

CJ SAUNDERS

Agricultural equipment specialists

LIKE the industry it serves, agricultural machinery specialist C J Saunders is very different to the one that was operating an incredible 115 years ago.

Set up as a small workshop to carry out repairs to the local rural community's agricultural machinery, more often than not, the job would probably have meant encountering the horses which, at the turn of the last century, were still an intrinsic part of the farming sector.

Now the only horsepower of importance is that behind the tractors and other modern machinery for which the Okehampton company has become the 'go to' business.



It remains as in demand as it has always been down the years, but now C J Saunders covers the whole of the South West, providing a whole host of services including repairs, sales, exchange services and parts supplies.

In all that time it has remained true to its family roots, with the founder's great grand-daughter, Managing Director Louise Winsor, helming a team which has a depth of experience to draw upon.

The passing decades have not only seen C J Saunders grow in size - in 2000 the business established South West Handling to serve the construction and farming industries with the sales and service of all makes of telescopic handlers – specialising in the Merlo product.

It has made a prestigious name for itself with the world's leading manufacturers of agricultural equipment such as tractors, mowers, bailers and hedge trimmers and is consequently the region's main approved dealer for some of these companies, including Kubota, Lely-Welgar, Dowdeswell, Avant and Kockerling.

And as one of the largest independent dealers in the UK for Merlo, the Italian world-leading telehandler manufacturer, selling its full range of agricultural and construction products, South West Handling is proud to be the region's one-stop Merlo shop.



"If you're looking for new agricultural machinery, we should be your first point of call," suggests Louise.

"Our longevity has helped us nurture relationships with leading manufacturers in the field, which in

turn enables us to source the machines, attachments and spare parts you need where other companies cannot.

"We are well placed to source and supply new or used machines from around the UK and Europe for all needs, whether big or small.

"Our products are bought new through reputable sellers and leading manufacturers. For those on a budget we have a wide range of used machinery from leading brands, each of which is fully serviced and tested before being put on sale."

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At its Whiddon Down premises, C J Saunders operates a modern equipped workshop, brimming with diagnostics for all makes of tractors, air conditioning repair services and on site hydraulic repairs.

The team of six mobile technicians is on call 24/7 - the company is well aware that every hour a customer's equipment fails, their productivity falters and profit margins dwindle - and regularly receives update training from Merlo on its latest machinery and repair techniques.

But the engineers' extensive experience means they are also experts in servicing and repairing Massey Ferguson, John Deere Kubota and a whole host of other manufacturers' machinery, using the latest technology and diagnostics.

"Maintaining agricultural land requires investment in hard wearing new machinery, including harvesting equipment, bailers, mowers, tractors and more," says Louise.

"CJ Saunders is proud to be able to offer such a broad range of of models from leading manufacturers in the industry.

"Depending on your budget we can supply the latest brand new models or refurbished used equipment and, through our sister company South West Handling, are also here to help in the event of any machinery failure."

For further information about the company, its full range of products and services, go www.cjsaunders.co.uk

Alternatively email sales@southwesthandling or telephone **01647 231251 / 07810548285**

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