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New premises for Landini tractor dealer in Kent to improve customer support service

Improved customer support for Landini tractor users in Kent is promised following the move by local sales and service dealer Horsepower UK to more spacious and better equipped premises.

Horsepower UK's new premises at Selling near Faversham is not far from the company's previous location but has much easier access to the local main road network. It will be easier for service vehicles to reach customers and for customers to take advantage of the improved parts, accessories and sundries sales facilities.

"We now have a display area for the first time, stocked with service consumables such as filters, oils and batteries, plus tools and all the other items that farmers often need in a hurry," says Horsepower UK partner Phil Stanford. "We also have a larger workshop for repairs and servicing, a bigger parts storage area and better offices."

In addition to being a Landini dealer since 2005, Horsepower represents Merlo telehandlers locally and is the national distributor for orchard sprayer manufacturer Wanner. The sprayer range includes a 'tower' dispersal air blast unit designed specifically for the modern 'vine' system of growing fruit trees.

The Landini Rex and Mistral compact tractors are the mainstay of Horsepower UK's tractor sales because of the high population of both small and large fruit growers in the area.

"The Rex has earned itself a loyal following in the fruit sector amongst growers who appreciate its pint-sized but heavy duty build and easy-shifting shuttle transmission," says Phil Stanford. "It also has a hydraulic system equipped to cope with demanding orchard maintenance and harvesting machinery."

Growers like the Mistral for its compact size, durability and driving ease; it is typically used for pulling 'fruit trains' – four trailers hauling fruit from orchard to store, for which the Mistral's four-wheel drive traction is essential.

Business partners Phil Stanford and Clive Deal (who looks after service operations) are hopeful that the new premises at Selling will help further improve their service standards and attract new customers.

“We’re very much fruit specialists at present,” says Mr Stanford. “But we’re keen to expand into the livestock and arable sectors with the all-new Landini tractors being launched this year.”

Ends



Landini Rex + Mistral - Stanford+ Cann 01

Landini Rex + Mistral – Stanford + Cann 01.jpg

Phil Stanford (left) with Steve Cann, southern area sales manager at Landini distributor AgriArgo UK soon after Horsepower UK moved into the new premises at Selling near Faversham, Kent.



Landini Rex + Mistral - Horsepower UK 01

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Fruit machinery specialist Horsepower UK supplies and supports Landini Rex and Mistral fruit tractors from its new base in Selling near Faversham. It is also the national distributor for Wanner orchard sprayers.

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