



AgriArgo UK Ltd
Unit D3 Harworth Industrial Estate
Bryans Close
Harworth
Doncaster DN11 8RY
Tel: 01302 757550

Press Release

June 2013

New service parts team gears up for Landini and McCormick sales growth

An ambition to work for a leading tractor manufacturer has been fulfilled with the appointment of Tony Hinks as area manager for service parts at AgriArgo UK, the distributor in Great Britain for Landini, McCormick and Valpadana tractors.

“All my experience in the agricultural engineering industry so far has been at machinery dealers,” he says. “Now I’m beginning to enjoy working with dealers, helping them to develop their service parts support for customers by supplying genuine ARGO parts and consumables.”

Tony’s previous positions will stand him in good stead in that role. As parts manager and group parts manager at leading dealer organisations during his career he has a wealth of experience in this aspect of farm machinery sales and support.

“Supplying new tractors and implements tends to get a lot of attention but it’s the parts and service items that keep them going,” Tony Hinks points out. “It’s important to farmers that AgriArgo’s dealers hold a good stock of the right parts and consumables; and important for a dealer’s profitable business too.”

From his home in Runcorn, Cheshire, Tony will work with AgriArgo’s separate Landini and McCormick dealer networks in Wales and the west of England.

That will leave parts manager Tony Burgess to focus on dealers in the east of England, and Bob Bain to handle service parts business in Scotland in addition to his recent appointment as area sales manager for whole-goods in the area.

“These changes are designed to enhance service levels and allow our parts staff to spend more time with dealers to ensure they stock the correct mix of ARGO service products for their customers,” says Ray Spinks, general manager at AgriArgo UK. “Enhancing our service support is just one of the measures we’re taking as we prepare the way for some great new models to further strengthen the Landini and McCormick tractor ranges.”

Ends



AgriArgo – Tony Hinks 002.jpg

Tony Hinks has joined Landini and McCormick distributor AgriArgo UK to bolster service parts business with dealers.

For more information, please contact:

Ray Spinks / General Manager & Sales Director
AgriArgo UK Ltd – a distribution affiliate of ARGO Tractors
Tel: 01302 757550
Website: www.AgriArgoUK.com

Peter Hill / Farmpress
Tel: 01491 824355

ARGO Tractors is one of the World's leading manufacturers of tractors for agricultural and groundscare use, producing Landini, McCormick and Valpadana machines in a multi-factory industrial complex in Italy.

AgriArgo UK is the distributor of ARGO Tractors products in Great Britain. The Landini and McCormick machines are supplied through independent dealer networks; both also supply the specialist Valpadana tractors for top fruit, orchard and groundscare applications.