

IN THE PICTURE

TORO TAKES TRAINING SERIOUSLY

RECOGNISING the importance of marketing and product training, TORO (International) division arranged for Lely staff their UK TORO dealer principals and senior sales staff to be flown to the USA for a thorough review of the latest TORO machinery bound for the UK.

The first of several official visits was to the TORO company headquarters based in Minneapolis which also houses the engineering and test facilities. An introduction to the new products was given in the morning, followed by field demonstrations in the afternoon. All aspects of research, design and practical application were covered.

The second day of the agenda was devoted to a tour of the fully modernised commercial plant in Tomah, Wisconsin. Here the visitors were able to see, first hand, how the machines are assembled. Representatives from the American plant identified the specific procedures undertaken to achieve the exceptionally high standard of equipment presently supplied to the UK.

This opportunity to see the manufacturing techniques was intended to provide sales people with a greater understanding of their products and, therefore, increasing their background knowledge when marketing TORO equipment.

THE NATIONAL TURFGRASS COUNCIL AND ILAM

THE National Turfgrass Council (NTC) is looking towards 1992 and the Single European Market. Sports provision, and in particular golf courses, is in a boom. The NTC, as the UK's umbrella organisation for turf, is planning to stage Euroturf '90 in May in Holland, an international turf conference of major proportion and importance.

The programme will delve into the privatisation of municipal operations in turf in many European countries, contrasting the progress made and how each has been effected, and point to future trends in the years of the Single Market to come. Visits will be made to Papendal with the Netherlands Sports Federation, and to golf



UK TORO dealer principals and Lely staff visit TORO (International) Division in the USA.

courses, football and hockey locations to see the latest techniques of construction and maintenance, and to sites of DLO work.

The conference is designed to attract a pan European audience, and Euroturf '90 will certainly be the place to be in May.

ILAM Services Limited will be organising the event on behalf of the NTC, and for further information contact Sue Stayte or Amy Patton.

SISIS SOUTH EAST

AS plans for direct representation in South East England develop and the need to provide

ground support to their existing sales team increases, SISIS have announced they have established a depot at Foxley Court Farm, Holyport, near Maidenhead, Berkshire, with good access to major road systems.

SISIS intends to base their demonstration facility at Holyport, from where Regional Manager, David Luxford, will administer the area supported by Sales Representative, Russell Jordan and a demonstrator/service engineer.

The function will effectively cover all such needs in the region including those territories with present distributor

responsibilities, as well as areas where a direct SISIS sales policy applies.

AMAZONE CONDITION-MASTER

CONTINUAL use of Redgra sports areas causes compaction, dangerous pock marking, a deteriorating playing surface. To eliminate these problems Amazone Ground Care - a division of Amazone Ltd - has developed a machine specifically designed to rejuvenate such areas.

Called the Amazone Condition-Master the machine is a one-pass combination of power harrow, roller and following brushes. In one pass it lifts, levels, rolls and sweeps the surface to take out humps and hollows, eliminate any weed growth and relieve surface compaction.

Used behind compact tractors in the 20 to 40 DIN hp category the Amazone Condition-Master has pto drive to the gearbox powering the reciprocating harrow which has twin tine bars carrying triangular shaped tines at the front and dual tines at the rear for maximum cover and stirring effect.

The following roller can be of the cage type (400mm diameter) or a flat roller (320mm diameter) and carries a scraper bar and weight box. Rubber dampers at each side of the roller mounting brackets absorb vertical shock loadings from the power harrow.

The adjustable brushes are attached to the roller frame: They consist of a full width brush at the rear and short angled side brushes that eliminate the 'ripple' effect between passes.

The Condition-Master can also be used to prepare a seedbed and, with an Amazone seeding attachment, sow grass and other small seeds in recreational and leisure areas. Working widths of the Amazone Condition-Master are 1.50, 2.00 and 2.50 metres and prices are from £4,250. Optional equipment includes a grass seed box, cage roller in place of the flat type and a heavy duty power harrow in place of the standard type.

Amazone Ground Care is based at Rowse, Pillaton, Saltash, Cornwall.



The Amazone Ground Care Condition-Master.

Don't forget to use the Reader reply pre-paid card service

IN THE PICTURE

TWENTY-SIX year old **Ian Mitchell** has fulfilled his ambition of becoming a Ransomes technical representative following six years as one of the company's demonstrators when, in addition to the UK and European continent, he demonstrated Ransomes grass machinery in countries as far afield as Japan and Korea.

Ian served his apprenticeship with Ransomes when he attended the Suffolk College and gained his City & Guilds parts 1, 2 and 3 in mechanical engineering.



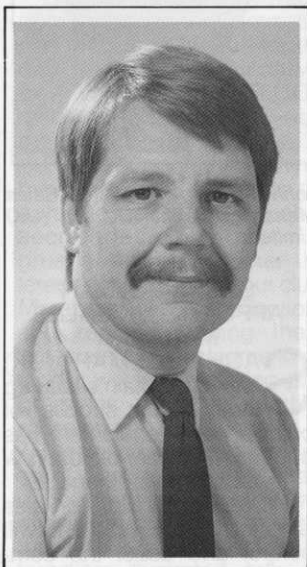
Ian Mitchell

CONSCIOUS of the need to ensure users of Ransomes grass machinery are provided with both an efficient and professional after-sales service, the company has announced the appointment of **Gerald Southgate** as Field Service Supervisor.

Educated at Bacton Modern School near Stowmarket in Suffolk, and at the Suffolk College where he gained his City & Guilds Full Technical Certificate in Production Engineering, Gerald Southgate served his apprenticeship with the Ipswich manufacturer of cranes and draglines, Ransomes & Rapier.

A work study engineer with Delta Manganese Bronze for four years, where he became a Member of the Institute of Management Services, he went on to Suffolk Lawn Mowers in Stowmarket where he was a Project Engineer prior to joining Ransomes four years ago.

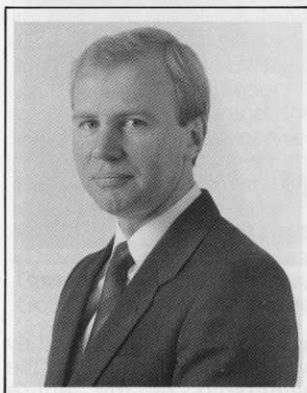
Before taking up his new appointment Gerald had been both a technical and sales representative when he travelled in North America and Europe, giving technical and sales assistance to the company's overseas distributors.



Gerald Southgate.

RANSOMES have appointed **Nigel Church** as Product Training Supervisor.

Nigel, 35, had been a demonstrator, and both a technical and sales representative with Ransomes before joining one of the company's well known dealers as a sales executive, where he gained valuable experience in selling turfcare equipment to professional users.



Nigel Church

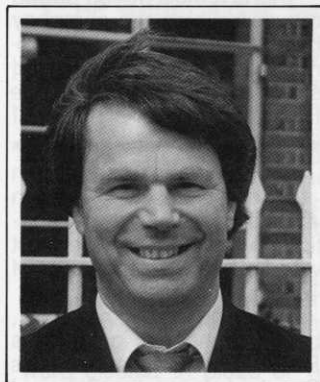
RUFFORD ANNOUNCE NEW DEAL FOR BIGGA

FOLLOWING a recent visit to BIGGA Headquarters at Aldwark Manor, **Frank Garvey**, Managing Director of Rufford Top-Dress Supplies Ltd has announced a substantially increased sponsorship package in support of BIGGA during 1990. Apart from increasing its commitment to the Association's educational programme, the company will be doubling its advertising support for 'Greenkeeping Management'.

Mr. Garvey says, "I am so impressed with the phenomenal progress made

during 1989 by BIGGA that I couldn't resist the impulse to increase my support for this worthy and progressive organisation. They are doing a magnificent job and greenkeepers for the first time in their history now have an opportunity to enhance not only their technical skills but also something which has been long overdue - their commercial awareness. This in turn will ensure that they will obtain far better value for money for their employers who hopefully will then reciprocate by increasing remuneration in recognition of the savings and a better managed golf course."

Neil Thomas, the Executive Director of BIGGA commented, "I am delighted at the continuing backing the Association receives from Rufford Top-Dress Supplies. Frank Garvey is a great believer in what the Association stands for and is achieving. A contribution such as his to our educational programme and to the development of 'Greenkeeping Management' magazine enables the progress of the Association to be accelerated. His support is greatly appreciated by our members."



Frank Garvey

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