



BAILLOY APPOINTS NEW TECHNICAL SALES MANAGER

Bailloy Products has announced the appointment of Phil Chadwick as its new Technical Sales Manager.

Phil has worked with the Bailloy 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 Bailloy and Toro irrigation brands. But

with Phil's particular passion for Bailloy's Gemini-Trident Irrigation (GTI) system, this specially-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 Bailloy'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.



Promotion for Nick

Having given 22 years service, Nick Darking has been rewarded with promotion to General Manager of Surrey based Charterhouse Turf Machinery

CTM are the UK arm of Redexim, 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.

"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.

FGM Claymore to distribute Walker range



FGM Claymore Ltd has been appointed UK Distributor for the Walker commercial, zero-turn, out-front, direct-collect mower range.

"We are delighted to have secured this agreement, the Walker range has a reputation as a premium brand offering quality, performance and reliability," said Managing Director, Paul Butterly.

"We are very excited about the addition of the Walker name to our stable and welcome enquiries regarding dealership opportunities.

"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 A S Mower commercial range as a first class addition to our expanding professional groundcare offering."

Scott Lelliott of PSD Grounds-care hands the first part of the AS Motors stock order to Gordon White of Scamblers



Speedcut celebrates 35 years

Speedcut Contractors celebrated 35 years in the sportsturf 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 Burgess Hill Golf Centre.

"This has been one of our busiest years ever," said Speedcut Managing Director Dick Franklin, who founded the business at his Oxfordshire base in 1977.

"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."

What's your number?

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 set foot on a golf course until 1995.

How did you get into it?

Working for a family business, my career has pretty much followed the company's progression. In the early days, I worked as a mechanic looking after the plant and equipment. I was then the Workshop Manager before working on one of our first irrigation projects at Disneyland Paris in 1991. I then headed up the local water engineering department before becoming the Technical Director overseeing system design and the aftersales support for all our irrigation customers.

What other jobs have you done?

Mechanic, Workshop Manager and Water Engineer.

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.

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 other activities.

Where do you see yourself in 10 years time?

Hopefully still in the industry and with a full head of hair!

Who do you consider best friends in the industry?

Over the years I have made numerous friends with both suppliers and customers. I have also enjoyed watching green keepers that I worked with years ago progress and become course managers in their own right.

What do you consider to be your lucky number? 3

Find out who Adrian has picked next month