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See us at
Landscape
Industries
'93

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Lots on offer at

Planning for the Landscape Industries '93 show in June is well underway. This unique exhibition is the most comprehensive event of its kind. It's the only one which brings the whole industry together at one venue. No matter what sector of the industry you're involved with, there are many reasons why you shouldn't miss it.

Landscape Industries is the specialist business event which encompasses the whole landscaping and related leisure industries. It is centrally located and is organised by the industry for the industry.

Over 200 specialist companies will displaying everything from chemicals and mowers to nursery products, irrigation and garden accessories. Admission is free and there is no charge for parking or an exhibition catalogue.

What makes the exhibition unique is its ability to present a truly working event – a whole range of manufacturers will be demonstrating their equipment working under realistic conditions.



EDUCATION AND TRAINING

There is a great emphasis on training and education and many of the established technical features are set to continue in 1993. You will notice a number of new elements, particularly the development of links with the play industry as a new area is created outside for this sector of the industry.

You'll find many of the country's finest educational and training organisations at Landscape Industries including: • ADAS • Arboricultural Association • Association of Playing Fields and Landscape Managers • BALI • British Turf and Landscape Irrigation Association • City and Guilds of London Institute • Dry Stone Walling Association • Health and Safety Executive • Institute of Fisheries Management • Institute of Horticulture • ILAM • Joint Council for Landscape Industries • Learning through Landscapes • National Turfgrass Council • Rural Development Commission • Sports Turf Research Institute – and more than 15 specialist colleges to name just a few!

DRAINAGE FEATURE

There'll be a chance to learn from the Royal Showground's experience, as a new drainage feature highlights the conditions the groundsmen have had to deal with in a major showing ring. You'll have an opportunity to look at the drainage work and the product used, as well as talk to people involved about the decisions which have been taken and the reasons why.

DISCUSSION SESSIONS

The discussion sessions at the exhibition have proved very popular in the past and the topics for 1993 should provide a good deal of information and food for thought. Each session will be held on both days of the event and there's no admission charge so it's the ideal opportunity to update yourself:

- Leisure Strategy for Water – examining the alternative uses for irrigation reservoirs, their design and limitations, particularly with reference to a variety of sports and their specific requirements.
- Children's Play Areas – an overview of the situation including the possible knock-on effects of recent developments.
- Health and Safety Issues – a look at health and safety issues in the workplace, particularly in the landscaping sector.
- Introducing NVQs into Industry – a complete demonstration of the computerised training management system and a total overview of the experience of introducing cost-effective vocational qualification into the workplace.

ARBORICULTURAL ASSOCIATION

There will be a display by the AA utilising one of the trees within the exhibition to indicate areas of weakness, maintenance work required and previous pruning work that has been carried out.

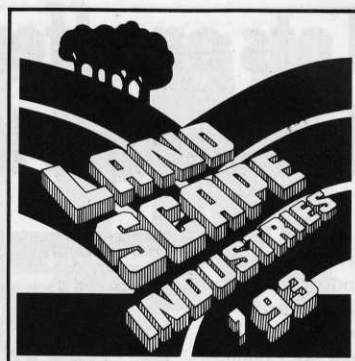
TRAINING IN ACTION

Trainees from industry and colleges will undertake the second stage of a project to construct a landscaped area within the exhibition by working in groups and trying their hand at various skills.

AND FOR THOSE WITH A COMPETITIVE STREAK...

Introduced in 1992, the Fencing Competition will give both professional and college two-man teams the chance to show their skills in erecting three types of fencing – chain link, close board and post and rail. The winning teams will be awarded prizes from Fencing News and the National Fencing Training Authority.

Landscape Industries



JUNE 9/10

**National Agricultural Centre
Stoneleigh Park, Warwickshire**

**The International Exhibition for the
Professional Landscape and Leisure Industries**

AMONG THE 1993 EXHIBITORS

• Distributors of Scag mowing equipment for the UK, Germany and Holland, **Simon Tullett Machinery** will feature a wide range of machinery suitable for use on golf courses at this year's Landscape Industries.

The Scag range includes both pedestrian and ride-on models in both standard hydro drive and zero turn configurations. A choice of rotary deck size ensures fast efficient mowing in a variety of on course locations including rough and semi rough areas.

The latest new product introduction from Simon Tullett Machinery is the STM Super Flail 52. Designed and manufactured in Britain, this extremely robust flail head features interchangeable single twisted fine cut flails or back-to-back for rough cutting.

Providing significant cost savings for machinery operators, the STM Super Flail 52 can be fitted to the Scag STHM 20KHE to replace the standard rotary deck. In addition, a three point linkage model is also available for tractors up to 28hp.

Fast and efficient in operation, the Super Flail 52 can be fitted or removed from its host machine in less than 15 minutes.

• A special projects team was set up by the International Wool Secretariat to find a use for low grade wools which could not be used for the manufacture of woollen products, eg. clothing, carpets and so on.

The result, a new concept for Landscape Weed Control using one of nature's oldest resources.

Shown for the first time at the BTME and BGLA 1993 Exhibitions, **Vitax Mulch** is a 100% non-woven matting which is specifically manufactured for use as a natural biodegradable mulch which can be planted through after laying or placed around the base of established saplings or shrubs.

• For many years now the name **Barlow Tyrie** has been synonymous with high quality teak outdoor furniture. As an established family firm and the largest manufacturer of teak outdoor furniture in the UK, Barlow Tyrie has pursued a policy of excellence in the production of its comprehensive range.

For this reason our designs are often the first choice for landscaping projects. A selection from our wide range will be on display at Landscape Industries for

your inspection. Barlow Tyrie use only teak exclusively from strictly controlled plantations in Java, Indonesia. We are listed in the 'Good Wood Guide'.

• **DW Frost (Wholesale Nurseries) Ltd** aim to provide their customers with good quality plants, backed up by an efficient service generated from their nursery situated at Fosseyway Nurseries, on the A46 Leicester-Newark road, one mile north of Bingham. Here at their container unit of 15 acres they produce high quality container grown trees, shrubs, roses and amenity plants for use by local authorities and landscape contractors. They also produce a large number of open ground trees; whips; and amenity type shrubs of all sizes produced on 80 acres for supply between November and April.

• **Inturf**, grower and supplier of high quality cultivated turf, operates a seven day harvesting programme, producing six grades of turf from the selected 1200 acres of nurseries situated throughout the country, and is the official turf producer for Wembley stadium. Turf can be supplied and installation work carried out using the large roll technique. Technical advice is offered by Turfgrass Services International Limited and the whole group accomplishes total quality management verified by BS 5750 accreditation. Visit our stand at Landscape Industries where technical personnel will be available to offer advice.

• **Shelley Signs Limited** will be displaying the part of their range of signs and panels which are suitable for golf course applications.

The signs are manufactured in Glass Reinforced Plastic (GRP) with the text and illustrations printed into the surface of the sign. This results in a totally smooth finish and a sign that is exceptionally durable, easy to clean and that will provide many years of service. ➔ 42

**D.W.FROST
(WHOLESALE
NURSERIES)
LTD.**



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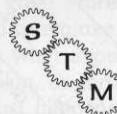
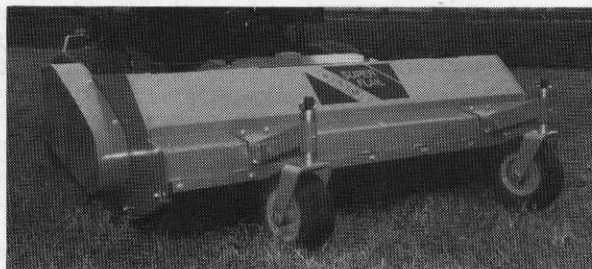
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Lots on offer at Landscape Industries

41 ➔ A number of sample signs and fixing arrangements will be on display as well as examples of signs supplied to industry, local authorities and wildlife reserves.

These signs are ideal for tee marker plates, golf club entrance signs, directional and car park signs and club house signs.



- This year ADAS concentrates on safe and effective weed control. With complex legislation, concern over the environment, pressure from the regulators and tight cost limits, those responsible for weed control on hard and soft surfaces, road and grass have difficult decisions to take. ADAS have developed a complete service to review existing practices, assess the risk to environment and develop suitable weed control strategies to control vegetation safely and effectively. Our service includes briefing senior managers, training contract managers and specifiers and the preparation of monitoring procedures.

- ET Breakwell Ltd, Ransomes dealer for Hereford, Worcester, the West Midlands and Warwickshire, will be exhibiting at this year's Landscape Industries show.

ET Breakwell, who this year will have a stand within the outside demonstration area, will be exhibiting a wide range of machinery for the local authority, landscape contractor and specifier market, including a comprehensive selection of machines from Ransomes. Two machines which will generate a large amount of interest will be the T-51D and Parkway 225 which were launched onto the UK market at last year's IoG show.

BEATING

Golf clubs today are the haunts of many a varied character, transcending social barriers and attracting both working class and aristocracy alike. In fact, regardless of your social history and given the right connections, just about anybody has a good chance of being accepted into an established golf club. The only qualifications required are a small knowledge of the game, a friend who is already a member, a willingness to part with a few readies and the patience to endure many years of waiting.

It has always amazed me how in this day and age of turbulent economies, business strategies and cut-throat competition that the golf club sees fit to maintain a never-ending waiting list. Surely the number one rule of business is to ensure the price fits demand. If demand is high then so should be the price. True, a golf club is not strictly a business, but it does provide a service to paying customers and the quality of that service is dependent on financial input. If people are not prepared to pay the necessary money for that standard of service, then they do not get in the club.

Assuming a golf club is efficiently run then the member pays the money and he or she has no right to complain: "Why is that society booked in today just when I want to play?". Because we must subsidise your annual dues. "Why then is the rough not cut on the fourth?". Because you are not prepared to pay for enough greenkeepers or equipment to have this done on a regular basis. "Why does it take me five hours for a round of golf?". Because the course is saturated with golf in an effort to keep down the subs. It's a bit like someone buying a Metro and then complaining to the manufacturers that it will not do 180 mph. Well, of course it won't, you've bought a Metro and not a Ferrari.

No doubt many club mem-

bers reading this will at this point be somewhere between slightly irritated and extremely angry. "But I pay a bloody fortune!" they will explode, as if that gives them the right to complain. Well, I will concede that in some circumstances that is the case, but in those cases standards are very high and there is therefore little to complain about. Generally speaking though, this fortune theory is somewhat debatable.

For example, if I want to play snooker it will cost me £4 an hour even though I am a club member. Let's call it £2 because I will split the cost with my playing partner. If I then play for as long as it takes me to play a fairly quick round of golf it will cost me $3 \times 2 = £6$. Quite cheap when you think about it. But if, like a typical club golfer, I play twice a week then my annual budget for snooker is £600, or more than the vast majority of golf clubs' annual subs. Six hundred quid just for the hire of a snooker table. But what if, like many a club member, I play four times a week. Twelve hundred pounds! I'd be better off buying my own table, which is a lot easier than buying my own golf course.

Strangely, the same thing applies directly to golf. If I find the cheapest 'pay and play' in the area, queue up for an hour and then take five hours to hack around a course filled with divots, novices, unraked bunkers and greens that would do Twickenham an injustice, it would still cost me ten pounds. If I then decided to endure that 200 times a year I would be paying £2000, or roughly three times the annual subscription of the Royal what-do-you-call-it just down the road. No wonder it's got a waiting list that goes into the next millenium.

Now having explained my argument that the average member of the average club has got a proverbial 'right result', I will admit that some members



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