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Bailoy Products has
Managing Director, Paul Butterly.

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Distributor for the Walker commercial, zero-
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FEBRUARY 2012 FEBRUARY 2012
the latest turf industry news from around the globe

Speedcut celebrates 35 years

Speedcut Contractors celebrated 35 years in the sports turf business at BTME.
The company completed five major football projects last year and built golf course tees, greens, ponds and bunkers at major golf clubs, including Foxhills Golf Club and Resort and Kingswood. Other golf clubs worked on included, among many others, Staverton Park, Piltdown, Sandown Park, Wimbledon Park in London, Worthing, Sundridge Park, Lee-on-Solent, Nizels, The Oaks, Lingfield Park and Boyne Hill Golf Centre.

"This has been one of our busiest years ever," said Speedcut Managing Director Nick Darking, who founded the business at his Bedfordshire, Hertfordshire and North London region. Ed Scambler for the company commented: “We see the AS Moser commercial range as a first class addition to our expanding professional grounds care offering.” Scott Lelliott of PSD Groundcare hands the first part of the AS Motors stock order to Gordon White of Scambler’s.

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"We are also actively establishing all necessary sales support and spare parts infrastructure to deliver the best service possible for the UK professional grounds care sector,” added Paul.

A FIRST CLASS ADDITION

AJ Scamblers has confirmed their appointment as dealer for the AS Motors ride-on and pedestrian commercial mowers range throughout the Cambridgeshire, Bedfordshire, Hertfordshire and North London region. Ed Scambler for the company commented: “We see the AS Moser commercial range as a first class addition to our expanding professional grounds care offering.” Scott Lelliott of PSD Groundcare hands the first part of the AS Motors stock order to Gordon White of Scamblers.

Promotion for Nick

Having given 22 years of service, Nick Darking has been rewarded with promotion to General Manager of family based Charterhouse Turf Machinery. CTM are the UK arm of Redmain, the Dutch manufacturer of many leading types of groundcare equipment including the iconic ‘Verti-Drain’ aerator.

Nick, 41, began working in the workshop in 1989 and has moved up the sales tree through being a Demonstrator, Territory Manager and latterly Sales Manager.

“Nick has been our ‘man on the ground’ for over 22 years now and it is fitting that he steps up to General Manager status. His solid understanding of our unique product range has helped the company maintain its market leadership in Aerators, especially large scale ones that we have pioneered,” said Herman de Bree, Sales & Marketing Director.

In any spare time that Nick has he likes to play a round of golf and take in as many music concerts as he can.

What do you like about your current job?
I have recently changed roles and now head our direct sales division and oversee our recently launched webshop. This has taken me fully out of my comfort zone and I am really enjoying the new challenge, particularly the procurement of new product lines and the increased contact with our customers.

What changes have you seen during your time in the industry?
The relentless progress in computer and pump technology. When I first started supporting irrigation systems, not every customer had a phone line at the maintenance facility, let alone an internet connection! Now I can support the irrigation controllers and pump stations of more recent clients from my smartphone.

Where do you see yourself in 10 years time?
I have a young family of three girls and have become a taxi service to take them to a myriad of parties and other activities.

What do you like to do in your spare time?
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Baioy Products has announced the appointment of Phil Chardwick as its new Technical Sales Manager. Phil has worked with the Bailoy team for 17 years – 10 of which were spent in his previous role with the company’s product distributor Lely UK, where he offered technical support across both the Bailoy and Toro irrigation brands. But with Phil’s particular passion for Bailoy’s Gemini-Trident Irrigation (CTI) system, this newly created position was a natural progression of his technical expertise and dedication to contractor and customer support.

Commenting on his appointment, Phil says: “I’ve always had a bit of a soft spot for GTI - in fact, I’ve been affectionately known as Mr GTI at times! This new challenge allows me to specialise in a smaller product range, as well as offer more direct, dedicated support to GTI contractors and end-user customers. I’m also looking forward to having more input into product development.”

Phil’s role will see him develop sales, nurture contractor relationships, and provide training and support to end-users as part of Bailoy’s active business-expansion programme. In the long-term he is also keen to extend the high standards of product knowledge and installation among UK and Ireland contractors into Europe and other countries worldwide.

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“Nick has been our ‘man on the ground’ for over 22 years now and it is fitting that he steps up to General Manager status. His solid understanding of our unique product range has helped the company maintain its market leadership in Aerators, especially large scale ones that we have pioneered,” said Herman de Bree, Sales & Marketing Director.

In any spare time that Nick has he likes to play a round of golf and take in as many music concerts as he can.

“Now having the responsibility of being General Manager will limit free time, but will be worthwhile as we project CTM into the next phase of its history,” he said.

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“This has been one of our busiest years ever,” said Speedcut Managing Director Nick Franklin, who founded the business at his Oxfordshire home in 1977.

“BTME is very important for us because it is an opportunity to network with many clients and machinery suppliers we work with during the year.”