

cutting news

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Town's Green Amenities Move Forward with Battery Power

The cathedral town of Guildford in Surrey is very mindful of its appearance and well recognised for it, having collected an array of Britain in Bloom and Chelsea Flower Show awards over the years.

It is the latest municipal authority to introduce Pellenc battery-powered hand equipment into the upkeep of its amenity and leisure facilities. The parks department of Guildford Borough Council, which is responsible for all of town's amenity grass and flora as well as having a contract with Surrey County Council for highways work, purchased a number of Pellenc products from their local dealer Richmonds Grounds Care of Haslemere.



Guildford Borough Council Parks and Countryside Service Chargehand gardener Paula Pennington uses the Pellenc Helion hedgecutter to trim box hedging in Quaker's Acre. This tranquil garden is a much valued feature in the town centre and includes a memorial to the victims of the 1974 IRA pub bombing.

According to the department's Operational Supervisor, Arthur Kinge, the decision to add this alternative to petrol-powered machines to what is available to its 38 full-time staff was part environmental, part economic. Two of Pellenc's Airion vacuum blowers, Helion hedgecutter and two pole saws have been in regular use for a wide range of duties in the town for a year now and been well received by operators and the public. The idea is they are very much a multi-use resource and not just for specific tasks.

"We always try to be progressive," he said. "I first saw Pellenc equipment at SALTEX a couple of years ago and was impressed. Our policy is always to keep trialling new equipment to see if we can do things more efficiently and to find new solutions to problems. It's part of a conscious effort by the Council to make better business sense of equipment resources rather than cutting back on machines, manpower or jobs. These machines are lighter and cost less to run than their petrol equivalents,

but we have a lot of petrol machinery here that functions well, so changing over completely to battery power will be a gradual process dictated by feedback and budgets."

"Hand-arm vibration is one of the biggest issues we have when sourcing equipment. Keeping to within a tally of 400 points per user per machine makes achieving optimum efficiency a constant challenge. The Pellenc equipment is well suited to offering a full day of safe and comfortable usage."

"We always have to be especially mindful of noise levels, especially for work near schools and residential areas. The battery-powered blowers and hedge trimmers have extremely low levels and do efficient jobs much more quietly than petrol machines."

Within the remit of the Parks and Countryside Service is the 52-hectare Stoke Park and Gardens, now in its fifth year of Green Flag status. This multi-purpose facility dates back to the 18th century and plays host to the Surrey County Show and the Guilfest three-day Music Festival.



An Airion vacuum blower is used to tidy the entrance to the walled garden in Stoke Park.

Landscape Contractor switches to Pellenc battery power to combat White Finger



Hand-Arm Vibration Syndrome (HAVS), also known as White Finger, is a condition affecting nerves and circulation caused by vibration. The effect is cumulative – each exposure can worsen the condition. Harm can be caused by as little as 15 minutes of exposure per day for some hand-held tools.

In an effort to reduce this condition, one Yorkshire based contractor has switched their fleet of petrol-powered hand-held tools to the battery power of Pellenc.



Eco Garden Maintenance (EGM) was set-up by Stuart Brogdan twelve years ago and is a company that is committed to protecting the environment and wildlife habitat as well as enthusiastic about organic products and principles.

When the time came to choosing new hand-held equipment for their landscape maintenance work, it was Stuart himself that extensively researched the market to look at alternatives to the heavy 2-stroke petrol products he had always used.

"I had been suffering from White Finger and back problems for around five years," explained Stuart. "I was looking for a 'greener' alternative to the petrol tools we were using and came across the Pellenc brand on the Landscape Juice website. As I read more reports and looked at all of

the facts and figures, I became more and more intrigued and so organized a demonstration."

"I was instantly impressed not only by the weight of all the machines I tried, but also the power that came from them. From that moment, I knew that I needed them – not only because the vibration levels are far lower than the petrol equivalents, which enables me to keep White Finger under control, but because the battery is strapped to my back, the weight of the tools is low enough for me to complete a full day's work with no aches or pains".

A range of tools consisting of an Excelion brushcutter, Helion hedgecutter, Selion C20 chainsaw, Treelion pruning shears and Airion vacuum blower all powered from a Poly 5 battery was ordered for everyday use by the forward



thinking maintenance company.

The low noise coupled with no obtrusive fumes sat well with EGM's eco-friendly strategy. Built around the tools are their other optional services - the company proudly uses organic fertilizers, composting and soil improvement.

"The low noise of the products has two main advantages. The first is the obvious noise reduction for the operator and the second being the clients where we work. Since we've purchased the Pellenc tools we've had many comments from clients saying how quiet we are. We've also been known to be outside working as early as 6am in the summer months!"

With over 20 years agricultural and horticultural experience, EGM work across North Yorkshire for clients ranging from large residential country properties to

care homes and industrial estates and since purchasing the equipment from dealer Lloyd Limited, has become totally committed to the Pellenc brand.

"I certainly wouldn't go back to using petrol power now. As well as the eco-friendly benefits, the savings made on purchasing fuel and carrying fuel cans around with us on the job mean that a major health and safety issue has immediately been removed."

The exceptionally low levels of vibration, weight of the products, guarantee of use with no odour, with no starting problems and no filling of a fuel tank means that any of the Pellenc range of products can be used continuously for a whole day without exceeding the legal maximum ELV for Hand-Arm Vibration.



Haileybury makes light of its leaf problems thanks to battery blower

Autumn's daily routine of keeping the school's drives and walkways free of fallen leaves, now a quieter and easier job thanks to the battery-powered Airion

Autumn leaf fall is a massive problem to Eamonn Murphy, Grounds and Gardens Manager at Haileybury, one of the UK's leading boarding schools, in Hertfordshire. The co-educational public school, founded in 1862, has grounds of over 500 acres with hundreds of trees, most of them native deciduous, with oak, birch and chestnut the principal offenders in terms of leaf shedding.

For weeks on end Eamonn and his team have the daily task of seeing that not only are the school's pitches as leaf-free as possible, but that the surrounds of the teaching blocks and the main buildings are safe from fallen leaf hazards and always look in tip-top order.

Eamonn's dilemma had always been keeping a balance between controlling leaf accumulation in the central school areas and minimising disruptive noise. His petrol leaf blowers needed air defenders for the operative, so teachers and the bursary did not welcome leaf blowing albeit necessary. Eighteen months ago he was introduced to Pellenc lithium-battery equipment by his machinery dealer, RT Machinery of Aylesbury.

After a trial period of using these he soon realised that noise need no longer be an issue for work close to school buildings and bought a set of the equipment. Eamonn has had it in full active use at the school for just under a year now and the Pellenc Airion leaf blower, which weighs just 2.6Kg, is keeping the walkways and drives close to the school free of leaves.

"The acoustics of the school buildings and their surrounds are such that noises are much

exaggerated," said Eamonn. "Control of these light machines is very easy and actually more responsive than our existing petrol ones. Set on level one, when you're 10 metres away from leaf blowing, you can barely hear it. Even on the top level four, it sounds a bit like a hair-drier, no more than that."

"At first my staff – and to be honest me too – were a little sceptical about whether such quiet machines would have the power to do the job. We have been proved wrong. Leaf blowing is more than adequately dealt with, and having a multi-purpose power source in the battery back-pack is a real asset. Switching from job to job, which we have to do all the time, is so easy now. The reduction in fuel expenditure is a big factor for us. In a single year we must have saved hundreds of pounds."

"I believe petrol-driven hand equipment will soon be a thing of the past. I pride myself on always looking for the latest and best solutions to problems, especially if they offer an environmentally friendly bonus. I do not like to stand still when it comes to equipment and methods of working. Health and Safety and EU Directives keep on mounting, so it's vital to conform or,

better still, be ahead of the game. I like to think that, by doing jobs like leaf blowing using battery-power, Haileybury is a pace setter."

As a groundsman Eamonn obtained his initial training at Otley College in Suffolk and at Ipswich Town under Alan Ferguson, who is now in charge of pitchcare at the Football Association's National Centre at Burton. After joining Haileybury as a Deputy Head Groundsman ten years ago, within 18 months, Eamonn took over as Head Groundsman and last year in a re-organisation took on the wider responsibility of Grounds and Gardens Manager, which has given him the opportunity to undertake and manage all operations at the school concerning non-building work.

In his time at Haileybury he has achieved HND in Sports Turf Science at Writtle College. He heads up a team of 13 groundsmen and gardeners and looks after 13 grass pitches for rugby, cricket, football, lacrosse and hockey, plus a sand-based artificial hockey pitch. Thanks partly to him, and with the support of the Bursar, the school is these days self-sufficient in equipment and manpower for all its sports pitch and garden needs.



Haileybury Grounds & Gardens Manager Eamonn Murphy

As well as seeing that Haileybury now has sports pitches to match any at rival public schools, Eamonn has a one rare and notable international distinction. He is the International rugby pitch consultant to Kazakhstan. Haileybury has sister schools in the Euro-Asian republic in Almaty and a recently opened school in the nation's capital Astana, and through Haileybury's affiliation with the rugby team (1st team captain undertaking coaching sessions at Haileybury Almaty) was invited to advise on the re-construction and on-going maintenance of its national rugby stadium in Almaty, which he describes as a very challenging, continuous but fulfilling task he carries out with the full support of the school.

The new ETMower range from Etesia is here to change the landscape

Emission-free and totally automated are the key words that set the range of ETMowers from Etesia apart from anything else on the market.

Protecting our environment has us all looking for alternatives to petrol-powered mowers that produce outrageous amounts of emissions and other nasty pollutants.

Current rechargeable mowers use extremely heavy lead acid batteries and can weigh as much as some users.

The new Lithium powered range of ETMowers is here to change the landscape. Etesia UK has recently installed one of its robot mowers to maintain a large area adjacent to their base in Oxfordshire in a rather testing environment. The aim? Apart from being able to show potential customers the mower in action, the company also wants to demonstrate the positive impact little and often mowing can have upon the turf itself.

There are three models to choose from which are finished in the company's colours and, most importantly, sold and supported via Etesia's UK dealer network. As to the range, the entry level Etesia ETm44 is designed to operate on areas of up to 5,000m². Height of cut can be set in nine positions between 22mm-75mm.

Next up is the ETm65. This is designed to mow areas of up 9000 m², height of cut from eight cutting positions covering 22mm-65mm. This larger model weighs in at 36kg and is capable of working on a slope of up to 30%.

Suitable for areas of up to 20,000 m², the ETm105 is able to mow golf practice ranges, football and rugby stadia, practice pitches and other large areas. Eleven cutting positions give a height of cut range of between 22mm-80mm. This model weighs just 51kg.

The mowing elements comprise a three-bladed cutting head powered by a direct drive, brushless motor. Mounted on parallel arms to allow contour following, the motors spin the cutting discs at 3,500 to deliver a high blade tip speed.

Offering cut widths of 44, 65 and 105cm, the ETm44, ETm65 and ETm105 have two, three and five cutting heads respectively. The reversible blades, which are similar in size to a traditional razor blade, are designed to last around a season before they need to be turned. And when it comes to replacement, each blade will cost around 70p.

In fact Etesia suggest an annual service will cost as low as £150 for the ETm105. There is not much to go wrong on these mowers, periodic cleaning with compressed air typically being all that is needed to keep the units going between services.

How does it work?

The mowers are programmed to mow in a random fashion, their boundaries being set by a buried wire in the ground. If your robot needs to recharge its batteries, it automatically goes back to its docking station and resumes mowing once it is fully charged. As the units are pretty much silent in

operation they can be left to run day or night with no need for any operator input.

The area to be mown is mapped out by the boundary wire, the latter having a charge that is picked up by a sensor on the mower that essentially prevents it crossing a fixed line. In addition, the mower has a pair of radar sensors to enable it to steer around a goal post, tree, bench or similar, a front lip mounted pressure sensor also stopping the unit should it bump into something.

Another sensor detects if the unit is flipped over, stopping the cutting units and also alerting the user via a text message that there is something wrong. Speed sensors will also detect if the unit is moved quickly, such as may be the case if someone tries to steal the mower. A GPS system will then alert the user to its whereabouts, the systems shutting down to prevent the mower working outside its boundaries until it has been re-set by entering a password.

They mow, you don't!

It follows that there will be periods when grass growth will not keep up with the full-time mowing regime offered by the ETm mowers. To prevent non-productive passes, the mowers will detect if they are not actually cutting anything, sensors that detecting the load on the cutting discs. No load on the discs suggests no grass is being trimmed.

On a separate point, the mower will always return to the docking point via a different route. This is to overcome the possibility of creating a track each time it comes in for a charge.

The ETMower will return to its charge station as soon as the batteries reach a pre-set level of discharge. The unit returns by a different route between charges, hooking up via two strips – duplicated on both sides of the mower – that contact with no need for a plug. The charger can be left exposed although a mower 'house' is recommended.



The keypad allows the user to enter a password to prevent the mower operating outside its fixed boundary. Key maintenance demand is to blow unit clean periodically with a compressor.

Who will buy one?

As with existing robot mowing systems, demand will ultimately be drawn from large domestic and commercial users. But Etesia is keen to initially promote the mowers use in applications to include stadium maintenance mowing. Because the mowers are designed to be in full time operation, the controlled environment of a stadium will enable customers to get the best from the mowing system. The key is that by keeping grass trim without tying up an operator, the mowers will have a fast pay back in this type of application.

In Europe, around 200 mowers have been sold for this type of work, with users preparing and mowing pitches in the traditional way for match days; the mowers cover the area at random to reduce trafficking, so cannot leave TV friendly stripes on the turf.

To suggest the mowers can only work in a fixed and easily confined area, however, is countered by Etesia setting up its own large demonstration area. This includes

areas within which there are unguarded trees and obstacles, with a decidedly irregular boundary too. The aim is to show the potential to mow public spaces to include parks and gardens.

How much do they cost?

Etesia divides the cost of setting up a robot mowing system into three:

- Mower cost. These are from £4,196 to £10,451
- Charge docking station. A single station is £799, but more than one may be required for complex layouts
- Cabling. Installed and buried using a purpose designed cable layer, the cable itself costs £270 per 300m drum

Taking a stadium football pitch as a costing example, installing an Etesia ETm105 based system will coast around £12,000. Following installation, the mower will maintenance mow the pitch with no operator input, so it is just the cost of powering the unit that will needed to be added.

On the continent, users suggest an ETm105 based system installed for stadium mowing will have a pay back period of 2 years; this takes into account labour and conventional mower fuel costs.

Etesia (UK) has specified more expensive Lithium, as opposed to Nickel Cadmium, batteries for all ETm mowers sold in the UK. This is largely down to its experience will Pellenc battery powered equipment, the longevity of Lithium power having proven to save on overall operating costs.

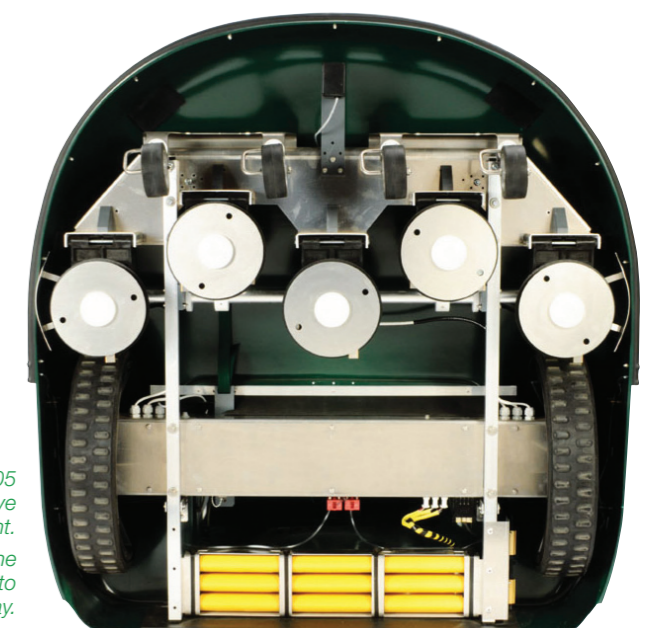
This should mean an ETm105 working in a stadium will be active pretty much 24/7, only needing to be stopped when the pitch is to be mown for presentation for a match and during post match pitch cleaning; the mowers have a deflector which will push aside divots etc. but the mower has no means to collect debris.

Etesia ETm105 – outline specification:

Cutting system	5 discs with 3 blades
Height of cut	From 22 to 80mm
Cutting disc motor	3 phase, 24 volt, 50 watt
Disc speed	3,500 RPM
Back wheel motor	24 volt, 50 watt
Rated area capacity	Up to 20,000m ²
Guide capacity per hour	3,600m ² /hr
Weight	51kg
Length	130cm
Height	50cm
Width	120cm
Recharging Station	30 volt AC
Peripheral Wire	0.5 volt, 50mA
Transformer	230/15 volt, double insulated
Consumption	100 watts/hour



The new Lithium powered range of ETMowers is here to change the landscape.



The underside of the Etesia ETm105 showing five cutting units, two rear drive wheels and castor wheels on front.

The rubber strip on the front of the mower stops the mower if it bumps into something that moves in the way.

Etesia's Pro 46 – the Professional's Choice



Terry Bates of Bates Garden Maintenance says the Pro 46 from Etesia is well built, solid and reliable – a must for any contractor.

The upkeep of domestic and amenity turf is a huge source of business for Surrey based contractor Bates Garden Maintenance. Reliability of mowing equipment is essential for this work. The contractor, who works across Woking, Guildford and the rest of the Surrey area has the Etesia Pro 46 to handle part of the weekly cutting routine.

Professional end users looking for a rugged pedestrian mower designed to withstand the rigours of commercial use, need look no further than Etesia's range of pedestrian mowers. Terry Bates, MD of the contracting company explains: "We mainly use the Pro 46 on domestic and commercial jobs where there are groups of lawns that are on different levels, terraced, up steps or on slopes of which there are a few we maintain. We always use the pro 46 when we have laid a new lawn and it's time for the first cut because it is light enough to not 'pull' any joints apart and always gives a sharp looking cut".

Pro 46 rotaries are lightweight and easy to transport, making them ideal for use with mobile grass cutting teams. Handlebars adjust for operator comfort and fold for storage and transportation. The cutting height adjustment on each

wheel provides a range of settings to suit most applications.

"We use the mower every week to maintain the gardens on a private residential road one day a week. All the rear gardens are terraced into a hill with lawns level with the roofs of the houses which is hard work but the pro 46 has helped massively."

"The pro 46 is well built, solid and reliable. We do own other mowers that fit that description but none we enjoy using as much".

The single blade Etesia Pro 46 has a 5hp 160cc Honda petrol engine. Cutting width is 46cm, the detachable grass box with 'full' indicator has a capacity of 52 litres, and overall weight is just 37kg. Low vibration and noise levels meet all EU legislation and individual wheel height can be adjusted from 25mm to 88mm. There are six models in the range, with options including a mulching facility.

"A Prune with a View"

A National Trust property in Devon keeps tree and hedge cover in check, quietly and without fumes.

Situated on a ridge above the Plym estuary on the outskirts of Plymouth, the much visited landscaped garden at 18th Century Saltram House is very much exposed to south coast winds. Head gardener at the National Trust property Penny Hammond has the constant task of maintaining screening, yet preserving the delightful views across the Devon countryside. She's now found a way of achieving this that's easier and less obtrusive to visitors.

Holm Oaks (also known as Holly Oaks) provide evergreen protection for the garden areas around the House, but the lower branches have to be kept in check to allow visitors to see the surrounding landscape. Previously this was a job done by 2-stroke petrol saws and because of the noise and fumes, the work had to be carried out before 11.00am

when Saltram House welcomes its first visitors each day. Since April this year things have changed with the use of battery-powered tree and shrub equipment.

"We'd had Pellenc equipment on trial from Exeter dealer Radmore and Tucker and, because of the way they performed for us, decided we had to add them to our armory permanently," said Penny Hammond. "I have to make a case for a fixed asset purchase like this, but it wasn't difficult since it fits neatly into the greener technology policy the National Trust is adopting these days. It means we don't have to call on contractors for cutting jobs anywhere near as much as we used to."

"The Holly Oaks are pretty tough to prune, but with the Selion pole saw it's like slicing through butter with a hot knife. We like very much



Saltram House National Trust property had Pellenc equipment on trial and, because of the way they performed, decided they had to add them to their armory permanently.

that it can easily be extended and best of all its quiet and there are no fumes. We now do the job more quickly and at any time because there's no hindrance to visitors. It's very much opened things up for us in terms of work planning."

A 300-metre stretch of beech hedge planted six years ago for screening part of the garden area also has to be kept trimmed and a Pellenc Helion hedge trimmer was bought at the same time for this and other hedging work, as was a Pellenc Excelcion brushcutter for general ground clearance work. Each of the new machines runs off a single lithium-ion powered battery

unit that fits comfortably around the user's shoulders.

Penny Hammond has three full-time staff in her department and upwards of ten regular volunteers. She says that a real bonus is that the new tree and hedge trimmers are used with ease by everyone involved in the garden work at Saltram.

"In the past there used to be many more gardeners doing the work here, but now equipment plays a much bigger role, so it's important that what we use earns its keep. These new machines certainly do that. They are a dream to use."

Capital Cutting

Launched four years ago, Hackney Homes, which works in partnership with the London Borough of Hackney Council, is responsible for managing council homes in Hackney.

A major part of the not-for-profit organisation's work is to keep the amenity grass in the borough's 266 estates in top order. Last year, the decision was taken to switch from mulch mowing to cut and collect in an effort to further improve its grounds care service and to upgrade its Audit Commission accreditation from 2-Star to 3-Star, which is potentially a route to higher Government funding.

The organisation bought nine Etesia ride-on mowers - two Hydro 124DN models and seven BLHP's - from their dealer P. Tuckwell's of Colchester and the machines are now in full swing across the borough. Here, each of the two models trims the grass at a housing estate in Shoreditch, just a mile from London's Liverpool Street station. This site, like all the other Hackney

estates gets its grass cut once every ten days by the Hackney homes grounds care team.

"There were requests from residents as it is a cleaner and tidy system, so we needed mowers that picked up the grass," explained Balavant Barber of Hackney Homes, the non-profit organisation, which works in partnership with the London Borough of Hackney.



A major part of the not-for-profit organisation's work is to keep the amenity grass in the borough's 266 estates in top order.

"The grass we maintain is definitely looking better already. The job may be taking a little longer because of the collection of clippings, which we deposit at a recycling depot, but because there is no cutting debris it is better for residents and more satisfying for the grounds care team."

One of the Etesia mowers' safety facilities - which influenced their purchase - is the protection of the twin blades by two shear bolts. This helps avoid major damage if there is hidden object impact.

The two larger 25 horsepower 124D machines with the facility for front fitting of hydraulically controlled attachments have multi-purpose

adaptability. Leaf clearing in autumn and snow clearing in winter are also on Hackney Homes job sheet, so this added to the mower's appeal.

The Hydro 100D features a tight 1.1 metre radius turning circle, which Hackney Homes operatives find useful for work on the more restricted sites and for negotiating municipal fixtures like lamp posts. There is no rear axle, so the way is clear for ejection of cuttings.

Both of the new mower models now in use across Hackney have 600 litre grass boxes, which take a lot of filling. They each feature hydraulic lift emptying up to a maximum height of 1.80 metres.

Quietly getting on with things

Charles Rodriguez established Garden Thyme Limited, a grounds maintenance business, to service the Hampshire, Surrey, Berkshire, Middlesex and South West London areas twenty years ago. Initially contracts were confined simply to grass cutting and maintenance on the many housing estates that were springing up in the South of England.

Council housing's grassy surrounds provide a major source of business and as a result Garden Thyme's involvement in keeping estates green amenities ship-shape has continued to grow. Grounds maintenance remains the core of the business, but in general the associated disciplines include; arboriculture, park patrol, sports field management and planting and designing new borders.

Charles says that there has always been a pride in minimising the intrusive side of the work that they do: "Most of the sites where we work are sensitive in one way or another. As we work in predominantly residential areas, the sound of petrol machines is not necessarily welcome".

For weeks on end Charles and his team have the daily task of seeing that not only are the residential areas as leaf and litter-free as possible, but that the surrounds of the play areas are safe from fallen leaf hazards and always look in tip-top order.

Charles' dilemma had always been keeping a balance between controlling debris accumulation and minimising disruptive noise, so much of the work was previously done by hand. When a petrol blower could be used, the operatives needed air defenders, and so residents did not welcome leaf blowing.

Around three years ago he first saw Pellenc lithium-battery equipment at IOG SALTEX and bought his first piece of equipment - two Helion hedgecutters along with battery pack from his machinery dealer, Richmonds Groundcare of Esher. After the launch of the Airion blower last year, Charles thought this could be the answer his problems.

Weighing only 2.6 kg and with a noise level of just 80 db, it is the lightest and quietest professional blower on the market and can be used near sensitive areas such as hospitals and schools. It is very comfortable to hold owing to the soft touch new generation handgrip and is optimally balanced for natural

tilting towards the ground.

The Airion has 4 speeds which easily enable the operator to effortlessly optimise and adjust the speed of the air expelled according to its working environment and the site to be cleaned. Keeping the speed selector button pressed instantly selects the booster mode, giving a maximum power of 750 Watts. This function is especially useful for picking up wet vegetation or heavy waste matter.

"At first, one of the residents at one of our sites thought that the blower was actually broken because it was so quiet! We can now start work on site earlier which also enables us to get on with other tasks."

"All of the operatives like using the equipment because they are light, quiet and are very low vibration compared to the petrol equivalents. Because the machines are battery powered, we know that they will 'start' first time, every time with no risk of the plugs fouling or the pull-start breaking."

"The other advantage is that we no longer have to mix 2-stroke fuel and carry petrol cans with us. The reduction in fuel expenditure is a big factor for us. In a single year we must have saved hundreds of pounds".



Charles Rodriguez of Garden Thyme has recently purchased a Pellenc Airion blower to keep drives and walkways free of fallen leaves and debris.

The Hunt is On!

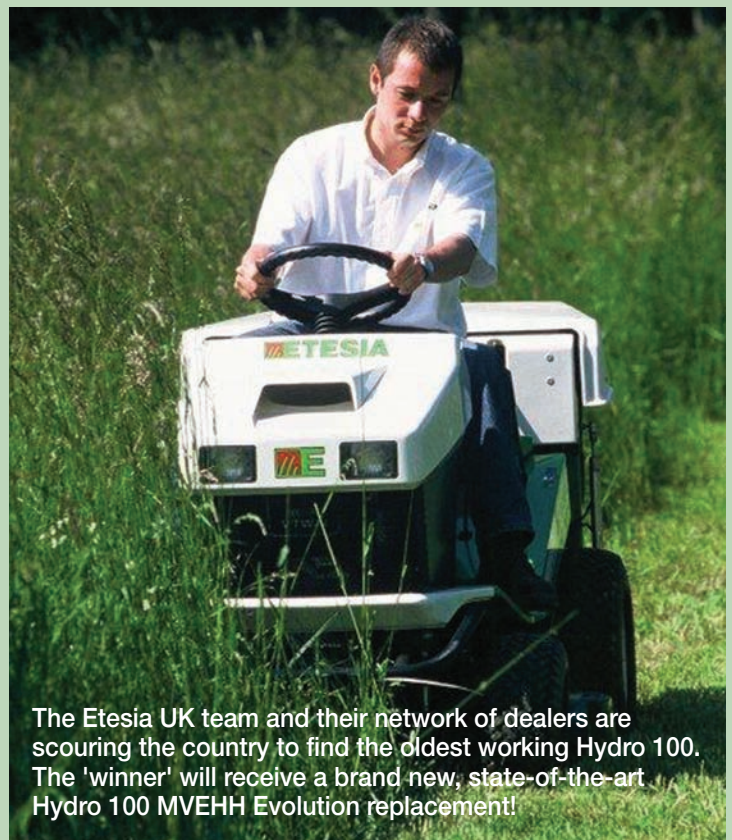
In 1990, the Etesia Hydro 100 was the worlds very first direct collect ride-on mower. It went on to set the bench mark, not only for the French manufacturer's subsequent machines, but for the industry as a whole.

Professional end users who were looking for a ride-on mower designed to withstand the rigours of commercial use purchased the Hydro 100 in their droves, ensuring that it became one of the company's best

selling. Etesia UK are aware that there are some of the original machines still in use today.

The Etesia UK team and their network of dealers are scouring the country to find the oldest working Hydro 100. The 'winner' will receive a brand new, state-of-the-art Hydro 100 MVEHH Evolution replacement.

The new Hydro 100 Evolution has a unique concept that cuts and collects grass in all weathers, even the pouring rain. Top quality manufacturing allows mowing, season after season, ensuring that this machine outperforms all other ride-on mowers in its class. A more powerful



The Etesia UK team and their network of dealers are scouring the country to find the oldest working Hydro 100. The 'winner' will receive a brand new, state-of-the-art Hydro 100 MVEHH Evolution replacement!

engine, large capacity 500-litre grass collector which is emptied without leaving the driving seat and more operator comfort sees the Hydro 100 Evolution really setting the standard for all ride-on mowers.

"This competition will make users look at and appreciate their Etesia mowers even more than they do already", said Les Malin, Etesia UK's General Manager. "When our

customers see how long they have lasted, they will realise the build quality. We always suggest customers examine entire life-time costs and not just the new price when looking at any product".

For full terms and conditions or to enter the competition, visit www.etesia.co.uk/oldfornew

Etesia appoints new dealer for Yorkshire

Etesia UK is excited to announce the appointment of Golf and Turf Machinery Ltd (GTM), based in Wakefield, Yorkshire, as their new dealer for the full range of Etesia and Pellenc grounds care equipment, covering the whole of the Yorkshire area.

Etesia Northern Sales Manager, Andrew Roberts, has been working hard over the last few months in recruiting new Etesia & Pellenc dealers and has seen a significant rise in the number of new dealer appointments in his region.

Strategically placed in Wakefield with Depots also in Derbyshire and Tuxford, GTM has a turnover of £5million + in groundscare sales alone. A dedicated showroom with 20 staff in the groundcare division ensure sales, spare parts and hire of specialist grounds care machinery to professional users throughout Yorkshire.

"We had gap in our current product range, so we decided to

test both Etesia & Pellenc products extensively before committing to becoming a dealer," said Glen Saywer, GTM Sales Manager. "We also spoke to customers to get their feedback, before travelling down to Shenington where we were suitably impressed with the Etesia staff's knowledge and professionalism. I knew Andrew from his previous job and knew we could work with together and trust him."



Golf and Turf Machinery Ltd (GTM), based in Wakefield, Yorkshire have become the latest Etesia & Pellenc dealer for the Yorkshire area.

"We like to think that we are a forward thinking dealer and always looking for new & exciting products on the market which make our customers lives easier. We are always looking at products life-time

costs, fuel costs, noise and vibration levels, which are values we also share with Etesia and Pellenc. Both sets of products open new doors for new and existing customers which is also important in the current economic situation".

