**MEDIA RELEASE**

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**Case IH rewards dealership excellence at annual conference**

Case IH dealers have gathered in Hobart for the presentation of the annual Dealer of the Year awards, with O’Connors taking home the title for three branches or more and TTMI claiming the award for one or two branches.

It’s the fourth time running that O’Connors has claimed Dealer of the Year (three branches or more) but TTMI, with branches at Trafalgar in Victoria and Longford in Tasmania, are first time Dealer of the Year winners.

The Dealer of the Year results are based on a number of different criteria, including finance and business management, performance in sales and marketing, and parts and servicing, Advanced Farming Systems (AFS) Certification and total market share.

Pete McCann, Case IH General Manager for Australia/New Zealand, congratulated the two winners, praising the level of commitment that had fostered such exceptional results.

“To win this title four years in a row says a great deal about this business and the team they’ve assembled across all their dealership locations. To win this award a dealership has to prove its excellence across a whole range of criteria, and consistently and rigorously maintain those standards, and that’s something O’Connors has not only done, but done very well,” Pete said.

“To TTMI, congratulations on the first Dealer of the Year Award for one or two branches, and I’m sure it won’t be the last time we see them with the winners’ trophy. They have undergone significant changes in the past few years, all of them positive steps forward for the business, its staff and customers, so it’s great to see all of that now paying off.

“Both dealers are a credit to our Case IH network here in Australia, putting customer service, knowledge and understanding at the heart of everything they do and creating a workplace culture where excellence and effort is the norm, not the exception.”

O’Connors’ Chief Executive Officer Gareth Webb said it was a credit to everyone within the business.

“Last year was a massive year for us, taking on an additional four outlets and to make it happen we needed so much from our executive team and they delivered and we can’t thank them enough. Our dealership staff really stepped up and taking home this award again proves all that work, commitment and long hours was worth it and we couldn’t be more thrilled,” Gareth said.

“We thank our customers, too, through what was another tough year for much of our region, and we pay tribute to their resilience and ongoing support. To the Case IH team we want to say thank you, too, because they’re always there when we need them and it’s a privilege to partner with them across our business.”

TTMI dealer principal Jason Henry was thrilled with the overall Dealer of the Year win, but was also celebrating two more titles the business came away with on the night: Dealer of the Year – Parts and Dealer of the Year – Most Improved.

“This award reflects back on our staff and wouldn’t have happened without their tremendous commitment and hard work. We love what we do and we love to sell tractors and to receive Dealer of the Year is a real honour,” Jason said.

“To collect one award is amazing but to be presented with three is something we couldn’t have dreamed of – we’re thrilled, and I’d like to thank everyone at Case IH for their support and advice, which has also helped make this possible.”

Other awards

Intersales (Temora, Griffith and Wagga) was Dealer of the Year – Wholegoods; Ag Requirements in Gatton, Queensland, was Dealer of the Year – Service; Agnorth in Ayr, Queensland, was Dealer of the Year – CNH Industrial Capital (1 or 2 branches); Farmers Centre 1978 in Western Australia (Albany, Katanning and Lake Grace) was crowned Dealer of the Year – CNH Industrial Capital (three branches or more).

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**CAPTION 1: Pete McCann (General Manager Case IH Australia/New Zealand), Tom Sheriden (O’Connors), Rowan Bennett (O’Connors), Lisa Day (O’Connors), O’Connors’ Chief Executive Officer Gareth Webb, Michael McGough (O’Connors), Daniel Speed (O’Connors), David Hair (O’Connors) and Brandon Stannett (Managing Director Agriculture Australia/New Zealand – CNH Industrial) at the presentation of the Case IH Dealer of the Year Awards in Hobart last night.**

**CAPTION 2: Brandon Stannett (Managing Director Agriculture Australia/New Zealand – CNH Industrial), Andrew Snape (Group Sales Manager TTMI), Jason Henry (TTMI dealer principal) and Pete McCann (General Manager Case IH Australia/New Zealand) at the presentation of the Case IH Dealer of the Year Awards in Hobart last night.**

*Drawing on over 175 years of heritage and experience in the agriculture industry, Case IH provides a powerful range of tractors, combines and balers supported by a global network of highly professional dealers dedicated to providing our customers with the superior support required to be productive in the 21st century. More information on Case IH products and services can be found online at* [*www.caseih.com*](http://www.caseih.com)*.*

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