Kubota restructures sales operations

Kubota (UK) Ltd has brought together its three sales operations into one division working beneath a single banner - Kubota Sales. Covering the three formerly separate sales divisions of Tractors, Industrial and Construction Machinery, and Engines, the move is designed to improve customer support.

Responsibility for the new combined sales operation lies with Kubota UK's Deputy Managing Director, Rene Orban, who becomes Sales Director in charge of all Kubota product sales.

Operating from Kubota UK's headquarters at Thame, Oxfordshire, the combined sales operation will have an annual turnover in excess of £30 million. Among the products contributing to this figure are compact tractors, tracked mini excavators and small diesel engines.

HSE software launch

The Health and Safety Executive (HSE) in collaboration with Royal & Sun Alliance has publishedEssentials of Health and Safety Routing, an easy-to-use computer software package designed to help small businesses improve their health and safety awareness.

Director-General of the HSE, Timoerty Walker said: "The Essentials Routemap will assist firms to avoid accidents and ill health at work by helping them identify and control the risks their workers face." "Having a health and safety management system which is relevant to the risks or hazards involved helps ensure compliance with health and safety law, and more importantly helps reduce accidents and ill-health. Health and safety failures cost Britain up to £1.8 billion each year. The cost of work-related accidents and ill-health to employers typically £140 to £300 for each worker employed," he said.

The Essentials Routemap is available at HSE Books, HMSO and at high street book stores and retail at £95 + VAT.

Interest shown in interest-free scheme

Over £2 million worth of new golf course equipment has been financed by John Deere Credit this winter, following an interest-free scheme launched for lost time they are going to be looking for tip top conditions.

An ability to make the most of a bad situation will be a valuable weapon in your armoury.

Huxley Golf expands business

Huxley Golf, who specialise in the supply and installation of all-weather surfaces for golf, and whose customers include many of the world's top golfers and golf courses, are expanding their business in response to increasing demand from customers.

The Hampshire-based firm, owned by Paul and Barry Huxley, has developed a comprehensive range of artificial turf surfaces which includes putting greens, golf greens and target greens, golf course tees, practice tees, pathways, lawn and standing areas, cartways and driving range landing zones.

Huxley Golf's customer list includes Ian Woosnam and Daren Clarke, who are among several golfers who practise at home on Huxley Golf all-weather greens.

"Our business with golf courses has grown fast, but we could expect Huxley Golf all-weather tee and then come back for more. Several clubs now have 18 tees, while pathways are now becoming popular. Last year we introduced our new all-weather putting greens and we only just coped with the demand. Because of this, we appointed five new Huxley Golf Specialist Area Distributors and Installers, in addition to our Scottish operation. These new Distributors are now doing well and we are looking to appoint several more in key parts of the United Kingdom and also overseas," said Paul Huxley.