The British - polite, respectful, dignified, like their own space, detest queue jumpers, adopt a stiff upper lip and continually apologise - What are they good at? Innovation and celebration…and no, we are not apologising for being an innovative nation!

Melissa Toombs and James de Havilland celebrate the Best of British manufacturing in this special supplement

SISIS EQUIPMENT (Macclesfield) LTD - 2007 is a special year for SISIS, which is celebrating 75 years of innovation

In 1932 William Hargreaves, a 50 year-old steam engineer, could see his business ending - a casualty of The Depression. However, he could foresee a growing interest in physical recreation, and on 11th February 1932, founded W.Hargreaves & Co Ltd, using the registered trade name SISIS, and based in a converted chapel and cottages in Cheadle, Cheshire. The Company moved to a modern, custom-built factory in Macclesfield in 1962. By 1965 the Trade Name SISIS had become synonymous with the products and the company was renamed SISIS Equipment (Macclesfield) Ltd.

The first products were tennis and netball posts, and a game called Spiropole. A visit by William Hargreaves to the Board of Greenkeeping Research at Bingley (now STRI) sparked an interest in aeration and the challenge of mechanisation.

In the early days William Hargreaves was something of a pioneer - having to convince people that grass grew better if you put holes in the ground, before he could think of selling them an aerator. From a basic hand operated aerator and horse-drawn slitters a range of machines was developed.

Now the company offers aerators and deep slitters for every situation, including their new Aer-Aid. The Aer-Aid injects air directly into the root zone speeding up the aeration process and delivering the benefits of reduced compaction and healthier growth faster than conventional aerators, with minimal surface disturbance.

SISIS introduces new products every year, with the aim of making greenkeepers’ lives less arduous. All products are designed and manufactured at the Macclesfield factory. In addition to aerators and scarifiers the SISIS range includes mowers, seeders, sweepers, top-dressers, rakes, brushes, drag-mats, rollers, line marker – even a land clearer and beach cleaner.
produce user friendly, control systems with an outstanding level of reliability. The Heron two wire irrigation controller has proved so reliable that it is exported to some of the most challenging environments in the world, for example Florida and Australia.

SISIS is a direct sales organisation with Territory Managers based around the country and has around 40 distributors worldwide (selling to countries as far apart as Mexico, Russia, Egypt and Iceland) and SISIS Inc, based in South Carolina with a network of distributors for SISIS Sales and Service in USA.

HERON – Specialists in Irrigation Control

Heron is a Sussex based electronics company dedicated to the design and manufacture of irrigation control systems.

Two brothers, Jimmy and David Carter, founded Heron 19 years ago. The company initially designed and manufactured a multi-wire irrigation controller for the horticulture industry.

In 1991 they launched their two-wire irrigation controller the MCI-100S. 10 years ago they introduced pH control systems to their product range. Over the years the company has expanded steadily both within the UK and overseas.

Jimmy and David pride themselves on developing their products by listening to their customer’s needs. They have exploited the latest innovations in technology to develop the features of their irrigation controllers and

Heron is committed to developing their products to use water efficiently. Their irrigation controllers already integrate with a number of sensors. Next year will see the full integration of the MCI-100S irrigation controller with a Heron weather station.

The MCI-100S two-wire irrigation controller can operate as a standalone controller or be operated from a PC using Heron’s Ground Control software. There is also the option to dial up and operate the controller via a mobile phone. The controller has been built with a unique lightning surge suppression feature utilising optical technology.

With Ground Control, no dedicated PC is required. The irrigation controller still operates the irrigation, giving you a much more reliable control system. Multiple irrigation controllers can be run from one PC. Estimated water usage is calculated and actual water usage can be reported.

HUNTERS PROMOTIONS LIMITED – Golf Course Products

Hunter’s Promotions is a husband and wife team based in Wick, Caithness, in the Scottish Highlands. John Hunter is Managing Director and his wife Christine, Director.

The company came about through John being heavily involved with Wick Golf Club - he is one of the countries longest standing captains, having served 16 consecutive years. During this spell John was privileged to re-design part of Wick golf course and it was in this period of time that he came up with new ideas and inventions for greenkeepers. He then decided, after being made redundant after 33 years in the music manufacturing industry, that he would start up Scotland’s only manufacturing facility for golf course products.
The company was started in May 2003 and during this time the range has been extended to over 25 products with many new ideas still in the pipeline. The extensive customer list includes many very famous courses throughout the whole of Britain and Northern Ireland, and is continuing to grow.

Out of the range of products there is no doubt that the wooden slatted bins are proving to be a big hit along with our very high quality traffic control frames. We travel around the country extensively, demonstrating our products and letting greenkeepers see and feel the quality first hand. Although we are based in the North of Scotland this is no hindrance - as we have proven over the years - and our aim is to continue to satisfy our many customers and to introduce our company to as many golf courses as possible.

**TERRAIN AERATION**

**Providers of compressed-air de-compaction treatment**

David Green, the Managing Director of Terrain Aeration, designs, builds and develops the company’s unique Airforce Terralift machines, supervises site visits, liaises with customers and trains all machine operators.

Lynda Green, Operations Director, oversees all other aspects of the business including sales, finance, transportation and forward planning.

Based in Suffolk, Terrain Aeration was founded in 2000 and has become the leading provider of compressed-air de-compaction treatment at a depth of one metre. The couple started with a standard, original Terralift machine, which over the last six years has been adapted to improve both speed and performance while remaining true to Terralift principles. David and Lynda Green are the people manufacturing new machines of this type.

Terrain Aeration now fields the largest fleet of Terralift machines in Europe – two lightweight Airforce Scamper machines for golf greens, bowling greens, cricket squares and croquet lawns, two Airforce Trackers for small, difficult to access areas including back gardens and Airforce, the largest of the fleet, ideal for football, rugby and all winter sports pitches, polo fields, race courses and large areas of parkland. Utilising the Terralift injection technology, in addition to their compressed – air de-compaction service, the company can inject water-storing polymers to combat drought, oil digesting bugs to de-contaminate soil, and mycorrhizal fungi to aid the establishment of newly planted trees. In addition their Airblaster can safely excavate tree roots to establish spread, and their soil corer can take accurate soil samples from the surface to a depth of one metre.

Airforce scamper has been developed to work away from the main air compressor, which is attached by an umbilical air hose.

Another great seller is the Airforce Tracker. Built on a reliable Honda base, Airforce Tracker is designed to treat rough turf or bare ground in difficult to access areas.

**DENNIS – A world-renowned brand**

Dennis dates back to the late 19th century, early products having included motor tricycles, cars, lorries and fire engines. Mower manufacture began in 1922 and Dennis soon became the name on the equipment used on the world’s fine lawns and sportsfields. In 1981, the company transferred to
Derby and massive investment in new products and manufacture followed. Today, Dennis machines are used by groundsmen, greenkeepers and landscapers at public and private sector facilities the world over.

Ian Howard is Managing Director of Dennis. He believes the key to the company’s success is listening to their customers, having a sound knowledge of the UK market and producing British products for British conditions.

The company’s pro-active design philosophy is typified by the ingenious Dennis FT range of pedestrian cylinder mowers, which feature specially developed cassette attachments that can be quickly interchanged.

These include verti-cutters, scarifiers, aerators and turf brushes, as well as various mowing reels. As well as the precision finish to turf that Dennis equipment is famous for, the versatility of the FT machines enables grounds professionals to use one product for many essential tasks, maximising operational efficiency.

Another British success story is Dennis’ Sport Ultra. Derived from the Sport pedestrian mower, which was developed specifically for work on fine turf like golf greens and features simple click-adjust cutting height adjustment, the Ultra incorporates a powered tungsten tipped groomer reel.

Dennis also recognise how changing Health & Safety regulations influence product choice. The handlebar mechanism and other refinements to Dennis machines have been developed in conjunction with experts in the field. This includes research carried out at universities as well as by the development arm of QinetiQ, one of the world’s leading technology companies.

Continuing to flourish, Ian Howard reports ongoing sales growth and an annual turnover now in excess of £2m. Dennis strives for continuous improvement of their quality British-engineered products to suit changing customer needs.

BERNHARD AND CO – Manufacturers of Express Dual and Anglemaster sharpening machines

Bernhard and Company, based in Rugby, Warwickshire, is owned by Stephen Bernhard and grew from the export services division of Jeffery Bernhard & Sons – a family firm with a long and successful heritage in commercial landscaping and horticulture.

The landscape division encompassed the construction and maintenance of golf courses and it was here that Bernhard’s founder, Stephen Bernhard – an experienced agronomist and horticulturist – developed a special interest in the technical issues surrounding the cutting of grass. In particular, the critical effect that grinding technique had on turf quality and mower maintenance benefits.

Disappointed by the many inadequacies of the cylinder and bottom blade grinders then available, Stephen acquired Atterton and Ellis Ltd, the original manufacturers of spin grinding machines whose origins date back to the 1880’s. Together they redeveloped a range of precision grinding systems, specifically to meet the practical demands of busy maintenance workshops.

The result was the redesigned Express Dual cylinder grinder and the Anglemaster bottom blade grinder. Express Dual and Anglemaster transformed workshop practice and boosted productivity. Moreover, they produced a cleaner cut which caused less damage to the grass, improving its health, disease resistance, appearance and playing quality.

Bernhard and Company started to export its grinding system to golf courses and mower maintenance shops around the world. One of the biggest challenges was the North American market where grinding practice was largely based on the use of traditional, low cost US machines.
(single blade grinders) and there was an understandable resistance to change and investment.

Undaunted, Stephen embarked on a series of educational workshops for golf course superintendents and technicians across US in which he demonstrated the many benefits of effective precision grinding and the huge impact it had on both maintenance costs and turf health.

This educational effort, coupled with recommendations from satisfied customers led to a rapid growth in sales. This was recognised in 1997 with the Department of Trade and Industry’s Export Award. Today, over 30 years later, the majority of the world’s top golf courses use Express Dual and Anglemaster grinders in their workshops, including 75 of the US Top 100.

LLOYDS & COMPANY LETCHWORTH LTD - Celebrate their 130th anniversary in 2008

Lloyd, Lawrence & Co was founded by John Post Lawrence in 1878 as an agency for the import and sale of American Pennsylvania mowing machines in the City of London. In 1913 John Lawrence decided that Letchworth would be an ideal new location for the company, thus beginning the company’s long and deep association with the First Garden City.

In the 1930’s the decision was taken to manufacture the machines in the UK. Production of the first Letchworth-made Pennsylvania machines started in early 1934 and this was followed by machinery such as: motor mowers, gang mowers, lawn sweepers, lawn rakes, lawn sprinklers, mechanical scythes and electrical hedge trimmers.

Lloyds today still remains a privately owned company with many of its employees having a vested interest and, as a result, retains the philosophy of giving a personal service in the supply and maintenance of high quality products to the professional market.

PERKINS ENGINE COMPANY LTD – Celebrating 75 years of diesel engine manufacture

Peterborough based Perkins Engines build both diesel and gas power units from 5 to 2,600hp. That is some product range! For compact equipment and ride-on mowers, the naturally aspirated 13-60hp two-three- and four-cylinder 400 series engines are key power units. These recently launched motors offer increased service intervals at 500 hours, lower emissions and much improved refinement over the units they have superseded. They are also the first in their class and power category to be offered to meet tough Tier III emissions standards.

Built in Peterborough as part of a joint venture with Shibaura of Japan, 400 series engines are used to power a wide range of mowers and utility vehicles, including machines produced by Ransomes Jacobsen.

Perkins success can be traced to it being a genuine pioneer. The company’s P4 and P6 engines of 1937 introduced affordable and efficient high-speed diesel power to an era dominated by petrol and petrol/paraffin (TVO) powered commercial and agricultural vehicles.

A key customer post WWII was Massey Ferguson, the latter taking over the company in 1959. Caterpillar subsequently took control of Perkins in 1998, creating what is now the world’s largest diesel engine manufacturer. Frank Perkins, who died in 1967, would have been proud that his company survives not just as one of Britain’s leading exporters and employers but continues to innovate in the 21st century.

Perkins engines are used to power products that range from power boats and yachts through to tractors and ride-on mowers.

Massive investment in recent years will see a growing number of customers for its latest 400 series power units, these engines offering excellent refinement and long 500 hour service intervals
ALLETT MOWERS LTD

Founded by Reginald Allett in 1955, Allett Mowers Ltd has produced some impressively long-lived professional cylinder mowers over the years. This reputation for longevity is matched by first class mowing performance, the company’s pedestrian cylinder mowers having a strong following not just for summer sports turf but also high profile amenity areas. The Commonwealth War Graves Commission use Allett mowers in cemeteries around the World.

More ‘recent’ Allett mowers are easily recognised by the ‘trade mark’ stainless steel drive cover, with the 20, 24 and 27 inch Buffalo enjoying an enviable reputation as one of the best general purpose pedestrian mowers of its type.

The company’s current range includes the 36 or 42 inch Regal sports turf model. Named after company founder Reg Allett, the ‘RegAl’ is another key model in a range of models that also includes the C20 interchangeable cassette mowers. Scarifiers, slitters and aerators are also produced from the company’s works in Arbroath, Scotland.

Sales Director Roy Allett has seen growing interest in his company’s mowers among golf clubs, particularly the 20 or 24in Tournament model. Fitted with a groomer, these mowers deliver the high quality of cut demanded for fast, consistent play. Now part of the Reekie Group, Allett mowers still offer a personalised service, with great emphasis placed upon product quality.

TURFMECH MACHINERY LTD

The impact made upon the turf industry by privately-owned Turfmech will be well known to turf growers. The company was responsible for importing and manufacturing equipment that has helped drive turf quality forward, with the improved mowing and harvesting systems now employed by many leading turf producers owing a great deal to the foresight and determination of Turfmech founder and Managing Director Austin Jarrett.

The company began life as a provider of contract turf maintenance services, branching into the distribution of mowers, blowers and turf vacuums. Turfmech Machinery evolved to become a major equipment supplier in its own right, with a range of products that includes mowers, scarifiers, aerators and other turf-care equipment.
producer in its own right, manufacturing, marketing and supporting a product range specified and used by turf growers, groundsmen, course managers, greenkeepers, contractors and turf and grounds maintenance professionals throughout the British Isles and overseas.

Although well known in golf circles for its low impact top dressers, blowers and vacuum equipment and the EarthQuake range of rotary turf decompactors, Turfmech mowers also have a leading role to play in large area mowing. The company’s MaxiMow 13 and MaxiMow 17 trailed hydraulic gang mowers, for example, have a massive 9.06 and 11.75m operating width, making them what is believed to be the largest mowers of their type in the world. The Pro-Max 36 rotary is another wide area model, with a 10.9m working width.

Although these mowers are targeted primarily at turf growers, their efficiency has a knock-on effect for the golf and landscaping industries. The cost of growing quality turf can be more tightly controlled when kit like this is used, this in turn helping to keep turf a viable option for large area re-turfing projects.

Although remaining a relatively small company, employing around 30 staff at its Hixon, Staffordshire base, Turfmech is a strong advocate of British engineering skills, supporting graduate training and promoting further education for numerous past, present and future employees.

The Turfmech TM5 vacuum collector can be fitted with a choice of brush or scarifier suction heads. Ideal for working on large areas such as fairways and parks, the TM5 can be fitted with a wander hose. Among the latter’s many uses is litter bin emptying, a useful extra for staff clearing up following a golf tournament or music event.

CLASSIC TEAK - Great British craftsmanship isn’t dead, it’s alive and well and living in Yorkshire

Classic Teak pride themselves on having retained the art of master carpentry and on using it to produce the very best hardwood outdoor furniture. This ethic and stance has been the cornerstone of the company since inception in 1923.

In today’s market quality is often vying for position, the outdoor furniture industry being rife with inferior products imported from across the globe. The simple equation is quality versus cost versus value; the misconception is often that value and cost are the same thing, which of course they are not. Classic Teak’s customer base spans the entire range from schools, landscapers, parks and gardens to major hotel chains and the Sandringham Estate.

For top products the quality depends as much on the choice of materials as on the workmanship and being able to source the correct wood for the job is vital. It takes great experience and care to make the right selections. The wood for used to make Classic Teak’s products comes from plantation stock or correctly managed sources, underlining the need for environmental awareness in today’s climate. This is also one of the reasons why you won’t find Classic Teak’s furniture in any multiple store or high street chain, as they do not support the ‘pile it high and sell it cheap’ system so widely prevalent in some of today’s outlets.

“It’s not old fashioned to want to produce great quality products, it’s a British tradition and it’s our heritage that’s at stake if we don’t,” said Karl.

ALLIED TURF TECH – A small British family business

Allied began life 22 years ago as sub-contract toolmakers, designing and manufacturing engineering production solutions to many types of industry, The Founder and Managing Director, Stuart Booth had a history of working within major British engineering companies, such as Alfred Herbert, and used this experience to begin manufacturing volume
The resultant rotary mower soon attracted interest from all that saw it, the net result leading to Mr Hayter giving up building houses and concentrating on mower manufacture. Over 60 years later, the company has evolved into a leading producer of both domestic and professional mowers from its plant in Spellbrook, Hertfordshire. Indeed, the Hayter name has often been used generically to describe assorted grass toppers and bank mowers.

In February 2005, the company was acquired by Toro, with manufacturing at Spellbrook continuing to thrive. The company now offers a broad choice of walk behind, ride on and trailed mowers for a wide variety of applications.

RANSOMES JACOBSEN LTD – Celebrating 175 years of manufacture
Ransomes Jacobsen celebrates 175 years of cylinder mower manufacture in Britain this year. In fact Ransomes was the first company in the world to build cylinder lawnmowers in volume, the company’s first models of precision parts for all kinds of engineering based industries, ie, Textiles, Food Packaging, Automobile, Aerospace, Machine Tools, M.O.D. etc.

Despite manufacturing and supporting other British companies, the company began to look for ideas for their own product range. The founder lived next to Northcliffe GC, Shipley, who asked if Allied Turf Tech could make some aeration tines upon which the company decided to become involved in re-engineering a whole range of turf blade consumables to be substantially harder and perform better than “original parts”, direct to British Golf Clubs.

The product range continued to grow with innovations such as the Star Tine, affording the greenkeeper a much larger choice of Aeration Tines. In a number of cases only a “special” will do and on that score Allied’s purpose built turf blade machine shop is on hand for design and quick turnaround.

Further developments on the shop floor gave Allied a CNC Laser Profile Machine which is perfect for quick turnaround of flat blade type products in any shape or form. It was this facility that led to the innovative product – The Tine Comb (Patent Pending). This basically does away with the accepted design of a tine holder and singular tines.

The team: Jamie Booth, Stuart Booth MD, Matthew Booth

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Allied Turf Tech is now supported by the founder’s sons, Matthew and Jamie Booth, who are really proud to say they make everything they sell and also support other British suppliers.

HAYTER – A leading producer of professional mowers
Douglas Hayter started manufacturing mowers in 1946 thanks to a bit of lateral thinking. Originally a house builder, he needed to keep the grass leading to the sheds in which he dried timber under control. This was just after the end of WWII, and mowers of any description were hard to come by. Faced with the option of using a scythe or coming up with his own solution, he set about building a mower from a dustbin lid and redundant two-stroke motorcycle engine.

The resultant rotary mower soon attracted interest from all that saw it, the net result leading to Mr Hayter giving up building houses and concentrating on mower manufacture. Over 60 years later, the company has evolved into a leading producer of both domestic and professional mowers from its plant in Spellbrook, Hertfordshire. Indeed, the Hayter name has often been used generically to describe assorted grass toppers and bank mowers.

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1832 being made under licence from inventor Edwin Budding. Protected by a patent filed in 1830, the JR & A Ransomes manufactured mowers were initially sold for domestic use and signalled the beginning of lawnmower production in the UK.

Although Ransomes Jacobsen no longer produces domestic lawnmowers, it has grown to become a global leader in professional mower production, supplying equipment to golf courses, local authorities, landscape contractors, sports clubs and major sports stadia around the world.

In 1998, Ransomes was acquired by US based Textron Inc., integrating with the existing Jacobsen company to become Ransomes Jacobsen Ltd. This marked a new era of development and investment for the Ransomes element of the company. Textron, a multi-industry organisation, has a turnover of $11 billion, employs approximately 40,000 and operates in 32 countries.

Initial fears that the Ransomes name would disappear have proven unfounded, although an early decision to ‘re-brand’ all former Ransomes golf equipment did disappoint some; the Ransomes name is now used solely on the company’s successful municipal, commercial and sports mower and equipment range.

This change has not seen the end of British-built golf maintenance equipment with the famous Ipswich factory continuing to produce mowers in Jacobsen orange livery. Among the impressive range of models produced in the UK are the G-Plex III ride-on greens mowers, the Fairway range that includes the 250, 305 and 405 models, the HR-6010 batwing rotary mower and the AR250 fine cut rotary mower for semi-roughs. Completing the line-up are the AR3 and TR3, two machines that use the same tractor unit but with a choice of cylinder or rotary decks depending on the application.

Ransomes equipment for the municipal sector retains its distinctive green livery. Recognised across the globe, the Ransomes professional mower range includes walk-behind models with cutting widths of 51-91cm, the HR-3806 out-front rotary, the Highway and Parkway triplex mowers and the five-unit Commander with its 3.5 metre cutting width. Tractor mounted mowers, both ground driven or with hydraulic drive, complete the company’s impressive UK manufacturing line-up.

The manufacturing facilities at Ipswich occupy some 242,000 sq ft and have recently received £3 million worth of investment. The plant provides a light, modern and safe plant for skilled technicians to virtually hand-build each machine. If that suggests old fashioned practice, it is not meant to. Advanced laser cutting equipment, a new tube bending machine and a new robot welder have recently been installed, bringing the Ipswich factory bang up to date.

“Our 175th anniversary is a hugely significant milestone in the history of the company; from the first Budding machine in 1832 we are now one of the leading grounds care machinery manufacturers in the world,” said Ransomes Jacobsen MD David Withers. “Our mowers have been supplied to monarchies and nobilities across Europe and Asia and our name has become a by-word for quality British engineering. Over the years the company has had its ups and downs, but today it is a vibrant market leader, with a modern manufacturing plant that provides employment and career opportunities to the people of Ipswich.”

If you look at the grounds care manufacturing industry today, you’ll find a huge number of people who either began their careers in Ipswich or have worked for the company and this has been the case for decades. On a personal basis, I am delighted to be heading a dynamic management team at this significant moment in the company’s history and thank everyone, past and present, for their contribution.”

BIGGA readers are the first to see the latest hand-made bronze trophy by exclusive studio Thomas & Peters – and can get 20% off this and selected items for 28 days.

British company, Thomas & Peters, has been leading the way in designing figures and miniatures of clubs, bags, other equipment and much more for 25 years and sells only its own original trophies.

See: www.golftrophies.com for more information.