



Press Release

May 2010

New Staffs branch opened by McCormick dealer Barlow's



- Barlow's of Henbury opens McCormick sales and parts branch in Leek
- Improved service to customers in the south of the dealer's territory
- Former Burgess staff handling McCormick sales, parts and sundries

Machinery dealership Barlow's of Henbury is celebrating 60 years of agricultural engineering service to rural businesses and opening a second branch.

The Leek operation, based on Townyard Business Park off Station Street, will have a sales office to help customers in the southern area of Barlow's McCormick territory find the right tractor for their needs, and a parts store carrying a comprehensive range of McCormick parts for current and predecessor tractors, as well as sundries and merchandise.

"We've been conscious that customers to the south of our McCormick area have an hour's round trip to collect parts from our Henbury branch near Macclesfield," says dealer principal Alan Barlow. "The new branch will put essential spares and the sundry supplies that farms need day-to-day within easy reach of our customers in the area."

Barlow's of Henbury was awarded the McCormick franchise for east Cheshire and north Staffordshire last summer. It has been a successful venture, says James Barlow, with several new tractors delivered and the team of technicians being kept busy with a growing workload of on-farm and workshop repairs and servicing.

"Joining the McCormick dealer network was a good move from our point of view and we've worked hard to maintain our parts and service standards locally," says James Barlow. "Now, with the opening of the Leek branch, we're aiming to do a better job in that area."

Tractor servicing and repairs will continue to be handled by the workshop team at Henbury, who are not only well-equipped for on-farm work but have two lorries at their disposal for transporting tractors and other machines to the workshops when necessary.

Former Burgess colleagues Wayne Sutton and Alan Barnett are back working together again at the new branch. Parts specialist Wayne has joined Barlow's

to run the parts and sundries counter at the new Leek branch, while Alan Barnett will put his long-standing experience of the McCormick range to good use handling sales.

"I've had a very positive reaction to news of the new branch from customers who are pleased to have a parts location in their area once more," he says. "I like the latest round of upgrades and new introductions to the McCormick tractors; it makes the range more attractive from a performance and driver comfort point of view, while the styling changes make them more appealing to the eye."

This summer, the Barlow's of Henbury team is looking forward to attending a number of shows where they will celebrate the 60th year of the business.

It was started by Harry Barlow – Alan's father and James' grandfather – in 1950. Prior to that, the family has a long history as threshing and general contractors in the area.

"Now," says James, "the business is focused entirely on supplying farmers with the best new and used tractors and equipment, and providing good service and parts back up."

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McCormick – Barlow's Leek 003.jpg or 006.jpg

Alan Barlow (centre) welcomes parts specialist Wayne Sutton (left) and salesman Alan Barnett to the company. Both will be based at Barlow's new branch in Leek.

McCormick CX110 T3 newcab 01.jpg

Barlow's supply tractors like this latest-model McCormick CX110 with the new four-post cab for improved all-round visibility.

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