



Back to the Future for Kubota

Kubota UK has completed the restructuring of its management team with the creation of a new role for Dave Roberts. Dave left the company in 2010 after 21 years of service and has been enticed back to head up Kubota's three product sectors as Sales and Marketing General Manager.

The main product categories of Engines, Construction Equipment, and Tractor & Groundcare have historically had a Head of Sales and Marketing reporting separately into the MD of Kubota UK. Whilst those positions are still retained, Dave now effectively 'umbrellas' those functions to bring in a more unified approach to Kubota's operating methods.

The Engine sales division now sees Daniel Grant responsible for Sales and Marketing, with Neil Winfield carrying out the same function for the Construction division. Over in the Tractor and Groundcare division Dave Roberts has resumed his previous role running alongside his umbrella function of all three divisions.

Announcing this restructuring Dave explained, "The idea is to bring benefit to our customers with a more unified approach to our operating methods. This will make more efficient use of our resources and enable a common message with regards to marketing." He continued, "We have retained industry expertise where appropriate, but are now able to deploy common resources that transcend the divisions such as marketing, demonstration activities and to a degree, administration."

"My 18 months as Operations Director of Farol Ltd has been invaluable. Being involved in all aspects of the dealer has broadened my knowledge and experience, which will help in my new role here at Kubota."

The new Sales & Marketing Manager of the Construction division is Neil Winfield.

A seasoned Kubota employee having joined in 1999, Neil saw service first as an Administrator in the Engines Division before moving over to Construction

in 2001 as Distribution Coordinator. Neil graduated to field sales support and then Sales Coordinator before this promotion to Sales and Marketing Manager.

Daniel Grant has followed a similar path in that he too studied Agricultural Engineering. He then went on to provide field sales support at Dealership level for various premium brands. His entry into Kubota came in 2005, "I joined Kubota as an internal Sales Engineer within the Industrial Diesel division. My position progressively evolved to Regional Sales and finally achieving Regional Sales Manager. I was primarily responsible for the sales and distribution into Southern UK as well as Scandinavian/Nordic OEM's and Dealer/Distributor accounts," he contributed. Daniel sees the experience he's gained at Kubota, together with the experience he previously gained working within a dealership environment, will help him in his position of Sales & Marketing Manager, Engines Division.



RJ MAKE SALES MANAGEMENT APPOINTMENTS

David Timms and Nick Penn have been appointed to regional sales management roles at Ransomes Jacobsen.

Both report to UK and Ireland sales manager, John Quinton, and are responsible for business development, equipment sales and dealer support across their respective territories.

David Timms, whose territory covers the west of England and stretches from Lands End to Barrow-in-Furness via Wales, joined the company in August last year following nine years in a sales management role at JSM Distribution, the niche products division of John Shaw Machinery.

Nick Penn joined the company in March 2012 and is responsible for a territory from West Midlands to the Welsh border, and down to parts of Hampshire, Berkshire and Surrey.

For the past two years he was area sales manager at Burrows Grass Machinery responsible for Manchester and Cheshire and the fleet hire division.

Commenting on these appointments John Quinton said:

"It is obvious from their CVs that we have added two very experienced sales professionals to our team here at Ransomes Jacobsen. We have a momentum within the business that has seen us grow market share in the past two years and these two guys will help us sustain that, going forward."

Rain Bird fly into Renewable Energy with New Product Manager Iain Macpherson



Rain Bird has recently entered the Renewable Energy market, with their newly appointed European Energy Product Manager; Iain Macpherson.

"We are confident of delivery in the immediate coming months of our first UK project; having already signed up a Golf Club.

We look forward to helping more clubs to significantly reduce energy costs, and give clients confidence of product choice.'

Iain has had a long felt belief that golf courses needed to look at cost, particularly in irrigation. Electricity is a large running cost of irrigation pumps and club houses, and rose by 16% last year – a serious impact on any club's finances. Iain adds:

"The Feed-in-Tariff (FiTs) backed by the government offers incentives; that are importantly index linked, and certainly make Britain presently the envy of this worldwide developing industry – The UK is committed to a 15% carbon reduction and with 60% of the wind across Europe crosses Britain - why wouldn't we

try to make use of a free energy that year on year is consistent, non-destructive and adding to a carbon neutral green preferred way of life?

"In 2010 global investment in new Renewable energy projects exceeded investment in new fossil fueled plants for the first time. Europe; particularly Germany and Denmark, have lead the way; however we are sat on the best opportunity on this Isle to take advantage."

"China are putting up 36 turbines a day - Is everybody else wrong?" Iain thinks not.

"The Rain Bird turbine proposal is the size of an oak tree. It specific in its target of delivery in kw of electricity; appropriate to your average European sized golf club.

"We take care of the planning, its installation and servicing and importantly to clubs.... 'It is 'plug-in any flavour", says Iain.

Iain can be contacted on 07712 631467 / 01777 818919, or

e-mail: imacpherson@rainbird.eu

What's your number?

Our regular and random profile of an industry figure continues with this month's lucky number...

Name: Andrew Pickup

Company: Stourton Forestry

Position: Consultant & Company Manager

How long have you been in the industry? A very busy four years

How did you get into it?

From an early age I've loved trees and the outdoors, so I decided to study Forestry at the University of Wales, Bangor. When I joined Stourton Forestry they had an established reputation as specialists in trees on golf courses and my involvement has grown from there.

What other jobs have you done?

In my student days I spent several summers working outdoors, including plenty of grass cutting, landscaping and gardening.

What do you like about your current job?

I get to visit and work on some amazing sites, from nationally renowned golf courses to private woodlands and estates that the general public doesn't usually get to see.

I particularly enjoy watching sites develop over the years- people often think they will never see the benefits of tree planting in their lifetime, but even after just a few years, young trees can make a real impact.

What changes have you seen during your time in the industry?

The biggest change in the past four years has been the demand for wood as fuel- we've seen the wholesale price of round timber for firewood almost double. Even relatively small volumes of timber that were once a waste product are now in high demand.

What do you like to do in your spare time?

I enjoy relaxing with friends and family, playing tennis and tending my allotment.

Where do you see yourself in 10 years time?

I'm definitely in the woodland management sector for the long haul, as to exactly what and where, you'll have to watch this space!

Who do you consider best friends in the industry?

I'm delighted to work with anyone who has a shared love of trees and the foresight to invest now for future generations.

What do you consider to be your lucky number? 122
Andrew has picked Barry Eagle from Gripclad



Wessex Country

The Wessex Country range has been developed to meet the needs of landscapers, private estate owners and smallholders.

In the range, the AT110 ATV topper is designed specifically to suit the ATV user working to a budget, without sacrificing quality.

The topper has a 1.1m working width and power comes from a 12.5hp (9.32kW) Briggs & Stratton engine. Cutting is from a single blade bar, height adjustment is simple and the drawbar allows for use to the left, right or centrally behind the ATV.



The Wessex ranges for ATV's and UTV's also include further rotary mowers, flail mowers, collectors, trailed spreaders, sprayers, land rollers, drag harrows, trailers and accessories for equestrian facilities.

Wessex products are manufactured and distributed in Great Britain and worldwide by Broadwood International
01420 478111
www.broadwoodintl.co.uk



TORO ASSIST GLENEAGLES RYDER CUP PREPARATIONS

Gleneagles Golf Resort in Scotland has recently renewed its five-year exclusivity deal with turf maintenance machinery manufacturer Toro and its distributor Lely UK.

The Perthshire resort plays host to the prestigious Ryder Cup in September 2014, with the updated Toro equipment particularly helping prepare the PGA Centenary Course for the three-day tournament's matches. The King's and The Queen's championship courses will also continue to benefit from Toro machinery.

Commenting on the continued partnership with Toro, Gleneagles golf courses and estate manager Scott Fenwick says: "We're delighted to have renewed our contract with Toro, which will see us through to the Ryder Cup in 2014, and beyond. As we prepare to host one of the world's greatest sporting events, it's even more important that our courses are in the best possible condition. Our continued work with Toro will help to achieve this."

The Toro Company's

corporate accounts manager Andrew Brown adds: "We are delighted that Gleneagles has once again entrusted Toro and our distributor Lely UK to provide the quality of products and service the resort has come to rely on over the past eight years. The Ryder Cup will be an ideal opportunity for Gleneagles to showcase the exceptionally high standard of course preparation it offers to members and guests from all over the world, and Toro is honoured to play its part in that success story."



PRAISE FOR EURO 2012 TRAINING PITCHES

The England training camp's immaculate pitches in Poland hit the headlines, thanks to Sports Turf Research Institute's (STRI) remarkable transformation of the site ahead of Euro 2012.

Sporting pundits heaped praise on Hutnik Nowa Huta football club's new Premier League-standard playing surface, pictured here, and Barenbrug helped STRI achieve such impressive results.

Eight months ago, the Kraków club's pitches were worn and muddy. The FA tasked STRI with creating a world-class surface for the England team to train on that would also leave a lasting legacy for Hutnik.

STRI chose to grow the pitch from seed, using a combination of Barenbrug's sports mixtures. With the team working through Poland's coldest winter for 40 years to deliver the pitch on time, BAR 50 SOS' cool soil temperature germination characteristics certainly proved a wise choice.

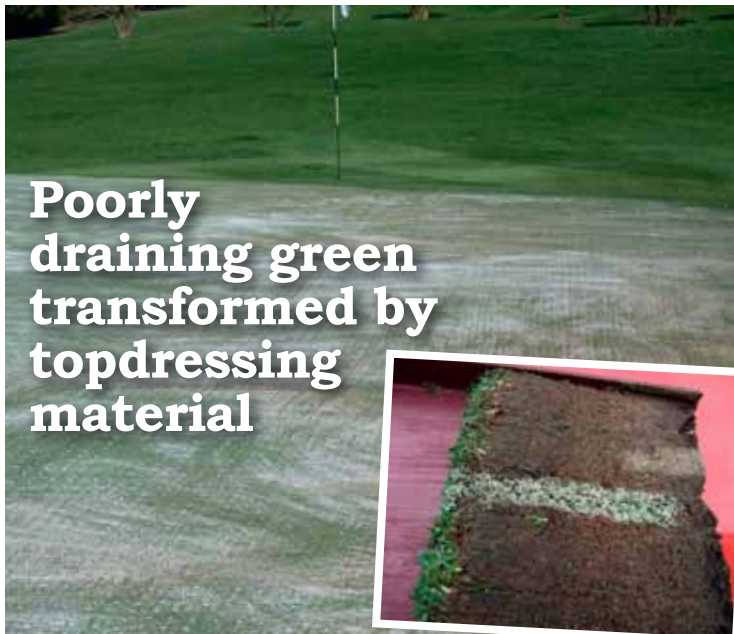
Seventy-five bags of Barenbrug grass seed have gone to Hutnik, while a further four tonnes of Royal Barenbrug Group seed is being used across Polish and Ukrainian Euro 2012 tournament venues. This includes the Warsaw National Stadium, which plays host to the opening game between Poland and Greece on 8 June.

JOHNSONS HELP SOW THE SEEDS



The Northumberlandia giant earth sculpture is turning green as the swathes of seed sown across the iconic structure spring to life. DLF Trifolium Johnsons and hydroseeding specialists CDTS teamed up to create and apply a bespoke mix that puts the finishing touches to a project that was first mooted a decade over.

DLF Trifolium Johnsons supplied the seed mix, and Amenity Sales Manager Paul Hadley, who selected the grass and microclover varieties, said: "Our brief was to prepare a mix that was low maintenance, drought resistant, robust and able to cope with a low nutrient environment. Microclover was the key as it helps fix nutrients from the atmosphere. In a sloped environment like this one, soil is likely to leech nutrients, so using cultivars that help maintain levels was crucial for it to stay green."



Poorly draining green transformed by topdressing material

Significant improvements in water infiltration rates have been achieved on a previously poorly-draining green at Kent's Sittingbourne & Milton Regis Golf Club, following applications of Everris' Greenmaster Topdress Z.

Trialled initially by head greenkeeper and BIGGA member, David Horn, the product - a fine particle (0.5mm - 1mm) granular material with an open-cage structure designed for use as a top dressing and as a soil amendment in new rootzones, has enhanced the porosity of the soil, leading to noticeably faster downward movement of surface water while simultaneously boosting the soil's nutrient-holding capacity.

"The improvements in drainage and nutrient retention were rapid and clear, creating a far better turf-growing environment and a greener, firmer playing surface within days," commented David. "As a bonus, the upgrading of the soil's structure means that moisture is retained for longer in dry weather, helping combat drought and the restrictions now in place on water use. Very clever."

Following the impressive results achieved with his first application, David treated the same green again last September and is planning another treatment shortly.

Both previous applications of Greenmaster Topdress Z have followed hollow coring of the affected 11th green, one of four par 3 holes on the 6,295 yard parkland course.

"Although we verti-drain all of our greens regularly, the course has nine older push-up greens dating from 1929, eight of which have benefited from additional treatment in the form of Whizz Wheel trench drainage," explained David. "The remaining green has clay pipes lying too close to the surface for mechanised drainage, leading to the poor water infiltration that has been cured now with help from Everris."

David says that the green also dries out in less than a day (instead of three days or more following periods of heavy rain).

"Within a year, the 11th green has gone from being one of the poorest on the course to one of the best," he concluded.



Further Support for SGU

Jacobsen, together with its golf car partner E-Z-GO, have signed a three-year agreement to sponsor the Scottish Golf Union (SGU) and boost the governing body's role in supporting clubs.

The new partnership, a first of its kind for SGU, will see Jacobsen become its preferred and recommended supplier of golf course maintenance equipment, while E-Z-GO will support the SGU's national events programme, through provision of a vehicle fleet to assist with the running of the governing body's 15 national championships.

Worth £30,000 over the next three years in addition to in-kind support, the sponsorship is the latest addition to the SGU's growing portfolio of blue chip partners, joining Scottish Hydro and the Paul Lawrie Foundation who were announced earlier this year.

The SGU works closely with Scotland's course managers and greenkeeping fraternity, a key audience for Jacobsen. It is hoped the new partnership can help clubs improve the condition of their courses and deliver financial savings.

"We are delighted to be launching our new partnership with the SGU. We have many synergies with governing bodies, nationally and globally, providing support to many golf clubs," said Ransomes Jacobsen's UK and Ireland Sales Manager, John Quinton.

Speaking at the announcement during the opening day of the Scottish Stroke Play Championship at Kilmarnock (Barassie), SGU Chief Executive Hamish Grey added:

"Jacobsen and E-Z-GO are both leading brands and our sponsorship agreement highlights the growing profile of the SGU among key players in the golf industry. We aim to use this partnership to further our commitment to supporting clubs during these challenging times and enhancing our club education programmes."



MJ Abbott upgrades The Grove

The Grove has upgraded its golf practice facilities with a new all-weather practice tee and access pathway installed by specialist sports turf and groundworks contractor, MJ Abbott Limited, to design specifications prepared by original course architect, Kyle Phillips.

"The replacement of individual mats with a full-length synthetic

practice tee will help ensure that the facility can be used successfully and kept clean and looking pristine all-year-round," said manager, Phillip Chiverton.

Alongside the tee improvement, MJ Abbott was commissioned to replace a short wood-chip access path with a hard-wearing synthetic pathway spanning the full length of the practice tee.