

More From Mascot

As reported in Notebook last month, (*Rigby Taylor Tie-Up With German Giant*, page 36), Rigby Taylor is now marketing BASF's Contact turf fungicide and Systemic turf fungicide in Britain under its Mascot label.

Richard Lawrence, Rigby Taylor's marketing manager, said: "A year after launching the Mascot range of Top Turf Care Chemicals, the company is delighted to announce that sales are in the tens of thousands of litres. It is most encouraging that repeat sales are substantial. All Mascot chemicals are now attractively packaged in pre-printed, colour-coded containers."

The giant chemical company BASF decided to enter the British amenity market after extensive market research. Brian Beech, pesticides manager of BASF, said there were several reasons for the association with Rigby Taylor, including Rigby Taylor's market penetration, the company's product development capabilities, the lack of product conflict and provision of a complete service to the user nationally.

Mascot Contact turf fungicide is a non-mercurial fungicide that is particularly effective against fusarium patch (*fusarium nivale*), dollar spot (*sclerotinia*), red thread (*corticium*),



leaf spot (*helminthosporium vagans*) and grey snow mould (*typhula incarnata*). It can be used when the turf is dormant and is available in convenient one litre bottles, which will treat 1,000 square metres of turf (two average-size golf greens).

As an introductory offer, Rigby Taylor is running a promotion titled Home Or Away. "The first offer is called Two For One! Order ten one litre bottles of Mascot Contact turf fungicide and receive two lead crystal whisky tumblers. Collect a set of six and we give a matching lead crystal decanter. The total value of this is £168.

"The alternative—entitled A Case For A Case!—is to place an order for the same amount of Mascot Contact and, in return, we will send the purchaser an Antler suitcase. If he collects the set of three cases, we will then give a matching ladies vanity case—all of which has a total value of £178.

"The only stipulations are that the customer has to buy the Mascot Contact turf fungicide at list price and the offer closes on August 31.

"To find out if your order qualifies, contact your local rep or John Binns or Neil Mackenzie at our Bolton office on 0204 389888 or Geoff Yelland at Guildford on 0483 35657."

Mascot Systemic turf fungicide, one of the new generation of non-mercurial fungicides, is effective against fusarium, red thread and dollar spot. "It must be used while the turf is in active growth and is most effective as both a curative and preventative treatment. An additional benefit is that it helps suppress casting worms," Richard added. Again, it is packaged in one litre bottles.

Export Contract For Motomop

A projected £500,000 US export contract has been won by Motomop, which is also supplying its water-clearing machines to the R&A and the PGA in 1984.

A British invention, the Motomop is a self-propelled machine with a sponge-type roller that can rapidly clear water off any flat area without harming the surface.

The Motomop was displayed recently at the 55th International Turfgrass Conference in Las Vegas and will be distributed in America by Jacobsen Turf Products.

The Jacobsen contract is worth £250,000 over the first four months and Motomop's chairman and managing director Bob Frost hopes to more than double this figure by the end of the year. "There is tremendous potential in the USA leisure industry for the Motomop and particularly in golf and tennis," he said. "This break into the American market marks the beginning of an active export drive and we are now looking at further potential distributors in Europe, Australasia and the Far East."



The Jacobsen Motomop on show at Las Vegas.

It's A Fact...

BASF was established in 1865 and manufactured artificial dyes to match those derived from natural products. From the work of those early pioneers has come the sophisticated chemistry of today, which has made BASF one of the world's great chemical companies and currently involved in the manufacture of industrial chemicals, pharmaceuticals, paints, nutritional products, plastics, fertilisers and pesticides.

BASF employs some 126,000 worldwide, has an annual turnover in excess of £8,000m and spends more than £1m each working day on research and development. BASF's Magnetic Tape has recently celebrated its 50th anniversary.

In the UK, the company has a turnover of more than £200m and employs 750.

Change Of Name

Bramshott Hill Golf Course, Dibden, Southampton, Hampshire has changed its name to Dibden Golf Course. The public course is situated on the edge of the New Forest.

Major Suppliers Join Forces

'Mr Bowls' David Bryant CBE was the special guest at an informal Press gathering recently to announce Cameron Irrigation's expansion of its sports turf, parks and gardens division.

Improved customer service was the recurring theme of the day and, to this end, Cameron has joined the Wright Rain operation to offer full installation and service support for a complete range of products, the company claims, unmatched by any other supplier.

At a stroke, Wright Rain/Cameron has increased the number of centres where specialist technical, design and maintenance back-up will be available. The complete list is: Ringwood and Whitchurch, Hampshire; Littlehampton, West Sussex; Evesham, Hereford and Worcester; Ongar, Essex; Spalding, Lincolnshire; Bridgnorth, Salop and Wetherby, West Yorkshire.

There are plans for two further branches in the north and north-west and two new technical salesmen are currently being recruited for the Midlands and the north.

Cameron's technical and design team stays at Littlehampton and will support each branch with the expertise gained over 14 years. During that time, Cameron has successfully installed irrigation



Bruce Hanham, divisional manager of Cameron Irrigation (left), discusses a Rain Bird sprinkler with David Bryant and Roger Sanders, the company's sports turf specialist.

schemes in over 230 golf courses, some as far afield as Iran and Gan in the Indian Ocean, 33 bowling greens and in many other applications, such as tennis courts, sports pitches, racecourses and landscaped areas.

To herald the revolutionary Wright Rain/Cameron move, two major manufacturers have agreed to co-operate with Cameron.

Rain Bird Europe S.A.R.L. has appointed Cameron its exclusive UK and Ireland distributor for the full range of Rain Bird sports turf and landscaping, irrigation and control

equipment. Also, Grundfos Pumps plans to work with Cameron under a special agreement, giving existing and potential users the benefit of a combined network of 11 sales, service, parts and technical advice centres.

• *British, Commonwealth and World champion David Bryant has agreed to support the company by appearing at shows and exhibition matches where Cameron systems are installed or planned.*

Three Years On...

In 1981, Patisson launched the Golf Beaver—basic, tough, easy-to-maintain, drive and use.



"Our initial build programme was aimed at the local authority market," sales manager Peter Dell said. "It's a tough market, both to sell into and for the unit, but we feel we have got it right—very simple, very strong and

basically made in Britain, although we do use a Honda engine!"

Only one feature has needed looking at and a non-maintenance, non-adjustment car cam drive-belt is now used. "This has given us a lot of faith in the initial policy of using basic car parts from current production units," Peter added.

The Golf Beaver is the same basic unit plus live hydraulics operating both a tipping body and a three-point hitch. This gives a 'prime mover' that will carry half a tonne in its short-back form as a Golf Beaver lift and lower most three-point hitch-towed tools, Cushman units, SISIS units and so on.

"We do not have a pto drive. Therefore, some of the well-designed American tools specially built for the Cushman cannot be used. However, we offer British equivalents, such as a three-point hitch spray unit from Team Spray of Ely and the Patisson top-dressing spreader."

Contact Patisson, Stanmore Hill Works, Stanmore, Middlesex. ☎ 01-954 4171.

People, Places, Products

Bill Hawthorn, managing director of Watermatic, received a Golden Circle Award from Weather-matic at its annual sales conference in Denver recently. Watermatic was one of six top distributors in the world awarded. It is a record seventh time this award has been made to Watermatic since 1975. Weather-matic manufactures lawn and turf irrigation products marketed worldwide.



Bill Hawthorn (middle) shows his delight in Denver.

British Seed Houses has issued its 1984 *Amenity Grass Seed Sportsground Fertiliser And Wild Flora Catalogue*. The content of each grass seed mixture is specified by percentage together with details of recommended selling rates and mowing heights.

A leaflet has also been prepared giving details of its new wild flora conservation mixtures suitable for sowing on a wide range of soil types from calcareous and limestone areas, heavy clay soils to free-draining sandy areas. The number of wild flora species in each mixture has been increased and the leaflet covers management techniques when sowing wild flora.

For overseeding reclamation sites, BSH offers Reubens *Poa compressa*—a grass for impoverished soils with a low fertility. Recent work carried out on Reubens by the Derelict Land Reclamation Research Unit at the University of York has shown its effectiveness for sowing on reclamation sites.

Free copies of the BSH catalogue and literature can be obtained from British Seed Houses, Bewsey Industrial Estate, Pitt Street, Warrington, Cheshire, or British Seed Houses, Portview Road, Avonmouth, Bristol.

The 1987 Open Championship will be at The Honourable Company of Edinburgh Golfers (Muirfield) from July 16-19.

Maxwell Hart has published the third issue of its product magazine *Grandstand*. The full-colour, 32-page publication opens with an article on *The Role Of Chemicals In Effective Turf Care*. There's a four-page Hart News section, which illustrates all the latest products, from a nifty boot and shoe cleaner and glass trophies up to goal posts and what is claimed to be the most 'natural' synthetic grass yet—New Poligras Multisport SEP. An informative and attractively presented read, copies of *Grandstand* can be obtained from the Marketing Director, Maxwell M. Hart (London), Winnersh, Wokingham RG11 5HF. ☎ Wokingham (0734) 785655.

National Turfgrass Council publications currently available are *Proceedings Of The 1st National Turfgrass Conference* (edited by J.P. Shildrick and held at Solihull in 1982), £1.50; *Workshop Report No 1—Grassing Of Temporary Vacant Sites* (edited by S. Robinson, 1983), £1.25; *Worksheet—Grassing Of Temporary Vacant Sites Without Importing Topsoil*, 25p; *Workshop Report No 2—The Provision For Children's Play* (edited by M. Chance, 1983), £1.25 and *Special Report No 1—Synthetic Surfaces* (V. Watson and G. Tipp, 1983), £2.25.

Available from the Secretary, NTC, 3 Ferrands Park Way, Harden, Bingley, West Yorkshire BD16 1HZ. Prices include postage.

Trevor Holmes has been appointed field sales manager for the Steetley Horticulture Vitax department and will be responsible for the sales development of all horticultural and amenity trade activities. Trevor, 46, will continue to be based in Lincolnshire, from where he will control Steetley's nine area sales reps.

Town And Country Horticultural Suppliers has been appointed Key distributors by Steetley Minerals' horticultural division. Town And Country has been established by Ken Jones and John Moyce and is based at 201 Maltings Lane, Witham, Essex. ☎ Witham (0376) 517601 or 61864.

The firm will be responsible in the home counties and north London for sales development of the Key range of fertilisers. The new service will be supported by C.H. Binder, which will undertake distribution from its stores at Moreton, Ongar, Essex.

Ian Small, 27, has been appointed area sales rep in Scotland for Steetley's Key range. A trained greenkeeper, Ian has experience of grass-care machinery and equipment. He is based at 53 Broomlee Crescent, West Linton, Peebleshire. ☎ West Linton (09686) 0746.



Trevor Holmes.

J.A. Mixture

Rigby Taylor has marketed J.A. Mixture fertiliser for a number of years. The product was so named to assist those who wanted to identify organic nitrogen fertiliser as recommended by Jim Arthur. As an agronomist of the highest integrity, Jim has neither received, nor requested, any inducement—financial or otherwise. His recommendations are based purely on the quality of the product and customers' needs.

Members of the IOG attended the showing of a new British film at the National Film Theatre in London recently. *Arthur's Hallowed Ground* is part of Channel 4's popular First Love series and will be seen later in the year.

It stars Jimmy Jewel as a club groundsman whose determination to make his cricket wicket as smooth and firm as a billiard table baize brings him into conflict with the club's management committee.

It is the first film as a director for Freddie Young—who has more than 60 years experience behind the camera and three Oscars for his work with David Lean. His film credits include *Lawrence Of Arabia*, *Dr Zhivago*, *Ryan's Daughter* and *Nicholas And Alexandra*.

The Golf Course Superintendents' Association Of America has named James Prusa as associate executive director. Prusa was named GCSAA director of education in 1982. He retains that title and will function in a dual capacity, working closely with executive director John Schilling.

The IOG wants to establish a dialogue with organisations of sports normally played on grass in order to develop a series of specialist courses for amateur, semi-professional and professional groundsmen. Write to the Education Secretary, Institute Of Groundsmanship, The Pavilion, Woughton on the Green, Milton Keynes, Buckinghamshire MK6 3EA.

The IOG is to publish two new training volumes in 1984. Each book will contain a series of articles by leading specialists in membership of the institute and will be edited by Peter Gillard. The first volume is expected to be published in time for the annual conference (from April 2 - 5) with the second volume following in the late summer.



Golf course contractor Brian D. Pierson is sponsoring his son and a friend in a four-stroke motorcycle scramble this year. "It makes a change to be able to encourage them rather than chase them off the greens!" Brian said.

Cutting the pressure

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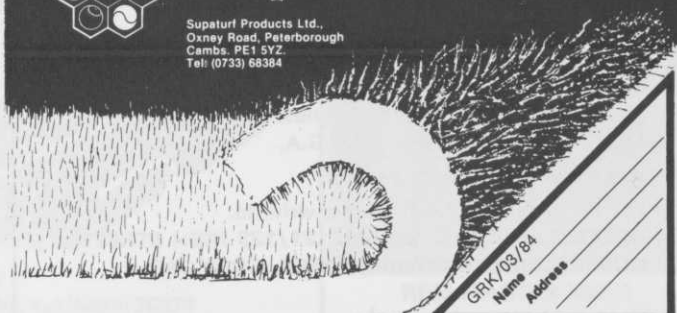
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Super Supaturf

Supaturf Products has extended its range of fertilisers, turf care and sports equipment and turf maintenance tools.

This year's price list shows Supaturf extending its sports equipment business, which has been a recent growth area for the company. It is backing a new marketing initiative with colour brochures, advertising, incentives and more products—especially golf equipment where Supaturf has traditionally been strongest.

Supaturf's new fertiliser and turf care range includes its own specially-formulated SS/SR (9-3-6) containing iso-butyridene diurea (IBDU), a slow-release nitrogen. SS/SR is particularly suitable for fine turf areas where the phosphate level is high and its long-lasting effectiveness has obvious labour saving advantages for greenkeepers.

Also new to the range is Supaturf SS/LP (12-0-9), a low phosphate minigranular fertiliser, and Supagro Foliar Feed, an extra concentrated seaweed-based plant growth promoter containing natural and added mineral nutrients and soil conditioning agents. Supagro Foliar Feed is twice as strong as similar products on the market.

The revolutionary wetting agent, Aqua-Gro, launched by Supaturf last year, is now also available in spreadable form.

Contact Supaturf Products, Oxney Road, Peterborough. ☎ 0733 68384.

See you at Golf Course '84
April 12-15, Trinity Hall,
Cambridge

One Surprise After Another

Chris Watmore of Turfland Professional Equipment had a double surprise when attending an annual international dealers' meeting in Canada recently. First, Gerry Brouwer, president of Brouwer Turf Equipment, announced that Chris had won the Number One Brouwer Dealer Award, having sold more Brouwer products than any other dealer worldwide and, as a result, was presented with an engraved plaque. Chris was then called back to the rostrum and handed The Award Of Excellence. For this, Gerry presented Chris with an engraved plaque and gold watch.



Chris Watmore (left) at the Brouwer Turf Equipment international dealers' meeting.

TORO Offers That Little Extra

The TORO Reelmaster Transport Frame offers the convenience of easy transportability plus manoeuvrability in tight spots. It cuts up to 9.4 acres an hour at 5.5 mph (assuming no reduction of area mowed due to overlaps, turns, stops, etc) with all seven units cutting a width of 14ft 4in.

The transport frame accepts the ground-driven Reelmaster 11 blade or spartan seven blade or five blade mowers to handle the varying cutting demands of golf courses.

The hydraulic lift of the mowers allows fast turns around greens, traps, trees, fences, walks and other obstacles. (Mowers 1, 2 and 3 lift together and mowers 4, 5, 6 and 7 lift separately.) It folds up to a width within 7ft 11in for easy transport.

The frame arms 'float' allowing the mowers to hug the ground and the weight is distributed over the tractor's wheels and the frame's large, high-flotation tyres to minimise compaction and increase stability.

The unit is adaptable to tractors of 30 or more pto hp and 3,000 or more lbs.

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