BAILOY APPOINTS NEW TECHNICAL SALES MANAGER

Having given 22 years service, Nick Darking has been rewarded with promotion to General Manager of Surrey based Charterhouse Turf Machinery. 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 broad understanding of our unique product range has helped the company maintain its market leadership in Aerators, especially large scale ones that we have pioneered,” commented: “We see the A S Motors commercial range as a first class addition to our expanding professional grounds care offering,” Scott Leeslott of PSD Groundcare. “Hands the first part of the A S Motors stock order to Gordon White of Scamblers.”

A FIRST CLASS ADDITION

AJ Scamblers has confirmed their appointment as dealer for the A S 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 A S Mower commercial range as a first class addition to our expanding professional grounds care offering.”

BAILOY APPOINTS

FGM Claymore Ltd has been appointed UK Distributor for the Walker commercial, zero-turn, out-front, direct-cut mower range. With his 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, service 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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“Our regular and random profile of an industry figure continues with this month’s lucky number...”

Name: Adrian Abbott
Company: MJ Abbott Ltd
Position: Technical & Sales Director
How long have you been in the industry?
“I have worked for the company since 1988, but I didn’t get a run on a golf course until 1995.”

What’s your number?
“BTME is very important for us because it is an opportunity to meet up informally with many clients and machinery suppliers who we work with during the year.”

Where do you see yourself in 10 years time?
“Hopefully still in the industry and with a full head of hair!”

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.

What do you like to do in your spare time?
“I have a young family of three girls and have become a taxi service to take them to a myriad of parties and activities.”

What do you consider to be your lucky number?
“3. Find out who Adrian has picked next month.”

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 website. This has taken me 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 other jobs have you done?
“Mechanic, Workshop Manager and Water Engineer.”

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