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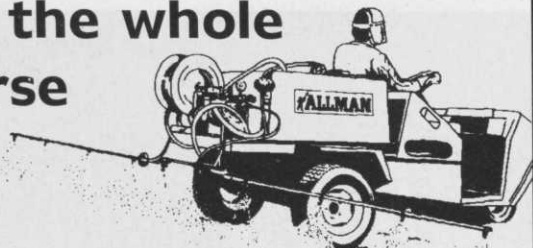


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THE GROWING ADVANTAGE OF ALLMAN

AD REF 506

# LET US

## Hugh Tilley takes a look at sprayers on the golf course

The requirements of health and safety have made hundreds of sprayers across the country obsolete and forced many clubs to review their spraying arrangements.

Spraying is not a preferred task, partly due to the mystic and concern which surround the whole practice. Nevertheless all clubs have some requirement for applying chemicals such as fungicide, fertiliser, herbicide and iron and perhaps fertilisers and growth stimulators to greens, tees and fairways. Although it is not a preferred task most greenkeepers still wish to keep control of the process and retain the ability to apply materials such as fungicides as necessary with minimum delay.

Thus while there are a number of contract spraying services available these tend to be used for specific tasks such as herbicide treatment of fairways or for specific chemicals which are regarded as more toxic or needing greater precision in application.

While there are many sprayers on the market many are adapted from basic agricultural models. However recently a few manufacturers have studied the amenity market and produced units both for mounting on turf maintenance vehicle and compact tractors which are designed for the golf course. Many golf courses also have pedestrian machines such as the Allen Walkover as well as knapsack or hand held sprayers, however these are mainly seen as tools for spot treatment and often for specific herbicides and/or fungicides.

Pedestrian machines if equipped with a reasonable width boom would be suitable for a small 9 hole course but we did not find anyone regularly using such a machine, although several admitted having one in their shed.

Neither hand held and knapsack machines offer the precise application of a pedestrian machine, but are often used for spot treatments such as around the clubhouse, walkways or trees

etc. Ultra low volume application using a hand held spinning disc machine is easier on the back if more expensive than a knapsack unit.

In theory controlled droplet application (CDA), using spinning discs, perhaps with air assistance, should be an effective option for several chemicals. However the need to stick to label recommendations has placed considerable restrictions on CDA particularly if seen as a means of reducing application rate. Development of CDA has also been restricted by the cost and complication of the disk/s, by its early championing of low rate usage and by the fact that conventional hydraulic nozzles have become considerably more efficient. No greenkeeper using a CDA machine was located.

## Hardi AMPS 300 at Salisbury & South Wilts

Course manager Kerran Daly at Salisbury has a Hardi sprayer mounted on a Cushman Turf Truckster. Having used it for a year he remains very pleased with it and there have been no major problems although he is able to offer suggestions for detail improvements.

The combination is very manoeuvrable and has been used mainly on the greens for a variety of materials including iron, fungicides, herbicides and liquid organics. In fact during the season it seldom removed from the Cushman. The machine was purchased from T H White and Kerran said it represented good value for money. In addition it has a good parts and service back-up. One of the most important reasons for selecting this machine was its boom, which is 6m wide, and in Kerran's view very stable, well made and securely mounted. He is particularly critical of other makes on which booms sag or bounce - thus preventing accurate application. The quick and simple fold and lock system for the boom means that operators use it and don't chance having the boom unfold during transport. Boom end nozzles are a little vulnerable because the boom protection loop is only designed to protect against grounding.

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AD REF 126

# SPRAY

the easy of mounting and demounting of the unit with four sturdy legs and although these are not adjustable (between pin holes) this was not seen as a problem. Kerran was happy that the machine was safe on its legs even if full – a possibility if the Cushman broke down. The pump is driven through a short P.T.O. shaft which is easy to connect and gives a positive drive in contrast to the belt and under chassis drive Kerran has experienced with other machines. The Hardi has a two piston diaphragm pump, which is considered essential for use with iron which provides ample capacity.

Controls are mounted on an adjustable arm which enable them to be placed just where the operator wants them, and they are easy to operate. Calibration is simple to carry out, however after initial calibration rates are now taken off a chart. Once set the Cushman maintains its governor setting well and although there is some loss of speed when going up hill this is not considered to be a problem. Sighting poles are used to guide the operator and avoid misses or overlaps. Most spraying is accomplished using 640 litres per hectare, however the triple turret nozzle holder makes altering rates very easy. Currently Salisbury have the original nozzle sets as supplied but think that it would be more ideal

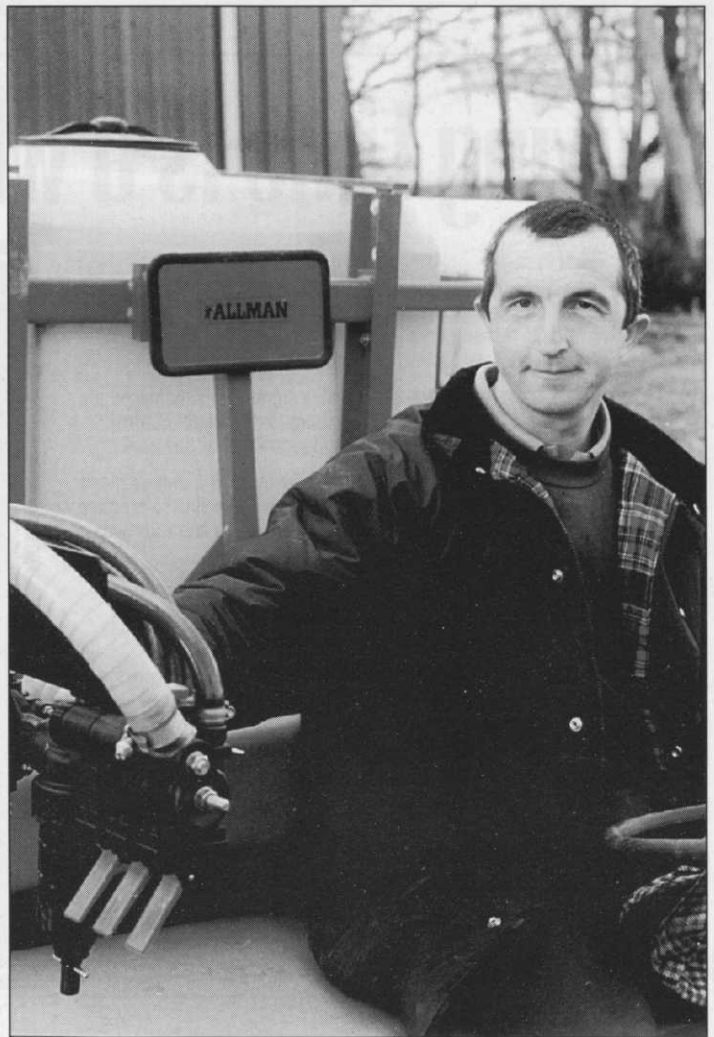
to have two sets of the most used ones in place so that the operator can simply flip one round should it get blocked when at work.

The unit has, as standard, anti-drip nozzles, clothing storage box and clean water tank. Filling is all through the top, this is relatively high and narrow so there is a danger of spillage. Kerran's wish list for Hardi is for a larger – 400 litre – tank with a wider flatter profile and a bigger filler. He commented that uprated axle on the Cushman could take the extra weight, and the extra width and lower profile would give better rear vision and stability. Another criticism is the tank contents gauge which operators find difficult to read and not very exact when it comes to part loads. One problem, which Salisbury have been told is unique, is that their tank suction hose has on several occasions washed out of its location when working and then "floated" on top of the chemical in the tank.

However the overall verdict is that the machine is a very professional unit, strongly made and will all the required features.

#### **Allman skid mounted sprayer on a Cushman at Paulton's Golf Centre – Ower in Hampshire**

This 27 hole private parkland club, mainly pay and play, was first opened about 18 months ago



Kevin Unsworth: the Allman does everything he asks of it

and the Allman was their first machine, although it was ordered from Rowes of Chichester by Course Manager Kevin Unsworth prior to his arrival on the strength of his past experience with Allman machines and their back-up. Paulton's Park also has an Allen Walkover machine which has yet to be used.

Again, mounted on a three wheeled Cushman Turf Truckster

the unit is extremely versatile and manoeuvrable although with an eight metre boom Kevin considers that it is often too wide. The boom itself is in five sections with 1m two nozzle wing sections which fold independently, but the spray line is in three independent sections. There was a weakness in the boom mounting however Kevin mentioned this to Allman at IoG last year and they immediately came and fitted a modification free. It should be possible to isolate or remove the outer wing sections and Kevin is looking at inserting isolating valves, however he realises that the machine will then need recalibrating for a six metre width.

The 300 litre tank is relatively high, possibly higher than necessary and Kevin said he certainly would not like to have to put chemicals direct into it. He would like some means of positively locating the filler hose in the tank neck but reckoned that making something would not be difficult – it just needs a little thought and some time.

The Allman pump is a single diaphragm unit and Kevin has reservations about its capacity to meet his output requirements should he want to apply larger volumes at higher speeds, for



The Hardi AMPS 300 at Salisbury & South Wilts GC

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AD REF 408

# LET US SPRAY

instance for fairway work. Currently most work is carried out at a rate of 600 litres per hectare and pump output has proved sufficient. A range of materials has been put through the machine including both nitrogen in the form of Micro-flow, iron, herbicides and fungicides. The course which is ex agricultural land had a residue of clover and mayweed so significant fairway spraying was needed.

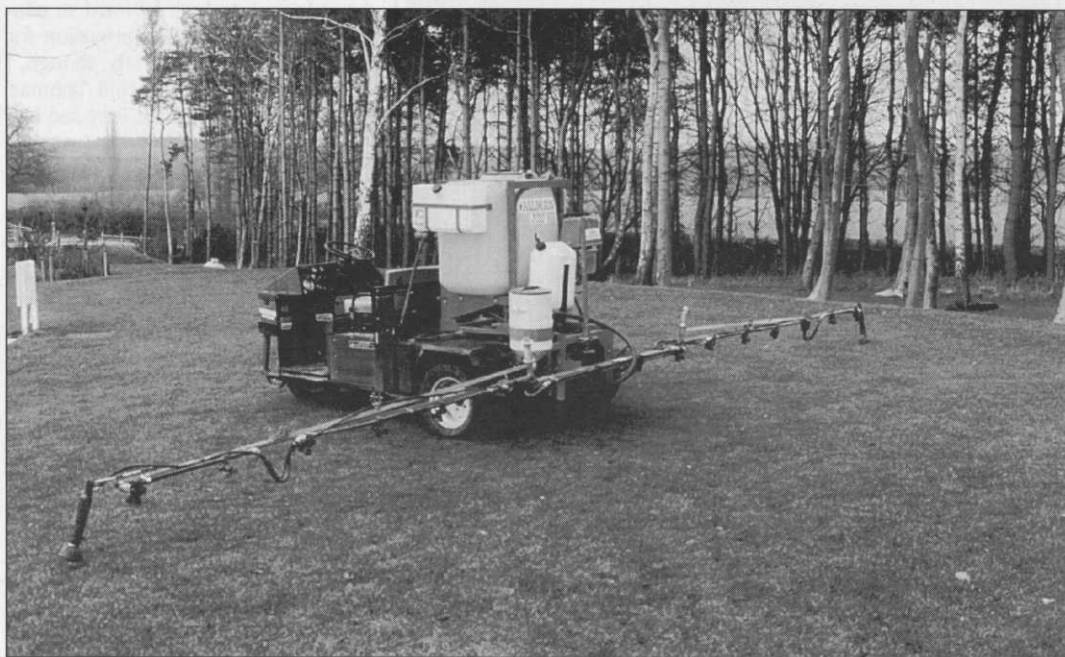
Calibration is simple but setting is now mostly based on the clubs own application log sheet. The boom has turreted nozzles making it easy to switch jet. Nozzle output checks are carried out from time to time. Driving accuracy is ensured by a foam bout marker, and Kevin considers this an essential "extra", far superior to dyes. For greens he uses the foam extremely dilute so that all he gets is little more than a stain on the turf, and no upset golfers. On fairways the full rate and blob is used.

The machine has a low level chemical induction tank and this works well, although as it does not have its own strainer stray bottle tops and seals can get into the plumbing. This induction system also allows a probe to be used to suck direct from original containers. Clothing locker and clean water tank are standard but are considered to rather clutter the machine.

Fitting the unit to the Cushman and removing it is not very easy, especially with only one person, nor did Kevin consider the three legs sufficiently strong or stable to take the machine with water in it. The legs are screw adjustable but are not considered suitable for jacking the unit off the bed. The unit has a single catch to lock it onto the chassis – not very firmly and Kevin said there are times when he is apprehensive about it detaching itself. The pump has a belt drive which mounts to the P.T.O. with a tensioning link.

Operating the sprayer is simple and, without a cab, the controls can be positioned on their arm very handy to the operator, likewise the bout marker control which is electric is close to hand.

No breakdowns or other major problems were reported and the



The Allman 300C skid mounted sprayer at Paulton's Golf Centre

machine has done all that has been asked of it.

**ALS contract spraying service at Telford Golf & Country Club**  
Telford Golf & Country Club has its own compact tractor mounted Hardi sprayer, however the staff find this not suitable for fairways and semi rough because of time and labour pressure and other reasons thus they employ contractors Amenity Land Services of Wellington, Shropshire.

Telford is an 18 hole par 3 championship course, playing about 70,000 rounds per year and attached to a 100 bedroom hotel. It has 61 managed hectares, about half of which is sprayed each year for the control of broadleaf weeds. Course Manager is Ivan Beetlestone and he normally has a meeting with ALS's Bob Bolland early in the year to programme his requirements and discuss problems and solutions.

Ivan said that it just was not worth the aggravation and problems for his staff to try to do such a large area – which would tie up staff for several days – and be at greater weather risk. Because of the strength of their chemical buying and rate of work ALS are able to be extremely competitive so that it was possibly cheaper and certainly more cost effective

than for the club to undertake the work. ALS has specialist knowledge, larger equipment and dedicated experienced personnel which ensured a fast efficient job. Ivan said he has never had a complaint about their conduct on the course, nor did he have anything but praise for the job they did. They normally start work early on the fairways/semi rough and with two machines cover about 5 ha. per hour, each taking 9 holes so that they keep well ahead of golfers. The work is normally finished about 11 o'clock.

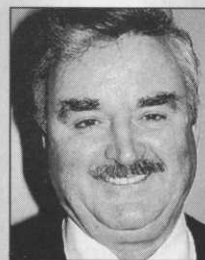
ALS use mostly 4x4 pick-up trucks which they customise, particularly with firmer springing, and a 9m Hardi boom sprayer. The comprehensive specification includes speed/area meters and foam bout markers.

At Telford a typical herbicide application would be a dicamba, MCPA and CMPP mix which ALS use at maximum label rate – to ensure maximum effect. Jonathan Carr of ALS said it is just not worth trying to cut the cost and then have to go back and respray. They also apply the active ingredient with the fairly high rate of water – 200 – 300 litres per hectare to get optimum coverage. He stated that increasing numbers of greenkeepers are asking for liquid fertiliser to be added so that the grass is pro-

moted as the weeds die out. The company said that spraying golf courses is their main and highest profile activity and there are a significant number of courses on which they also undertake significant work on the greens, mostly worm treatment and fungicides – which they aim to get on within a day of a call. For greens work they use a tandem axle trailed engine-on sprayer towed behind a compact tractor or ATV. ALS are also used at Telford to spot treat or "tidy" around tree areas for which an ATV is used with a sprayer mounted on it.

In summary Ivan said he had no hesitation in recommending ALS, he has found them to be efficient and very cost effective.

**I THOUGHT BTME 96 WAS THE BEST YET BECAUSE:**



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– Harry Diamond, Ayr Belleisle GC

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AD REF 61

# Time to look to the future



## Education Update

BY KEN RICHARDSON

**N**ow that the dust is beginning to settle after a busy but successful week at Harrogate, it is time to look forward to education and training provision for the rest of 1996. Firstly, though, I would like to echo Neil Thomas' comments about the very sad loss of Geof Hills. We were just getting to know Geof and, especially as I had been recently working closely with him on the South East Region Management Courses, his untimely death was a great shock and I will miss him.

The rest of 1996 seems set to continue to be busy, starting with the Regional Management Courses. Although a great success in most regions, the Plymouth Course was very poorly supported and I have had to cancel it. Courses at York and Chester were very well supported with 32 delegates in total. Killarney, Birmingham, Brighton, Dover Bournemouth and Bristol were all well supported and applications are rushing in for the extra courses at Mildenhall and Bedford, with the Hemel Hempstead course already fully subscribed.

### Massey Ferguson Tractor Appreciation Workshop

The first of three Tractor Appreciation Workshops for selected college students takes place at Warwickshire College from February 19 to 23. Further workshops will be held at Oaklands College from March 11 to 15 and at Elmwood College from April 1 to 4. Any college still wishing to nominate delegates should contact me as soon as possible. Nominated students will shortly receive joining instructions for each workshop.

### Miracle Professional Premier Greenkeeper of the Year

As Mike Goodhind, the 1995 Miracle Professional Premier Greenkeeper heads for Florida and the GCSAA Exhibition and Show, the search for 1996's winner begins. A leaflet explaining the rules of the Competition, giving the prize list and containing an entry form is enclosed in this magazine, so why not enter yourself or nominate your choice. Remember, the winner will be heading for Las Vegas this time next year.

### Toro/Lely/PGA European Tour Student of the Year

The 1995 Student of the Year,

James Braithwaite, is struggling through the snow in the USA at the start of his 10 weeks in the States. Entry forms and explanatory leaflets have been sent to colleges so please think about your entries, ensure that you meet the entry deadlines and make sure that any student nominated understands the rules, and more especially, that the Regional Finals will take place in early September with the National Final taking place in early October.

### BIGGA Lending Library

The number of titles now exceeds 200 with more books on order. Remember, it costs nothing to borrow books for up to six weeks except the return postage. For more information or for a copy of the book list, contact me at HQ.

### National Education Conference and BTME

Finally, thank you to all delegates who attended the Workshops, National Education Conference and BTME seminars at Harrogate last week, for making the Learning Experience a success. Those that did not attend missed some excellent opportunities to add to their greenkeeping knowledge and skills. However, video tapes of the Conference and Seminars will be available, for purchase, soon. Anyone wishing to buy a tape or tapes should contact me at HQ. The cost of each tape will be:

Per National Education Conference and Seminar speaker £6 per tape, except Dr Joe Vargas Seminar at £10 per tape.

Written transcriptions of each session of the Conference will also be ready for purchase during February.

### I THOUGHT BTME 96 WAS THE BEST YET BECAUSE:



"I actually met THE Richard Barker in the flesh."  
- Jimmy Richardson,  
Matfen Hall GC

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This new addition is shown in our new 1996 Centenary Catalogue on page 19.

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# Solid



**Hepworth Mineral and Chemical is a huge multinational company which recently moved into the golf sector. They have also confirmed their commitment to golf by becoming a BIGGA Golden Key Sponsor.**

scale of Hepworth Mineral and Chemical Ltd (HMC).

"We decided to go into the golf sector in a more structured way about four years ago when it was apparent that there was an increase in the number and quality of courses being built," said Trevor Leadbeater, Hepworth's Marketing Manager.

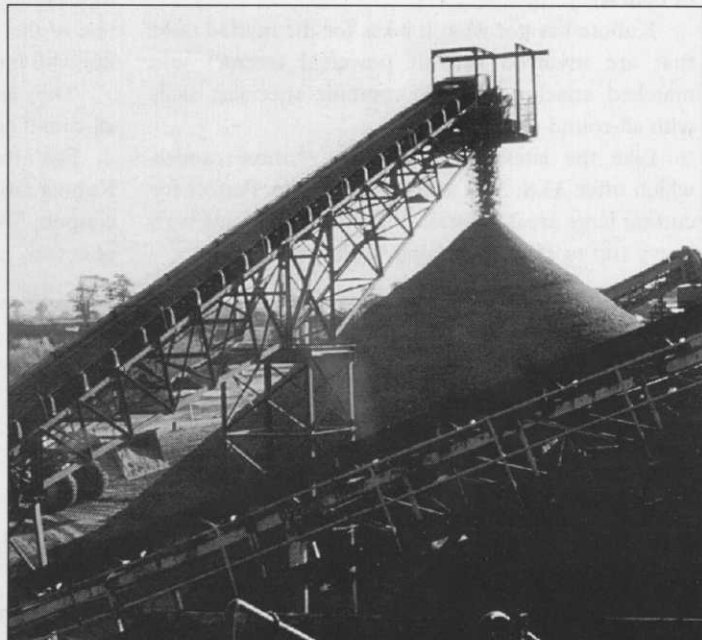
**W**hen Hepworths decided to take a greater interest in the golf industry they did so in the same professional manner which has made them a huge force in every other area where sand is a vital component.

Even now the sports sector is a mere 10% of the company's total business but a look at the number of tankers, each carrying the familiar Cuthbert the Camel logo, heading to golf courses and sports grounds up and down the length of the country gives a hint to the

As ever this was the type of statement which would have had competitors becoming just a little uneasy.

"It is very much a specialised product required for this market and because of this we decided to re-structure our approach into this expanding sector of the industry."

The "weapon" which the company developed to ensure its move into the sports sector was successful is the "Pro Sport" brand, featuring high quality





# foundation is built on sand

graded sand, root zone and top dressing.

"Pro Sport' was borne out of the fact that we have such a good processing capability and combined with quarries spread up and down the length and breadth of the country which produce sand to the required quality it is a combination which gives us an excellent range of root zones, top dressings and bunker sands," explained Trevor.

"A coarse grade sand "Pro Sport" is extremely rare in the UK. You can get it but it will be mixed up with finer sand and you get the coarse and fine sand binding together and becoming an impermeable mass which water can't get through.

"The thing we are good at is pulling out and selling the coarse grade products which lets water pass around them."

The specialist bunker sands are designed so that they doesn't plug and can also be sculpted. They also comes in different shades so the club can have its preference of really white through to dark.

The company is in the process of setting up its own in-house testing facility so every 1,000 tonnes of material is routinely tested to make sure it conforms to our specifications before it goes out.

"Every batch is tested before it goes out anyway but a full spec is done every 1,000 tonnes and to have the in-house facility will give us a lot more flexibility."

The geographic spread is important because it means people or clubs who buy it don't have to pay huge haulage costs.

Hepworth has 17 quarries in the UK and five of these produce



"Pro Sport" root zone, top dressing and sand – Levensat, in Central Scotland, Chelford, in Cheshire, Messingham, near Scunthorpe, and Leighton Buzzard and Redhill in the south.

Trevor identifies the emergence of a much more discerning British public for the take up of "Pro Sport".

"The British public is a much better and more critical consumer of leisure products than ever before. If a golfer finds that his course is closed for two months of the year because of waterlogging he is not happy particularly if he discovers a pay as you play course not far away

constructed with all year round in mind is open."

A big move has been the branding of the "Pro Sport" brand name on what is a commodity product.

"When you brand something it gives you the opportunity to promote in a serious way and engender a certain amount of brand loyalty.

Up until now we have felt that we have had a solution to their problems but we haven't really banged the drum about it too much. What we are going to do is a structured education of the greenkeeper via the Golden Key and be a lot more promotionally

active in telling people what we have got."

To the layman the processes involved in maximising the benefits of a quarry are a real eye opener. Sand emerges in particles of various sizes and shapes and these are then poured through sieves of different sizes ranging from coarse (some of which is used in the North Sea Oil Industry); down to extremely fine taking in industries like the water filtration industry, the glass making industry and industrial foundry industry.

It goes into products as diverse as soap power and the set for Channel 4's Crystal Maze – apparently they wanted a sand of a very distinctive colour.

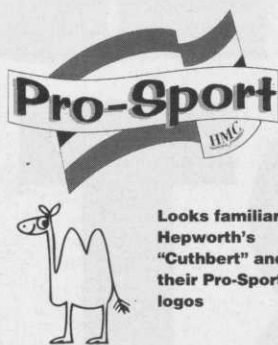
Having so many eggs in so many different baskets has helped insulate Hepworth from the ravages of the recession.

"People asked us if we suffered when the building industry slumped but we didn't. When one industry is suffering another is picking up," explained Trevor.

About 160 people work at Hepworth's magnificent, recently extended, headquarters, Brookside Hall near Sandbach in Cheshire with 15 people dedicated to the sports side of the business.

"We aren't an operation which is going to be here today and gone tomorrow. This is the start of a long association with the leisure industry.

"With the Golden Key I believe it will be the start of a good relationship which we can build up with greenkeepers and hopefully they will be impressed to see the variety of solutions we have for the problems they've got," concluded Trevor.



Looks familiar: Hepworth's "Cuthbert" and their Pro-Sport logos



NEW ATTENDANCE RECORDS ARE SET AS 4,967 VISITORS MAKE THE TREK

The ever more difficult goal of improving on the year before was achieved, yet again, by BTME 96 which saw record attendances and an approval rating which would put Santa Claus in the shade.

Over the three days of the Show 4,967 people took the opportunity to visit, a figure which is 22.6% up on the 1995 total. If that looks like setting ourselves a daunting prospect for next year we are already on the way to setting new records in '97. Since returning to Aldwark Manor the post has been heaving with yellow application forms from exhibitors requesting more stand space for next year.

As one letter reminded everyone "there are only 356 booking days to go!" which is very true but for goodness sake don't leave it until the 356th day as we invariably sell out well before the final deadline.



# BEST EVER BTME