

## **Kuhn distribution moves to Norwood**

**31 August 2007:-** Kuhn SA and C B Norwood Distributors have announced a new agreement for the future distribution of Kuhn farm equipment in New Zealand.

The change which is effective from 1 September will see C B Norwood Distributors Ltd take over import and wholesale distribution activities for Kuhn from the current distributor, Dan Cosgrove Ltd.

C B Norwood Distributors Ltd says it will run the Kuhn franchise as a separate operating division and will offer employment to existing Kuhn product staff.

In an announcement to Norwood staff and dealers, Norwood General Manager, Bob Fitchett commented "We are committed to supplying New Zealand farmers with high quality equipment through our multiple dealer networks, leveraging proven in-country logistics, parts and technical support from our Palmerston North base.

"We are confident Norwood can grow the Kuhn business independently of our existing tractor brands and Norwood agriculture equipment operations."

"With the main spring season fast approaching, this franchise change will see the Norwood and Cosgrove organisations working closely together to ensure an orderly changeover, while maintaining rapid parts and service support for customers through Kuhn authorised dealers." says Norwood General Manager, Bob Fitchett.

"Kuhn has an established dealer network and we expect to continue doing business through this network, including the Cosgrove retail branches."

The Cosgrove directors have confirmed that the five Cosgrove retail branches will continue to sell and service the range of Kuhn farm equipment and other associated machinery products. This continues the long association between the Kuhn Brand and Cosgrove that began in 1975. Dan Cosgrove Ltd retail branches are located in Hamilton, New Plymouth, Palmerston North, Timaru and Gore.

The Cosgrove directors are pleased to support C B Norwood as the new distributor for the Kuhn range of farm equipment, while thanking their Kuhn wholesale dealer network for their many years of support.

Dan Cosgrove Limited, established in 1935 will continue to distribute Same tractors and Sigma loaders in conjunction with the manufacture of Roofing, Grain Silo's, Sheetmetal, engineering and Dairy systems.

C B Norwood who will celebrate 60 years of farm machinery distribution in 2008, distribute Kubota and New Holland tractors and harvesting machinery through a national network of retail branches and independent dealers. Since 2004 the Company has also distributed Case IH tractors, planters and harvesting machinery through its Case IH operations division separate network of 23 dealerships.

C B Norwood employs over 300 people and operates the largest agricultural parts warehouse in the country.

The KUHN group is based in France and has specialised for more than **175 years** in the **design, production and marketing of agricultural machinery**. The range currently offered embraces ploughing, soil preparation, seeding, fertilisation, spraying, shredding, hay / silage making, landscape maintenance, bedding & feeding.