



Industry Update

NEW APPOINTMENT

New Holland has announced a further new appointment to its Groundcare dealer network. To strengthen their customer service in the central belt of Scotland, Bryson Tractors Ltd has joined New Holland's list.

Bryson Tractors Limited is a long established company very active in the agricultural sector. Their new groundcare division has been created to focus on the groundcare market. Nancy Bryson will be heading this division and has lots of experience in the local authority sector with very strong relationships with several local Councils throughout Central Scotland.

James Doyle, Manager of New Holland's Special Focus Group, announced the appointment by saying, "In Bryson Tractors we've found a dynamic company with good contacts, and Nancy has strong links with the market she's going to serve. This appointment is especially important to us in a year where customers are looking at every penny they spend. With Nancy's expertise she can show them the features of blue tractors which will give them great value for money."



NEW SEED TO HELP PROMOTE GRASS GROUP GROWTH

The Grass Group has appointed Lee Ashcroft as its Northern Area Sales Manager.

Lee joins The Grass Group with nearly 20 years of experience working within the groundcare industry and will be responsible for the Northern dealer network, backing them up and offering support with demonstrations and business development.

Paul Trowman, General Manager, commented on the appointment, "We are delighted to welcome Lee to the team and we are sure he will be a great asset to us, his appointment further underlines our continued growth and development in the UK and our commitment to ensure our dealers success with our products."

GO ONLINE

Lamberhurst Engineering, the sole UK importer of Ferrari tractors, Caroni mowers, Seppi mulchers, Pellenc pruners and the Brogio flail head has launched a new company website at: www.lameng.com

More information for customers along with a brand new shop with over 500 products features on the brand new website.



James Doyle from New Holland and Nancy Bryson from Bryson Tractors

TERRAIN ACQUIRES C & P SOILCARE

Terrain Aeration Services has acquired the assets of C&P Soilcare, which has ceased to trade.

Included in the machinery bought by the Suffolk based aeration contractor is the Terralift 2000, the only other Terralift type machine to exist in the UK outside Terrain Aeration's Airforce Terralift fleet. Originally designed and built by David Green, now MD of Terrain Aeration, the Terralift 2000 will be completely re-built in Green's workshops to emerge as yet another Airforce Scamper Terralift. The Deep Drill, also bought by Terrain Aeration was brought into the UK, by

Lynda Green, now Terrain Aeration's Operations Director, who was the first to offer this form of aeration service 15 years ago.

"This machine will be completely stripped and rebuilt before putting into service later in the year," said David Green.

"As the only company offering a one-metre deep compressed air de-compaction service combined with the injection of seaweed nutrient, mycorrhizal fungi, water-storing polymer or de-contaminating biological bacteria in the UK, we warmly welcome all former customers of C&P Soilcare."

BACK IN BUSINESS

Gary and Sue Mumby have announced that BLEC (Global) Ltd a company of which they are the shareholders and directors, have purchased the business and assets of BLEC Landscaping Equipment Co Ltd (in administration) acting by their administrators PKF (UK) LLP.

The new company BLEC (Global) Ltd will be managed by Gary and Sue who are pleased to be back in the business, after a difficult and stressful period in their lives, but they would like to take this opportunity to thank everyone who contacted them from around the world with their good wishes and support during this time.

BLEC (Global) Ltd will continue to manufacture and supply a wide range of machines and the parts department is also up and running for any parts requirements you may have.

FIRM GROWTH

Dennis has reported 2008 as its best ever trading year with sales up 14% on 2007. Market share has expanded in bowls, cricket, tennis, football, rugby and ornamental lawns, while also working closely with the golf market.

GLOBAL WEBSITE LAUNCHED

Ransomes Jacobsen has launched a new global website, merging the two independent sites previously hosted by the UK company and their sister company Jacobsen in the USA. A wide range of additional features and enhancements, including animation, have been introduced to make the site more user-friendly. For more information, visit the new site: www.ransomesjacobsen.com



EXCLUSIVE DISTRIBUTION AGREEMENT

Alex Cruickshanks, of Turftec Agronomy, and David Goldstone of Tower Sport (Europe) Ltd after agreeing an exclusive sole distribution agreement throughout Scotland.

Alex is better known when wearing his Daval Industrial Products hat, but since setting up Turftec Agronomy, has enjoyed success in the Scottish amenity marketplace. To further enhance the product portfolio it was decided to utilise Tower's specialist knowledge when looking at wetting agents, as well as many other water management products developed and used successfully throughout Tower's European distribution network.

"This now gives our customer base the opportunity to have a one stop shop, with a technical back up thanks to Tower of being second to none. This also provides our customers with the most up to date and technologically advanced products in the market today," said Alex.

"Having built up the some very prestigious clients throughout Scotland, Turftec are ideally placed to maximise the potential of the product range while providing a distribution service second to none," said David.



NEW ADDITION

Precision Laboratories announced the addition of David Keating to its Turf and Ornamental Sales Team. Keating will assume the role of District Manager for the northeastern United States.

"David brings a diverse background along with solid experience in the fertiliser and specialty chemistry industries. His successful track record will be an asset to Precision," said Don Spier, Vice President of the turf and horticulture business for Precision Laboratories. "His past accomplishments

ALL-WEATHER GOLF SURFACES PROVIDE AN ANSWER TO WATER SHORTAGE

Huxley Golf has announced the appointment of a new distributor in Cyprus to look after sales and installations of the entire Huxley range of golf practice, teaching and playing aids. Trading as Huxley Golf Cyprus, the new company is based near Limassol and is owned and operated by golf course designer and keen golfer, Mike Keay.

Speaking enthusiastically about his appointment, Mike said: "Huxley Golf has proved it's the real thing by gaining official supplier status from the Professional Golfer's Association. The PGA has had a long-standing working relationship with Huxley Golf since 1990 and recognises the company as the leader in its field."

Mike Keay, who studied Golf Course Design and Construction at Guelph University in Ontario, Canada, is keen to demonstrate the benefits of Huxley Golf's premier all-weather surfaces to golf course operators, golf enthusiasts and professionals. He explained: "Golf is still a relatively new sport in Cyprus. However, a small number of excellent courses are operating and more are planned."



are certain to bring additional value to current and potential customers. David's knowledge of the fertiliser industry will support the release of our new nutrient product, Uptake Technology™."

Keating will be responsible for professional turf sales and customer relationship management.

David will promote Precision's "Best of Class" products that maximize resource management, saving customers water, time, money and labour.