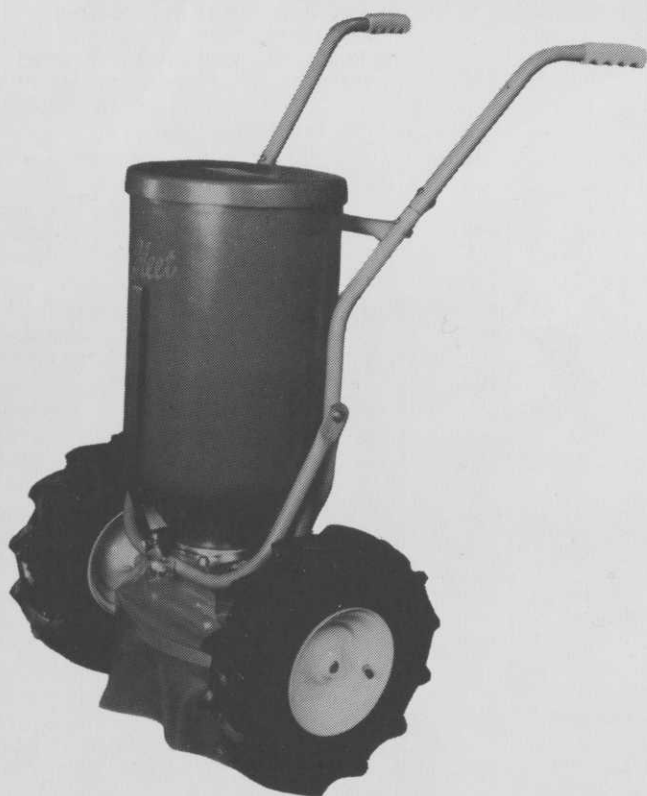


# FLEET LINE EVERY TIME

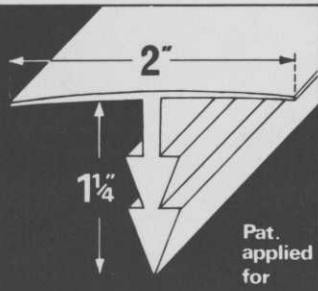
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# GOLF

## GREENKEEPING

and Course Maintenance

The Official Magazine of the  
British Golf Greenkeepers'  
Association

Founded 1912

The Association is affiliated to the  
English and Welsh Golf Unions

**Editor & Publisher**  
John Lelean

**Editorial Contributors:**  
F. W. Hawtree, Martyn Jones

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## Next Month

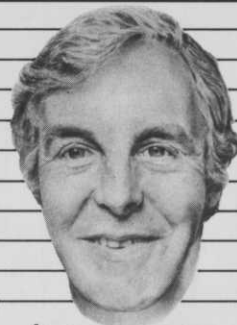
**Review of Southport Show**

**Maintaining Ponds and  
Water Courses**

**Seminar Reports**

**B.I.G.G.A. News Update**

## Greenside Comment...



*John Lelean*

### A Levy / Grant Scheme for Greenkeeper Training

For many years this magazine has continuously campaigned for a radical improvement in the facilities for Greenkeeper Training and makes no apology for returning to this theme once again.

It is not only the organisation that needs changing, but the attitudes of the employers, in the main the Committees, who control the private clubs in the United Kingdom. As we have said many times before, the commercial golf clubs, that is proprietorial courses and hotel complexes, do recognise the need to maintain high standards requires highly trained staff. It is the members club, anxious to keep subscriptions at a rate equal to, or below the level of inflation, who view the training of staff as an unnecessary expense.

Peter Alliss, a former President of the BGGGA and a champion for a better deal for greenkeepers, recently suggested subscriptions to golf clubs were far too low. As expected, this produced an irate letter to Golf World from a reader who said this would turn the clock back to the beginning of the century when golf was a game that encouraged exclusivity. He went on to suggest a membership fee of £10.00 a week would be beyond the means of most members.

He might well be right if the income of the majority of members was within the salary range paid to greenkeepers, which a recent survey showed averaged £7,000 a year for the south of the country and under £4,500 for the northern areas.

At last month's excellent Mere Seminar, two of the more enlightened executives in golf, the R&A Secretary, Michael Bonallack and Commander Bill McCrea, the Secretary of Walton Heath, returned to the theme of greenkeeper training and put their weight behind a completely new attitude to the development of golf course staff.

Bill McCrea said training of his staff was budgetted within the amounts set aside for wages, but he put such importance on employee development this figure in future would be split and the club would have a specific training budget.

He went on to say the only way forward was to have a training levy on all golf clubs, so the cost of greenkeeper development could be shared. This would finance highly competent individuals, at all levels, ready to move into promotion positions, not necessarily with their own club.

There is nothing new in this idea. The Industrial Training Act of 1964 empowered Government to set up industrial training boards to cover every industry in the country. Although an agricultural Training Board was formed and farmers paid a training levy and were given grant aid out of the fund for training staff, nothing has ever been done for greenkeepers.

It would not be too difficult for the Golf Unions to instigate such a scheme. They already levy all golf clubs around £1.00 per member to finance inter county matches and other matters of self indulgence that rarely benefit the average golfer. This money, in the main, goes to a handful of very low handicap players, representing less than 1% of total club membership.

Pressure on the Unions will have to come from the R&A who admittedly have no direct control on the way Unions run their affairs, but no one will persuade us, they don't have a hell of a lot of influence.

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# Ford Compact Tractors - compact design, big performance.



The Ford Compact Tractor Range, the 16hp 1210, 26hp 1710 and 32hp 1910, has the power, manoeuvrability and versatility to handle all kinds of work.

The fuel efficient 3-cylinder diesel engines have power that asks you to sacrifice nothing

when it comes to torque reserve. The fully live hydraulics have impressive lift capacities. The controls for the PTO, hydraulics and ground speed are within easy reach. Individually controlled rear wheel brakes help you make tight turns

and the pedals latch together for road use.

The range of optional equipment includes a compact 'Q' cab on 1710 and 1910 models, four wheel drive on all models and on the 1210 a dual range hydrostatic transmission.

See your local Ford New Holland Dealer for full details and a demonstration.





# Golf Greenkeeping reports on exclusive golf course Tractor survey.

Greenkeepers throughout the country have replied to a questionnaire seeking information on tractor usage. This report analyses the responses.

A massive £5 million is expected to be spent on golf course equipment replacements for Britain's golf courses this year, according to an exclusive survey conducted by Golf Greenkeeping in February, and more than half this sum will be for the purchase of tractors.

Head Greenkeepers throughout England, Wales and Scotland were sent a detailed questionnaire seeking information on the quantity, manufacture, age and type of tractor used on their golf courses. They were asked to help with information on safety equipment, the type of ancillary equipment used with the tractors and whether it was intended to purchase or replace during this financial year.

The response that was received from the one thousand questionnaires sent out to Greenkeepers was extraordinary. Enough to make most market survey operators 'green with envy' For that, we at Golf Greenkeeping would like to express our most sincere thanks to all our readers who responded to the questionnaire and we trust you in turn will find the overall results interesting,

*Kubota Compacts have at least half of the total market for small tractors on the golf course*

useful and may be assist you in future purchase policies.

We would also like to thank the greenkeeper with a Scottish postal address who used the envelope to return his message that read 'MINED YOUR OWN BUISNES'.

As a non contributor of information it is unlikely he will wish to read further, but for the rest of you - read on.

Throughout the United Kingdom the number of tractors of all types currently in use averages 2.5 per course. The nine hole course often has just one tractor or may be an extra old model kept just for emergencies. Eighteen and thirty-six hole courses will have at least two, more likely three.

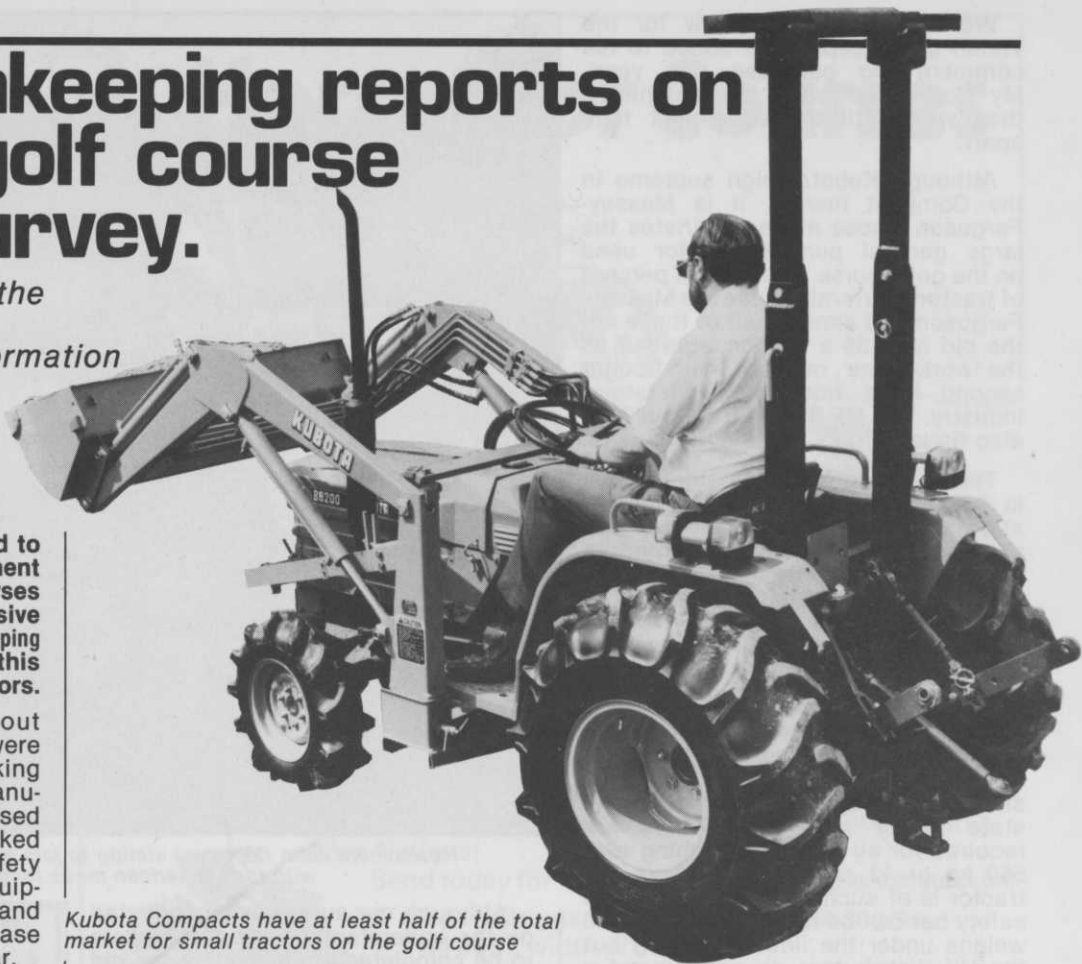
Almost half of the tractors used on Britain's golf courses - 48%, were purchased second hand which points to a lack of budget planning by golf course management, needing to replace a tractor during the season, because of an unexpected breakdown. Perhaps not so much unexpected, but because replacements of aged equipment had not been foreseen. This conclusion has been highlighted by the average age of tractors on the golf course. An analysis of the questionnaires, in three separate batches, showed a consistent false conclusion, because, included in the average age are the recent purchases of the new generation of compact tractors.

The purchase trend of golf courses is towards the predominately manufactured Japanese Compact, dominated by Kubota. Kubota have 50% of the market, followed by Iseki with 20% and the new Ford Compact with 15%. All of course, made in Japan.

Just over one in three courses intend to purchase a new tractor or ancillary equipment spending an average amount of £7,000 during 1987.

The survey showed 19% have bought either a new or used tractor in the last three years, 9% bought in the last twelve months and 36% intend buying during 1987, though several of the questionnaires added the rider 'If we can persuade the Committee to find the money!'

*Continued overleaf*



*Ford have taken third place after Iseki in Compact popularity*



We felt particular sorrow for the Welsh greenkeeper who added to his comment 'no purchase this year'. My Committee won't buy anything - they wait until the equipment falls apart.

Although Kubota reign supreme in the Compact market, it is Massey-Ferguson whose make dominates the large general purpose tractor used on the golf course. Thirty-eight percent of tractors currently in use are Massey-Ferguson and almost half of those are the old MF 135 a tractor regarded as the 'work-horse', many of them bought second hand from the agricultural industry. The MF 35 and the Ford 3000 also figure largely in the survey.

The survey took a particular interest in the safety factor requesting information on the use of roll-bars, and safety cabs. We hoped that all tractors would have been fitted with a safety device, but found that one tractor in every twenty had no safety feature whatsoever. Twenty-six percent had roll-bars, 69% were fitted with safety weather cabs but 5% had nothing.

One of our correspondents raised an interesting issue on his questionnaire and asked whether his Iseki 2160 should have a roll-bar. The regulations state safety cabs or roll-bars are required for all tractors weighing over 550 kg or 11 cwt, except where the tractor is of such an age no approved safety bar can be fitted. The Iseki 2160 weighs under the limit at 540 kg but the UK distributors do recommend a safety feature should be fitted particularly if the tractor is to be used on slopes.

Because of the age of a large proportion of the tractors in use on our golf courses the safety regulations do not apply. Breaking down the figures supplied for safety cabs and weather cabs, we find 54% have safety cabs and 15% weather cabs. The weather cab is not necessarily built with safety in mind and some operators could well be imagining they are protected but if an accident occurs the consequences could be serious.

This situation will only be rectified once the vintage tractors are phased out, but we would strongly advise Head Greenkeepers to examine the safety features of their equipment and produce a written report to the Green Chairman or club management on any shorfalls.



Newcomers John Deere are aiming to join an already competitive market with their American made range of Compacts

Although our survey was conducted on the understanding the forms were to be completed anonymously, we did divide the responses into a North/South category to see if the so called 'affluent south' were more likely to be buying new this year. To our somewhat surprise this was not the case and the buying intentions are virtually in proportion to the North/South responses.

And what type of tractor is to be bought this year? Compacts are certain to dominate and almost without exception these will be bought new or as ex-demonstration models. Sixty percent of those intending to buy have indicated it is their intention to purchase a Compact, 40% said a larger model or did not specify the type.

Whichever model is eventually chosen it certainly seems to be a very buoyant time for the manufacturers, importers and dealers in tractors this year.

#### TRACTOR SURVEY STATISTICS

Average Tractors per club	2.5
Average age of Tractors	11 yrs
Bought in last 3 years	19%
Bought last year	9%
Expected purchases	36%

#### PRESENT MARKET SHARE:

Massey-Ferguson	37%
Ford	24%
IH/Case/DB	13%
Kubota	11%
Leyland	6%
Iseki	4%
Yanmar	2%
Deere	1%
Others	2%

#### COMPACT MARKET SHARE:

Kubota	50%
Iseki	20%
Ford	15%
Yanmar	7%
Massey-Ferguson	5%
Others	3%

Continued on Page 8

## HUXLEYS GRASS MACHINERY ON TOP, ON TURF.

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WE'LL BE DELIGHTED TO DEMONSTRATE



# Horses for Courses

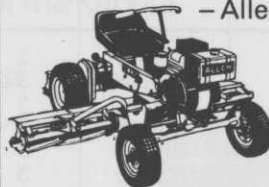


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*Par Excellence*

To: Mr Colin Gregory, Iseki UK Limited, Bydand Lane, Little Paxton, Cambs. PE19 4ES. Telephone (0480) 218100.

**"Please send me details of how Iseki can help my course"**

Name .....

Address .....

Application .....

ISI/5/87/GCCM

	Model	Engine Power HP	Cylinders	Number of Gears	Wheelbase (m)	Price £
<b>JOHN DEERE</b> <i>John Deere Ltd.,  Langar,  Nottingham NG13 9HT  Tel: (0949) 60491</i>	655*	16	3	Hydrostatic	1.29	5,280
	755* Compacts	20	3	Hydrostatic	1.45	5,970
	855*	24	3	Hydrostatic	1.62	6,420
	1550	44 (DIN)	3	8F 4R	2.05	9,624
	1750	50 (DIN)	3	8F 4R	2.05	10,527
	1850	56 (DIN)	3	8F 4R	2.05	11,361
<b>FORD</b> <i>Ford Motor Co. Ltd.,  Tractor Operations,  Cranes Farm Road, Basildon, Essex  Tel: Basildon 3000</i>	1210	16 (DIN)	3	10F 2R	1.40	5,308
	1710	26 (DIN)	3	12F 4R	1.60	6,206
	1910	32 (DIN)	3	12F 4R	1.68	7,136
<b>GREENS (HINOMOTO)</b> <i>Green's Fergus Square,  Arbroath,  Angus DD11 3DR  Tel: (0241) 73841</i>	C142	15 (DIN)	3	6F 2R	1.29	3,800
	C172	18 (DIN)	3	9F 3R	1.29	4,395
	C144 (4WD)	15 (DIN)	3	6F 2R	1.29	4,135
	C174 (4WD)	18 (DIN)	3	9F 3R	1.29	4,895
<b>ISEKI</b> <i>Iseki UK Ltd.,  Bydand Lane, Little Paxton,  Huntingdon,  Cambs. PE19 4ES  Tel: (0480) 218100</i>	TX 2140F (4WD)	14.5 (DIN)	3	6F 2R	1.28	4,825
	TX 2160F (4WD)	16.5 (DIN)	3	6F 2R	1.28	5,150
	TX 2160F-HST (4WD)	16.5 (DIN)	3	Hydrostatic	1.38	5,740
	TE 3210F (4WD)	21.0 (DIN)	3	12F 4R	1.50	5,970
	TE 4270F (4WD)	27 (DIN)	3	18F 6R	1.65	7,915
<b>KUBOTA (UK) LTD</b> <i>Dormer Road,  Thame,  Oxfordshire OX9 3UN  Tel: (084) 4214500</i>  <i>*(Gear box options)</i>	B5100	12 (DIN)	2	6F 2R	1.18	3,315
	L275	27.5 (DIN)	3	8F 7R	1.69	5,850
	B6200 (4WD)	15 (DIN)	3	6F 2R	1.4	5,165
	B6200 (HST) (4WD)	15 (DIN)	3	Hydrostatic	1.5	5,990
	B7100 (4WD)	16 (DIN)	3	6F 2R	1.25	4,995
	B7200 (4WD)	17 (DIN)	3	6F 2R	1.4	5,750
	B7200 HST (4WD)	17 (DIN)	3	Hydrostatic	1.5	5,750
	B8200 (4WD)	19 (DIN)	3	9F 3R	1.53	6,250
	B8200 HST (4WD)	19 (DIN)	3	Hydrostatic	1.53	*7,850
	L275 (4WD)	27.5 (DIN)	3	8F 7R	1.69	*8,600 7,050 *8,550
<b>MASSEY FERGUSON</b> <i>Massey-Ferguson (UK) Ltd.,  Stareton,  Near Kenilworth,  Warwickshire CV8 2LJ  Tel: (0203) 304500</i>	MF 1010	16	3	6F 2R	1.29	4,488
	MF 1020	21	3	12F 4R	1.44	5,248
	MF 1030	26	3	12F 3R	1.56	6,090
	MF 230	38 (DIN)	3	8F 2R	1.89	7,200
	MF 1010 (4WD)	16	3	6F 2R	1.29	4,882
	MF 1010 Hydro (4WD)	16	3	Hydrostatic	—	5,457
	MF 1020 (4WD)	21	3	12F 4R	1.44	5,749
	MF 1030 (4WD)	26	3	12F 3R	1.56	6,694
<b>MITSUBISHI</b> <i>E. P. Barrus Ltd.,  Launton Road,  Bicester,  Oxfordshire OX6 0UR  Tel: (0869) 253355</i>	MT 372D-T (4WD)	15	2	6F 2R	0.96	4,970
	MT 180D-T (4WD)	18.5	3	6F 2R	0.97	6,170
	MT 180 HD-T (4WD)	18.5	3	Hydrostatic	0.97	6,570
	MT 250 D-T (4WD)	25	3	9F 3R	1.275	7,295
	MT 300 D-T (4WD)	30	3	9F 3R	1.41	9,195
<b>YANMAR</b> <i>*(Note New Address)</i> <i>John Croft (Machinery) Ltd.,  Thorpe Willoughby,  Selby, N. Yorks.  Tel: (0757) 210222</i>	165A	16	2	6F 2R	1.20	3,920
	186A	18	3	9F 3R	1.35	5,510
	165 DA (4WD)	16	2	6F 2R	1.20	4,765
	169 DA (4WD)	16	3	6F 2R	1.25	5,400
	186 DA (4WD)	18	3	9F 3R	1.35	6,675



The **KUBOTA** Challenge

**YOU WON'T FIND A MORE VERSATILE RANGE ON COURSE.**

Keeping a course in condition all year round requires all the greenkeeper's dedication, experience and skill.

It also requires the versatility of the Kubota range of tractors and attachments that enable you to do more than just mow. With the Kubota, you can dig, load, haul, spray and spread.

Take up the Kubota challenge, and compare the Kubota range with the competition. Take into account Kubota's attractive finance packages—up to 100% at just 1¼% for 12 months or longer at very competitive rates, subject to acceptance.

You won't find a more versatile range anywhere on course.



L4150—two or four wheel drive, with a smooth 5 cylinder 45hp engine and finger tip hydraulic shuttle shift. Also two wheel drive available with mechanical shuttle transmission and dual clutch. Perfect for gang mowing



G3HST—with hydrostatic transmission and 44" mid-mounted mower, that makes short work of light rough. Highly manoeuvrable, with miserly fuel consumption and minimal maintenance.



B7100HST—4 wheel drive has a powerful 16hp diesel engine, controlled by hydrostatic transmission, which includes creep speeds as standard.



B8200—with a 3 cylinder, 19hp engine (and the option of hydrostatic transmission), this is the perfect machine for heavy duty work.

**MORE POWER.  
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Kubota (UK) Limited, Dormer Road, Thame, Oxon OX9 3UN. Telephone: 084 421 4500.



## Pushing not pulling saves golf balls



Grounds technician Bernie Johnson sweeps the Bellerive Country Club driving range with the club's unique front-mounted ball picker

With a little ingenuity, the Bellerive Country Club has drastically reduced the number of balls lost on its driving range.

Not only has this saved money, it has enabled the club to provide a better service for driving range users by ensuring balls are readily available, even on the busiest weekends.

The Bellerive Country Club at St. Louis, opened in 1962 and in 1965 hosted the U.S. Open, won by Gary Player in a play-off with Cal Negel. The club today has close to 400 members, and its 18-hole course accommodates about 20,000 rounds of golf each season.

The club's driving range issues 400-500 dozen balls in an average day. At busy weekends they sometimes require up to 900 dozen balls. Keeping available the supply of golf balls to meet these demands is no small task.

Last spring, under the direction of Golf Pro Gary Fee, the club's maintenance shop rigged up a unique idea to retrieve more of the balls from the driving range.

They took a standard ball picker, but modified the hitch so the unit could be front-mounted on a Cushman Haulster utility vehicle. The idea has paid off well.

"When we changed the ball picker from 'pull' to 'push' we increased by 50%-60% the number of balls we were able to pick up, even when the turf is soft. On harder ground, we get nearly all of them", said resident professional Gary Fee.

"Too many balls were crushed into the ground when we used a pull-type picker. Those never get retrieved".

Being able to retrieve more of the balls also means fewer trips over the driving range.

"During the week, we can usually keep an adequate supply available by picking up the balls every evening. On weekends, though, we usually have to run over the range once or twice during the day, plus again in the evening".

Fee says it takes an hour to an hour and a half to "sweep" the fairway area. Two or three days a week they also sweep the rough, which takes about another 45 minutes. The front-mounted picker works well there, too.

The ball picker rig is mounted on a standard Cushman 452 Haulster vehicle, equipped with a cargo box and tailgate so it can be used for other hauling chores.

The cab was modified by replacing the right-hand door with a steel mesh covering, and covering the left-hand window area with steel mesh for operator protection. A plexiglass windshield was installed, too.

The picker unit itself is a standard mechanical ball picker, with wheel-mounted rubber fingers that pick the balls out of the turf. As the wheels rotate, the balls are "brushed" out of the fingers and drop into six wire baskets ahead of the picker wheels.

"It's really a simple innovation", says Fee, "but it has certainly proved worthwhile for Bellerive Country Club".

## ROLAWN TURF FOR FESTIVAL

An exclusive contract to supply 50,000 square yards of purpose-grown turf to the 1988 Glasgow Garden Festival, has been won by a Yorkshire firm of turf growers.

Rolawn of Elvington, near York, began in Scotland 12 years ago with just half an acre. They are now Europe's largest growers of turf.

The company cultivates over 1,000 acres in various parts of the country and sells over 2m rolls a year to the general landscaping market, domestic gardeners and top sporting clubs.

The latest order, for the 120-acre Clydeside garden festival site will be supplied over the next 12 months. The company is also contributing £18,500 in sponsorship.

The £35m. festival opens next May for five months. The site will be used later mainly for housing.

## INTER SEEDS EXPAND THEIR DISTRIBUTION

Inter Seeds, managed by Jeremy Howarth, have announced the appointment of main distributors for their PRO-Range of grass seed mixtures and PRO-FLORA range of wild flower seeds across the U.K.

The north is covered by Trident, based at Poplar Site, Knutsford Road, Lymm, Cheshire.

In Scotland the agency has gone to McNab Sports Supplies, based at 32 McBain Place, Kinross, Fife, under the control of Mr. Duncan McNab, at one time with Sports Turf Surfaces before setting up on his own.

In Northern Ireland the agency has gone to Samuel Stewart (Belfast) Limited, based at Glengormley Park.

The decision was taken to link with these companies because of their strong existing customer contact. In addition, Jeremy Howarth, was particularly impressed with their efficiency and organisation which he feels will be welcomed and appreciated by the professional amenity customer.

The extensive PRO range of grass seeds include mixtures of sport, landscaping and reclamation work. Varieties used include the highly rated Lisabelle, Lisuna and Lilotta perennial ryegrasses, Lifalla and Lirouge Chewing's fescues and NFG Theodor Roemer Creeping Red Fescue. In addition special mixtures can be formulated to suit individual requirements.

The PRO-FLORA range includes mixtures of wild flowers for acid neutral and calcareous soils as well as heavy soils, sandy soils and shady environments. A new mixture for 1987 exclusive to Inter Seeds is the PRO-FLORA VIII-"Old English Meadow Mix" which is the result of harvesting a natural meadow.