Ride-on  
Matador  
Auto Certes  
Trailed and Mounted Gang Mowers

**NEW SPARTAN GANG UNITS  
FOR TORO PARKMASTER**

A new seven-bladed 30 inch gang-unit designed to improve the performance and cutting capacity of the Toro Parkmaster, made its debut at the 26th Exhibition of the National Association of Groundsmanship at Motspur Park in September.

The Spartan 7-gang-unit, one of two new items from the Toro range of ground maintenance equipment making their first appearance in the U.K., will be

introduced by the Institutional Division of Flymo Limited, of Watford.

The introduction of the new cutting unit is the result of intensive research to increase still further the operational and maintenance time and cost saving on large area grass-cutting tasks by the Parkmaster. In conjunction with the Parkmaster, which made its U.K. debut at Motspur Park in 1970, the Spartan 7 units can be used in outfits of five or seven providing a cutting swath of up to 15 feet.

One of the major time and cost saving features of the Spartan 7 cutting unit is the new simple hand-operated bottom blade to cutting cylinder adjustment. One centrally positioned hand-wheel provides an accuracy of .001 inch with each turn to assure a perfect cut and ensure against uneven wear of the blades.

Designed for continuous use on formal and semi-formal grass areas, the Spartan 7 also features a specially designed underslung drawbar to provide a choice of downward pressures on the rear-roller to suit varying surface conditions.

Alternative units available for the Parkmaster which were displayed at Motspur Park are the four-bladed Roughmaster 30 inch gang-units.

The latest Toro machine to make its U.K. debut at Motspur Park is a new industrial sweeper, the Toro Rake-O-Vac. The compact tractor-drawn sweeper with a capacity of 115 cubic feet is complete with three attachments for clean-up operations on grass and hard surfaces. Designed to keep up appearances on parks, sportsgrounds, streets and other similar areas, the Rake-O-Vac with its

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respective attachments is capable of grooming turf, picking up litter and sweeping clean.

Introduced to the U.K. at Motspur Park last year, the Greensmaster 3 heads the list of other Toro equipment on the Flymo stand. The only ride-on greensmower in the U.K., the Greensmaster 3 is capable of cutting up to 18 greens approximately 3½ hours.

Other Toro items included the 11 feet and 81 inch Super Pro., the 50 inch Mark II Trojan, with its range of complementary equipment; the 70 inch Professional and the 76 inch Professional.

Additional items of equipment for the Toro Super Pro. include the all-weather driver-comfort cab and an electric winch for effortless control of raising and lowering of the cutting cylinders from the driving seat.

The popular rugged Morrison 28 inch

Roughmaster designed for heavy-duty cutting, will also be on display.

The range of institutional grass cutting machinery will be joined on display by Flymo's range of hover mowers including the 19 inch and 21 inch Contractors, the 19 inch Professional and the world's only electric hover mower, the Flymo 15 inch Electric.

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### Dodgem-Cars

*(continued from page 8)*

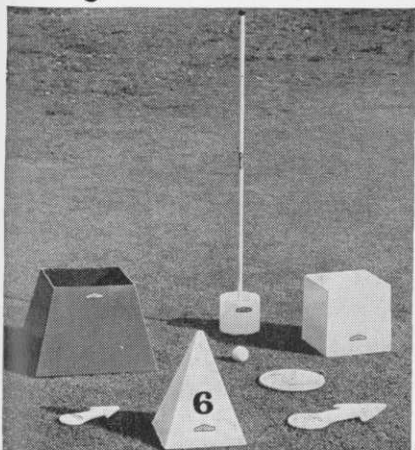
walking powers, I should accept one for that purpose only. But when it comes to a Royal & Ancient game, Carts, are in the words of Winston Churchill (who on rare occasions directed a club in the general direction of the ball) something: "Up with which I will not put."

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#### TEE DISCS

Colour: White.

Complementary to the above are the existing items, such as **Polythene Tee Balls** in red, white and yellow; **Bogey-type Hole Cup** in nylon (one-piece moulding); and the **Fibreglass Flagstuffs**, as listed in our current Golf Catalogue.

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