**MEDIA RELEASE**

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**O’Connors and Larwoods take home top awards from Case IH 2019 Dealer of the Year awards**

Case IH dealers have gathered on the Gold Coast for the presentation of the annual Dealer of the Year awards, with O’Connors taking home the title for three branches or more and Larwoods Ag Services claiming the award for two branches or less.

For the third year in a row, O’Connors took out Case IH Dealer of the Year (three branches or more). Established in Birchip, Victoria in 1964, the family-owned business has grown to become the largest in Australia’s Case IH dealer network, with dealerships in three states: Birchip, Horsham, Warracknabeal and Shepparton in Victoria; Corowa, Forbes, West Wyalong, Grenfell and Condobolin in NSW; and Bordertown in South Australia.

Larwoods Ag Services, based on South Australia’s Yorke Peninsula, won Case IH Dealer of the Year (two branches or less) for the second year in a row. The business has operated from Kadina for more than 40 years, offering sales, service and spare parts and employing more than 20 staff..

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, saying they had set the bar very high.

“What an amazing achievement by O’Connors, which in the past 12 months has gone from strength to strength with the expansion into the NSW Central West. This award proves that the team hasn’t taken its eyes off the core values of the business: customer service, industry knowledge and after-sales support,” Pete said.

“For Larwoods, you don’t win Dealer of the Year by doing one thing really well, you have to do everything really well and I congratulate the team for setting such a high standard. Both dealers – O’Connors and Larwoods – represent what we are constantly striving for: excellence in customer service, superior industry knowledge and quality after-sales support. Dealer of the Year is a tough title to claim, and both these businesses show just what it takes to win.”

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

“This is definitely something we didn’t see coming but we’re thrilled to take this award home again this year, and it’s a privilege to win this in the company of some terrific dealers. This is also recognition of the passion, dedication and excellence of our team and the belief of our customers who have ensured our ongoing growth. This is the culimination of what has been a huge year for all of us at O’Connors and we’re excited for the future and what it holds,” Gareth said.

Larwoods Ag dealer principal Scott Mercer was thrilled with the ‘two-in-a-row’ achievement and the Service category title.

“This is such a great honour. A big thank you goes to our loyal customers who make this all possible, and to our staff who go that extra mile to ensure we provide the best service and support across the board. We all appreciate how important it is to focus on every aspect of our business, from sales through to service and parts. Thank you, too, to the Case IH staff who provide advice and support whenever we need them,” Scott said.

Other top performers in the Dealer of the Year (three branches or more) included Farmers Centre 1978 in Western Australia (Albany, Katanning and Lake Grace), Kenway & Clark in NSW (Moree, Goondiwindi, Inverell and Wee Waa) and South Australian dealer Ramsey Bros (Cleve, Cummins, Kimba, Murray Bridge, Riverton and Wudinna).

Special mention in the Dealer of the Year (two branches or less) category went to TTMI (Trafalgar, Victoria and Longford, Tasmania), NSW-based Intersales (Leeton and Temora) and Farmers Centre in Western Australia (Esperance and Ravensthorpe).

Days Machinery Centre in Casino NSW was named Dealer of the Year - Most Improved; Boekeman Machinery in Western Australia (Dalwallinu, Dowerin, Northam and Wongan Hills) was Dealer of the Year – Parts; Farmers Centre in WA was Dealer of the Year – Wholegoods; Agnorth in Ayr, Queensland, was Dealer of the Year – CNH Industrial Capital (two branches or less); and Ramsey Bros in South Australia was crowned Dealer of the Year – CNH Industrial Capital (three branches or more).

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**CAPTION 1: From left, Pete McCann (General Manager Case IH Australia/New Zealand), David Rogerson (Bordertown branch manager), Monica Langfield (Forbes branch manager), Josh Hamilton (Birchip branch manager), Gareth Webb (O’Connors Chief Executive Officer), Brendan O’Connor (Shepparton branch manager), Zach Holmes (Horsham branch manager), Anthony Davies (West Wyalong branch manager), Brandon Stannett (Managing Director Agriculture Australia/New Zealand – CNH Industrial) and Rowan Bennett (O’Connors Group Operations Manager).**

**CAPTION 2: Pete McCann (General Manager Case IH Australia/New Zealand), Scott Mercer (Larwoods dealer principal) and Brandon Stannett (Managing Director Agriculture Australia/New Zealand – CNH Industrial).**

*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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