

Scotts®: another word for good advice

Geelong Council, NSW

For years, Perth-based Turf & Irrigation (T&I) has been proving that, when it comes to great service and products, state borders are just lines on a map. For proof, you need only look to the green grass of Geelong, in Victoria.

The City of Greater Geelong Council is one of the largest local government authorities in Australia, with over 190,000 residents and 10,000 businesses, across an area of 1,250 square kilometres. Of course, sport and recreation are an integral part of the community, and when it comes to advice on the health of Geelong's turf, the council turns to people it can trust – people like T&I's Victorian representatives, Scott Kempster and Warren Braybon.

T&I has had a strong relationship with the council for around 15 years. It recommends that Council uses the Scotts range of products on all their sporting fields and ovals. According to Scott Kempster, "They were one of the first councils to switch to slow-release fertilisers, and Scotts were probably the first products they used. They did, at one stage, use a rival product, but they switched back to Scotts because it's a lot more reliable and the release is more consistent."

Geelong also boasts a glorious waterfront and tremendous environmental diversity. Scotts' commitment to environmental stewardship, and the advice of T&I's representatives, ensure the correct product choice and the best application rates for a particular turf. This helps to minimise any nutrient and chemical waste, potential site leaching and contamination of waterways.

Says Scott, "The council comes to us for advice. There's no hard salesmanship. You're actually out there solving problems. They've had some difficulties with their sand profile grounds, because of nutrient leaching. I make sure the balance is correct in the sand, and look at factors like pH, magnesium and calcium. I also advise on disease. There were issues with pythium last year. And I offer advice on how to manage their warm season oval." In fact, Scott admits to spending many hours researching problems, along with his colleague, Warren. "Warren and I share a new approach," he says. "Our job is all about solving problems, not selling hard."

Before joining T&I, Scott worked as a Golf Course Superintendent for six years. "T&I approached me to work for them, and it's been the best move I've ever made."



1. Adult Argentinian Scarab
Cyclocephala signaticollis
2. Argentinian Scarab larva
3. Adult African Black Beetle
Heteronychus arator
4. African Black Beetle larva