

NEW KUBOTA DEALER

Kubota has enhanced its UK dealer network with the appointment of Farmstar's branch at Long Bennington, near Newark, as a full line Kubota tractor and groundcare machinery dealer for Nottinghamshire and parts of Derbyshire and Lincolnshire.

"Farmstar is determined to build a solid business for Kubota products among golf and sports clubs and landscape contractors throughout the area. Our newly appointed specialist groundcare Sales Manager, Simon Hall, will be working hard to extend the

benefits of Kubota ownership to individuals and organisations," said Graham Leach, Manager of Farmstar's Long Bennington branch.

From August, Kubota will have a new southern area machinery demonstrator and trainer within its tractor and grass care division. Having joined the company in April, Phil Brooks is currently shadowing Mike Hawkins, the current holder of the position, who will retire officially on August 19 after 17 years' service.

Phil is no stranger to the Kubota product range having worked previously with Kubota dealer, Globe Organic Services, Solihull. When he takes over formally on August 22, Phil will be responsible



Phil Brooks, left, and Mike Hawkins, who retires from the company in August

for demonstrating Kubota tractors and ride-on mowers to prospective customers located south of a line from the Wash to mid Wales.

Mike has worked as an engineer and machinery demonstrator since 1955 when he left school to join equipment manufacturer Twose of Tiverton. Despite official retirement in August, Mike plans to assist Devon based Kubota dealer, MST, on a part-time basis.

"Stepping into the shoes of Mike is quite a daunting prospect. However, I am delighted to be taking over an area which contains a very large number of satisfied Kubota customers and an excellent dealer network," commented Phil.

SEOUL SALES OVERHAUL

Since relocating to Birmingham, Seoul Nassau has spent the last two years reviewing and restructuring their business to provide a better level of service to the industry.

Crucial to this has been the full review of the external field sales team. With numerous company acquisitions over the past five years the spread across the UK of sales teams was uneven.

Seoul Nassau now have an external rep force of 25 and that has been broken down into three geographical areas - North, Midlands and South, which are managed by Regional Sales Managers

Mark Wilton, Dave Murphy and Dave Rahman. New sales representatives have been appointed in the form of Darrin Urquhart, Scotland, and Mark Lunday, South West, who have both joined the company direct from their previous roles as Head Greenkeepers.

"Essentially, the driving factors behind recent changes have been to reorganise the rep force, streamline internal administration, improve product quality and deliveries," said Gerard O'Driscoll, Sales Director.

INAUGURAL CHALKY MEMORIAL TROPHY

The inaugural Colin White Memorial Trophy was played for in May at Highcliffe Castle Golf Club by the South Coast Section. A great turnout ensured the day was a huge success and Colin's mother, Jill, and two brothers, Steve and Rob, were welcomed by the Section.

The first winner of the trophy was Shaun Whittle, of Moors Valley Golf Club. The picture shows Shaun receiving the trophy from Colin's mum, Jill, and Avoncrop's Chris Briggs. A raffle on the day raised £280 for Macmillan Cancer Relief.



HARRY WALSH

It is Greenkeeper International's unfortunate task to advise of the death of Harry Walsh.

Harry was a former Chairman of BIGGA in 1972. He had previously been Secretary of the North West Section for

many years and continued to keep an interest in the affairs of BIGGA right up to his death. Indeed it was only a few weeks ago that Harry asked his son, John, to inform BIGGA of his change of address so that he could continue to read the magazine.

He collapsed and died of heart failure on May 3 2005 at the age of 95. We can all deduce that greenkeeping is a healthy form of work.

He retired at 65 from the job of Head Greenkeeper at Bolton Old Links, Chorley Old Road, Bolton, and previously had been Head Greenkeeper at Manchester Golf Club, Middleton. John Walsh passed this information to us with much sadness but also much pride for his father.



THE HARD LIFE

Anyone who thinks topdressing is tiresome should talk to Tony McLure, Head Greenkeeper at Whickham Golf Club, in Northumberland. Since the club bought a Dakota 410 Top Dresser nine months ago, the task has become a delight.

Previously, it took five staff 40 hours using shovels and brushes. Now it is a one man operation taking just two - four hours.

"It used to be such an arduous job that we only topdressed twice a year. It was difficult to maintain an even depth with shovels," recalls Tony.

The Dakota top dresser, distributed by Campey Turf Care Systems, was supplied to Whickham GC via their dealer in the North East, Greenlay Grass Machinery Ltd.

FOREIGN CHALLENGE

David Ashley has been appointed Golf Course Manager at Tsada Golf Club, Paphos in Cyprus. David, 36, worked at Great Barr Golf Club for eight years before moving to Aston Wood Golf Club as Head Greenkeeper in 1994 and then onto Lea Marston Hotel as Golf Course Manager.

David has just completed a HNC in Golf Course Management and Sports Turf Science at Morton Morrell and is looking forward to his exciting new challenge abroad.